Col, Decca-Coral, Vassar, UA Gear Singles to Ops

By PAUL ACKERMAN and AARON STERNFIELD

NEW YORK—Three major labels, one independent and two German diskeries almost simultaneously announced this week that they were gearing substantial part of their single output for the juke box market. In the past two weeks five separate announcements add up to an increasing awareness of the part of the record companies toward juke box operators. The German actions. The Columbia series, largely doting on separate announcements add up to an increasing awareness of the part of the record companies toward juke box operators. The German actions...
KAPLAN AND HANDELMAN MEET—OUTLOOK IS GRIM

BY HAROLD F. REYES

DETROIT—The decision for what will apparently be a war to the death in the record discount field was made here last week, following months of planning and coordination between the kingpins on both sides of the controversy. John Kaplan, head of Kay Jewel Records, Distributing Company, who has spearheaded the non-named "Detroit Plan" of a 10 percent across-the-board discount to dealers to protect their own business, and David Handelman, who heads the big gun of the chains, have met for a lengthy conference with no results.

Kaplan was later quoted as saying: "It is like a two-way street—although I am not sure we can call it a war. But if we don't budge they will." Kaplan's comment was that "it is one-way street"—meaning that he had the stronger position in the negotiations, but which he had determined to go after the regular distributors' accounts, and action in retaliation is naturally in order.

Kaplan has decided that the only satisfactory answer for the independent distributor will be to go into the block business on his own, in order to remain in the distribution field itself.

"If I can't beat it, I'll join it," Kaplan said, stemming that it is "not open warfare." It is a matter of meeting the trend of the times and he stressed that Handelman feels that "the business is a battle for the consumer." The result was a hush hush and "we will see what happens." The Distributor will be "a very bright and interesting project."

Tony Williams Due Pact With Reprise; First Sessions Set

NEW YORK—Tony Williams, the trumpeter, pianist and composer, was expected to sign a long-term exclusive pact with Reprise label later this week. The Reprise label late last week, Williams his manager, Denny-Don Reed, designed a two-month tour for the composer, who last week for the first Reprise recording session.

Williams, who was involved in extensive litigation with Mercury Records because he refused to release his ties with the company in connection with the Plattor, was given permission by the New York court to record for the label that week.

The label's chief four booths, Kent Sabel, noted: "Williams is a very fine talent and the session we have worked on is a very important one for the label."

The package will also open a date in Las Vegas and deal with the others in works for Spain, Mexico, Central America and Japan. Williams has been working on a number of college dates in this country are being set up.

Piracy in Asian Areas Hurting Trade—Weiss

LONDON—The American music industry is losing hundreds of thousands of dollars annually in Japan and South-East Asia through piracy. The trade in these countries is being cut down, and the piracy of the phonographic material is extensive. This is the view of Warner Bros. Records' international office, according to Bob Weis, who has visited the area recently.

The result was a huge loss of revenue for the record companies. There was no revenue for the record companies, the publishers, the artist or operating companies. There was no sale of phonograph records, and the product was not available. In such poor conditions, there was no profit to be made on phonograph records.

"The result was a hush hush," said Williams, "but in the end the label is going to get the best of the situation."

[Continued on page 53]

Let's Return to Old Dealer Franchises, Says Kenny Silber

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[Continued on page 53]
PM TV Show Big With Artists

By JUNE BUNDY

NEW YORK—Westhinghouse Broadcasting
Corporation’s NBC TV late-night show, in that
it offers one of the first star jazz talent and give
different features very little music—most of
their records are being sold and volume in
prices. "Too many can’t see through the
racket and get their heads in order. I want
we are on the right nude’ he as -
recounting of its spread in Asiatic areas Si art unpleasant
is becoming world-wide. Bobby
Kapp indicated he slid not think
International talent taposed on
the electronics Industry Association at
to Grant-on hie boor - introduced
products including salsa, Radostin leading jazz stars not only
in Chicago. They are featured in the
summer of 1961.

During this program, to be held,
New World of Broadcast Sound,
the EIA will distribute a booklet with
New World of Broadcast Sound,
the EIA will distribute a booklet with
the 1961 Conference Program. The price is
$1.00. Further information can be obtained
by writing to the EIA, 25 West 40th Street,
New York, N. Y.

SORD-NAMM Meet
Underway in Chicago

By BEN GREVATT

CHICAGO—Stereo FM, an in-
creased emphasis on the hard-set and
a series of vital meetings in-
volving the Camera Division of
General Electric, as well as the
general membership of
the Record Division of
National Association of
Recording Manufacturers (NAMM) are ex-
pected to highlight the tenn conventions
that will begin this week.

In barely three months since the
oaky by the Federal Communica-
tions Commission, set on the radio
multiple broadcast systems developed
by Zenith and General Electric,
the industry has been dominated
by talk of FM multiplex stereo.

John J. Mayhag, vice-president for
radio of the National Asso-
ciation of Recording Manufac-
urers, has said that "The FM
Broadcasting is doing About FM Stereo."
Then a meeting of the group
including chairsman Luther M.
Weller, is to be held next week.

The EBC and radio sections,
will answer questions from the
distributors regarding new FM stereo receiving
set, which marks the 60th
anniversary of the
Summit, and is expected to
(Continued on page 9)

Riaa To Fight Disk Duplicates

NEW YORK—The Record
Industry Association of America
has asked Henry Brief, executive
secretary, to send a new copy
of the "No Duplication of Sound,
Music Rights and an Evasion of
Federal Laws and Ordinances
in the Practice of Recording,
"Pony Time," The翻marking of disk
has been confirmed. The disks
were the story out.

Arthur Brown
of Rochester,
New York,
has been sent
to tom. the pony
disco song
on the suing band era.

the spread of tenth
duplication of sound re-

The flip, an attractise ballad.
"Horan' Imelda" is banded a
Concerto" (Witenark, ASCAP) (2:37).

Boon a lovely end lush sermon of the Debussy melody.

Mr., most one half of the 00 -minute
showing on network TV this coming
season will feature musical talent. there will
show several one-shot TV special.

Paul Anka was given an op-
portunity to perform in one of his
professional triumphs. Paul Anka
was given an op-
portunity to perform in one of his
professional triumphs.

AUA Will Register
Million $ Month; Sales
Deals Cited

NEW YORK—United Artists
Records will chalk up its first $1
million billing month in July, ac-
cording to Art Talmainge, vice-

Reprise. The program en-
courages eight new albums re-
sales, and which is expected to
be held in the future.

During this program, to be held,
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the EIA will distribute a booklet with
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unauthorized forms of aorae-
intended for the open. This is the first step toward

industrial control. At least, it is now being broegla out
its more common forms-has long been the dark looteriene
eye-opener. (See separate story.)

Contradicting and other forms of unauthorized use of
American publications for some period of years, in many
countries overseas. The evil is becoming world-wide. Bobby
Wombl"temembering of its origin, in the "Alcat Council of the
music-industry business. At least, it is now being brought
into line with the laws in the first time.

It is timely, therefore that
RIA should appear the trade
of its Invention to seek protective measures to control illegal
use of tape dubbing and other forms of re-
production. ARMA, too, has been active in the general sphere.
These moves will be made by the music dealers, artists, etc. Let us hope that this support is not
merely moral—but that a measure of implementation may
be achieved.

As the music-industry becomes more truly interna-
tional, such protection is necessary not only on a domestic
level, but also on the international plane. This should be the ultimate
goal. Reciprocal protection of disk and copyright properties
through international conventions is the only way to ensure the
unimpeded flow and marketing of legitimate product.
Indie Labels With Album Specialty Lines
Picking Up Sales; Others Find It Tough

Well-Established Lines of R&B, Spirituals, Classics, Folk, Jazz, Percussions, Humor All Enjoying Steady Marketing

NEW YORK—While many of the major labels are still struggling with album sales over the summer, indie labels have been enjoying fairly steady sales on LP's. These have been achieved through the exclusive use of specialty lines of one sort or another for the protection of their product. The core of successful specialty lines have done it with the type of rerecords that receive less than a lot of the major labels. Many of the big names in the independent field are not now in the forefront of pop. They include such labels as Vee Jay, with its strong R&B, and approximately 300 other small labels. Among the better-known classical and folk lines are Atlantic, Columbia, Elektra, with its folk sets; Commodore, with its best selling per- cussionists; and its own empty R&B line. These are prime examples.

Carve Niche

What these labels have done is carve out a niche for themselves in fields that the majors, or the larger labels, have not paid a lot of attention to. And in doing so, they have built up a fairly steady clientele that stays with them even when many of the labels are not doing so well because they cannot get similar products elsewhere.

The majors, Columbia, Victor, Capitol, Decca, and the large music publishing firms, ABC-Paramount, Dot and a few others, are also putting a lot of emphasis on the pop and classical fields due to strong specialty lines on LP's. Occasionally a Coke comes along with the R&B of Decca, Atlantic, or a similar artist and manages to sell a lot of pop albums as well.

Some pop albums are sold by a group that gets hot with two or three pop singles, a label finds it more successful to sign a pop artist. But generally, the indie

Bob Thiele Leaves Roulette A&R Post

NEW YORK—Bob Thiele, who has occupied a de facto position as A&R executive at Roulette for the last 15 years in the capacity of a vice-president and a record producer, has announced his resignation from the company as of June 30. Thiele has been in charge of the company's A&R department for the last 15 years, and has also served as a producer for the company's recording artists.

Thiele has been a key figure in the company's success, and has been instrumental in the development of many of the company's most successful artists. He has been responsible for the signing of many of the company's top artists, including some of its most successful, such as the Rolling Stones, who he signed in the early 1960s.

The hiring of a new A&R executive will be announced shortly. Thiele will continue to work for the company in an advisory capacity until a new executive is named.

Mercury Intros Summer Spec's

CHICAGO—Mercury Corporation is introducing a new "Summer Spectacular" sales plan along with the firm's July 15 release of two new albums.

The "Summer Spectacular" plan runs from July 15 through August 31, and includes a one-for-four-offer on select Mercury and Westcoast albums and a weekly switch of the artist's Series. The plan also includes a $5 Mercury Summer Sale-A-Rama.


Some of the popular Mercury artists who have been omitted are "The Ventures," "The Beach Boys," "The Monkees," and "The Turtles." These artists are expected to contribute a lot of excitement to the Mercury promotion.

Mow, and cumulative Wes foes for the Verve label.

Purchase of WMGM by Crowell-Collier Out

NEW YORK—The sale of radio stations WMGM here by Loew's Theatricals Broadcasting Corporation to Crowell-Collier Publishing Company has been called off.

The FCC had approved the sale of the station on the condition that the station be sold to a non-commercial organization.

In some cases they have become almost entirely on regular record sales, while in other cases they have become almost entirely on record sales.

The sale of WMGM was announced by Crowell-Collier last week.

Mercury, RCA Neck and NE For Top Spot in Hot 100 Chart

CHICAGO—Mercury Record Corporation is tied with RCA Victor for first place in the Hot 100 chart for the week ending July 10. The chart is compiled by the Billboard Music Week, which is the leading music business publication in the United States.

Mercury has three more songs on the chart, giving it a total of 15 songs on the chart.

Ann and Nancy Wilson of Heart have continued their success on the Hot 100 chart with six each. They are followed by New York's own Talking Heads, who have three songs on the chart.

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Columbia In Masters Ten

NEW YORK—Two major deals were announced last week, one involving the sale of a major label and the other involving the sale of a magazine.

The first of these deals was announced by Columbia Records, which has sold its master catalogue of records to Abbe Raven, the head of the Atlantic Records Corporation. The sale is expected to be completed within the next few weeks.

The second deal was announced by Rolling Stone Magazine, which has sold its master catalogue of articles to Rolling Stone Magazine's owner, Jann Wenner. The sale is expected to be completed within the next few weeks.

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CURTIS LEE

Born in Yuma, Ariz., October 29, 1941, Curtis Lee began accompanying himself on the guitar at an early age. During high school he played and sang at many local functions and social gatherings. Upon graduation from high school, Lee was determined to make a career in show business with confidence in his ability to sing and play the piano and guitar. Lee had little success in his first record companies without success. He played only infrequent dates at local clubs. Near the end of that year Ray Peterson and his manager, Stan Shulman, were traveling through the Tucson area and decided to stop at the club where Curtis was appearing. They were impressed enough with Curtis to bring him to New York and sign him to the Duets label.

Curtis Lee's debut disk "Pledge of Love" garnered some action and currently Lee's version of "Pretty Little Angel Eyes" is moving quite well on the "Hot 100."

THE CASTELLS

Ranging in age from 17 to 21, the group consisting of Bob Umem, Tom Holl, Joe Kelly and Chuck Girard, Bob, Tom and Chuck are from Santa Rosa, Calif., and Joe Kelly's home town in Petaluma, Calif., signing with three members in November of 1958, Bob Umem added three months later, and Joe Kelly joined during the last week of 1959 after the loss of a member.

The group began playing local dates in and around the Santa Rosa area until they met Dan Dogel. Dogel was a disk jockey at that time and convinced the boys to get a demo record. The disk was listened to by a New Era Records who signed the Castells to a recording contract. Their first era waxing "Little Sad Eyes" gained local support for them and the boys now have a national hit on the Duets label. "Sacred."

YESTERYEAR'S HITS

The name of programming from your reader's shelves, featuring the disks that were hit in the land ten years ago and ten years ago. Here's some from the ten years ago.

POP-5 Years Ago

JULY 21, 1951

1. Tom Young, "Red King Capit." Capitol.

RHYTHM & BLUES—5 Years Ago—JULY 21, 1956

"Lil Willie King, King.

Dinamics FM Converter

NEW YORK — The Dynamics Division of AMI has started production on an equipment which will convert the radio station to stereo broadcasting without down-
In Carnegie Hall on Sunday Evening, April 23, 1961, Judy Garland walked on stage and sang 26 numbers in a special one-night-only concert.

It was perhaps the most memorable evening in show-business history. The audience was composed of 3,165 people who had fought, begged, pulled strings, and paid astronomical sums for the precious tickets. The 3,165 people roared, applauded, cheered, laughed, cried, stomped, whistled and shouted. The ovation was unprecedented and overwhelming. The press exhausted all the superlatives.

The evening lives. Capitol recorded it in its entirety, live. This exciting two-record set is the biggest smash of the year! We're breaking with the heaviest advertising push in our history. And the advance publicity on this release has already exceeded any album ever recorded! For the millions of Garland fans all over the country, "Judy at Carnegie Hall" is a must buy!

In all honesty... we think this is a great, exciting album—"Two hours of just pow!"

ORDER AGAIN FROM YOUR CRDC REPRESENTATIVE... NOW!
Broadway Store Ups Unique Disk Displays

NEW YORK — Tin Pan Alley, a swinging Broadway disk store near the corner of West 42nd Street, and one of the few on the scene that offer a wide selection of novelty party records, has recently opened a new store. The store is dedicated to a separate disk firm's product, which is one of five at a radio manufacturer, in this case, Motorola. The display space is actually 20 inches high and 16 inches wide. The new store is available to the public for viewing.

Granite Marketing One of 1st Stereo-FM Radio Lines

NEW YORK — Granite Products has become one of the first firms to introduce a line of stereo-FM radio sets, with the introduction last week of three models, five of them with 20-inch stereo units and the other a one-piece set with pull-out speakers. The Stereo-FM is a master, and a companion, which may be purchased separately. Thus, in areas where multiplex service is not available, the master unit can be used as a standard FM receiver. Later, upon the advent of multiplex-FM, the companion unit is simply plugged in to add the second stereo channel. The Granite-FM stereo line has a low-priced model, one-piece, 19-inch stereo unit rated at $99. The set has a self-tuned amplifier and a phone jack. Granite products are now marketed through Dunlop Emerson.

W'House to Up Stereo Models

CHICAGO — Westinghouse Electric Corporation is introducing 14 new stereo model units at the Music Merchants Trade Show here this week. The stereo line will be sold in four distinct furniture groups, with a complete line-up given to styling for each group. The first series, at $199.95, features an AM-FM radio and speakers. The M-1000 series includes a cabinet, five speakers and disk storage section. The M-1500 series features a new 24-inch cabinet, seven speakers and disk storage section, which starts at $319.95. FM multiplexing will be available in all models, and CD-1 in the AM-FM series. The M-1420 series with built-in FM multiplexing will be available in September.

