

June 5, 1961

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BILLBOARD MUSIC WEEK

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Gallagher Looks at Catalog Concept: It's Alive, Despite Big Product Flow

NEW YORK—The concept of "catalog" in today's record business is very much alive, despite the tremendous flow of new product — some of which tends to obsolete existing merchandise. What is necessary in order to maintain the concept of catalog is creative merchandising and the opening up of new markets. This is the view of Bill Gallagher, Columbia sales chief.

Together with creative merchandising, the maintenance of the catalog concept calls for carefully analyzed cut-out procedures, Gallagher added. "A catalog can become so big that it is impossible to sell... Then it must be trimmed... just like pruning an overgrown garden," stated the Columbia executive.

"Proper cut-out procedures are necessary," he added, "in order to permit a salesman to make the most of his selling time... The hours in a day are limited, so if the salesman is saddled with dead wood, the whole operation becomes unprofitable... What the salesman needs is a clean, moving catalog."

Gallagher amplified: "When a package or single is cut out, the company still owns the master and may re-package it at a more propitious period. At one point, Columbia cut-out all singles by Frank Sinatra, then we re-packaged them on LP's and did extremely well with them."

Sinatra Seller

One set of two LP's by Sinatra—"The Frank Sinatra Story," with performances dating back to the singer's tenure with Tommy Dorsey, has sold over 200,000 copies. This was issued over two years ago.

Other instances of re-instituting cut-outs are various disks by Brook Benton and Ahmad Jamal on Columbia's subsidiary label, Epic. When these artists made it on other labels, Columbia cashed in on its old masters. Currently, Gallagher pointed out, disks by Mahalia Jackson on the Apollo label are selling well overseas, where Apollo is strongly merchandising them and cashing in on the singer's broad pop appeal, which in turn, derives a lot from her association with Columbia.

The European scene generally, Gallagher feels, presents an interesting and fruitful opportunity for aggressive merchandising of catalog material. In this regard, personal appearance tours by the artists are very helpful, he stated. Johnny Mathis is scheduled to go overseas shortly, and his trek will be strongly promoted by Phillips, Columbia's affiliate, with co-ordination by Gallagher.

Another Columbia group, the Mormon Tabernacle Choir, is now just beginning to prove a strong record seller overseas.

It's amazing how some catalog items just refuse to die, said Gallagher. Ken Griffin, for instance, remains one of Columbia's big sellers five years after his death, Gallagher pointed out.

Stereo No Stopper

In connection with Griffin's continued appeal, Gallagher noted that stereo — which tended to obsolete much product — nevertheless had no appreciable effect on items of unique appeal. Griffin was such a one. Another, of course, is the Columbia original cast album of "South Pacific," which contains the Ezio Pinza-Mary Martin performances. Certain singles, too, continue with persistence, such as Percy Faith's "Moulin Rouge," and Johnny Ray's "Cry" on Epic.

Ways & Means

As the record business develops and changes, it becomes necessary to seek new ways and means in getting the most dollar volume out of catalog, Gallagher added. Illustrations, of course, were Columbia's and Victor's merchandising in the low-priced fields, with Harmony and Camden. These fields have become more difficult, owing to discounting of regular-priced product. Other merchandising techniques were developed through the clubs.

By way of illustrating how important catalog can be when it is properly merchandised, Gallagher estimated that during major restocking programs — as in January — 70 per cent of a company's billing can be derived from catalog. In more normal months the ratio is likely to be 50-50.

"The merchandising challenge in our business is unique... We must motivate the eye and the ear," Gallagher concluded.

More Big-Name Artists Call Own Masters Shots

Wilson, Garner, Belafonte, Others Establish Move to Independent Production, Control

By BOB ROLONTZ

NEW YORK—Independent production and ownership of masters by big-name artists appears to be a growing trend in the record business. One of the original big-name artists who helped initiate indie production was, of course, Frank Sinatra, who operated as an independent producer when he was with Capitol Records. A while back, Jackie Wilson took the same step in his new deal with Brunswick. They have now been joined by Erroll Garner and Harry Belafonte. And there are other examples. Bing Crosby, too, has his own production firm, Project Week.

Garner is now cutting his own records for the Octave label and releasing them through ABC-Paramount. Belafonte is now making his own disks for Belafonte Enterprises and having them distributed by RCA Victor, with whom he was formerly under contract.

A number of years ago it was predicted that name artists would set up their own producing companies and release their product through the large firms just as movie actors have already done. Today, with the power of the consistent name record artists more important than ever before, diskeries not only appear to approve the trend — but some even encourage it. It is known that ABC Paramount, for example, offered

Paul Anka his own producing deal and his own label if he would renew with the firm when his contract expires early next year.

Fewer Impediments

Artists with their own production company are able to control their own product, unencumbered by the over-all releasing pattern of a large record company; and they are yet able to enjoy the large firm's national distribution power. They can select their own material, conceive their own ideas as to product, accept or reject tapes according to their artistic judgment, etc. And, if they choose, they can also obtain advice, ideas or help from the company handling their distribution. And finally, the artists control their tapes, since in most cases they own them, merely leasing them to the distributing company. This means that they

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Prison Terms, Fines for N. J. Bootleg Trio

HACKENSACK, N. J. — Two men were sentenced to prison terms and a third was given a suspended sentence here this week in the wind-up of the first successful criminal prosecution of record counterfeiters. Sentences were imposed by Bergen County Judge Benjamin Galenti, Friday (2).

Sentences and fines were as follows: Robert Arkin, convicted on two counts of violating the New Jersey State counterfeit law, two terms of one year and a day to be served concurrently, plus a \$1,000 fine; Brad Atwood, convicted on one count of violating the counterfeit statute, one year and a day and a fine of \$500. Both will serve their terms in New Jersey State Prison. Milton Richmond was ordered held until his fine was paid.

The Hackensack case was widely regarded as setting a precedent. Art Talmadge, president of ARMADA, which co-operated in preliminary investigations which eventually led to the indictments, declared: "The fight against counterfeiting is only beginning. It is now crystal-clear that the next step is to put teeth into laws which can and will deter such activities in the future."

In line with this, Congressman Emanuel Celler, who recently introduced legislation in the House to accomplish this end, will address the ARMADA Convention later this month at the Diplomat Hotel, Hollywood Beach, Fla.

Salty Prose Rolls Off DJ Press

By JUNE BUNDY

NEW YORK — Disk jockeys across the country are swinging again with salty newsletters to the trade castigating everybody from lazy distributors to dishonest dealers. The deejay scribes also offer pithy comments on new trends, visiting pluggers, local record breakouts and the latest industry scuttlebutt.

Deejay newsletters were plentiful a couple of years ago, but

most of the turntable Winchells retired their typewriters when the payola probe cast a pall over all things promotional in the broadcasting field.

Outspoken Prose

Recently, though, several key jocks have turned up in print

again with their old lively vigor. Brill Building observers may wince at some of the more outspoken comments about "dog" singles, but most of the trade is happy that the spinners have regained confidence in their "right to gab."