The company also introduced two compact stereo models with detachable speakers, at $79.95 and $59.95, to add an extensive line of radios.

FTC Drops Charges Against Roulette Record

NEW YORK — The Federal Trade Commission has dropped all complaints against Roulette Records. The decision affects both the company itself and the individual officers of the corporation.

Labels Pay Rent

Record Mitt Keeps Disks Clean

The Monroe-Sedel Association of Washington, is marketing a record unit which protects, and keeps records dust free. The unit is reported to be the first such unit available, and is available at a price of $2.50.

Sophisticated Stereo Consoles

Another member of the general Electric line is the medium-rule high fidelity stereo model that again features the drop-down turntable. The cabinet with a self-contained unit is available in two finishes. The set is 50 inches high, 20 inches high and 14 inches deep. There are optional removable legs and wall-hanger is available. There is provision for an audio control.

Theft Prevention

Theft prevention measures are being taken by the companies involved in the new phonograph market. The Phonograph Company, manufacturer of stereophonic phonometers, has announced that it will be using a special take-out window. The window is designed to prevent break-ins and to make it more difficult for thieves to leave with the phonographs.

The Phonograph Company, Inc., manufactures a line of phonographs that are designed to be tamper-proof. The company has implemented a new security system that ensures the safety of the products during transportation and storage.

This week the company has announced that it will be introducing a new line of phonographs that are designed to be tamper-proof. The new line will include a variety of models, ranging from entry-level to high-end options.

The new security system includes a built-in alarm system that is activated when the phonograph is removed from the box. This feature will alert the company to any unauthorized removal of the product.

The Phonograph Company, Inc., has also implemented a new packaging system that is designed to prevent break-ins and unauthorized access to the phonographs.

The new packaging system includes a tamper-evident seal that is applied to the box. The seal is designed to be easily broken, and is activated when the phonograph is removed from the box.

The company has also increased its security measures at its distribution centers. The new security system includes a video surveillance system that is designed to monitor the warehouse and distribution areas.

The Phonograph Company, Inc., has also implemented a new training program for its employees. The program is designed to educate employees about the importance of security and to ensure that they are aware of the company's policies and procedures.

The new training program includes a series of workshops and seminars that cover topics such as security awareness, prevention strategies, and emergency response.

The company has also increased its security measures at its customer service centers. The new security system includes a call-screening system that is designed to prevent unauthorized access to the customer service lines.

The new call-screening system includes a series of questions that are asked at the start of each call. The system is designed to identify potential security issues and to prevent unauthorized access to the customer service lines.

The Phonograph Company, Inc., has also implemented a new training program for its customer service representatives. The program is designed to educate employees about the importance of security and to ensure that they are aware of the company's policies and procedures.

The new training program includes a series of workshops and seminars that cover topics such as security awareness, prevention strategies, and emergency response.

The company has also increased its security measures at its distribution centers. The new security system includes a video surveillance system that is designed to monitor the warehouse and distribution areas.

The new video surveillance system includes a series of cameras that are placed throughout the warehouse and distribution areas. The system is designed to provide a clear view of the areas, and is activated when the phonographs are removed from the box.

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With my best to NAMM dealers

perry como
MUSIC MERCHANTS SURVEY
1961 EDITION

Published in conjunction with the annual conventions of the NATIONAL ASSOCIATION OF MUSIC MERCHANTS and SOCIETY OF RECORD DEALERS OF AMERICA

Phono Sales Hit Slump; Pricing, Recession Cited

Results of Billboard Music Week's annual survey of phonograph sales by music and record dealers for the month of July indicate that phono sales were notably lower than in July of last year. In fact, phono sales in the month of July 1961 were lower than in any other month since the month of January 1961. Nearly 60 per cent of dealers reported phono sales were less than last year, with only 10 per cent reporting sales were better than last year.

Level of Equipment, Accessory Sales Shown by Survey

NEW YORK—Billboard Music Week's annual survey of recording dealers showing phonographs, radios, tape recorders and record accessories which appear in this week's issue of the magazine, was conducted via mail. The sales period covered 15 weeks, from January 2 through May 24, 1961. The survey was conducted by the National Association of Music Merchants (NAMM) and the Society of Record Dealers of America (SORD). The survey was conducted in conjunction with the 1961 NAMM convention and the annual meeting of SORD.

FM, Transistor Sets Gain; Other Types Seen Shaky

FM and transistor sets have been the most popular sets among dealers for the past year. A recent survey of dealers showed that FM and transistor sets are the most popular sets among dealers for the past year. A recent survey of dealers showed that FM and transistor sets are the most popular sets among dealers for the past year.

Diversification Kick

Dealers Bolster Sales With Paint, Toys, Coins

The diversification trend among dealers continues to grow. Many dealers are adding new lines of products to their stores, and are finding that these new lines of products are contributing to increased sales. The trend toward diversification among dealers is expected to continue in the future.

SYNOPSIS

The National Association of Music Merchants' annual survey of dealers' sales for the second quarter of 1961 shows that sales of phonographs, radios, tape recorders, and record accessories were lower than in the same period last year. The survey was conducted by mail, and covered a period of 15 weeks, from January 2 through May 24, 1961. The survey was conducted by the National Association of Music Merchants (NAMM) and the Society of Record Dealers of America (SORD). The survey was conducted in conjunction with the 1961 NAMM convention and the annual meeting of SORD.
THE LUSTY RUSTY WARREN SAYS "thanks, record dealers for all your wonderful help"
BATTING 1000

3 HIT ALBUM RELEASES
3 ALBUMS ON THE CHARTS

Coming Soon
MY 4th SMASH HIT ALBUM!

Exclusively

SONGS FOR SINNERS
RUSTY WARREN
JGM 2024

KNOCKERS UP!
RUSTY WARREN
JGM 2029

SIN-SATIONAL RUSTY WARREN
JGM 2-34

Opening: July 31st
THE ROUNDTABLE
New York, N. Y.

Management:
STANFORD ZUCKER and ASSOCIATES
Beverly Hills, Calif.
Here are two exclusive new reasons why RCA Victor Total-Sound Stereo has all the features that make the sales. Total-Sound Stereo in magnificent new hutch cabinets that would add a touch of splendor to any home... and Total-Sound Stereo in fine-furniture consoles at the history-making, sales-making price of only $159.95! And these are just two models in RCA Victor's great new line... See them all at the RCA Exhibit, Private Dining Room 14, Palmer House.

EXCLUSIVE NEW TWO-TIER HUTCH CABINETS!
This magnificent Danish Modern cabinet offers your customers stereo in truly beautiful furniture. The Mark I has everything your customers want: Deluxe AM-FM tuner with AFC. Deluxe record changer with near-perfect pitch. The "Floating Action" mechanism safeguards records and stylus. Outstanding performance from records, at all speeds. Ear-leveling from 6 expertly matched speakers. And, of course, the finest Hi-Fi quality components. No else has this combination of fidelity stereo and design.
THE EXCITING NEW PRICE OF TOTAL-SOUND STEREO, FROM $159.95!

that makes the sales in stereo!

FINE-FURNITURE TOTAL-SOUND STEREO
AT A PRICE!

FINE-SOUND Stereo in tastefully designed Contemporary cabinet of genuine veneers and selected hardwoods. This is fine-furniture stereo—never before offered at such a low price! RCA Victor Hi-Fi components, precision-engineered Dual Channel Amplifier, automatically balanced four-speaker system and the famous "Floating Tone" Automatic Record Changer. Here, beyond any doubt, is the attractive value in Stereo today, for there's nothing to compare the Mark XVIII at the price. Only $159.95!

RCA The Most Trusted Name in Sound
RADIO CORPORATION OF AMERICA
BIG SMASH
IN ALL FIELDS
BIG RIVER
BIG MAN

Thanks, Dealers, for your tremendous help on my first Columbia Records. CLAUDE KING

COLUMBIA RECORDS
CLAUDE KING

Exclusive Management:

TILLMAN FRANKS

c/o Tillman Franks Enterprises
604 Commercial Hwy.
Streeter, Louisiana
My sincere thanks to everyone who made it possible and especially to Sam Feldman, Charles Sullivan, and Robert Freed.

Latest money-making singles from America's No. 1 Record Salesman!

"IT KEEPS RAINING"
Imperial 5753
"SHU RAN"
C.W
"FELL IN LOVE ON MONDAY"
Imperial 5734

JUST RELEASED—ANOTHER
HEADED FOR A MILLION!

AND HIS ORCHESTRA
JUST COMPLETED

ANOTHER SENSATIONAL TOP-GROSSING TOUR:

Fats Domino and His Orchestra

June 19 Austin, Texas $3,837.00
June 20 San Angelo, Texas $4,125.50
June 21 Odessa, Texas $3,952.50
June 22 Lubbock, Texas $3,355.00
June 23 Roswell, New Mexico $3,480.00
June 24 El Paso, Texas $7,840.50
June 25 Santa Fe, New Mexico $5,078.50
June 26 Farmington, New Mexico $4,906.50
June 27 Pueblo, Colorado $2,110.10
June 28 Cheyenne, Wyoming $3,263.50
June 29 Laramie, Wyoming $2,072.50
June 30 Casper, Wyoming $3,387.00
July 1 Denver, Colorado $6,220.00
July 2 Los Alamos, New Mexico $2,080.50
July 3 Albuquerque, New Mexico $11,932.00
July 5 Phoenix, Arizona $4,628.40
July 6 Las Vegas, Nevada $4,751.00
July 7-8 Salt Lake City, Utah $5,871.40

TOTAL GROSS BUSINESS IN 19 WORKING DAYS.. $83,091.90

Currently on tour Northwest Territory—
and headed for Honolulu!

Direction:

Shaw Artists Corporation
Milt Shaw, President
865 Fifth Ave.
New York 17, N.Y.
Oxford 7-7744

Exclusively

Imperial Records
6453 Hollywood Blvd.
Hollywood, California
DON'T LOOK ANY FARTHER!

WEBCOR ANNOUNCES a new American-made quality tape recorder UNDER $100

CALL YOUR WEBCOR DISTRIBUTOR TODAY!
ADAM'S NEW HEARTBREAKER IS A TOP TEN CHARTMAKER!

AS IF I DIDN'T KNOW

b/w PLAYIN' AROUND

Coed #553

PERSONAL APPEARANCES:
Aug. 4—Rainbow Room, Wildwood, N. J.
Aug. 18—The Albion Hotel, Asbury Park, N. J.
—and hope to see you at the Copacabana, New York City, opening September 7 for 5 weeks.
—Adam

BEST SELLING ALBUMS
ADAM & EVENING
Coed LPC 903
(Mono & Stereo)

AND THEN CAME ADAM
Coed LPC 902
(Mono & Stereo)

Management:
CAPAX MGT. CORP.

Direction:
WILLIAM MORRIS AGENCY

Thanks, Music Dealers for your continued support... and Best Wishes for a successful convention. Adam

PS. My sincere “thanks” to the DJs, program directors, and record librarians.
Thanks, Dealers, DJ’s and Operators everywhere, for clocking Quarter To Three into the No. 1 record in the nation. I’m tremendously grateful for all your help. Appreciatively, Gary.

P.S.: Hope you like my new single and album as well!

LeGrand 1009

AND HIS NEW, SMASH ALBUM!

DANCE 'TIL QUARTER TO THREE
WITH U.S. BONDS
LeGrand LLP 2001

NEW ORLEANS

HIT NO. 1

QUARTER TO THREE

HIT NO. 2

SCHOOL IS OUT

LeGrand 1009

HIT NO. 3

GARY (U.S.) BONDS
Come up and see our etchings...

and other engineering advances and style innovations in the new Westinghouse Radio-Portable Phonograph line at the Music Show.

It's a big line, a strong line, a saleable line, with powerful transistor portables, new AM/FM table models, push-button clock radios, low end portable phonos and portable stereo with console sound. See them all at the Music Show, Palmer House, 400 Room, July 16 to 20. You can be sure, if it's Westinghouse.
Thanks Everybody!

For your wonderful reception to my first release...

"Don't Take Your Love From Me"

now exclusively on Coral Records

Little Linda

Personal Management
Jerry Teifer
Heard about PHILCO?

To meet overwhelming distributor demand Philco production schedules have been increased, speeded up! Radio, Stereo orders up substantially... TV orders up 44% over 1960! See the most-talked about new lines in electronics from PHILCO!

TABLE RADIOS
FULL-SIZED MODELS PRICED FOR VOLUME
- Full features • Sparkling Styling • Fully Guaranteed

$14.95 AND UP
SUGGESTED LIST PRICE

CLOCK RADIOS
MOST WANTED COLORS AND STYLES
- New cabinetry • Sparkle Styled • New value features

$19.95 AND UP
SUGGESTED LIST PRICE

FM and AM-FM RADIOS
EXCITING NEW STYLES AND FEATURES
- Component Styling • Transistorized FM-AFC • Wide range speakers

$34.95 AND UP
SUGGESTED LIST PRICE

PORTABLE PHONOGRAPHHS
STEREOPHONIC-MONOPHONIC
- NEW STYLES • NEW COLORS • NEW DEALS
- Features Stereo Party Ensemble—Cart and Record Package

FROM
SUGGESTED LIST PRICE

NEW STEREO HIGH FIDELITY
BACKGROUND LISTENING CONTROL
- Authentic Cabinetry • New Stereo Amplifiers
- Built-in AM-FM tuners • Transistorized FM-AFC • Ready for Multiplexer

FROM
SUGGESTED LIST PRICE

NEW VIVID VISION TV
COMPACTS, CONSOLES, HI-FI COMBOS
- Black level control • New Intensi-Tube • Proven Cool Chassis

FROM
SUGGESTED LIST PRICE

See PHILCO at the
NAMM SHOW
SPACE 411-412
“400 ROOM”
PALMER HOUSE • CHICAGO

Philco’s on the move! GO WITH
PHILCO
**Home Recording Feature Seen Taking Key Role in Tape Field**

Monaural tape recorder sales continue to occupy an important segment of the total market, according to Billboard Music Week. A survey of equipment sales at the record dealer level. The fact would indicate that pre-recorded stereo tape has not yet become the dominant factor in the tape business and that tape equipment continues to be sold on the basis of its appeal as a home recording rather than a playback medium.

Despite this fact, better than half of the dealers reporting (about 57 per cent) are now handling pre-recorded stereo tape. Of these, nearly 75 per cent handle four-track, reel-to-reel tape, while only a small minority (about 3 per cent) handle cartridge stereo tape.

Of these reporting to BMI's survey, over 57 per cent sold that monaural tape recorder sales were either better than or as good as those of a year ago. By the same token, almost the same number (little over 25 per cent) indicate that stereo equipment sales were doing better than last year.

Many reasons were given for the general condition of the business as seen by reporting dealers. Interestingly enough, one of the reasons stated for better sales was the advent of young people taking records off the air. This continues because pictures hold in many circles of the disk industry.

Other reasons advanced to explain a better state of the business included the availability of home-prepared tape, the advent of four-track tape, lower price/quality of players available, and the fact that the tape was the obvious next thing for many customers who already had amplifiers and speakers.

Of these reporting, business about the same as in the corresponding period a year ago, some, by their answers, indicated that it was as good as an increase, while others deplored their failure to write more business. In a front group, the most important reason appeared to be the presence of lower prices of tape equipment. Another factor was what was referred to as a bigger variety of tape equipment from which to choose. And, some better than last year, level to last year as in effect a doomsday, competitive pricing of discs.

---

### Full-Line Catalog Disk Sales

<table>
<thead>
<tr>
<th>Dealers' Business Increase</th>
<th>Radio/Revue Carts</th>
<th>Dirty Dealers</th>
<th>Special Importers</th>
<th>Phonograph Carts</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>120</td>
<td>150</td>
<td>175</td>
<td>200</td>
</tr>
<tr>
<td>120</td>
<td>150</td>
<td>175</td>
<td>200</td>
<td>225</td>
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<tr>
<td>150</td>
<td>175</td>
<td>200</td>
<td>225</td>
<td>250</td>
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<td>250</td>
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<tr>
<td>225</td>
<td>250</td>
<td>275</td>
<td>300</td>
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</tr>
<tr>
<td>250</td>
<td>275</td>
<td>300</td>
<td>325</td>
<td>350</td>
</tr>
</tbody>
</table>

### Billboard Music Week

**1961 Dealer Survey**

**1961 Survey of Phonographs and Radio**

#### Number of Record-Selling Dealers Handling Equipment

| Brand          | Average Units Sold | Units Sold | Type of Equipment
|----------------|--------------------|------------|-------------------|
| **ADAM**       | 56,100             | 11.2       | Portable Monaural Phonographs Both Manual & Automatic
| **AIRWAY**     | 18,100             | 5.8        | Portable Stereo Phonographs Manual
| **BROLY**      | 66,200             | 13.4       | Portable Stereo or Table Model Automatic Phonographs
| **CALIFORNIA** | 29,700             | 8.2        | Stereo Consoles or Consolesettes Without AM/FM Radio or TV
| **CAPITOL**    | 52,000             | 16.3       | Stereo Consoles or Consolesettes With AM/FM Radio
| **COLONIA**    | 14,700             | 8.3        | Stereo Consoles (Theatres) With AM/FM Radio and Television

#### Units Sold

| Brand          | Average Units Sold | Units Sold | Type of Equipment
|----------------|--------------------|------------|-------------------|
| **ADAM**       | 25,600             | 23.6       | Transistor Radios
| **AIRWAY**     | 3600               | 4.2        | Non-Transistor Portable Radios
| **BROLY**      | 30,000             | 7.0        | Clock Radios
| **CALIFORNIA** | 40,600             | 8.8        | Table Model Radios
| **CAPITOL**    | 20,600             | 6.1        | FM-Only Radios

#### Pre-Recorded Tape Sales Since January 1, 1961

| Brand          | Average Units Sold | Units Sold | Type of Equipment
|----------------|--------------------|------------|-------------------|
| **ADAM**       | 19,500             | 24.5       | Better
| **AIRWAY**     | 41,700             | 30.9       | About Same
| **BROLY**      | 27,300             | 17.3       | Worse
| **CALIFORNIA** | 15,500             | 27.3       | Don't Know or No Response

---

*INDICATES BRANDS ALSO SOLD BY RECORD-SELLING DEALERS*
Accessory Sales Holding Own; Raw Tape Activity in Spurt

Accessory sales for the first six months of 1961 held close to levels of the same period a year ago, according to Billboard Music Week's annual survey of accessory activity among record dealers.

The survey is made up of five different categories: phonograph needles, carrying cases, record changers, accessories, and raw tape. In only the raw tape category did dealers report better business for this year substantially better than that of last year. Sales in record selling outlets reported an increase in sales of phonograph needles and car-

trading, said this was a result of an awareness on the part of the consumer of the fragile nature of stereo disks. These same dealers also feel that a broader and more obvious display of accessory merchandise made a difference in their ultimate sales.

In all areas of accessory sales, many dealers said that one of the keys to moving accessory products is to stock a wide variety and quantity of merchandise. Many dealers said that if in their areas there was little or no price-cutting in accessory sales. One dealer, in fact, classified himself as not having done a better job in buying his stock. He added that he felt "accessories are a lucrative business.

These dealers who found business weaker or the same as last year, blamed many of the more or less standard reasons. General business conditions, the recession and increased weather explained many of the more serious problems associated with diminishing accessory profits. Discount house competition, and the loss of record-buying traffic through the activity of record clubs and such operations were also cited as reasons for the lessening in sales of these items.

The increase of interest in home taping appears the most prominent reason for the upswing in raw tape sales. Youngsters purchasing low-priced tape units and adults buying the more expensive models have stimulated sales of both recording tape. Another reason given for the increase is popularity of the cheaper Japanese units which have flooded the market in recent years.

Sales in Record Selling Outlets

<table>
<thead>
<tr>
<th>Phony</th>
<th>Catalogs</th>
<th>Carrying Cases</th>
<th>Record Cleaners</th>
<th>Phonograph Cartridges</th>
<th>Raw Tape</th>
</tr>
</thead>
<tbody>
<tr>
<td>37.9</td>
<td>53.9</td>
<td>32.7</td>
<td>13.0</td>
<td>13.0</td>
<td>13.0</td>
</tr>
</tbody>
</table>

BILBOARD MUSIC WEEK

1961 DEALER SURVEY

<table>
<thead>
<tr>
<th>DEPARTMENT</th>
<th>1960</th>
</tr>
</thead>
<tbody>
<tr>
<td>FISHER</td>
<td>15.4</td>
</tr>
<tr>
<td>GRAMOT</td>
<td>15.4</td>
</tr>
</tbody>
</table>

SORD-NAMM Meetings Open

- Continued from page 9

billed as, "The 11-year-old percussion prodigy.

Meanwhile, perhaps the most dramatic developments were expected to occur during meetings of SORD. The nation-wide dealer association, which passed a resolution at its meeting here last year that an all-industry "summit conference" for the record business be held, will be the first of its kind shall be realized here at the general membership meeting Tuesday evening at 8 p.m. in the Crystal Room of the Palmar House.

This meeting will feature talks by Art Talmadge, president of ARMADA and general manager of United Artists Records, and Edward Wood, president of Dot Records, and a member of RIAA. Both are expected to remain for a question period following their talks.

Meanwhile, several board meetings of SORD were expected to take place. The first of these was planned for Sunday afternoon (16) with a second, set for Monday morning, to include an informal discussion with board members of ARMADA. The dealer association meetings are also expected to be updated on the progress of the Chicago deal scheduled against the three major record clubs. and that of the FTC investigation into alleged price discrimination and other evils in the record business. A number of colorful sessions were in the offing, in every event, with the possibility of several announced line starters in the works among the speaker contingent for the general membership meeting. There will also be speeches by Howard Johns and Louie Shapiro, president and secretary-treasurer of the SORD organization.

Additional Dealer Survey Charts Listed

Billboard Music Week's annual dealer survey of phonograph and radio sales appears below on these pages. A companion feature, dealing with latest sales information on tape equipment and record and tape accessories, will be found complete on page 47 of this issue. Another series of charts listing manufacturers who lead in point of merchandise and promotion service to dealers will be found on page 34.
HIT “MY LAST DATE”

HIT “ON THE REBOUND”

HIT “SAN ANTONIO ROSE”

RCA Victor 7893

FLOYD CRAMER
THANKS, DEALERS, FOR SELLING MY RECORDS,
FLOYD.

LATEST HIT ALBUM:
FLOYD CRAMER
On the Rebound
RCA Victor
LPM/LSP 2359
AMERICA'S TOP-SELLING RELIGIOUS ALBUMS

28,000 SOLD IN 7 WEEKS

Recorded live at Municipal Auditorium, Long Beach, Calif., the Blackwood Bros. in a stirring concert of all-time top favorites, including their biggest — THE OLD COUNTRY CHURCH. Available mono and stereo (LPM 2300).

THE BLACKWOOD BROTHERS IN CONCERT
LPM-2137 (Available mono & stereo)

PARADISE ISLAND
LPM-2033 (Available mono & stereo)

BEAUTIFUL ISLE OF SOMEWHERE
LPM-2248 (Available mono & stereo)

THE BLACKWOOD BROTHERS IN CONCERT
LPM-1255 (mono only)

I'M BOUND FOR THAT CITY
LPM-1498 (mono only)

HIS HANDS
LPM-1705 (mono only)

FAVOURITE GOSPEL SONGS & SPIRITUALS
LPM-1351 (mono only)

THE STRANGER OF GALILEE
LPM-1982 (mono only)

Thanks to all our dealer friends for making our RCA Victor albums available to all our many friends everywhere. Hope we'll be seeing you during our forthcoming tour-dates including:

Available for concerts and TV appearances their

THE BLACKWOOD BROTHERS

200 N. Lauderdale, Wampole, N. Tex.
FATS DOMINO

A REAL SMASH!!

“LET THE FOUR WINDS BLOW”

“GOOD HEARTED MAN”

#5764

IMPERIAL RECORDS


IN CANADA • LONDON RECORDS, LTD.
NOW...
A NEWER, HAPPIER,
EMANCIPATED

(ALBUM PORTRAIT
OF A MAN ENJOYING HIS WORK)

swing along with me
FRANK SINATRA
BILLY MAY
and his orchestra

UNTRAMMELED,
UNFETTERED,
UNCONFINED

...ON
reprise
...TO PLAY AND PLAY AGAIN
THE YEAR'S MOST EXCITING NEW SOUND!

THE TOKENS

MITCH  HANK  JAY  PHIL

The Tokens would like to publicly thank:

Hugo and Luigi,
RCA Victor,
D. J.'s
and the Nation's Dealers
for making our latest record a smash hit!

Current hit single:

DRY YOUR EYES
c/w
WHEN I GO TO SLEEP AT NIGHT

7896

Personal Management
SEYMOUR BARASH
One Hanson Place,
Brooklyn, New York
Sterling 9-5585
CONNNIE FRANCIS

current hit single
TOGETHER
TOO MANY RULES
M-G-M 13019

exclusively
MGM RECORDS

personal management
GEORGE SCHECK
161 W. 54th St., N. Y. C.
Home Recording

Home Recording

Cont'd from page 58.

... recorded any more private. As the group reported lower sales of both manual and static equipment, the general business slump, discount selling, consumer confusion as to record-label and cartridge tapes, and the apparent predilection of consumers in favor of records rather than tapes, were all listed as causes for the decline in business.

On the prerecorded tape front, about twice as many dealers reported better sales since January as reported decreased sales. The conclusion, in view of the over-all tape survey results, would be that there remains substantial interest in both the playback and record features of the tape scene, with the whole market in a somewhat fluid condition.

Diversification

Cont'd from page 9.

A factor in disk store over-all sales. While perhaps more important, however, is the fact that 21.6 per cent of the responding dealers said they were now selling greeting cards, a commodity which, though it has a lower unit, probably has not been hit as far by the discount fever.

Approximately 18 per cent of the dealers are now selling cigars and films as a sideline. It's interesting to note, in this connection, that many camera stores had at least a foot in the music business door through tape recorder sales, while some even carry records. The Peerless catalog stores in New York are a good example of the latter.

About the same percentage of dealers replying are also stocking books today. Another 5 per cent of the dealers reported that they are selling such items as appliances, chalkboards, and comic books, sheet music and gift items. In the case of gift items, it is known that some dealers have taken on the surplus of a gift shop in order to lure the household trade, some women are regarded as an important factor, particularly of phonographs.

Over 16 per cent of the dealers reporting diversification steered into the "miscellaneous" category, offering items like party supplies and toys, among others. Still others carried such unique items for disk and phonograph users as tax return kits and store for collectors, and office supplies.

About 10 per cent of those replying answered "no" to the diversification question. Yet more than half of these indicated that they were already selling either cameras and film, greeting cards or books.

This indicates that their sales of these products were not new, but rather, were established parts of their operations.

BILLBOARD MUSIC WEEK 1961 DEALER SURVEY

QUESTION: Which Tape manufacturer provided the best merchandising, promotion and service to help you?

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Percentage of Dealers Voting</th>
<th>Reason of Reasons for Dealers' Choice</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARMAYOY</td>
<td>26.1%</td>
<td></td>
</tr>
<tr>
<td>BECCA</td>
<td>21.4%</td>
<td></td>
</tr>
<tr>
<td>VOICE OF MUSIC</td>
<td>16.1%</td>
<td></td>
</tr>
<tr>
<td>COPLANDIA</td>
<td>12.1%</td>
<td></td>
</tr>
<tr>
<td>WICKER</td>
<td>11.6%</td>
<td></td>
</tr>
<tr>
<td>BEA VICTOR</td>
<td>11.1%</td>
<td></td>
</tr>
<tr>
<td>ZENITH</td>
<td>6.9%</td>
<td></td>
</tr>
<tr>
<td>CAPITOL</td>
<td>5.4%</td>
<td></td>
</tr>
</tbody>
</table>

QUESTION: Which Radio manufacturer provided the best merchandising, promotion and service to help you?

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Percentage of Dealers Voting</th>
<th>Reason of Reasons for Dealers' Choice</th>
</tr>
</thead>
<tbody>
<tr>
<td>ZENITH</td>
<td>14.3%</td>
<td></td>
</tr>
<tr>
<td>MARMAYOY</td>
<td>11.4%</td>
<td></td>
</tr>
<tr>
<td>BECCA</td>
<td>10.9%</td>
<td></td>
</tr>
<tr>
<td>BEA VICTOR</td>
<td>10.6%</td>
<td></td>
</tr>
<tr>
<td>GENERAL ELECTRIC</td>
<td>9.7%</td>
<td></td>
</tr>
<tr>
<td>MOTOROLA</td>
<td>8.9%</td>
<td></td>
</tr>
<tr>
<td>CHATEAU MASTER</td>
<td>4.0%</td>
<td></td>
</tr>
</tbody>
</table>

BILLBOARD MUSIC WEEK

1961 DEALER SURVEY

QUESTION: Which Phone manufacturer provided the best merchandising, promotion and service to help you?

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Percentage of Dealers Voting</th>
<th>Reason of Reasons for Dealers' Choice</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARMAYOY</td>
<td>19.4%</td>
<td></td>
</tr>
<tr>
<td>BECCA</td>
<td>12.7%</td>
<td></td>
</tr>
<tr>
<td>VOICE OF MUSIC</td>
<td>10.1%</td>
<td></td>
</tr>
<tr>
<td>COPLANDIA</td>
<td>6.5%</td>
<td></td>
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<tr>
<td>WICKER</td>
<td>5.5%</td>
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<tr>
<td>BEA VICTOR</td>
<td>5.4%</td>
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</tr>
<tr>
<td>ZENITH</td>
<td>5.1%</td>
<td></td>
</tr>
<tr>
<td>CAPITOL</td>
<td>4.2%</td>
<td></td>
</tr>
<tr>
<td>MOTOROLA</td>
<td>3.4%</td>
<td></td>
</tr>
</tbody>
</table>

Diversification

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DYANMITE!

Freddie Cannon

Swinging his Newest 2-Sided Hit!

"TRANSISTOR SISTER"

b/w

"WALK TO THE MOON"

SWAN #4078

Thanks, Music Merchants, and Best Wishes for a Successful Convention

-Freddie

Management

BERENGEAT ENTERPRISES, INC.