Deejay newsletters are currently being circulated by Joe Finan, KTLN, Denver; Paul Cowley, WKLO, Louisville, Ky.; Ronnie Cash, WJET, Erie, Pa.; Larry Gar, WLBG, Laurens, S. C.; Hy Lit, WCAM, Camden, N. J.; Paul

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AFM Calls for Code on Imports

NEW YORK—The American Federation of Musicians (AFM) is asking Congress to enact remedial legislation to help them cope with the competitive problem of foreign-made recordings and TV musical sound tracks that are taped abroad for release here.

The plan to seek a Congress-

(Continued on page 8)

Number of Record Manufacturers Get Detailed Questionnaire From FTC, N. Y.

NEW YORK — A number of record manufacturers here and in other cities received a detailed questionnaire last week from the New York office of the Federal Trade Commission. The questionnaire letter, signed by FTC attorney Albert G. Seidman, who is in charge of a current investigation by the agency into various practices engaged in by Columbia Records, RCA Victor Records and Capitol Records, seeks answers to 15 questions relating to all facets of the disk business of those queried.

"One of the practices under investigation," the letter notes, "relates to the record clubs operated by the above companies." The letters aver that the investigation is keyed to the question of whether or not some of the practices may be in contravention of Section 5 of the Federal Trade Commission Act, and Section 2 and 7 of the Clayton Antitrust Act.

Information is being sought on dollar volume in LP's and singles, names of all labels and subsidiaries, numerical designations of disks and series of disks, types

COLPIX TO DEBUT MAY SUBSIDIARY

HOLLYWOOD — Colpix, the Columbia Pictures Disk subsidiary, is launching a sister label, May Records, to be handled by non-Colpix distributors. Aside from a different distribution network, artist and repertoire, sales and management will be identical for both labels.

The initial release is "Mojave," a single featuring Hank Steele and his orchestra. So far, only singles product is in the May hopper. The decision to start the second label was born last month (hence its name), based on the hope that the two labels will enhance the company's chances at placing disks in sales orbit.

of repertoire recorded, disks that have been cut out and reasons therefore, percentages of gross sales before taxes estimated as net profit for each of the past seven years, and pressing plants used and price schedules thereof.

4 Main Queries

There were four queries, however, which were regarded as most important. On two of these, questions 11 and 12, the letters seek answers within 10 days. On the remainder, 30 days are given for the filing of replies.

Question 11 asks if the com-

Muster Joins Pacific Network

HOLLYWOOD — Bill Muster last week resigned as marketing manager of United Stereo Tapes, the Ampex Audio subsidiary, to become vice-president and general manager of Pacific Network, Inc., Muzak franchise holder in the Greater Los Angeles area. Although his resignation becomes effective June 30, Muster will divide his time between the two firms for 30 to 60 days after that date to help complete the reorganization moves now underway at UST.

For the past several months, Muster has been expanding UST's distribution by appointing manufacturers' reps and regular disk distributors in the key market areas to handle the firm's four-track tape product for audio shop and record dealer distribution (see Billboard Music Week, April 24). Muster wants to complete the establishment of UST's new distribution network before taking over his new duties here on a full-time basis.

Muster Gives Reason

Reason why UST has been engaged in fashioning a new distribution set-up is to keep pace with the rapidly expanding tape market, Muster explained. When quarter-track tape first hit the market, only a few hundred dealers handled

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Cosnat Record Distrib Co. Registers Stock for Sale

WASHINGTON—Cosnat Record Distributing, of New York, has filed with the Securities and Exchange Commission to register 150,000 shares of common stock for public sale, including 44,444 shares now outstanding, which will be sold by present holders. Amos Treat & Company heads the list of underwriters, with terms and selling price yet to be submitted.

Organized under Delaware law in 1960, Cosnat has three record manufacturing subsidiaries and five distributing outlets, all wholly owned. The firm's prospectus reports purchase of all of outstanding stock of the Monarch Record group by Cosnat, from Nathan

Duroff and Nathan Rothstein. Monarch consists of three California companies. Price was \$625,000 in cash (\$25,000 is still owing and due in March 1962), and 81,758 class A shares of the company, of which 59,258 shares were equally divided between Duroff and Rothstein.

Net proceeds from the company's sale of additional stock will be used to repay a \$500,000 loan from Alben Affiliates and a \$350,000 loan from Jones & Company (fund principally used to purchase Monarch), and to repay an outstanding bank loan of \$150,000. The balance will be added to the company's working capital.

Cosnat reports that Jerry Blaine, president, owns 87 per cent of the 225,000 class B shares outstanding, and management officials "as a group" own 95.5 per cent class B and 12.8 per cent class A shares. Selling stockholders listed by the company are Duroff and Rothstein, who propose to sell 26,629 class A shares each, out of 37,129 shares owned by each; Mortimer B. Burnside will sell all of his holdings of 12,000 shares; Arthur Meyer and Brozan & Holman propose to sell their total holdings of 5,000 shares each.

Here's Right Number Of MGM 'Carnival' LP

The MGM original cast album of "Carnival" carried the incorrect identification, Capitol WAO 990, in last week's BMW Top Monaural LP chart. The listing should have read MGM E 3946. The package jumped this week to the No. 44 spot on the chart from the 71 position last week.

pany or representatives have ever had discussions with any of the three named major firms regarding distribution or lease of any of the firm's records, or lease or sale of any masters or licensing rights thereto.

Question 12 asks whether the company has entered into, modified or terminated any agreements with any other manufacturer with respect to the subject matter of Question 11.

Question 14 asks if the company has incurred any loss or injury or failed to achieve anticipated volume or profit within the past seven years for any reason, including but not limited to the activities of the clubs of the three companies mentioned, and including but not limited to the distribution of certain records of various independent manufacturers through the Columbia Club.

Question 15 asks for the names of recording artists under contract to the company who, during the past seven years, may have commenced to record for Columbia, Victor or Capitol or any subsidiary or division thereof.

The FTC inquiry has been going on for a number of months. It is known that many dealers have been questioned in various territories. This week's questionnaire to diskeries was regarded as representing a substantial broadening of the scope of the investigation.

Radio Recorders Dickers for Two Coast Labels

HOLLYWOOD — Radio Recorders, West's largest independent custom recording operation, is dickering to acquire the Lectern and Eureka labels, it was confirmed last week by Gene Landy, whose Landgold Enterprises owns the two disk firms. Radio Recorders already owns the MP-TV label.

Lectern is in the educational field, producing LP versions of college course outlines. It is sold exclusively through college book stores, campus record shops and book stores generally. The line's chief sales target is the mass student market. Its catalog at present consists of a half dozen college prof lectures.

Eureka is in the folk music field and includes among its artists folksong specialist Bob Grossman.

Terms of the deal, still unsigned, calls for Radio Recorders to buy Landgold Enterprises in exchange for stock and an undetermined cash consideration. In addition, Landgold president, Gene Landy, and vice-president, Ric Gold, would continue to operate the firms on an employment contract. Purchase price, still being negotiated, is somewhere between \$50,000 and \$100,000.

In addition to the Lectern and Eureka labels, purchase would give Radio Recorders Landgold's two music publishing firms: Landgold Music (ASCAP) and Goldland (BMI).

Embers Records Hdq. Hit by \$56,000 Fire

LONDON — Embers Records, the British indie which represents 20th Century-Fox, lived up to its name after fire had caused damage to its offices said to approach \$56,000. The outbreak must have started after office hours May 26 and was not discovered until 9 a.m. Stocks of disks were destroyed, but what was worse was the destruction of irreplaceable tapes of unissued material.