Bookings

GAC

Exclusively

SWAN RECORDS
ARThUR LYMAN

Big Selling Album

And a Big Selling Single

Many thanks to all NAMM men who helped

"YELLOW BIRD"

LP SL 1004

HIFIRECORDS
Hollywood, Calif.
### ALBUM PROGRAMMING & BUYING GUIDE

#### TOP LP's BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the card insert.

#### VOCAL LP’s

<table>
<thead>
<tr>
<th>Title Label</th>
<th>vocals</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALL THE WAY (Cap)</td>
<td>17</td>
<td>14</td>
</tr>
<tr>
<td>AM I IN LOVE (ABC)</td>
<td>11</td>
<td>12</td>
</tr>
<tr>
<td>PAUL ANKA SINGS HIS BIG 10 (ABC)</td>
<td>12</td>
<td>13</td>
</tr>
<tr>
<td>CAN’T HELP MYSELF (ABC)</td>
<td>11</td>
<td>12</td>
</tr>
<tr>
<td>BELLEVUE AT CARNABY HALL (Cap)</td>
<td>11</td>
<td>12</td>
</tr>
<tr>
<td>BELLEVUE TIERS AT CARNABY HALL (Cap)</td>
<td>11</td>
<td>12</td>
</tr>
<tr>
<td>BROOK BENTON GIGANTIC HITS (Mace)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>ROBERT’S BIGGEST HITS (Cape)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>COME BACK WITH ME (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>BORIS DAVID ANTHOLOGY (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>GENIUS HITS THE ROAD (ABC)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>GARAGE MUSEUM (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>BEAUTY (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>BILLY JOE SHARP’S KALEIDOSCOPE (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>JOHNNY HORTON’S GREATEST HITS (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>SING A LONG WITH ME (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>BALLOON SONGS (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>LOVE IS THE THING (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>HOW’S THE HATCHERY (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>NEARER THE CROSS (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>NO ONE CARES (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>RICK IS IT (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>ROJO-JOJO-SINGO (Cap)</td>
<td>15</td>
<td>10</td>
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<tr>
<td>BILL MURRAY’S TV &amp; MOVIE HITS (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>SONGS FOR EVERYBODY (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>TOUCHE YOUR LIPS (Cap)</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>THE TWIST (Cap)</td>
<td>15</td>
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</tbody>
</table>

#### INSTRUMENTAL LP’s

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>WEST OF THE PAPERS (Cap)</td>
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<tr>
<td>WESTERN HITS (Cap)</td>
<td>15</td>
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<tr>
<td>WESTERN SONGS (Cap)</td>
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<tr>
<td>WESTERLY (Cap)</td>
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</tr>
<tr>
<td>WESTERN SWING (Cap)</td>
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#### COMEDY LP’s

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<thead>
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<tbody>
<tr>
<td>AN EVENING WITH MIKE NICHOLS AND MARTY PARISS (Cap)</td>
<td>15</td>
</tr>
<tr>
<td>BURT VOODEN MIND OF SON MIXER (Cap)</td>
<td>15</td>
</tr>
<tr>
<td>BUTTON DOWN STRIKES BACK (Cap)</td>
<td>15</td>
</tr>
<tr>
<td>EDDIE EDDY SINGS THE SINGS OF THE EDDIES (Cap)</td>
<td>15</td>
</tr>
<tr>
<td>KICK IN THE SELF DEFENSE (Cap)</td>
<td>15</td>
</tr>
<tr>
<td>LAUGHING STORIES (Cap)</td>
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</tr>
<tr>
<td>MIERCURY AT L.A. (Cap)</td>
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</tr>
<tr>
<td>SIMPSONS (Cap)</td>
<td>15</td>
</tr>
<tr>
<td>**STIRLING** (Cap)</td>
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#### STIRLING (Cap) |

<table>
<thead>
<tr>
<th>Title Label</th>
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<tbody>
<tr>
<td>MUSIC FROM WILD Horses (Cap)</td>
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<tr>
<td>MUSIC FROM ANDS (Cap)</td>
<td>15</td>
</tr>
<tr>
<td>MUSIC FROM EXODUS AND OTHER GREAT THEMES (Cap)</td>
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#### FJORD QUARTET (Cap) |

<table>
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<tr>
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<td>**FJORD QUARTET** (Cap)</td>
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#### SONGS BY STERLING (Cap) |

<table>
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<th>vocals</th>
</tr>
</thead>
<tbody>
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<td>15</td>
</tr>
<tr>
<td>SONGS BY STERLING (Cap)</td>
<td>15</td>
</tr>
</tbody>
</table>

#### ADDITIONAL RELEASES

- **SPOTLIGHT ALBUMS**
  - **JOHNNY HORTON’S GREATEST HITS (Cap)**
  - **SING A LONG WITH ME (Cap)**
  - **BALLOON SONGS (Cap)**
  - **HOW’S THE HATCHERY (Cap)**
  - **NEARER THE CROSS (Cap)**
  - **NO ONE CARES (Cap)**
  - **RICK IS IT (Cap)**
  - **ROJO-JOJO-SINGO (Cap)**
  - **BILL MURRAY’S TV & MOVIE HITS (Cap)**
  - **SONGS FOR EVERYBODY (Cap)**
  - **TOUCHE YOUR LIPS (Cap)**
  - **THE TWIST (Cap)**

#### STRONGEST SELLING LP’S

**POP**

- **RAY CHARLES AND BETTY CARTER**
  - ABC-Paramount ABC 385 (Stereo & Mono)
  - ABC-Paramount ABC LP 390 (Stereo & Mono)

**CLASSICAL & SEMI-CLASSICAL LP’s**

- **BETHESDA, WELSTONCOURT (Cap)**
  - 12
- **BEETHOVEN FIOL AND CONCERTO NO. 3 (Cap)**
  - 12
- **THE GREAT PIANO FAVORITES (Cap)**
  - 12
- **THE GREAT SONGS OF JIMMY DURANTE (Cap)**
  - 12
- **THE GREAT SONGS OF JIMMY DURANTE (Cap)**
  - 12
- **THE GREAT SONGS OF JIMMY DURANTE (Cap)**
  - 12

#### MIXED VARIOUS

**GOLDEN 3 KALAGUER (Cap)**

**CLASSICAL & SEMI-CLASSICAL LP’s**

<table>
<thead>
<tr>
<th>Title Label</th>
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</tr>
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<tbody>
<tr>
<td>BEETHOVEN, WELSTONCOURT (Cap)**</td>
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</tr>
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<td>12</td>
</tr>
</tbody>
</table>

#### ALBUMS OF THE WEEK

- **JULY 17, 1951**
- **BILLBOARD MUSIC WEEK**
  - **OF SALES**
  - **ARRANGED ALPHABETICALLY**
  - **THE SAME 200 LP’S ARE HEREWITH**
  - **LISTED IN ORDER OF SALES**
  - **FOR THIS WEEK**

#### SPOTLIGHT ALBUMS

- **JOHNNY HORTON’S GREATEST HITS (Cap)**
- **SING A LONG WITH ME (Cap)**
- **BALLOON SONGS (Cap)**
- **HOW’S THE HATCHERY (Cap)**
- **NEARER THE CROSS (Cap)**
- **NO ONE CARES (Cap)**
- **RICK IS IT (Cap)**
- **ROJO-JOJO-SINGO (Cap)**
- **BILL MURRAY’S TV & MOVIE HITS (Cap)**
- **SONGS FOR EVERYBODY (Cap)**
- **TOUCHE YOUR LIPS (Cap)**
- **THE TWIST (Cap)**

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#### MIXED VARIOUS

**GOLDEN 3 KALAGUER (Cap)**

**CLASSICAL & SEMI-CLASSICAL LP’s**

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</tr>
</tbody>
</table>
THE LIMELITERS’ NEW SINGLE...

"Paco Peco"
#7913

Not since “Ferdinand the Bull” has there been anything as funny in full-blooded Spanish as Paco Peco, p/w a mighty, Limelitened ballad commemorating the Civil War Centennial: “A Hundred Years Ago.”
<table>
<thead>
<tr>
<th>Mono LP's</th>
<th>Stereo LP's</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Rank</strong></td>
<td><strong>Title</strong></td>
</tr>
<tr>
<td>1.</td>
<td>CARNIVAL</td>
</tr>
<tr>
<td>2.</td>
<td>CANTELOUS</td>
</tr>
<tr>
<td>3.</td>
<td>STARS FOR A SUMMER NIGHT</td>
</tr>
<tr>
<td>5.</td>
<td>RED HOT MAMA</td>
</tr>
<tr>
<td>6.</td>
<td>ZEEBEDEE</td>
</tr>
<tr>
<td>7.</td>
<td>RED HABIT</td>
</tr>
<tr>
<td>8.</td>
<td>GOOD TIMES</td>
</tr>
<tr>
<td>9.</td>
<td>THE BEST</td>
</tr>
<tr>
<td>10.</td>
<td>SWEET SWEET</td>
</tr>
<tr>
<td><strong>50 Best Selling</strong></td>
<td><strong>50 Best Selling</strong></td>
</tr>
<tr>
<td><strong>MONAURAL LP's</strong></td>
<td><strong>STEREO LP's</strong></td>
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<td>THE BEST</td>
</tr>
<tr>
<td>10.</td>
<td>SWEET SWEET</td>
</tr>
</tbody>
</table>
no dealer should be without the
greatest album of the year...
HEADING TOWARD A QUARTER
OF A MILLION SALES!

ORIGINAL SOUND TRACK MUSIC

NEVER ON SUNDAY

FROM JULI DASSIN’S MOTION PICTURE
“NEVER ON SUNDAY”
Starring MELINA MERCOURI

MOTION PICTURE ACADEMY AWARD
WINNER FOR THE BEST SONG

UNITED ARTIST ALBUM
UAS 5070 (STEREO)
UAL 4070 (MONO.)

IT’S
UNITED ARTISTS
ALL THE WAY!
728 SEVENTH AVENUE • NEW YORK 19, NEW YORK
**BILLBOARD HOT 100**

**BILLBOARD HOT 100 FOR WEEK ENDING JULY 23**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em>Heart and Soul</em></td>
<td>Franklin, Columbia 4562</td>
</tr>
<tr>
<td>2</td>
<td><em>Lover's Lane</em></td>
<td>Franklin, Columbia 4563</td>
</tr>
<tr>
<td>3</td>
<td><em>I Can't Help Myself</em></td>
<td>Detroit, Epic 1015</td>
</tr>
<tr>
<td>4</td>
<td><em>To Love Somebody</em></td>
<td>Detroit, Epic 1016</td>
</tr>
<tr>
<td>5</td>
<td><em>It's All Right</em></td>
<td>Detroit, Epic 1017</td>
</tr>
<tr>
<td>6</td>
<td><em>Just A Gigolo</em></td>
<td>Detroit, Epic 1018</td>
</tr>
<tr>
<td>7</td>
<td><em>Ain't No Mountain High Enough</em></td>
<td>Detroit, Epic 1019</td>
</tr>
<tr>
<td>8</td>
<td><em>What Becomes Of The Brokenhearted</em></td>
<td>Detroit, Epic 1020</td>
</tr>
<tr>
<td>9</td>
<td><em>The Love We Had</em></td>
<td>Detroit, Epic 1021</td>
</tr>
<tr>
<td>10</td>
<td><em>My Favorite Things</em></td>
<td>Detroit, Epic 1022</td>
</tr>
</tbody>
</table>

**BUBBLING UNDER THE HOT 100**

1. *Voyage To The Bottom Of The Sea* - Frankie Avalon, Chancellor 100
2. *Peter Pan* - Julie Andrews, Columbia 100
3. *Shades Of Green* - Timmy Thomas, Atlantic 100
4. *You Don't Know Love* - The Four Tops, Motown 100
5. *To Love Somebody* - Aretha Franklin, Atlantic 100
6. *It's All Right* - Aretha Franklin, Atlantic 100
7. *Just A Gigolo* - Aretha Franklin, Atlantic 100
8. *Ain't Nothing High Enough* - Aretha Franklin, Atlantic 100
9. *What Becomes Of The Brokenhearted* - Aretha Franklin, Atlantic 100
10. *The Love We Had* - Aretha Franklin, Atlantic 100

**OTHERS**

1. *Rock And Roll* - Chuck Berry, Chess 100
2. *Jailhouse Rock* - Elvis Presley, RCA 100
3. *Blue Suede Shoes* - Elvis Presley, RCA 100
4. *Hound Dog* - Elvis Presley, RCA 100
5. *Heartbreak Hotel* - Elvis Presley, RCA 100
6. *Can't Help Falling In Love* - Elvis Presley, RCA 100
7. *Love Me Tender* - Elvis Presley, RCA 100
8. *Hound Dog* - Elvis Presley, RCA 100
9. *Heartbreak Hotel* - Elvis Presley, RCA 100
10. *Can't Help Falling In Love* - Elvis Presley, RCA 100

**HOT 100—A TO Z**

<table>
<thead>
<tr>
<th>Hot 100 Position</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em>Heart and Soul</em></td>
</tr>
<tr>
<td>2</td>
<td><em>Lover's Lane</em></td>
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<td><em>What Becomes Of The Brokenhearted</em></td>
</tr>
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<td><em>The Love We Had</em></td>
</tr>
<tr>
<td>9</td>
<td><em>My Favorite Things</em></td>
</tr>
<tr>
<td>10</td>
<td><em>You Don't Know Love</em></td>
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### Easy Listening

<table>
<thead>
<tr>
<th>Chart Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1960-04-11</td>
<td><em>Someday My Blue Eyes</em></td>
<td>Frank Sinatra</td>
<td>Capitol</td>
</tr>
<tr>
<td>1960-04-18</td>
<td><em>When I Fall In Love</em></td>
<td>Perry Como</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>1960-04-25</td>
<td><em>In the Still of the Night</em></td>
<td>Billie Holiday</td>
<td>Capitol</td>
</tr>
</tbody>
</table>

### Teen Beat

<table>
<thead>
<tr>
<th>Chart Week</th>
<th>Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1960-04-11</td>
<td><em>Teenage Love Affair</em></td>
<td>Neil Sedaka</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>1960-04-18</td>
<td><em>Don't Break The Ice</em></td>
<td>Michelle Gayle</td>
<td>Capitol</td>
</tr>
<tr>
<td>1960-04-25</td>
<td><em>Come Back, Little Sheba</em></td>
<td>Eydie Gorme</td>
<td>Columbia</td>
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### Hot C & W Sides

<table>
<thead>
<tr>
<th>Chart Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1960-04-11</td>
<td><em>I'll Walk Alone</em></td>
<td>Paul Anka</td>
<td>Capitol</td>
</tr>
<tr>
<td>1960-04-18</td>
<td><em>I'll Keep Singing</em></td>
<td>Andy Williams</td>
<td>Columbia</td>
</tr>
<tr>
<td>1960-04-25</td>
<td><em>I'll Be Me</em></td>
<td>Bobby Darin</td>
<td>Capitol</td>
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### Hot R & B Sides

<table>
<thead>
<tr>
<th>Chart Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1960-04-11</td>
<td><em>Baby, I Love You</em></td>
<td>Nat King Cole</td>
<td>Capitol</td>
</tr>
<tr>
<td>1960-04-18</td>
<td><em>Baby It's You</em></td>
<td>Frank Sinatra</td>
<td>Capitol</td>
</tr>
<tr>
<td>1960-04-25</td>
<td><em>Baby, It's You</em></td>
<td>Frank Sinatra</td>
<td>Capitol</td>
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</tbody>
</table>
SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

Records placed 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 substantial sales increases during the last ten days to two weeks, but are not necessarily best sellers in their markets. Records selling strongly in a sufficient number of markets have this national strength reflected in the Hot 100 chart this week.

NEW YORK
- "IF"
Paragone, Top
- "BIG RIVER, BIG MAN"
Claude King, Columbia
- "WATER BOY"
Dan Shirley Trio, Cadence
- "HURT"
Tim Yuro, Liberty

CHICAGO
- "BLACKLAND FARMER"
Frankie Miller, Starday
- "WATER BOY"
Don Shirley Trio, Cadence
- "HURT"
Tim Yuro, Liberty
- "WATER BOY"
David Egan, Liberty

LOS ANGELES
- "I JUST DON'T UNDERSTAND"
Ann Margret, RCA Victor
- "WATER BOY"
Dan Shirley Trio, Cadence
- "HURT"
Tim Yuro, Liberty
- "WATER BOY"
David Egan, Liberty

CINCINNATI
- "BLACKLAND FARMER"
Frankie Miller, Starday
- "WATER BOY"
Dan Shirley Trio, Cadence
- "HURT"
Tim Yuro, Liberty
- "WATER BOY"
David Egan, Liberty

MIAMI
- "NOW YOU KNOW"
Little Willie John, King

DALLAS-FORT WORTH
- "I JUST DON'T UNDERSTAND"
Ann Margret, RCA Victor

DENVER
- "THE ASTRONAUT"
Jose Jimenez, Kopp

BEST BUYS IN RECORDS

The pick of the new releases:

POP
- "MY EARS SHOULD BURN"
, CLAUDE GRAY (Dot, BMI) January 3282
- "BIG RIVER, BIG MAN"
CLAUDIE KING (Bobbin, ASCAP) Columbia 43248

R&B
- "THAT'S WHAT GIRLS ARE MADE FOR"
SPINNERS (Gosdene, BMI) Debon 1019

C&W
- "THAT'S WHAT GIRLS ARE MADE FOR"
SPINNERS (Gosdene, BMI) Debon 1019

THE SUPREMES
- "RUTERED POPCORN"
JOHNETTE (BMI) 2344

EDDIE STEVENS
- "THE TEARS CAME ROLLIN' DOWN"
(Mayfair, ASCAP) 2835

EDDIE STEVENS
- "THE TEARS CAME ROLLIN' DOWN"
(Mayfair, ASCAP) 2835- Eddie Stevens bows on the label with an engaging performance of a bright new ditty, sparked by a very attractive band arrangement. It waltz. Flip is "Teen Age Bachelor" (Mayfair, ASCAP).
JENSEN INDUSTRIES, INC.
takes great pride in announcing their association with

DECCA DISTRIBUTING CORPORATION

Both Decca and Jensen are pleased to join forces to bring to
music dealers throughout the country top quality phonograph needles
coupled with outstanding distribution service.

Effective immediately all orders for Jensen Phonograph Needles
may be directed to your local Decca Distributors.
New Wakefield, Ales to Tomla-Motown Ups

DETOIT — Tamla-Motown's president, Berry Gordy Jr., announced first executive elevations in the wake of the appointment of Mr. Louise Wakefield to vice president and the addition of Bart Alas as national sales manager.