BMW REVISING REVIEWS OF RECORDS THIS WEEK

NEW YORK — Billboard Music Week is instituting an important change in its record and album reviews starting this issue. Spotlights and Four Star records and albums will be reviewed in more depth than before, with comments on the material and the performance on the disk, and when called for, suggestions as to the market where the record has sales potential and its value for disk jockey programming.

In order to save time in these busy days for dealers, distributors and disk jockeys, BMW will not carry descriptive reviews of the Three Star singles and albums, those with moderate sales potential, but will rate and list them, by artist, title and label number, following the Four Star Reviews. Other record releases, those with limited sales value, will be listed after the Three Stars.

With more and more salable merchandise being released every week, BMW has expanded Spotlights for albums and singles, and also Four Star reviews. By concentrating more on these strong records we feel we are offering an additional service to the industry, and additional exposure to these records and albums.

Tops Records Buys Allied Mfg., Including Plants in East, West

HOLLYWOOD — Precision Radiation, Inc., parent firm of Tops Records, last week purchased Allied Record Manufacturing Company, including its pressing plants here and in Belleville, N. J. Allied President Daken K. Broadhead will be placed on PRI's board of directors, and will continue as Allied's operating head. There will be no changes in Allied's management or personnel. The deal is effective Monday (12).

The purchase, culminating months of negotiations, was made on cash plus stock basis, plus stock options. In addition, Broadhead received an employment contract to remain at Allied's helm. Allied will function as a separate entity apart from the PRI-Tops operation, Broadhead said.

Bob Blythe, PRI president, told BMW that in acquiring the 27-year-old manufacturing firm, Tops will be able to press its product on the East Coast for the first time in its history. Heretofore, all Top disks were manufactured at the firm's own plant here and shipped to the East. Allied Belleville, N. J., plant will be expanded to increase its production capacity, Blythe said.

Cap 'Bowl' Albums In 'Dollar Off' Deal; To Get Ad Backing

HOLLYWOOD—Capitol is offering its complete array of 34 Hollywood Bowl albums on a special "dollar off" discount program during June. Each of the albums in the Bowl series will be offered to consumers at a dollar off regular price, including the latest Bowl LP issued this month, as well as its "Duophonic" (see BMW, May 29) versions of two earlier releases.

The special price message will be carried directly to consumers in an ad campaign to be carried in the New Yorker, New York Times, Chicago Tribune, and Los Angeles Times Sunday editions. The program is being backed by Capitol with a 100 per cent exchange benefit, varying from 5 to 25 copies per album depending upon the individual LP's ordered. The offer expires June 30.

During May and June, Capitol has offered dealers a 100 per cent exchange privilege on all new Capitol and Angel LP releases, with exchange limitations ranging from five copies per album up to 25, depending upon the selections purchased. Exchanges on product ordered during the program will be made between September 1 to next January 1.

Blythe stressed the fact that apart from handling Top's Eastern pressing, Allied will continue its operation unchanged by the PRI purchase. The same manufacturing standards will be maintained as before at the two Allied plants, Blythe said. Allied will continue to provide its pressing and distributing services to its independent accounts.

Mike Elliot remains as general manager of Allied Record Distributing, and Ned Hertzam as general sales manager. Sam Salzman will continue to head Allied's manufacturing. Jack F. Wegner, who had served as a vice-president in charge of government relations, will remain in charge of that function, in addition to supervising the other Allied assets.

BILLBOARD MUSIC WEEK

Published by

The Billboard Publishing Company
2160 Patterson St., Cincinnati 22, Ohio

Publisher

Roger S. Littleford Jr. ... New York Office

Editorial Office

1564 Broadway, New York 36, N. Y.
PLaza 7-2800

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Send Form 3579 to
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DUbar 1-6450

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NAtional 8-4749

Subscription rates payable in advance. One year \$15 in U.S.A. and Canada; \$30 in all foreign countries. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office. Copyright 1961 by the Billboard Publishing Company. The company also publishes Vond, the monthly magazine of automatic vending; one year, \$5 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management, and High Fidelity, the magazine for music listeners.



Vol. 73 No. 22

BIG INDIES' DISTRIBUTION POWER FELT ON HOT 100

NEW YORK—This week's "Hot 100" has some excellent examples of the growing importance of small label product distribution by larger indies (see story May 29 issue).

Monument's "Running Scared" by Ray Orbison and distributed by London has hit the No. 1 slot, while two more London-distributed products, "Tonight Could Be the Night" by the Velvets, also on Monument, and Bill Black's "Ole Buttermilk Sky" on Hi, hold positions 89 and 94.

Going back to the top 25, Bobby Lewis' "Tossin' and Turnin'" on Beltone, a King-distributed side, is a star performer at No. 24. A star per-

former too, is U. S. Bonds with "Quarter to Three" on Le Grande, distributed by Laurie, at the No. 33 position.

Robbee has an up-and-coming disk in "Ronnie" by Marcy Jo, and this side is distributed on a one-shot basis by Liberty. The record stands at No. 96 on the "Hot 100" chart.

Among the "Bubbling" disks, both Sonny Fulton's "Locked Up" on Big Daddy, and the Phil Upchurch combo's "You Can't Sit Down" on Boyd are being distributed by the United Artists label. "Charlie Wasn't There" by Barbara Evans on Pioneer is being distributed by Mercury.

FREDDY MARTIN PAVILION BAND

SANTA MONICA, Calif.—Ork leader Freddy Martin, who recently left the Coconut Grove in Los Angeles after a 20-year run, succeeds Lawrence Welk as the permanent band at the Pacific Ocean Park (POP) Pavilion (formerly the Aragon Ballroom) at the POP amusement park here.

Martin will also be featured in a weekly TV show, which will emanate from the Pavilion. The evening dance sessions with Martin will become part of the park's single admission package (\$1.75 per person, plus tax) when Martin moves to POP.

Martin debuts at POP June 9 and 10. After POP begins daily operation June 16, he will be featured nightly, Tuesday through Saturday.

Four-Track Stereos In RCA Victor Issue

NEW YORK — Among the five new stereo four-track tapes being released by RCA Victor in June are sets by pop artists Norman Luboff, the Melachrino Strings, and a Stereo Action tape of the Vic Schoen ork. The classical area is represented by the Robert Shaw Chorale and Fritz Reiner conducting the Chicago Symphony in Mahler's "Song of the Earth," with Maureen Forrester and Richard Lewis as featured soloists.

Set Up Mechanical Rights Collection Agency in U. S.

NEW YORK — The American Mechanical Rights Agency, Inc., a new organization for the collection of mechanical rights, has been created here. AMRA's first client is GEMA, the West German performing rights society. GEMA has underwritten the basic costs of the new agency for a period of two years, but it will not own stock nor have a proprietary interest in AMRA. According to Harold Orenstein, well-known music business attorney who was instrumental in creating AMRA, the organization is a private business corporation similar to BMI in its set-up.

The organization will be open to other clients or affiliates seeking representation in the United States and Canada. Fee is currently 10 per cent of the collections; but this fee is subject to change. Orenstein noted that it could be revised downward; that this would depend upon the flow of business.

Heretofore, the Harry Fox office has been the sole mechanical rights agency in the United States. Fox, until December 31, 1960, was also the American representative of BIEM. But events in West Germany forced a change in this situation. The background, covered in past months in stories in *BMW* filed from West Germany, is as follows:

The German government in pursuing its antitrust activities, forced a divorce in the relationship between BIEM and GEMA. The Fox office did not feel that it was right to represent GEMA independently of BIEM. GEMA sought the assistance of Orenstein in arranging for the collection of mechanicals. Orenstein drew up the AMRA structure, which proved acceptable to GEMA.

Operating AMRA is Rosalie Miller. Mrs. Miller has been Orenstein's secretary for 10 years. AMRA is a New York corporation, located at 521 Fifth Avenue.

Orenstein described the agency as a co-operative in the form of a corporation. He stated that in the event increasing business warranted a drop in the 10 per cent fee, the lower rate would be applicable to all clients or affiliates. Orenstein also pointed out that whereas the organization initially will accept representation for the United States and Canada, world-wide representation is envisioned after the first two-year period.

The 10 per cent rate, incidentally, means that under the SPA contract a publisher would pay 8 1/4 per cent unless an agreement with the writers specified differently. AMRA can also represent writers directly.

AMRA plans to issue statements at least twice annually.

SORD Applauds Garner's 'No Club' Am-Par Contract

HOLLYWOOD—Erroll Garner's new Am-Par contract prohibiting record club handling of his releases (BMW, May 29) last week drew applause from the Society of Record Dealers and a pledge of all-out dealer support for his Octave label from SORD President Howard Judkins Sr. Judkins saluted Garner for his "courageous" anti-club stand, and expressed confidence that the pianist's "pioneering" no-club pact will pave the way for "other major artists" to take similar action.

The Society's expression of gratitude and support was contained in a letter from its president to Garner, with a carbon going to Am-Par President Sam Clark. Simultaneous with the Garner letter, Judkins issued a special bulletin to the complete SORD membership calling upon the dealers to stock Garner's Octave label, give it prominent display, and to go all the way in pushing its sales.

In rallying dealer forces behind Garner, Judkins intends to prove the marketing might of the retailer in an all-out effort aimed at swaying artists to forsake the clubs. Judkins told BMW that he is calling upon all dealers, including non-SORD members to close ranks at this time in a show of strength.

Dealer Services

Judkins hailed Garner's statement that no artist has ever been made by a record club, but "I was built by dealers." Further developing this point, the SORD president said: "Artists should remember that clubs usually offer only one of their albums, and, as a rule, it's one of their current better sellers. The dealer, by contrast, stocks their past releases as well as their

latest LP's. It is common practice for a dealer to go to considerable time and trouble to back-order an old LP for an artist's fan. The additional handling required can cut substantially into that sale's profit, but it pleases the artist's fan. That transaction brings that customer into the store at least two times—once when he places the order, and again when he picks up the album — and thereby pays off in added exposure of his favorite artist's recordings.

Judkins' letter to Garner read as follows:

"Please accept the congratulations and sincere thanks of the members of the Society of Record Dealers for your courageous stand on record clubs as evidenced by the article in *Billboard Music Week* this week. In appreciation, I am calling on all members of SORD, through a letter mailed to them this week, as well as all record dealers everywhere, to secure your new Octave recording from their ABC distributor, and make a special effort to display and sell this record in their stores.

"I am sure that your pioneering of this type of recording contract prohibiting records being sold through record clubs will spread and gain favor with other major artists. I also wish to extend my own personal good wishes for the success of your new recordings."

Alter to Supervise Rome Ork Waxing Of Own Standards

NEW YORK — Noted songwriter Louis Alter, writer of such standards as "Dolores" and "Manhattan Serenade," left here Friday (2) for Europe where he will supervise recordings of his own standards by the Rome Symphony Orchestra.

He will also remake (in stereo) his old album "Jewels from Cartier," which was released four years ago on the RCA Victor label. Alter said he has not yet decided which label will release the new recording, but that he has had offers from two or three firms.

Alter is staying at the Grand Hotel in Rome, and will be in Italy for one month. The trip coincides with his 30th anniversary as a writer. "So much romance has left the music business," commented Alter, "that I'm trying to create some of my own with this European venture."

Imperial Records Buys Sheldon Music, All of Pubber's Affiliates at \$500,000

By REN GREVATT

NEW YORK — Sheldon Music and all of its numerous affiliates was sold last week to Imperial Records for \$500,000. The deal constituted the largest price ever paid for a BMI-affiliated publishing operation.

Under the terms of the agreement, which was drawn up by attorney Harold Orenstein of the firm of Orenstein and Arrow, Moe Gale and Aaron (Goldie) Goldmark, holders of 75 and 25 per cent interest respectively, sold out to the Lew Chudd-operated West Coast music and disk combine.

Contrary to earlier reports, which had Goldmark leaving Sheldon, the colorful music man has been named general manager of the new publishing set-up which will be operated from New York. Gale, meanwhile, is expected to withdraw from the operation entirely.

The Sheldon acquisition by Imperial, comes on the heels of the recent purchase by Imperial of Fred Stryker's West Coast Fairway Music catalog. Goldmark now takes over sole responsibility for the operation of Fairway, Sheldon, Stratton, Sequence, Shalimar, Salmir, Geronimo, Klive and Susquehanna music publishing properties in addition to Gale Records, the disk master producing wing of the operation. The name of the latter is expected to be changed soon to either Goldy Records or Senate Records.

Artists Included

Under terms of the deal, the contracts of artists pacted to Gale

Records were also acquired. As a part of this arrangement, the Five Satins and the Turbans vocal groups will immediately be transferred to Imperial Records. Sheldon Ltd. of Canada and of Europe were also included in the sale as was "Camp Sing Along," with Bing Crosby, a special project under which LP's featuring Bing Crosby and a chorus singing traditional camp songs will be sold direct to campers through camp directors, with each camp getting a personalized cover.

Goldmark, who once played string bass in classical groups and later slapped the same instrument in both the Tommy and Jimmy Dorsey bands, once served with Leeds Music. He had been associated under Gale at Sheldon for over nine years. He was responsible for such hits as "Ricochet," "Jilted," "Rock and Roll Waltz," "Don't Be Cruel," "All Shook Up," "Stagger Lee," "Handyman," "Four Walls" and many others. Goldmark is also a knowledgeable hand in the country field.

Commenting on the new arrangement, Goldmark declared: "I'm proud to be associated with a man of the caliber of Lew Chudd, who

has been looked to as a beacon light of character, stature and imagination in this industry." Goldmark said he expected to be in new quarters by the first of July, possibly in the Time and Life Building in the Radio City area or on West 57th Street. Regarding personnel matters, he said that nothing would be decided on this for the moment. He also stressed that the new operation would be, with the exception of the Gale producing firm, strictly a publishing operation, and entirely separate from Imperial Records.

IRMA's Board OK's ARMADA

NEW YORK — The executive board of the Independent Record Manufacturers Association (IRMA) has recommended to its membership that IRMA join the American Record Manufacturers and Distributors Association (ARMADA) as an affiliate member. The recommendation also stated that any IRMA member was free to join ARMADA on his own as an affiliate.