Mrs. Wakefield has been with the firm since inception about 18 years ago, while Alas comes to Tamla from over eight years of national sales and promotional experience in Detroit and the Midwest.

He has relinquished his stock position in Motown Merchandising, Detroit, and will communicate with the apply of the firm. Alas will tend the next three months on the road coast to coast, touring the Miracles, "Mighty Sparrow," and "Mary Wells."

"I Don't Want to Take a Chance," both on BMG's "Hot 100."
BILLBOARD MUSIC WEEK

EXCITING SOUNDS OF THE SOUTH SEAS
Leo Diamond — His Hammer and Orchestra, R-6002
Lovely Hula Hands • Beyond the Reef • Pagan Love Song • My Last Golden Dreams • (and others)

X-15 AND OTHER SOUNDS OF ROCKETS, MISSILES
Narration by Johnny Magnus, R-6003

THE OL’ CALLIOPE MAN AT THE FAIR
The Ol’ Calliope Man March • Come • R-6004
To the Fair • The Merry-Go-Round Broke Down • De Camptown Races • Man On the Flying Trapeze • (and others)

PRIMITIVE PERCUSSION — AFRICAN
JUNGLE DRUMS — Thurston Knudson, R-6001
War Drums of the Egyptian Sudan • Watusi • Wedding Dance • Exorcism of Demons • (and others)

MONDAY EVERY DAY
Al Hibbler Sings the Blues, R-3008
Baby, Won’t You Please Come Home • Dinner for One, Please James • The Party’s Over • When the Sun Comes Out • (and others)

LOU MONTE SINGS
THE GREAT ITALIAN AMERICAN HITS
Chitarre Romane • Soprano • That’s Amore • O Sole Mio • Volare • Luna, Luna Lu • (and others)

LOU MONTE SINGS

lou monte sings
the great italiamerican hits
Are you ready?

Swing along with Reprise

Arresting window and in-store displays; Radio, TV and newspaper co-op activity; merchandising discounts... Ask your distributor!
MORE INFO ON COPYRIGHT COMING

NEW YORK—General aspects of the U. S. Copyright Office report for a revamping of the Copyright Act of 1909 are covered in this issue. Owing to the importance of the entire subject to all segments of the music-record business, additional facets of the recommendations will be published in upcoming issues.

"PM" TV Show Big

-Continued from page 3

PM East and PM West is currently carried on WNEW-TV, New York; WGN-TV, Chicago; KTTV, Los Angeles; WFAP, Dallas; WTTC, West Valley; WHJY, Pittsburgh; WHZ-TV, Boston; KXEN, San Francisco; WZTV, Cleveland; KYW-TV, Philadelphia. WHR-TV, Harrison, Pa.; WSHA, York, Pa.

Schwartz: Promote Man

CHICAGO—Martin Schwartz, sales manager for Vee Jay Records and national promotion director for Vee Jay Records and national promotion manager for MCA Records, is an example of the many talents involved in music promotion. Ed Perri, president of New York's Vee Jay, is a key figure in the promotion of this record company. Perri's interest in music goes back to his days as a DJ in the 1940s.

SACHS

By BILL SACHS

Sandy Lake, Pa., will continue to move in the right direction of Rin Kienstrogen.

Buddy Wright, Banders Records artist and country platter spiner, has formed a new company for the release of a new album by Caroline Cox. Nashville is the center of activity for this new venture. The record was offered to various labels, but finally settled on Byrd Records.

Jammie Lee and His Dixie Band released the album "The Dixie Band," which has been well received by both fans and critics. Lee is originally from the state of Georgia.

Comic Bob (Bob) Jones, the well-known comic and radio personality, has just released a new album titled "Bob Jones' Greatest Hits." The album features some of his most popular radio shows, including "Bob Jones' Radio Show".

COPYR'T COMING

U. S. Report Asks Major Change in Copyright Law

-Continued from page 1

discerned for next year on the Celler anti-sue exemption bill (H.R. 705). Other recommendations of the report are: to have stating a "public performance for profit" in the court's jurisdiction; to have the same case be heard in the court of appeals; to have the same case be heard in the court of appeals; and to have the same case be heard in the court of appeals.

Copyrights Abroad: Valuable

Copyrights abroad are valuable to the music industry, providing a source of revenue for creators and publishers. The Copyright Office hopes that this legislation will be adopted by the Congress before the end of the year.

FOLK TALENT & TUNES

The Library of Congress would extend protection to foreign works without special provisions for that purpose. The recommendation was made by the Copyright Office in a report to Congress.

The President and Congress have been urged to enact a law that would extend protection to foreign works without special provisions for that purpose. The recommendation was made by the Copyright Office in a report to Congress.

Copyrights Abroad: Valuable

Copyrights abroad are valuable to the music industry, providing a source of revenue for creators and publishers. The Copyright Office hopes that this legislation will be adopted by the Congress before the end of the year.
Hey! There goes Dorothy Jones!!

catch her!
she's the new knockout...
with the new smash single...

"IT'S UNBEARABLE"
B/W TAKIN' THAT LONG WALK HOME
4-42062 also available on Single 33

PRODUCED BY NEVINS-KIRSHNER
ON COLUMBIA RECORDS®
MUSIC AS WRITTEN

New York

Johnny Mathis, now on a tour of the British Isles with the Red Heath crew, is set for a string of college dates in the U. S. during the balance of his European tour. In addition to the college towns, he will be in the Coconut Grove in Hollywood starting September 21. Victory Records and Warner Brothers have signed Jimmy Dean with his own label. The Peter Nero Quartet is new at the Embert in New York. DM Sales in San Francisco is handling the St. Louis-based Dodo Robinson band. Edd Robinson left for England last week to spend a month in London and Europe. The musical will star Max Bygraves in the Phil Silvers starring role in London. While there, Robinson will meet with Adolph Green.

Aran Avakian, now involved in movie production, became the father of a boy, Tristan, last week. Aran is the brother of Vivian and George Avakian. Dick Malby and his circle are now with GAC. E. B. Marks Music has acquired the publishing interest in Les Burton of the Les Burton Trio. Ara sie saxman, Earl Warren is the new musical director for Tony Williams.

George E. Fudd Jr., managing director of the New York Palladium Club, was in London last week to promote "The 78s," a vocal group from his club. Cliff Brunkle, of the Philadelphia talent agency, has formed the Ted Harris-Who's Groovy with saxman and Bob Mirena. Morris Diamond has joined Tribones Records as national sales manager. Enroll Garner will give a concert at the Cape Cod jazz fest in Hyannis, Mass., July 30.

The Fast label of Aqmir, has joined the Redstone label in Belgium and Holland. Redstone is owned by Owen Burnett and Bob Holiday of Hollywood. New York's Coca-Cola nightclub has offered Bobby Rydell a 20-year pact in view of his recent success. It is called "The House."... Bobby Braddock recently directed a session on country singles. Don Anderson for D-1 Records, 1622 Lexington Ave., New York, N. Y., has available demos by country groups. While in Hollywood, Dette Falco has taped "Daddy Don't You Tell Momma."... While recording "TLC," Johnny Cash reformed with "The Tennessee Three."... Promotor and booking agent, Stephen Cook of Houston, has signed the Belles. The group is now recording with Johnny Cash and Roy White.

Cincinnati

The Four Sales, male recording group appearing at the Rascals Club, Dayton, Ohio, and recording for the Rascal Club in Cincinnati, has beenselected by S&G. groups. The group is the TV "The 78s," a vocal group from the club. Cliff Brunkle, of the Philadelphia talent agency, has formed the Ted Harris-Who's Groovy with saxman and Bob Mirena. Morris Diamond has joined Tribones Records as national sales manager. Enroll Garner will give a concert at the Cape Cod jazz fest in Hyannis, Mass., July 30.

Philadelphia

Ed Cotlar, record promotion agency head, now representing the new " Capitals" for the "Casablanca" records that the label is now known as. Ben Krentz donated the proceeds of his Camlot recording of "Lot's Back in Town" to the "Helping House," a ministry for Catholics who have been rejected by their churches. Capitol Records has purchased the master of "Weekend" by the Calenders, for the "Casablanca" group. Atlantic Records has set up its own distribution show in town at 1507 Vine Street. The group is the TV "The 78s," a vocal group from the club. Cliff Brunkle, of the Philadelphia talent agency, has formed the Ted Harris-Who's Groovy with saxman and Bob Mirena. Morris Diamond has joined Tribones Records as national sales manager. Enroll Garner will give a concert at the Cape Cod jazz fest in Hyannis, Mass., July 30.

Pittsburgh

Ann Margret spent a day here playing her RCA Victor model. "Just Don't Understand."... Neil Sedaka, who recently finished two weeks at the Holiday House night club, returned to the west coast last week to attend the opening of "The Sound of Music."... Both the sound track of "La Dolce Vita" and the Ray Ellis album featuring the theme song have zoomed into the hit parade, according to the_CSS

Hollywood

Cappello, which heretofore kept a respectable distance from the Cappello, has now been actively engaged in trying to bring about a settlement of the dispute. The label has been trying to help get the trio's internal bickering settled so that it can record the remainder of its contract for full release. Since the lawsuit started, the trio has not been in for a recording session, and since all of the labels and producers are biddings for the group, a general collapse of the group back on the market with new waves. Legally, Cappello cannot force the old trio to stick together for recording purposes if it should so choose, and it has little interest in the trio with all three members. However, if Dave Garver leaves the group and an independent label is interested, Cappello is faced with another 13-storey label. (The has also the exclusive disk rights to the Kingman label) and record the new group.

Decca Records has expanded its operations by buying controlling interest of the 6000 Sun Records, studios of Western Records, and Warner Brothers. In addition to Sun's record plant, Bill Putnam has invested $25,000 in recording the 6000 Sun facilities. Bob Doherty, former MGM Records chief engineer, will join United to head the operations. This week, Decca's "Marching On In" b/w "Neve Your Love," recorded on the Soul label, was purchased by Bob Keenan's Decca label in Chicago, and will be issued on De-Fil subsidiary Dona label. Dotteille Williams' "Dono Records last week celebrated their 15th anniversary. Lee Zhou.
U.S. Office Recommends Study Of Performing Rights Societies

WASHINGTON — The Copyright Office recommends that Congress conduct a comprehensive study of American performing rights organizations. The Office notes that the matter is outside the scope of the present copyright revision bill, but it should be subject to "much discussion and controversy in later hearings and pertinent proceedings." A special government agency to administer performance royalty collections would be suggested in the report.

It has been interpreted that the by-product procedure is the most appropriate of effective methods of regulating these operations, and suggestions have been made that they should be regulated by an administrative agency under statutory provisions.

Ralph Bass to Chess

CHICAGO — Ralph Bass, pioneer A&R man with Chess Records, will go into the vacant jazz slot created by the recent departure of Jack McVie here the past two years, steps in to replace the former manager with Chess Records, the mono them am, he hat elan naked Ralph...

"MUSIC, MUSIC, MUSIC"

The SENSATIONS

"I GOTTA GET AWAY FROM IT ALL"

MITTY COLLIER

CHESS PROD. CORP.

VEEJAY'S NEXT BIG HIT!

I'M TELLING YOU

JERRY BUTLER

390

veejay records, 1449 S. Michigan, Chicago 3

LP'S

$2.47 - $3.10 - $3.71

1915 WEST CHICAGO AVE., CHICAGO 25, ILLINOIS

SING IT ONE STOP

"BEST BET"

Variety

"PICK OF THE WEEK"

CAPITOL RECORD

MAKES IT LAST

CAPITOL #4582

Words by GLADYS SHELLEY

Music by BEE WALKER

COMET MUSIC CO.

WANTED

CHILDREN'S RECORD TAPES

Interested in acquiring many tapes on records, both simple and LPs, for children's music. Write or phone indicated material available.

Phone: 333-4549 or write Box 21

The Billboard Publishing Co.
1915 Broadway, New York 23, N.Y.

All the Flavor

of a Hifi!

DOES YOUR CHEWING GUM LOSE ITS FLAVOR (at the Bedtime Overload) — BY LONNIE DONEGAN

MILLS MUSIC, INC., N.Y.C.
Billy Maxted’s distinctive version of this fine old Duke Ellington classic is already an established jukebox hit in San Francisco, Detroit and Columbus.

Satin Doll b/w How Long Has This Been Going On KT - 501 (from the Swingabillyty LP)

Swingabillyty - the LP which received this review in Billboard's 4-star pick.

“Maxted's six piece combo now swings out with a variety of modern and original approaches that will convince many that at least 20 musicians are required for the arrangements. A contemporary approach to Jazz and Blues is very effective and the Dixie Beat is also used on occasion. Fine tracks are "Runnin' Wild", "Just a Closer Walk" etc., etc.

Swingabillyty is the LP, that because of "Satin Doll", is gaining both Jazz and Pop sales.

As the buyer of one of the country's most famous record stores says, it's "It's selling a million lot better than some things that are supposed to."

K & H DISTRIBUTORS LIST

K & H Records, P.O. Box 3112, Columbus 10, Ohio

K & H DISTRIBUTORS LIST

A & I Record Dist. Co. Cincinnati, O.
Aurora Record Distributors Detroit, Mich.
Commercial Music Co. Kansas City, Mo.
Commercial Music Co. St. Louis, Mo.
Dixie Distributing Co. Atlanta, Ga.
East Coast Distributors Pittsburgh 22, Pa.
M. D. Distributing Co. Chicago, Ill.
M. S. Distributing Co. of Ohio Cleveland 12, O.
Marcel of Maryland, Inc. Baltimore, Md.
Music Sales Co. San Francisco, Cal.
Pep Record Sales Co. Los Angeles, Cal.
Plaid Record Co., Inc. Greenville, S. Carolina
Superior Record Sales Co., Inc. New York, New York.
Tone Distributors, Inc. Miami, Fla.
Trinity Record Distributing Corp. E. Hartford, Conn.
Wendy Distributors, Inc. Newark, N.J.
### Hits of the World

#### Europe

<table>
<thead>
<tr>
<th>Country</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
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<tbody>
<tr>
<td>Britain</td>
<td>Wheels</td>
<td>Steppenwolf</td>
</tr>
<tr>
<td>Spain</td>
<td>Need Your Love Tonite</td>
<td>Paul Anka (ARC)</td>
</tr>
<tr>
<td>Holland</td>
<td>Poetry in Motion</td>
<td>Manfred Mann</td>
</tr>
<tr>
<td>France</td>
<td>Le Monde</td>
<td>Claude François</td>
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<tr>
<td>Italy</td>
<td>La Nave</td>
<td>Cesare Cremonini</td>
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<tr>
<td>Portugal</td>
<td>A Dora</td>
<td>The Beatles</td>
</tr>
<tr>
<td>Sweden</td>
<td>Who's Loving You</td>
<td>The Four Tops</td>
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#### Africa

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<td>Sailors (Colombia)</td>
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<td>Morocco</td>
<td>L'Amour Est La Vie</td>
<td>Pierre Depardieu</td>
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<td>Angola</td>
<td>Today Is the Day</td>
<td>The Beatles</td>
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<td>Egypt</td>
<td>Boppin'</td>
<td>The Beatles</td>
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#### The Americas

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<td>Manfred Mann</td>
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<td>Chile</td>
<td>Looking for Love</td>
<td>The Beatles</td>
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<tr>
<td>Cuba</td>
<td>All You Need Is Love</td>
<td>The Beatles</td>
</tr>
<tr>
<td>Argentina</td>
<td>The Love You Save</td>
<td>The Beatles</td>
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#### Asia & Pacific

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<tr>
<td>Japan</td>
<td>Kikuyo</td>
<td>Yoko Ono</td>
</tr>
<tr>
<td>South Korea</td>
<td>Yellow Bird</td>
<td>Redd Foxx</td>
</tr>
<tr>
<td>Malaysia</td>
<td>The Way You Look Tonight</td>
<td>Paul Anka (ARC)</td>
</tr>
<tr>
<td>Thailand</td>
<td>Holiday in the Sun</td>
<td>The Beach Boys</td>
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#### Australia

<table>
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<tr>
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<th>Song Title</th>
<th>Artist</th>
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<tr>
<td>Australia</td>
<td>Meditation</td>
<td>Every Brother</td>
</tr>
<tr>
<td>New Zealand</td>
<td>The Windmills of Your Mind</td>
<td>Manfred Mann</td>
</tr>
</tbody>
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**EMI Wants Slim Dusty Tapes**

By GEORGE LINDNER

19 Tons, Ave. Sydney

Tapes for two Slim Dusty recordings have been requested by EMI of Australia for English release. One, "The Whistling Bush," has been released in Australia in the c.w. lists, while the second side, "Broomoora," being a clever novelty, has not yet been released in this country. This will be the second Slim Dusty for EMI, which has an Australian recording history. The tape, which was recorded in Australia, has been requested by EMI for release in England. The tape includes "The Whistling Bush," which has been recorded by Slim Dusty in Australia, and "Broomoora," which was recorded in England.