ARMADA President Art Talmadge will be a guest speaker at IRMA's dinner meeting June 13 in New York. At that time, he will discuss the pending tie-up between the two associations and ways they plan to work together — particularly in the area of drives to combat counterfeiting, where both have been active independently. The tie-up between the two associations was set by Talmadge and IRMA President Milt Glefand.

Talmadge said he would explore the possibility of ARMADA appointing an IRMA member to its executive board as a non-voting member "at the earliest possible time." Meanwhile, a large percentage of IRMA members has already taken exhibit space at ARMADA's forthcoming convention in Miami this month.

Vienna Juke Boxes To Set Harmonious Mood for JFK, K.

VIENNA—Juke boxes in this city of Strauss waltzes are being loaded with Russian folk tunes and U. S. pop in preparation for the meeting between President Kennedy and Nikita Khrushchev.

Vienna is turning the JFK-Mr. K. get-together into a festival of East-West friendship, however dubious may be the political basis for such enterprise.

The meeting of the two statesmen coincides with the opening of Vienna's biggest tourist season since the war. The Viennese hope

(Continued on page 51)

LATE POP SPOTLIGHTS

CANNONBALL ADDERLEY

THE UPTOWN (Jazz Standard, BMI) (2:15)—Cannonball Adderley's follow-up to "African Waltz" could be another pop hit for the jazzman. "The Uptown" is a riff blues with a solid and catchy beat, featuring fine ensemble work and a strong solo by Adderley. Flip is "Something Different (Artillery, BMI) (2:59). Riverside 4501

Supreme Court Dismisses Appeal by Sam Fox, Et Al.

Turns Down Bid for Intervention in '60 ASCAP Consent Decree by Publishers

WASHINGTON—The Supreme Court last week dismissed the appeal for intervention in the 1960 ASCAP consent decree by appellant publishers Sam Fox, et al. The dismissal was based on the technical finding that the dissident publishers were not "bound" by the government decree terms, and therefore had not the right to intervene.

The high court passed over the question of "adequacy" of repre-

sentation by Justice Department and by the American Society of Composers, Authors & Publishers, because the failure to prove right to intervene prevented "reaching" this further consideration. However, as to the Justice Department's role in the decree, the court decision said "sound policy would strongly lead us to decline appellants' invitation to assess the wisdom of the government's judgment in negotiating and accepting the 1960 Consent Decree," in the absence of any claim of bad faith.

Unanimity a Surprise

The decision was written by Justice Harlan, and was unanimous except for non-participating member, Justice Clark. The unanimity surprised attorneys here in view of some of the scathing comment on consent decree procedures by Chief Justice Warren and others during the hearing, and especially the needling of the Justice Department's Antitrust attorney Daniel Friedman by Justice Frankfurter on the matter of the department's omnipotence in consents.

As far as any future private action is concerned, the high court notes that there is some weight to the appellants' argument that any court of equity will feel constrained to "build on the foundations of the present decree." Fox et al. had argued that failure to reopen the 1960 decree terms practically doomed any hope of further relief by private suit. However, the court adds, with scant comfort, in this respect they are like all other private litigants whose interests are involved in government antitrust litigation.

The appellants, Sam Fox Publishing, Pleasant Music Publishing Corporation and Jefferson Music Company had asked the Supreme Court to reverse the Federal District Court of New York, which ruled they did not have the right to intervene as parties in interest in the negotiations between attorneys for the Justice Department and ASCAP. Dissidents claimed that

D.J. SAYS USSR IS HIP TO JAZZ

BREMEN, Germany—Radio Bremen's deejay Roman Waschko recently toured the U.S.S.R. for many months and found considerable jazz activity in Moscow, Kiev, Leningrad, Lemberg and other Russian cities. There are many jazz groups that stay hip by listening to the Voice of America radio show, "Music, U. S. A." Dixieland music is out in the U.S.S.R., where the favorites are the Jazz Messengers—that is Art Blakey's style—and even the most modern music of Ornette Coleman.

Nobody west of the Iron Curtain took notice of a Soviet jazz festival, held in Tartu, but Waschko recorded it and will broadcast the highlights over Radio Bremen. Says Waschko: "It is fascinating to listen to authentic jazz as played by Russian amateurs and musicians. Listen to my broadcasts 'Jazz Made in Russia'—and you heard nothing yet!"

decrees terms signed into effect by Judge Sylvester Ryan did not correct the unfair procedures within the Society, but rather perpetuated them by leaving power substantially in the hands of the dominant ASCAP publisher board members. (Billboard Music Week February 13).

Splitting Legal Hairs

Splitting some fine legal hairs, the Supreme Court decided that the appellant group is in effect a "private party" seeking to intervene in a government-negotiated decree. Even if the private party's interests coincide with the public interest in a government antitrust litigation, as claimed here, the private party is "not bound" by such litigation, and so may not intervene in it.

The court admits appellants' claim that they will be bound by ASCAP's representation of their interests "presents a more difficult question." It acknowledges the paradox that the appellants are caught between the "practical need to remain in the Society," and the alleged failure of the board of directors to represent small-publisher interests.

"Since the board which negotiated the present consent judgment with the United States represents, in the words of the government's complaint, the core of the very 'unlawful combination and conspiracy' against which appellants seek antitrust relief, it is hardly doubtful . . . that ASCAP, acting through its board, cannot in law be deemed adequately to represent appellants' discrete (separate) interests asserted against the board."

Regardless of this situation, the court holds that the "dilemma" of appellants' membership in ASCAP has cancelled out their chances for intervention. On the one hand, appellants must claim this is a "class" action, to prove the judgment binding on them as members of the class. On the other hand, since the dissidents claim a wide gap between their interests and those of the negotiating ASCAP, they can't be considered as members of the same class, and therefore are not bound.

Court Makes Distinction

The court makes sharp distinction between any claims the dissidents may have against the government, as far as the decree is concerned, and those against ASCAP itself. As to any claims the appellants have "against ASCAP," the court says there is nothing to require Fox et al. to bring such claims into this particular litigation, "simply because they are 'bound' for other purposes."

The court admits that appellants may in a sense be "bound" by terms of the decree as far as

(Continued on page 8)

Germans' Pop Success In U. S. Pleasant Puzzle

HAMBURG—While U. S. pop encounters increasing obstacles in this country, German music is making increasing inroads on the American market.

This is all the more remarkable because the U. S. trade here is becoming apprehensive over the slowdown of U. S. pop's European boom. But the Germans have no complaints about the reception of German music in the U. S.

Indeed, the reaction here is one of, "Why couldn't we have cracked such a good thing earlier? What are we waiting for—if German pop can conquer the States, it can conquer anywhere."

Most German pop pundits agree that the Teutonic tune invasion was launched pianissimo by Bert Kaempfert, who arrived in New York in October 1959 with his tune "Wonderland bei Nacht." His German publisher, Lutz Templin, had agreed to the trip but without great expectations.

Kaempfert first visited Wynam Aberbach, who displayed no great interest. So Kaempfert continued on to the Roosevelt Music Company, where he had better luck with Hal Fein. Eventually the tune became "Wonderland by Night." The response was terrific. At the end of September 1960 Fein telephoned Kaempfert in Hamburg and predicted, "It'll sell a million pressings."

Meantime, a series of other German tunes have confirmed U. S. acceptance of German music. Toppers among them are Ivo Robic's "Morgen," Lolita's "Seemann," "Kalkutta Liegt am Ganges."

The latter tune became "Calcutta," and Vico Torriani's version was reworked into English in a notably successful Lawrence Welk version. "Calcutta," too, topped a million.

Kaempfert currently has two more tunes high on the top tune listings: "Cerveza" and "Catalania."

German Rush

In recent weeks there has been a rush of German titles onto the American market. There are Willy Millowitsch's "Schnaps, as War Sein Letztes Wort"; Heidi Brühl's "Wir Wollen Niemals Auseinandergeh'n ("A Ring of Gold Forevermore"); Marlene Stolz's "Gute Nacht, Johnny Boy"; Lolita's "Sterne der Praerie" ("Cowboy Jimmy Joe"); Vico Torriani's "Denn Sie War

Nicht Aelter als 18 Jahr" ("Seventeen").

Not only are German tunes doing well as U. S. singles, but they have proved durable as LP's. Lolita's LP, "Unvergessene Melodien," has been an American best seller as "Sailor, Sailor and Lolita's Greatest Hits." Bert Kaempfert's "Wonderland," transplanted to LP, has sold 250,000. Peter Kraus' LP, "Peter Kraus Sings Evergreens," has been issued in the U. S.

Such a success surge has convinced the Germans that German music has a great future in America, and that the success so far is based on the intrinsic quality of German music and not on the popularity of any particular artist or group of artists.

This conclusion is bolstered by the fact that the U. S. success of German artists and composers has actually bolstered their popularity in Germany. In other words, German music is selling in the U. S. on its own merits and, paradoxically, is sometimes finding a more enthusiastic reception in the U. S. than in Germany.

This phenomenon has spawned scads of analysis and introspection about what it is that puts over German pop so spectacularly in the U. S. This question intrigues the Germans all the more in the light of the spectacular failure of the German film industry to crack the U. S. market. Even the best German films consistently have laid eggs in America since the war.

Most analysis of the German pop pushover in the U. S. agrees on two points: U. S. fascination with things "foreign," which seem exotic and therefore desirable to Americans; and the solid craftsmanship of the German product.

An analyst here explained, "At the risk of taking on an argument, let me say that much American pop is basically shoddy; it is shoddy from the standpoint of composition. This goes for a time, but eventually people in America, as well as elsewhere, begin to demand craftsmanship in pop as well as longhair.

"A lot of our pop seems like so much beer froth, but the musical craftsmanship, if you will examine it carefully, is very good. It is this craftsmanship which is selling our music in America."

DISSIDENTS CALM ABOUT HIGH COURT ASCAP RULE

NEW YORK—The Supreme Court decision upholding the ASCAP consent decree which was rendered last week, was received calmly by the dissident faction within the Society which has waged a continuing battle for changes in the voting and distribution procedures. The group, however, pledged, in a statement, to continue the fight for what they called "a fair ASCAP." The statement follows:

"We have nothing but respect for the Supreme Court and we believe for the Court to have ruled otherwise would have prejudiced every consent decree made to date. It illustrates a reluctance on the part of the Court to complicate government antitrust litigation by permitting private intervention even under circumstances as extreme as ours. This decision is not a victory for ASCAP but for the Justice Department, upon whom now falls the responsibility to scrupulously protect the interests of all members of the Society.

"The situation now is that the practical law enforcement agencies received a temporary legal setback.

"We want to assure the many members of the Society who have encouraged us and supported a fight for a fair ASCAP that we will now redouble our efforts toward this goal."

Canada Buying Music on Tape

TORONTO—Music on tape is finally taking off in the Canadian market after a slow start.

James E. Detler, managing director of Ampex of Canada, reports demand for four-track stereo tapes has "practically exploded" in the last few months.

"Pre-Christmas trade was good but we expected the call for the tapes would fall off after the holidays. To our surprise, January and February sales were ahead of December," he said.

His billings in four-track tapes, distributed through United Stereo Tapes, now run between \$10,000 and \$20,000.

"The problem up to now has been getting the master tapes from the United States and making them available. Consumers are so interested that they go into music stores and hi-fi shops and ask for the tapes; until now, many of the dealers have had to say the tapes were not yet on the market," said Detler.

Individual tapes are still more expensive than most records in this country, with \$7.95 for a half-hour tape to \$14.95 for an hour-long tape playing at 7½ per second.

"The big sellers are the kind of music people want to hear over and over—jazz classics, old-time favorites" said Detler.

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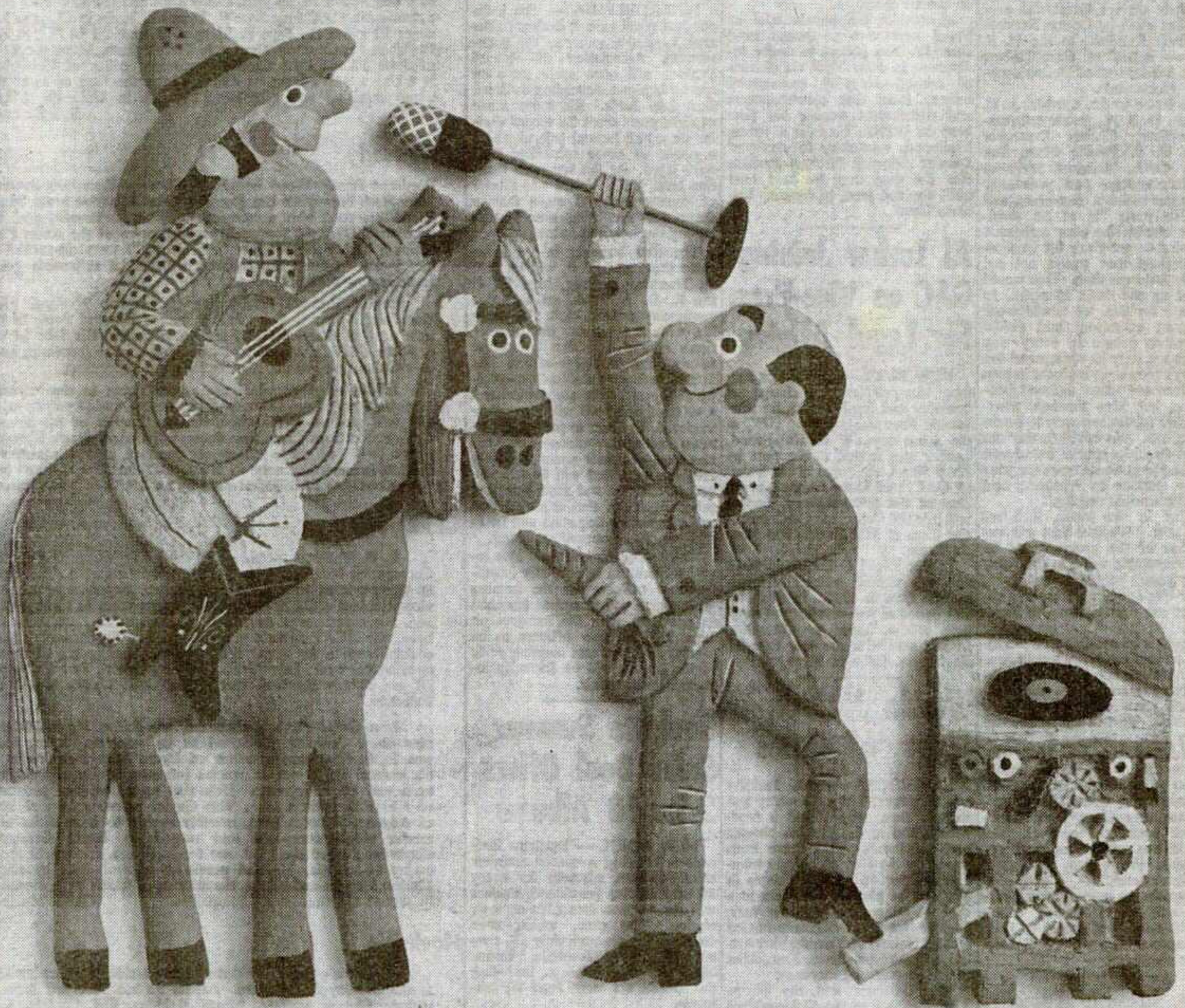
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Alan Freed to Emcee Big Series Of One-Nighters With Pop Artists