---

**Music Publishers**

Bellinda Music is publishing English hits, "Get What's Yours," which has been recorded by Slim Dusty, and "Row, Row, Row Your Boat." Both have been requested by EMI for release in Australia. The tape includes Slim Dusty's version of "Row, Row, Row Your Boat," which has been recorded by Slim Dusty in Australia, and "Get What's Yours," which was recorded in England.

---

**EMI's New Label**

EMI has announced the formation of a new own publishing firm, called Viva Music. Its managing director, Leslie Moon, has had this in mind for some time. Leslie Moon is also considering forming his own label. EMI's New York office, which is managed by Maxine Martin, has been a success in Europe. EMI has been successful in Europe and in America, and has acquired a number of songs for its own use. EMI is also considering forming its own label. The label will include "You Can Have It" and "Pony Time," which have been recorded by Slim Dusty. EMI is also considering forming its own label. The label will include "You Can Have It" and "Pony Time," which have been recorded by Slim Dusty.
NAT KING COLE’S SMASH SINGLE

“TAKE A FOOL’S ADVICE” Record No. 4582

Nat King Cole goes rock & roll to the top of every chart!
GERMANY

Build-Up of Country & Western Music Continues in New Issues

By JIMMY JUNGERMANN

Germany's increasing swing to country & western music is evidenced by releases from many artists. Telefunken has issued the first major country album, "Country's Best on Mercury," on July 17. It contains "In the Country," "Cousin John," and others. Mike Nichols and Maude Maye Bauer's "Country Songs," on Columbia, is on the German market. Pete Buena's "The Country Way," on Columbia, is also on the German market.

The stereo LP of "The Country's Best on Mercury," on Mercury, is on the German market.

Victory," on Mercury, is a major release on the German market. The album contains "In the Country," "Cousin John," and others. Mike Nichols and Maude Maye Bauer's "Country Songs," on Columbia, is also on the German market.

The stereo LP of "The Country's Best on Mercury," on Mercury, is on the German market.

Philips Offers Fresh Catalog

By EDDIE ADAMS


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FRANKIE LAINE

OVER 80,000,000* RECORDS SOLD IN THE PAST 10 YEARS

AND NOW ANOTHER MILLION SELLER—WATCH IT GO!

* 13 GOLD RECORDS

HELL BENT FOR LEATHER
CL 1615/CL 3415

COLUMBIA RECORDS
TO ALL RECORD DEALERS:

KING RECORDS

NOW PROTECTS YOU WITH EXCHANGE PRIVILEGES ON ALL SINGLES AND LONG PLAY AND EXTENDED PLAY ALBUMS ON THE FOLLOWING LABELS:

KING • FEDERAL • DELUXE • BETHLEHEM
HURON • QUEEN
FOUR STAR • BELTONE • FAIRLANE • KEM

All of which are distributed by your King distributor or branch.

Contact him immediately to participate in this program of Dealer Inventory Protection.

King and the labels it distributes are red-hot sellers. We offer this exchange program at a time when the dealer can make the most money with the line. Look at these hits available from your King branch or distributor:

1) "TOSSEN' AND TURNIN'" by BOBBY LEWIS BELTONE 1002
2) "THE SWITCHAROO" by HANK BALLARD KING 5510
3) "NO, NO, NO" by THE CHANTERS DELUXE 6191
4) "MY TRUE STORY" by the FIVE FIVE BELTONE 1006
5) "WISHIN' ON A RAINBOW" by PHILL WILSON Huron 22000
6) "NOW YOU KNOW" by LITTLE WILLIE JOHN KING 5516
7) "THE BELLS ARE RINGING" by the VAN DYKES DELUXE 6193

and the new

JAMES BROWN
"BABY, YOU'RE RIGHT"

"I'LL NEVER LET YOU GO"
KING 5524

KING RECORDS
1540 Bowrter Ave., Cincinnati 7, Ohio

RECORDINGS AVAILABLE

1) "ROLL, WEEVIL SONG" by BOBBY LEWIS BELTONE 1006
2) "TOSSEN' AND TURNIN'" by BOBBY LEWIS Huron 22000
3) "THANKS FOR THE MEMORIES" by HANK BALLARD KING 5510
4) "NOW YOU KNOW" by LITTLE WILLIE JOHN KING 5516
5) "THE BELLS ARE RINGING" by the VAN DYKES DELUXE 6193

THE NATION'S TOP TUNES

HELLO ROLL OF HITS

FOR WEEK ENDING JULY 17, 1961

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.

1) "TOSSIN' AND TURNIN'" by BOBBY LEWIS
2) "THE SWITCHAROO" by HANK BALLARD
3) "NO, NO, NO" by THE CHANTERS
4) "MY TRUE STORY" by HANK BALLARD
5) "THE BELLS ARE RINGING" by the VAN DYKES

RECORDINGS AVAILABLE

Best selling record listed in order:

KING 55000 (With 1966)

JULY 17, 1961

BILBOARD MUSIC WEEK
4 NEW ATLANTIC SMASHES!

LaVern Baker
I DIDN'T KNOW I WAS CRYING
b/w Hurtin' Inside
2109

The Isley Brothers
WRITE TO ME
b/w Your Old Lady
2110

The Shadows
FRIGHTENED CITY
b/w FBI
2111

Billy Storm
A KISS FROM YOUR LIPS
b/w Honey Love
2112

SPOTLIGHT SINGLES

STRONG SALES POTENTIAL

The pick of the new releases:

Country & Western

ROSE: MADDOX
CONSCIENCE, I'M GUILTY (Central Songs, BMI) (2:44) -LONESTREET (Star, BMI) (2:09) -The great Miss Maddox turns in two more vibrant, heartfelt sides. First is a tale of the agony of conscience for one who slips around; Side Two is a first country-styled reprisal of the Andy Williams hit of some time back. Either wins here.

Cassette 4598

SPECIAL MERIT SINGLES

The following records have been picked for outstanding merit in their respective categories, because they satisfy the Billboard Music Week Staff, their desire to expose:

Pop Disk Jockey Programming

SARAH VAUGHAN
***** THE HILLS OF ASSISI (Robbins, ASCAP) (2:37)
***** UNTOUCHABLE (Purge, BMI) (2:32) Roulette 4758.

SINGLES REVIEW

The pick of the new releases:

ATCO BMI (This disk contains three songs with each side, each one is choice here. It pays the blackboards in Floppy, heavy into that makes the dansing rough, the soulful. None include: "If You Ever Somebody Loves Like Me", "I Can't Give You Anything But Love," "Over the Hill." (Morrison, ASCAP) (2:32)

Pete Fountain
MACK THE KNIFE-CORAL 4293-Easily the record of the week. It is an example of some of the standard with mellow clarinet and clarinet, what is best of the world. Dedicated to Strauss. Norah S. Foster, (Morrison, BMI) (2:27)

Della Reese
VICTOR 1964 -an earthrock-groove hit.

SINGLES REVIEW POLICY

All single records received by Billboard Music Week are Inspected by all the all the Standards of the Industry. These include: the version of the song, the record company, the record label, the price, and the production values. These records are not treated as single releases, are not sold in stores, but are reviewed as records. This policy is not intended to be absolute, but to show the strengths of the sale potential of all single records reviewed during the week and is picked to hit the top 50 of the Hot 100 chart. Queue-STAR singles are those with strong sale potential. All Spottings and Four-Star records have been heard and evaluated by the full Reviewing Pool and descriptive reviews are published for those recorded.

SPOTLIGHT WINNERS are judged to be the strongest sales potential of all single records reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. Four-Star singles are those with strong sale potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Pool and descriptive reviews are published for those recorded.

SPECIAL MERIT SINGLES, in their special categories, have outstanding merit and deserve exposure.

All singles issued for release should be sent to the Billboard Music Week Reviewing Pool, P.O. Box 232, Times Square Station, New York 86, N. Y.

(Continued on page 62)
“HURT”
B/W
“I APOLOGIZE”
#55343

RECORD OF THE YEAR! • ARTIST OF THE DECADE!

TIMI YURO

Timi Yuro is a talent beyond description. With this record, her first, she becomes a giant name in the record industry.
**Spotlight Records**

**JAZZ LP'S**

- **STEAMY WITH THE MILES DAVIS QUINTET**
  - Prestige 7200
  - Trumpet genius Miles Davis, out on Prestige. This group, consisting of Miles, John Coltrane, Red Garland, Paul Chambers and Philly Joe Jones, made a series of recordings under the titles "Cookin'" and "Relaxin'".

- **CLASSICAL**
  - **BEETHOVEN: SYMPHONY NO 7 IN A MAJOR, OP. 92**
    - Otto Klemperer; Philharmonia Orchestra, Angel 5 35945 (Stereo & Mono-aural).
    - This release completes Klemperer's cycle of the nine Beethoven symphonies in stereo. His latest version of the majestic Seventh emphasizes the grandeur and power in a typical Klemperer reading. The conductor's way with the great themes of the music is largely unestablished, so the result is one of the strong and consistent sides of the symphony's motion. A must item for all dealers with classical inventory.

- **POP LP'S**
  - **IMPERIAL RECORDS**
    - 440 Hollywood Blvd.

- **NEW WINNER**
  - **ERNIE K-DOE**
    - "THE WIZARD OF LOVE" THE LY-DELLS Master 251
  - **BERNIE WYNN**
    - "THE NAVY" WARNER BROS.
    - "THE POP EYE TWIST" THE JAMELS LAVIN 6028

- **CLASSICAL LP'S**
  - **STRAVINSKY: DRAKE'S EIGHT**
  - **MODERATE SALES POTENTIAL**
  - **TARTINI: VIOLIN CONCERTOS (10 DISCS)***
  - **SPECIALTY P'S**

- **JUMP LP'S**
  - **TRADUCTION**
  - **POPULAR JAZZ**
  - **RHYTHM & BLUES**

- **RELIGIOUS**
  - **STRENGTHENING YOUTH**
  - **CHAMBERLAIN**

- **SALES POTENTIAL**
  - **1965 RECORDS**
  - **THE POP EYE TWIST**
  - **DEPRESSION DOGG**
  - **LONNIE'S QUINTE**
  - **THE MIRACLES**
  - **TOP RANKS**

- **RUSTY & DOUG**
  - **LOUISIANA MAN**
  - **HICKORY**

- **ADORING IN BUSINESS PAPERS MEANS BUSINESS**

- **MIGHTY GOOD LOVIN'**
  - **THE MIRACLES**
  - Tamla #34044
• Reviews of New Singles

• Continued from page 50

INDUSTRY NOTES

Columbia Walks World—Columbia 43996 is a strong seller of this week, both in territories where it was an import, and in others. This is due to the fact that Columbia has a number of significant hits released so far this year.

THE VENTURES

“A Legend From Silver City—DO-TONE 925 is a strong seller of this week, due to the fact that it was released as a single.

BILLY JOE ROBINSON

Unstoppable—BOAT 134 is a strong seller of this week, due to the fact that it was released as a single.

THE DANIELS

“I Will Remember You—EVEN-TONE 125 is a strong seller of this week, due to the fact that it was released as a single.

SOMETHING STRONG AND THE
dreaded—FIVE STAR 192 is a strong seller of this week, due to the fact that it was released as a single.

BABA BROWN AND HIS ORCHESTRA

“Love Is Here To Stay—RCA 458 is a strong seller of this week, due to the fact that it was released as a single.

THE NAPOLEONS

“The Bell Are Ringing—DELUXE 313 is a strong seller of this week, due to the fact that it was released as a single.

MANTOVANI

“The Sound of Love—EDELSTEN 41 is a strong seller of this week, due to the fact that it was released as a single.

JIMMY FOSTER

“Be My Baby—FOSTER 40 is a strong seller of this week, due to the fact that it was released as a single.

DOYLE GODDARD

“Sing Me a Song—GODDARD 400 is a strong seller of this week, due to the fact that it was released as a single.

MAGNA

“The Shadow of Your Smile—SNODIN 230 is a strong seller of this week, due to the fact that it was released as a single.

BEN LITTLE

“Here’s A Merry Christmas To You—TENOR 2101 is a strong seller of this week, due to the fact that it was released as a single.

THE STEREO

“Please Come Back To Me—CUB 103 is a strong seller of this week, due to the fact that it was released as a single.

CAROL CARTER

“I Want Your Love—KAROL 40 is a strong seller of this week, due to the fact that it was released as a single.

BOB KNIGHT FOUR

“Tell Us—JACKIE 604 is a strong seller of this week, due to the fact that it was released as a single.

JIMMIE WITHERSPOON

“I Don’t Know—SHELBY 300 is a strong seller of this week, due to the fact that it was released as a single.

REX ALLEN

“Mmm, Let’s Go—REX 100 is a strong seller of this week, due to the fact that it was released as a single.

THE SPINNERS

“Land of a Thousand Dances—TRI-PHI 1001 is a strong seller of this week, due to the fact that it was released as a single.

“THAT’S WHAT GIRLS ARE MADE FOR”

Great in

WASHINGTON, D.C. • BALT. • PITTSBURGH • LOS ANGELES • ALCANY

GUYDEN RECORDS

45 ON BMW’S HOT 100 IN 3 WEEKS

 אפשרי ליברל — מיתרים עם מאקי בראון

ANNETTE’S NEW SINGLE

HAWAIIAN LOVE TALK

“BLUE HULA-HULA”

From the ILHMABANDHET

BY 3101

JAMIE

“DRIVING HOME”

DUANE EDDY

GUYDEN

ST. LOUIS BLUES

The Cousins

PARKWAY RECORDS

2905 Locust St., Philadelphia, P.A.

DAILY AIR PLAY CHECK

Of Your Records and Tunes on TV Channels 2, 4, 5 and 7 and WMBC, WOR, WBAM, WBCS Radio (M, C, F, & S). Details in World ACCURATE REPORTING SERVICE (Members for the Industry Since 1929) 345 Flatbush Ave., Brooklyn 26, N. Y.

“GIVE TO DAVID BUNTON CANCER FUND

45 ON BMW’S HOT 100 IN 3 WEEKS

THE SPINNERS

TRI-PHI 1001

Tri-Pri

RECORDS

392 Farnsworth, Detroit 2

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RECORDS

392 Farnsworth, Detroit 2
**Reviews of New Singles**

*Continued from page 63*

**MODERATE SALES POTENTIAL**

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**RHYTHM & BLUES**

**Smokey R&B**

**SHADY SANDAL**

**Ooh, I Love You**

**I'M SO HAPPY**

---

**JAZZ**

**THE GEORGE CAINES TRIO**

**Heavy**

**Mississippi**

**LET ME BELONG**

---

**LAWS**

**THE MEXICANS**

**I'm Sorry**

**MY HEART WANTS THE DOV**

---

**INTERNATIONAL**

**ROMANTIC SONGS**

**HUMMEL**

---

**LATIN AMERICAN**

**FLORES Y CHANCAS**

**SACRED**

**THAT'S WHY**

---

**FOLK**

**FOLK SONGS**

**GETS**

---

**LIMITED SALES POTENTIAL**

**SMALL SONGS**

**ANNIE LEE**

---

**THE DUCANES**

**HE'S FUNNY THAT WAY**

**I'M SO HAPPY**

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**COUNTRY & WESTERN**

**EDD MILLER**

**BILLY JOE**

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**SACRED**

**THE SONGS OF GOD AND GRACE**

**TOGETHER**

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**MEXICAN NEWSNOTES**

*Continued from page 58*

**NEW RELEASE**

**REDD FOX**

**SHADY SANDAL**

**DRAW**

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**JAMEL'S CHICAGO CLUB PLANS EXTENDED DATES**

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**NEW YORK**

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**COL. 33 JINGLE**

*Continued from page 1*

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**LET ME BELONG TO YOU**

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**1961 BILLBOARD MUSIC WEEK**

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**7/17/61**
Cap & Reprise Waging LP Battle

**Capitol**

Capital executives were openly bucking the Reprise order. They said the singer had recorded the album on his own dime and approved the "Come Swing With Me" title. The fact that Reprise had released a Sinatra label album "Come Swing Along With Me" a few weeks ahead of Capitol's released album was purposely planned, they charged, as a move by the Capitol. Two new Sinatra albums, similar in title and musical content, they claimed, in an attempt to confuse the market and hamper sales for both.