NEW YORK—Alan Freed, former deejay on WINS here, and now a regular on KDAY, Los Angeles, has been signed to emcee and package a series of large-scale, one-nighter shows, featuring pop disk talent.

Freed has signed a contract with Polysonics, Inc., a syndicate of non-music business investors who have put together over \$200,000 to back the new venture. It's envisioned that the shows will be done in ball

Uniformed Troxel Asks Navy Mutual Promotion Set-Up

HOLLYWOOD — What may help establish a means whereby artists entering the service could keep their careers intact was proposed last week by Dolton Records head, Bob Reisdorf, to the U. S. Navy on behalf of Gary Robert Troxel, head singer of Dolton's top-selling Fleetwoods.

In a letter to Lt. Comdr. J. E. Mitchell, U. S. N., public information officer, Cruiser Destroyer Force, U. S. Pacific Fleet, San Diego, Calif., Reisdorf reviewed the trio's success and popularity among the nation's teen-agers, and asked in part: "If at all possible, we would like your assistance in helping to get Gary for (recording) sessions that would not cut into his furlough time. This would amount to one week in eight. In exchange for this, we would work with your recruiting and public information people in every way possible not only in widespread use of Gary's picture in uniform in teen magazines and other national publications but also through whatever other media are open to established artists. We would further use the trio to make special broadcasts or make promotional tapes for your various stations to whatever end your office might require."

Earlier in the letter, Reisdorf points out: "We feel that our exploitation of the group would be of immeasurable value to the Navy in that young people of qualifying or near-qualifying age for Navy enlistment are the fans of the Fleetwoods."

"Would it be possible to work together so that the Navy would benefit? At the same time we could keep the careers of the three individuals alive while Gary is in the service. To this end we would like to have your permission to send the two girls who sing with Gary to San Diego to be photographed on or around the U. S. N. Henderson. We would like, if possible, to have Gary made available for occasional network television shows or promotional appearances, for which he would wear his uniform."

If permission is granted, a precedent will be established which may aid other performers to keep their careers alive while still serving their country.

Epic Issues June Pop, Classic LP's

NEW YORK — Two classical and four popular albums make up the Epic Records LP release for June.

The Kroll Quartet performing four-part works by Beethoven and Hindemith, and the "Firebird Suite" of Stravinsky as played by the Hague Philharmonic Orchestra under the baton of Witold Rowicki make up the two classical sets. The hit songs from Italy's San Remo Festival, singer-comedienne Fay DeWitt, jazz singer Norman Mapp and a flamenco album make up the list of pop sets.

parks or other similar media with large-scale seating capacity.

Initial outing will find Freed fronting an all-star cast in the Hollywood Bowl Sunday June 25. Performers here will include the Shirelles, Brenda Lee, Bobby Vee, Etta James, Gene McDaniels, the Ventures, Clarence Henry, the Fleetwoods, Kathy Young and the Innocents and Jerry Lee Lewis.

An early fall date in New York's Polo Grounds, former home of the New York Giants, is also envisioned. There is a chance, too, according to Freed's personal manager, Jack Hooke, that the deejay may go to Europe this summer with Jerry Lee Lewis, on a tour of England and the Continent.

Hooke stated that Freed's current outlet, KDAY, has jumped from the 22 slot in a 24-station market, to the No. 3 position during the time the deejay is on the air there.

Meanwhile the payola trial of Freed here was postponed until June 15. The jockey is under indictment in New York on charges of having accepted commercial bribery from disk manufacturers and distributors during his time here on WINS. There is a strong likelihood, according to Assistant District Attorney Michael Juviller, that the case may be held over until the fall term of Special Sessions Court.

Al Lorber Joining GAC as Vice-Pres. For Legal Affairs

NEW YORK — Al Lorber, former vice-president in charge of business and legal affairs for Columbia Records, is joining GAC in the same capacity in Hollywood. Lorber was named to the post by Herb Siegel, chairman of the board of GAC, and Larry Canaga, president of the talent agency. Lorber will join the California GAC executive team of Milt Krasne and Martin Baum.

Lorber joined Columbia in 1953 and was named general attorney for the firm in 1955. In 1956 he was upped to vice-president of business affairs. Prior to Columbia, Lorber was with the law firm of Rosenman, Colin & Kaye.

Wanda Jackson Signs '62 Dates

LAS VEGAS—Wanda Jackson and Her Party-Timers, country and western turn, who closed a four-week stand at the Golden Nugget here Wednesday (31), have been signed by the Golden Nugget management for 16 weeks of dates in 1962, to be played two weeks at a time at intervals during the year. The Nugget deal was consummated by Jim Halsey, of Thunderbird Artists, Inc., Independence, Kan., Miss Jackson's personal manager.

Miss Jackson and the Party-Timers return to the Golden Nugget August 3, where they still have six more weeks to play under her 1961 contract. They left here Thursday (1) for Stephenville, Newfoundland, for a three-week engagement at the Harmon Air Force Base, starting June 6.

Monitor Album Music Ukranian & Hungarian

NEW YORK — Monitor is issuing two new LP's for June. One contains highlights from the Ukranian opera "Natalka Poltavka," penned by N. V. Lysenko. Other LP features the Budapest Madrigal Ensemble in an album of madrigals and motets.

ERA SERVED BY DISTRIB STRING

NEW YORK — In last week's story of major independent labels distributing smaller diskery product, Era Records was mistakenly listed as being distributed by Liberty.

In actuality, Era has had a string of distributors in 35 markets in the United States and Hawaii, which handle the parent company's product as well as its Bamboo and Radiant subsides. Era also distributes Jaf and will begin handling another indie, Mosaic, in mid-June.