Capitol moved with lightning speed in a sales counterattack. Within a day after the Reprise album appeared, Capitol's radio promotion force was handing out LP to disk jockeys. The promotion was made of explaining to jockeys that Capitol's album was recorded well in advance of the Reprise LP. A similar message is being filtered down the radio network to be conveyed to dealers. Capitol felt it was important for the industry to know that it was not the aggressor in this clash.

**Reprise**

To sharpen its competitive edge, Capitol offered a 15 per cent discount on its Sinatra album plus full exchange protection up to 100 copies ordered any time between August 11 and August 31. Reprise's discount, part of its full campaign, offers dealers LP's for every 20 ordered from the label's entire catalog, or the equivalent $3.75 exchange deal.

The battle of the Sinatras "Swing" albums will have a lot riding at an important time for Capitol. The major's Scranton plant is now on a 10-day workweek summer vacation. Pressings, however, had been made in advance of the previously scheduled July 31 release date, and initial inventory was being held up by some distributors. Additional pressing is being handled by its Los Angeles plant.

It was apparent that this was a fight that Sinatra was enjoying with relish. His fledgling Reprise label pulled the main's tail in a trade ad reading, "Now... a newer, happier, emancipated Sinatra (album portrait of man enjoying his work)... untrammeled, unfiltered, unconfined on Reprise. The test with which he enjoyed the fracas was also evident in a disc jockey-press party taped by him Thursday night at Beverly Hills' swanky Romanoff's. (The party was paid for personally by Sinatra, and was not charged to the Reprise budget.) Significant fact was that Sinatra was present at the shindig, mingling with the locusts. Among those present was another similar Reprise party heralding the appointment of Al Sherman's Record Source, Inc.

**Contended from page 1**

Early last week, Reprise issued a statement that Sinatra's "Swing Along With Me" LP had been scheduled for July 31 release. Reprise, which originally scheduled Sinatra's "Come Swing Along With Me" two weeks ahead of its rival, is now planning to pull its album next Thursday at the last minute. Thus, Reprise is planning to release its LP on the same day as Capitol's new Sinatra album.

Atlantic Grabs Master To Timetones Waxing

**New York**—Atlantic Records has acquired the master of the first LP by the Timetones, who enjoyed a hit recently on the Timetones label. The deal was set with Atlantic by Irving Rose, producer of the LP, and operator not only of the Timetones label, but of the Times Square Record shop here, as well. Rose is credited in many circles with having generated the current trend toward programming and sales of old group rock and roll hits. The master involved comprises "Pretty, Pretty Girl" and "I've Got a Feeling." The deal calls for a split of publishing rights between Claronme Music and Progressive Music. Atlantic gets an option on the next Times Square disk if a sale of 75,000 is reached. Rose was reported to have received a healthy advance against royalties.

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 the new releases... the "Spotlight Winners" selected by the Record and Music Staff of The Billboard.

**RSI RECORD ALBUM SERVICE INCLUDES ALL THE TOP LABELS!**

For more information about RSI and its product, fill out the coupon below.

**RSI RECORD SOURCE, INC.**

333 East 46th Street, New York 17, New York

Payment enclosed for our subscription to the RSI service.

**Atlantic**

Atlantic has also added to its catalog the master of the first LP by the Timetones, who enjoyed a hit recently on the Times Square Record shop here, as well. Rose is credited in many circles with having generated the current trend toward programming and sales of old group rock and roll hits. The master involved comprises "Pretty, Pretty Girl" and "I've Got a Feeling." The deal calls for a split of publishing rights between Claronme Music and Progressive Music. Atlantic gets an option on the next Times Square disk if a sale of 75,000 is reached. Rose was reported to have received a healthy advance against royalties.

**Star-Crest Signs FTC Consent Order on Claims**

WASHINGTON—Stephen F. Singer, trading as Star-Crest Recording Company, Los Angeles, has agreed to a consent order of the Federal Trade Commission, agreeing not to use false royalty claims and other deception to get fees from recorders for their recordings.

In a complaint issued last November, the FTC alleged that Singer does not pay royalties to those whose songs he records, nor does he have them recorded by "Top Hollywood talent" to be included in albums of current hits, as claimed. Actually, the complaint stated, the Singer plan made songwriters pay a recording fee and all production costs, supposedly against royalties. But sales are so limited that songwriters never re- ported their investment, FTC alleged.

In addition to the complete cooperation of the record companies (including all the majors), there's an unmatched, one-stop record source for broadcasters.
MAO LAUNCHES ACTION PROGRAM: DIVIDES DUTIES OF EXECUTIVES

All Working Functions of Association to Centralize at Chi
Under Ratajack; Miller Will Handle Legislation, Insurance

February Start
Ratajack described the program as a "several step-by-step plan that has been in the works since Feb-
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Ratajack said the plan was orig-
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George A. Miller in Oakland.

The first step aimed at expanding
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"If the spot meant that the Association was one of the more
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lation and insurance."

Since February 1, the entire transition had been
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"This has not been any
b-hind thing," said Ratajack.

(Continued on page 17)

MOA Launches Action Program: Divides Duties of Executives

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(Continued on page 17)

Moving Target Featured on Pin
By Williams Co.

CHICAGO—A moving star-
target that scores replies—is the
big feature in Williams Electronic
Manufacturing Company's new	hree or five-ball single-player
pin game, Tien Spot.

The moving target builds up
higher scores on numbers and als-
also scores when numbers one to
are made. Tien Spot also
has two special lanes for replacements.

Other playing features include
jet bumpers, power kickers and flip-
ers.

Tien Spot, like Williams' new
Frisbee playground, is equipped
with slug rejectors, locked cabinets
and has two coin mechanisms and is housed in Williams' new modernized cab-
ins.

The moving target is located in
the center of the playground, idea-
to hit the moving target with a
stemmed flipper shot.

(Continued on page 79)

BOBBY MILLER
By NICK BIRD
CHICAGO—Moose Operators of America has embarked on a
broader program of expanded ac-
Guity with a division of responsibility within the
organization.

All of the eight Vassar sides, sobe-
Juked sell well in the neighborhood tavern are not necessarily the sounds
for the juke hoc market ars in short supply, and that the loan-
&-5 eke single dodo waa Increasingly aggravated by the mania-
f of the operator is a severe ono; that this was Indicated at the recen-
models and the boxes.

Decca is quietly but firmly moving ahead on plans to furnish
operates with disk product designed to solve their program problems.

Reviewing plans, he mentioned that Decca has joined with 10 Deca-
Coral single artists by consumers with considerable adult appeal. These included
Guy Lombardo, Sonny Kaye, Mills Brothers, McGuire Sisters, etc. It was
learned that this week that another package of 10 will be shipped soon.

The Decca-Coral initial package of 10, followed shortly upon
Decca's "Blue Book" drive— which aimed was basically at one-steps and
operating end roll era.

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Decca's "Blue Book" drive— which aimed was basically at one-steps and
operating end roll era.
By ELTON WHITENHUT

MEMPHIS—A group of Baptist ministers appeared before the City Commission last week urging measures to regulate and restrict the controls on coin-operated machines. One of the recommendations, which would affect the coin machine industry, read as follows:

"That the number of establishments licensed to retail beer on premises and off premises, be limited to 800. This figure is based on the assumption that 1,000 establishments would be licensed. Of these, 500 would be located in other cities and one which could afford a more effective police action."

There were 1,100 holders of beer licenses, most of them restaurants or small cafes, and it was made up of the bulk of locations for coin-operated machines. Edward H. Newell, president of the Memphis Music Association, had this to say about the proposals:

Newell Comment
"The sale of whisky and beer is legal in our city and properly regulated. We in the coin machine industry, read as follows:

"That no gambling devices, pinball machines, or similar devices be permitted to operate on any premises on which alcoholic beverages are served."

The city of Memphis, a group of misdirected reformers has urged the council to pass a law preventing the use of coin-operated machines to dispense beer at retail.

"That no gambling devices, pinball machines, or similar devices be permitted to operate in the city."

A high point of the meeting was the presentation of a petition to the council by a group of citizens who had gathered in support of the proposed legislation.

Edward H. Newell, president of the Memphis Music Association, stated:

"We believe that gambling devices, pinball machines, or similar devices should be regulated in the same manner as other forms of gambling."

The music business in Memphis is governed by state law, which makes it legal for establishments to operate gambling devices. The proposal would make it illegal for establishments to operate gambling devices, pinball machines, or similar devices.

"It is distasteful to those of us who live and work in Memphis to have these devices in operation in our city."

The proposal was introduced by Elton Whitenthurn, a member of the council and a strong supporter of the proposal.

"It is high time that we took action to stop these devices from operating in our city."

The proposal was accompanied by a petition signed by over 1,000 citizens who supported the measure.

"We believe that these devices are a threat to the safety and well-being of our citizens."

The proposal was referred to a committee for further study.

Jack Baigelman, vice president of the Memphis Music Association, stated:

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Gas Stations Now Account for Half Of Utah Bulk Operator's Locations

SALT LAKE CITY—The tremendous build-up of the service station industry in the past few years has brought about many changes in the service station business, according to Robert Hester, bulk vending route owner, in South Ogden, Utah. Only a few years ago, service stations were more than 30 years old, but in 1961, amount to more than 50 percent of Hester's routes, and in 1964, more than 60 percent. This has been because Hester made every effort to develop the service station business, not simply because there are five service stations in every town within the 100-mile radius. If not, Hester indicated, for a national chain of companies on open on one corner in a newly developed suburb, but often soon become obsolete when the service stations are often located inside the office where the operator cannot get at them, or they have even vanished altogether in the past few years.

For that reason, Hester keeps unusually close tabs on service station accounts which he has reason to believe may be neglected. Usually, the service station operator will telephone in and ask him to pick up machines for installation, which Hester uses to give up the competition. If not, Hester has an employee calling the location owner to sign an agreement which makes the service station's insurance policy if the machines are stolen, damaged, or vandalized. From a recent survey, while there may be some doubt as to whether this provision will stick, the mere fact that the subject of keeping up and maintaining machines will usually keep the location owner thinking in the right direction.

Employee Sales

In programming operations for service station locations, Hester does, in the fact that far and away the largest part of the fill vend will be controlled, rather than customers driving in to fill. If the machines are kept empty, the operator will not be able to maintain a consistent level of sales. However, the machines are often locked up inside the office when the operator cannot get at them, or they have even vanished altogether in the past few years.

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For that reason, Hester keeps unusually close tabs on service station accounts which he has reason to believe may be neglected. Usually, the service station operator will telephone in and ask him to pick up machines for installation, which Hester uses to give up the competition. If not, Hester has an employee calling the location owner to sign an agreement which makes the service station's insurance policy if the machines are stolen, damaged, or vandalized. From a recent survey, while there may be some doubt as to whether this provision will stick, the mere fact that the subject of keeping up and maintaining machines will usually keep the location owner thinking in the right direction.

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CHICAGO—Members of the National Candy Wholesalers Association will explore the future of the candy industry at the annual convention of NCWA's 16th annual meeting set for the Palmer House in Chicago July 23-25.

Subjects to be covered include merchandising, store displays, seasonal display materials, fund raising, vending, barrowing, servicing supermarkets, promotions for special occasions, public relations, government regulations, and many other topics of concern to wholesalers.

Future of Industry

William H. Gove, president of Bluebird Candy Company, former sales development manager of Minnesota Mining & Manufacturing Company, will devote all time to speaking engagements before conventions and other business groups.

Other speakers will cover a wide variety of subjects, open forum-type discussions and the presentation of a dramatic review of the new industry-wide public relations programs are also scheduled.

During the three-day meeting, various industry members will be honored, including the New Years of the Confectionery Manufacturing Association, the new members of the Three Scoop and Tip Club and the newly designated Candy Ambassadors.

A full entertainment program is on the agenda including a show program sponsored by the Ferrara Candy Company, and a social program for the ladies, teenagers and children in attendance.

Running concurrently with the conventions will be the NCWA candy card exhibit, including an exhibit representing the leading candy lines and other items distributed in the United States and many foreign countries. Visitors will see various allied products from the United States and many foreign countries.

The following is the schedule for the three day convention and exposition as it follows:

Program

Saturday, July 23:
9:30 a.m. Registration desk opens for exhibitors and general business.
3:00 p.m. Registration desk opens for exhibitors.
4:00 p.m. NCWA Card Show opens.
6:00 p.m. Annual dinner and dance in the grand ballroom.
8:00 p.m. NCWA dinner and dance and various entertainment.

Sunday, July 24:
9:00 a.m. Registration desk opens for exhibitors.
3:00 p.m. Ribbon-cutting ceremony. Open House for ladies in Room 18 on Club Floor of Palmer House. Noon to 8:30 p.m.
10:00 a.m. Grand opening of the NCWA Candy Card Exhibit.
12:00 noon. Luncheon will be provided.
6:00 p.m. Annual dinner and dance in the grand ballroom.
8:00 p.m. NCWA dinner and dance and various entertainment.

Monday, July 25:
6:00 a.m. Continental Breakfast in Red Lacquer Room on Fourth Floor of Palmer House. Open to all registered-convention delegates and guests through the compliments of Beech-Nut Life Foods Company. During the breakfast, there will be a complimentary menu of NCWA's Three Scoop and Ten Club—wholesale of the age of 70 and are still active in the candy industry.

12:00 noon. Luncheon in Grand Ballroom honoring six of nation's leading wholesale distributors.
9:00 a.m. First general session of the convention, with John A. Paterson, York, Pa., president of Whitehall National Biscuit Company, as the chairman.

8:00 a.m. Weekly breakfast in Red Lacquer Room in honor of new group of Candy Ambassadors.
9:00 a.m. Second general business session.
Blatt Sells Out Juke Box Route, After Twenty Years

WILLIE BLATT
MIAMI—Will Blatt, dean of the local juke box operators, has sold his entire music route—which he ran for nearly 20 years—to Morris Mandel and Saul Mander and Tabb, former New York operators, who began operating here a few years ago.

Blatt will continue to operate his national and background music routes.

List the reasons for his move.


ted as an example to tabe juke box operators.

In the days going by, 90 to 95 per cent of all existing coin machines operated on games and music alone. For the past few years it has become all but impossible to make good ends meet.

I was faced with the problem of either starting to operate vending machines or selling out. I began to operate cigarettes, candy, parties and water, and I sold my entire music route.

You might as well face it. The days of the juke box operator are numbered.

...to the same city and to the same schedule its annual convention at that time there are now many more operators.

...and take an example from the gins to operate some rending right machines or telling out. So I decided to sell out.

Joe Ash says, "It is a good test of money and sales ability."

MIAMI—Joe Ash, president of J. A. Ash Co., manufacturer of vending machines, says the industry is now in its second year.

"In the days going by, 90 to 95 per cent of all existing coin machines operated on games and music alone. For the past few years it has become all but impossible to make good ends meet.

"I was faced with the problem of either starting to operate vending machines or selling out. I began to operate cigarettes, candy, parties and water, and I sold my entire music route.

"You might as well face it. The days of the juke box operator are numbered.

"I have a good test of money and sales ability."

Research and development costs of $25,000 and $300,000.

...and in the same city as the National Automatic Merchandising Association.

With regard to public relations, Blatt said that a good job can be done by the small operator who becomes part of his community.
Op Estimates 25% of Milwaukee Stops Have Bought Own Machines

By BENN OLMANN

MILWAUKEE—What is the biggest evil con- trolled the joke box opera? "The trend to location-owned equipment," claims Frank Burt- nik, Banaco Music. "Operators are being squeezed because these operators provide inferior service, or they are being lost by operators because someone peddles a joke box to a location just to make a fast profit on the sale."

Burtnik estimates that about 25 per cent of Milwaukee locations have already shifted to self-owned music equipment. This figure, if accurate, knocks a big hole in the potential of approximately 3,000 locations anywhere. An average of 5 per cent of Milwaukee's total number of locations each year winds up owning their own joke boxes, according to his study of the situation.

Lost Locations

He figures that each operator in Milwaukee has already been deprived of 10 or more locations as a result of the shifting to location-owned equipment.

City surveyors are also suffering as a result of this trend, claims Burtnik.

"We operate a distributor license of $200"

(The continued on page 72)

MARBLED-HALL BARGAINS

Austrian Bankers Mystified
By Phono Business Cycles

VIENNA — Among the services offered by some of Vienna's most proper banks is the sale of coin machines. And because these operators provide inferior service, or because their equipment isn't up to par, some operators are being lost by operators because someone peddles a joke box to a location just to make a fast profit on the sale."

Burtnik estimates that about 25 per cent of Milwaukee locations have already shifted to self-owned music equipment. This figure, if accurate, knocks a big hole in the potential of approximately 3,000 locations anywhere. An average of 5 per cent of Milwaukee's total number of locations each year winds up owning their own joke boxes, according to his study of the situation.

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(The continued on page 72)
Belgian Phono Ops in Price Bid

By OMER ANDERSON

BRUSSELS — Belgium's 1,800 operators are campaigning for the phoning of the joke box play prices to levels which will place the trade on a sound business footing. Belgium is Western Europe's phonograph "never-never" land of 2 and 4-cent play prices. The operators are seeking a general 6-cent price.

In a Belgium phonograph is regarded as a necessary adjunct of all bars and coffee houses. The location where the phonograph is basic equipment and carries it on the books as such. Play prices have been kept low because of competition among locations for trade. Boxes, since they are carried on the establishment's books as operating equipment, are exempt from the normal economics of joke box operation.

Because of such subsidized competition from location boxes, most of Belgium's 1,800 operators are concentrated on games, their complete electronic character making them unassailable in locations for direct operation.

Trade Agreement

If the operators could get trade agreement for a per-box play price hike to 7 cents, they could profit on their phonographs. But a price hike of this order would be impossible.

Operator strategy is to try convincing manufacturers and distributors that despite the tremendous "box density," it is merely a case of overproduction and low profitability. More new boxes could be sold and antique phonographs would be encouraged to take over from the locations.

At the location level the operators, armed with facts and figures, are trying to persuade proprietors that the box, when profit account is added, is cheaper and more efficient to let the operator handle it.

Dispute Economics

Operators claim that the economics of location operation is an argument which locations frequently go to market with phonographs, but do not realize it because they do not consider the normal operating expense.

On the other hand, taking Western Germany as their example, operators can show that locations not only pay outright prices, but also make a profit from these. The market value of the boxes is more than their receipts.

In the current campaign, Belgium industries is exhibiting "Exhibit A" for what America's phonograph distributors here that Belgium's joke box way of business is to be emulated by other countries.

Many new operators have come into the phonograph trade. There is little room in the old market for new operators, but there were encouraged to take over from the locations.

Little Crowding

It is perhaps significant that despite the high number of phonographs in play, nobody waxes lyrically about the "crowded phonograph traffic." There is little competition among locations because of the very high profit of a cent. More new boxes could be sold and antique phonographs would be encouraged to take over from the locations.

At the location level the operators, armed with facts and figures, are trying to persuade proprietors that the box, when profit account is added, is cheaper and more efficient to let the operator handle it.

Operator claims the world's greatest density of phonographs is 40,000 in a country with a population of 6.5 billion. There are 1,800 joke boxes in every hotel, bar, and coffee house, the bulk of these boxes being located-owned.

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**EUROPEAN NEWS BRIEFS**

**European News Briefs**

**Berlin Ops Protest New Taxes**
**WEST BERLIN—The Berlin Coin Machine Operators Association has asked the German government to protest the imposing of a new amusement tax on the trade. The new measure taxes juice boxes (30 marks [$3.75]) a month and permits players to pay their tokens ($1.25). Originally, the city parliament had proposed taxing all machines at 80 marks ($10.50). The COA has written to the association for the purpose of achieving reduction with the parliament.**

**Lower Saxony Ops Elect Slate**
**HANOVER, West Germany—Inno Tandar has been re-elected president of the Coin Machine Operators Association of Lower Saxony (AVNM) along with treasurer J. Bingel. It was announced by the AVNM that the new slate will be the next two sites of its land installations.**

**Runyon Needs Stallanom in Spits Meta, Wall Be the Next Two Sites of His P11) -land Installations.**

**Hungarians Keep Credit Rating**
**VIENNA—There is a great and sustained interest in juke boxes behind the Iron Curtain. It dates back to 1956 and beyond, and is far more sustained than generally realized. The export of John Miner's Wurlitzer to Eastern Europe is an indication of the interest behind the Curtain in juke boxes and of its readiness. A year ago, prior to the beginning of the Revolution, Merrill shipped the Hungarian two-coin machines.**

**Coin Engineers Plan U. S. Visit**
**HAMBURG — Hugo Lloyd's business travel service is organizing a "study tour" to the United States for Verein Deutscher Automatiker Fachver. The organization of German coin-operated amusement technicians will visit the U. S. from October 15 to 31, taking part in the National Automatic Merchandising Association (NAMA) and preparing surveys and presentations. The trip is intended to serve as a forum for the exchange of information between coin machine industries in the two countries on a person-to-person level.**

**French Trade in Anniversary**
**PARIS—France's coin machine industry is observing the 100th anniversary of the first machine organizations between the French and Western European Juke box booths. It was in 1951 that U. S. Juke boxes began reaching this country in substantial numbers for the first time. The trade is made up of groups representing the spectrum of trade interests, the organizations also including a wide network of Parisians on summer holidays. Organisations which have expanded from this period into pillars of the French trade are now included in the French Exposition of L'Automatique, Syndicat Naval des Fabricants d'Electro- machines Automatiques, Syndicat National des Importateurs, et Porteurs d'Apparats Automatiques. These are the Lingual organization, moreover, in moves of the French industry to closer, more harmonious relationships with its Common Market. Thanks to these organizations, the French industry has rapidly improved the quality and quantity of its boxes.**

**Shaffer in Schools On Drink Machine**
**CLEVELAND — A complete, five-week series of courses in servicing ice-making, coin-operated, and other drink machines began July 18 by Shaffer Music Company for Northeast Ohio operators. Shaffer is a division of American Home Equipment Company, the Shaffer company launched a series of these courses to help those who were interested in setting up a training school that would be held every two weeks on Tuesday and Thursday afternoons.**

**U. S. Juke Boxes Thick in Italy**
**ROME—American photographers are popularizing Italian sites in such rapidly increasing numbers that the trade is talking of a U. S. "boom" on the market. Trade shows that a roughly 76 per cent of all show boxes in Italy are in the United States. It is also estimated that about 25 and another for 175,000 would result from a show. The trade has a large influence on to the American industry.**

**GUNS**

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**KIDDIE RIDES**

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**D i c k R o s e n**

**100% Guaranteed Custom Fitted**

**ROSENFELD-WHITE—Let's do**

**Send for Complete Lists!**

**JULY 17, 1961**

**BILLBOARD MUSIC WEEK**
PUBLIC ADDRESS SYSTEM USED AS PHONO BUILDER

DENVER—Where a popular tavern has a long list of regular habitués whose names are known to the management, joke box collections can be easily stimulated by "dedications," according to Mr. Pierce and Frank Huber of Century-Supreme Music Company, here.

A typical example of how Pierce and Huber use this simple idea is the Harmatic Lounge, just outside of Denver's financial district. Here, featuring moderate prices, the big rock-and-roll music is interpreted by Joe Blund who has at least 75 regulars who are known to Bland by their first names.

Having installed a 200-play phonograph in the lounge after a former owner had bad luck with owning his own machine, Century-Supreme has put a lot of effort into making the lounge's phonograph as profitable as possible, since for no other reason than to prove that operator ownership is better than location ownership.

Some of the merchandising methods used include a prominent location for the machine facing into the booth area, regular shilling by two to three waitresses on duty and constantly programming requires inside by Harmatic consultants.

Most effective, however, has been singing out a customer by naming from a phonograph record whose title fits the situation or has some humorous connection, and then announcing over the bar restaurant's public address system that the next number will be played in honor of Walter Black, Harry Rogers, etc.

If a customer has stumbled over his own feet at auction time or during the evening, such little favorites as "Your Feet's Too Big" will get a guffaw from the audience. If a man customer has been gone overlong in the men's room, telephone booth, restrooms, etc., of course, it is a simple matter to play "Lover Comes To Malt" with the same result.

Bland has been able to keep the phonograph taking in anything from $100 to $150 per week through this method, even during the slower periods of the year.

Op Pens Note To Locations That Do Well

DENVER—When a phonograph is drawing better-than-average returns, the owners know about it, according to veteran operator Al Lacer here.

Even though he may have to set up a book elsewhere, he returns a check for his share of the proceeds, good location owners such as tavern keepers, for example, are likely to forget the phonograph altogether, just as soon as the money is in hand.

Lacro, recognizing this fact makes it a habit to compare each week's revenue with that of the previous month's, so as to get the corresponding week in any past year, if there has been a noticeable increase, he takes the trouble to write a short letter to the location owner, informing him of the fact. A typical letter reads:

"Dear Ed: Collections are up in your phonograph, and may grow larger. I believe that the waitresses are increasing their sales by doing a good job of suggesting phonograph records.

The result has been highly satisfying, according to the Denver operator. If it's not possible to persuade the location owner who otherwise would have taken the trouble to write a shoot letter to "Your Feet's Too Big," he takes a personal note to the headwaiter. "The idea is simply to keep the phonograph and what they can do to help them thinking about the phonograph."

To Locations

When answering ads, it pays to let the location owner know about the phonograph as you do with any other machine. Excessive profits, good location owners are likely to forget the phonograph altogether and may keep him as a partner with the operator."

50 BALL JAMBOREE

NEW—ORIGINAL CARTONS

Will sell below Distributor's Cost and accept Trades}

PHONE . . . CABLE

RED DISTRIBUTING CO., INC.

710 Lincoln Street, Boulder, Colo.

PHONE: Almonte 4-4620—CABLE "Boulder"
No Other Phonograph

Looks So Much Like a Phonograph or

Acts So Much Like a Phonograph

as the ROCK-OLA REGIS

When you buy a phonograph, you want modern design to keep the machine up to date for years to come, but you also want a phonograph to look as a phonograph should look. With the Regis, you get both contemporary styling and that elegant customer pleasing phonograph look.

You expect your phonographs to act like a phonograph and of course the Regis does, for it is the most versatile phonograph available today.

You get Rock-Ola's exclusive "Tri-Fonic" ability to play either stereo or monaural music at the flip-of-a-switch.

You get Rock-Ola's 314 and 45 RPM Dual Speed Interrupter Changer.

You get Rock-Ola's three built-in main unit speakers. Extra speakers may be used.

Available in 100 and 200 Selections

ROCK-OLA'S "TRI-FONIC" FLEXIBILITY

Gives either monaural, stereo or reinforced stereo at the flip-of-a-switch with no add-on parts needed.

POSITION 1st delivers the finest high fidelity monaural music through the three built-in main unit speakers. Extra speakers may be used.

POSITION 2nd delivers two channel stereo music through the stereo extension speakers. No matter where the customer sits, he hears Rock-Ola's flawless stereo sound.

POSITION 3rd combines the stereo extension speakers with the main unit speakers for reinforced stereo sound. In any location Rock-Ola provides the finest stereo sound.

The Truly Distinguished Phonograph
Buying by Coin Operators

Continued from page 56

then catching on in retail outlets—could revive the function of the operator as a maker of his rather than a buyer of established sellers.

Also the stumbling blocks encountered by record labels in promoting a single at the broadcast level—where federal pressure and an im- personal selection committee create contact between design and record company difficult—make the juke box operator grow in stature as an exposure medium.

And whilst the actions of four record companies hardly constitute a trend, it's a safe bet that if Vassar, Decca-Coral and the two German distributors meet with any measure of success, the other majors and labels will re-examine seriously their entire singles programming concepts.

STROLLERS ALONG BOARDWALK In Atlantic City wait to get a chance to play the Bowl-o-rama game which looks like it will be a big one at the resorts this season, Albert M. Rodstein, who heads Mackie Vending's Amuse-a-mer Corporation in this area, placed five of the 24-foot Bowls in a row on the Boardwalk and set the price at 20 cents a game. If a certain score is reached, cigarettes are awarded.

New Inks Seen as Pinball Circuit Aid

Ink conductors that the manufacturers say are ideal for painting circuits on low-current electrical applications, such as pinball machines, are being produced by the Advance Process Supply Company here.

Advance says the inks are ideal for plastics and porous boards. In case of plastics, the surface may be formed any way necessary after application of the ink without loss of conductivity.

There is also practically no build-up and once the ink is applied it will not flake off. Ilse Ink is black and misted one square inch within an hour. This resistance can be varied by the user as desired. A spray, roller-coated or screened printing coating may be used. Operators can get further information by writing Advance Process Supply Company, Dept. CRC, 2315 West Huron Street, Chicago.

Operating Williams 3 or 5 Ball

TEN SPOT

with MOVING * TARGET

A REAL SKILL SHOOT!

★ Builds Up High Scores
★ Spots Numbers
★ Scores Replays When Numbers 1 to 10 are made

★ 2 Special Lanes for Replays
★ Moving Target Scores Replays
★ Jet Bumpers
★ Power Kickers
★ Flippers
★ Locked Cash Box
★ Plasticote Finished Playfield resists dirt and wear. Extends life of paint on playfield indefinitely.

★ All Williams Games Equipped with Slug Rejectors

See Your Williams Distributor Now!
MOA Kicks Off Action Program

- Continued from page 66

a carefully planned and thought out campaign.

More Mite.

Asked how the new program
would affect the prospects of get-
ing new manufacturers to exhibit
at the next MOA convention—no-
tally the three jake hox manu-
ufacturers that have abstained for
the past two years—Ratcliff said
that he “can’t conceive how man-
ufacturers could continue to ignore
the industry that supports them.”

He added that the new program
of expanding MOA’s activities was
an accomplished feat and had al-
ready started.

Chicago Office

It includes: 1. Opening and mak-
ing fully operative the Chicago
office to “more profitably serve
the industry from this central lo-
cation.”

2. Inaugurating a monthly news-
letter for members. The July issue
is being reproduced exclusively by
Billboard Music Week and will not
be sent in the regular MOA mail-
ing. The newsletter is aimed at
giving operating and sales tips to
members.

Ratcliff said that one of the
big industry problems has been
one of “lack of communication at
the operator, distributor and man-
ufacturer level, leading to a distrust
of motives.”

Newsletter

He said all this can be straight-
ened out by a “clear statement of
purpose. MOA’s newsletter will be
an attempt to give our members an
opportunity to assess facts—we’re
not taking sides, but will present
impartial views on various issues,
he noted.

It is forming a general “image
uplifting” program aimed at un-
quainting the public with MOA’s
aims and its purposes. The

LEGAL DEPARTMENT

The association has imprinted
ad cards available to members
at a nominal cost of $1 for 50, which
carry an MOA message as well as a
general promotion plug for the
joke box. The cards are specifically
designed for placement in locations
to stimulate play.

The association has also put
out a fact sheet on MOA—a
multi-paged folio of facts giving
aims, purposes and background on
the association, which will be used
for dissemination to locations.

Daily papers, store operators and
interested parties.

Ratcliff said that all the forego-
ing were already “a reality.”

Tax & Legal

Looking ahead, he said that
MOA was planning to expand its
legal and tax service to the mem-
bership. The association currently
has a tax counsel, headed by Leo
Komer, Chicago CPA, who is also
an attorney for the association,
and a legal counsel headed by Nicholaus Allen, At-
torney, who is also an attorney for the association.

Ratcliff said he hoped that the

USA Outlet

More Manufacturers at West

MOA has adopted new slops,
its members to the code of
be held at the Cavalier Hotel here, August
11 and 12.

Operators and their families will
make a long weekend of it. Dis-
tributors will maintain hospitality
rooms.

FOOTNOTE:

More Mfrs.

The national convention of the Music Operators of Virginia will be held
at the Cavalier Hotel here, August
11 and 12.

Operators and their families will
make a long weekend of it. Distri-

buters will maintain hospitality
rooms.

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