Pa. Dealers Assn. To Revive Annual Banquet, June 15

PHILADELPHIA — The independent retail record dealers in the area, banded together as the Pennsylvania Association of Record Dealers, will once again stage an annual banquet, according to President Len Jaffe. It's some seven or eight years since the record dealers staged an annual gala at which a dozen or more recording stars were feted. At the last such function held, Rudy Vallee was master of ceremonies, and more than a dozen top recording names were among the honored guests.

The first banquet in years, as Jaffe characterized it, will be held on Thursday evening, June 15, at the R. D. A. Club, an exclusive center-city private club. In keeping with the setting, the association's annual will also be in the nature of an exclusive affair. The invitation is extended only to paid-up members of the association and a total of only 200 will be accommodated. In order to provide maximum accommodations for the members and their guests, the only outsiders admitted will be the record distributors and their company salesmen. It is also expected that many top recording stars will be in attendance as honored guests.

The annual banquet will also revive the custom of formally installing new officers for the coming year. Jaffe will complete his term as president with the banquet on June 15, and new officers to be elected at a business meeting prior to the dinner will be formally installed at the affair.

Roulette Summer Sales Deal Offers 2-for-10 Albums

NEW YORK — Roulette Records is offering a special summer sales program, whereby for every 10 new albums purchased, dealers will receive two free LP's of their choice. The plan, which runs from June 1 through July 15, covers the entire Roulette, Roost, Tico and Gee catalogs, including the label's six new June LP releases.

Roulette's Executive Veepee Joe Kolsky noted that the label is keeping its new LP releases to a minimum in keeping with his theory that the only way to build best-selling albums today is to cut down on product and concentrate an all-out promotional drive on a few key releases and catalog items.

The new album release includes packages by Jimmie Rodgers, Tito Puente, Joe Williams, the Regents, the Clefstones, and "The Birdland Story," a two-LP set featuring Harry Belafonte, Miles Davis, Charlie Parker and other jazz greats. The de luxe "Birdland" album retails at \$9.95 monaural and \$11.95 stereo.

MUSIC AS WRITTEN

New York

Nicole and Eddle Barclay, of Barclay Records in Paris, are visiting record company executives in New York. . . . Jim Morse and Bernie Gurtman are now doing publicity business as Morse-Gurtman associates. Among their clients are Brook Benton and Suzanne Nicole. . . . Strand Records has pacted Canadian warbler Tommy Ambrose and the Jaye Brothers comedy team. . . . Cholly Wendorf, of Wendorf Home Music Studio in Lakeland, Fla., is looking for the present whereabouts of Mary Louise Kitsen, formerly of Merri-Van Records in Nashville. Can anyone help? . . . The Wilburn Brothers have signed a new long-term pact with Decca. . . . Associated Booking has signed Chris Connor and Herbie Mann.

The Goldband label of Lake Charles, La., has acquired the master of "Give Me Your Love" with Sticks Herman, from the Tic Toc label. . . . Jerry Blaine is handling the new President label of Al Alberts and Bix Reichner through his Coanet Distributors. . . . Bob Grossman opens at the Second Fret in Philadelphia June 7. . . . The Del Ray label, headed by Walt Rooney, signed the Ambrose Quartet and issued the combo's first disk last week. . . . First release on Larry Stutto's Click-bound label in Chelsea, Mass., will feature the Sica Sisters. . . . Henry Stone of Trutone Distributors in Miami and wife Murie became the parents of a boy, David Lee, last week. They have four other children, all girls. Cathy Jean and the Roomates start a four-week GAC tour June 9. Tour will begin in Chicago and cover 21 cities. . . . Jaye P. Morgan will appear in "Guys and Dolls" at the Carousel Theater in Framingham, Mass. the week of June 12. . . . Paul Gordon, recording editor at Columbia, is taking a year's leave of absence from the firm to enter the piano servicing and rebuilding business in Golden's Bridge, N. Y. Bob Rolontz.

Hollywood

President Randy Wood bought out Dorsey Burnette's contract from Herb Newman's Era Records. Same day (five hours later), Wood recorded him accompanied by Billy Vaughn and his orchestra. Over the weekend, acetate copies of the songs ("It's Raining in My Heart" b-w "Full House") were air-mailed to key jockeys around the country, with initial shipments going to dealers by midweek.

Capitol Records Distributing Corporation National Merchandising Manager Perry Mayer named Leonard Poole to the new post of merchandising service manager. His job: to coordinate CRDC's various merchandising service functions, such as creative, production, distribution, and scheduling.

Johnny Cash acquired the movie rights to the "Jimmie Rodgers Story" from the widow of country music's patron saint, and will produce it himself under the banner of his Johnny Cash Productions firm. Era Records President Herb Newman signed Jack Bedient to a five-year contract, and is introducing the label's new discovery in a single ("The Mystic One" b-w "Questions") to be followed soon by an LP. Lee Zhitto.

Chicago

L. F. Holleran, president of the RCA Victor Distributing Corporation here, announced the appointment of A. W. Sayers as vice-president of the Chicago branch. Sayers was formerly vice-president of RCA Distributing Corporation in Kansas City, Mo. His replacement there will be Gordon H. Bahl, who has been with RCA's Atlanta branch. . . . Vee Jay Records held a cocktail session for singer Bill Henderson before his Birdhouse opening last week. Label brass on hand included Ewart J. Abner III and Jimmy Bracken. Promo man Phil Wright hosted the festivities.

Don Gold, Playboy magazine, has joined Hugh Hefner's new Show Business Illustrated as an associate editor. Gold was formerly managing editor of Down Beat and credits to his musical prose include articles for numerous music publications and LP liner notes. He's also presented jazz programs on Chi FM stations. . . . Tim Gayle, promo man and head of Advance Records here, recently agreed to issue disks to a master single composed and owned by Henry Sommers. Gayle reactivated the label, not too long ago, for use in showcasing his clients. He had previously started disks by singer Marion Morgan and others, the masters of which were eventually turned over to major companies. Gloria Manlong.

Nashville

Columbia's Don Law turned out 13 sides Wednesday (31) at the Bradley Studio here. Artists he has recorded recently include Charlie Walker, Marty Robbins, Bill Carlisle, Carl Smith, George Morgan, Billy Walker and Piano Red and group. Don has also etched session by newcomer to Columbia, Claude King. . . . Columbia artist Mel Tillis completed 12 sides for the label at Bradley's last week; all them Mel Tillis songs and all BMI award winners. . . . Owen Bradley directed Decca sessions by Ernest Tubb, Billy Grammer and Benny Joy at the Bradley Studio recently.

Capitol's Ken Nelson due in town Monday (5) for a string of sessions. . . . United Artists' Ralph Martiere cut a session at the Bradley Studio June 2. . . . Chet Atkins has a string of RCA Victor sessions lined up this week at the RCA Victor Studio, with Jimmy Driftwood, Jim Reeves and Sonny James. . . . The Browns are due in this week for RCA Victor sessions, and Hank Snow is skedded to etch an album for the label within a few days. . . . RCA Victor recently released a single by new artist Daryl Petty. Sides are "One Love Forever" c/w "Goodnight Mr. Blues," and are published by Tree Music and Renown Music. . . . Porter Wagoner's new Victor single will ship June 13. Pat Twitty.

FROM JONATHAN WINTERS THE ALBUM OF THE YEAR

"DOUBLE-BARRELED
COMEDY SMASH
ALBUM."

"Stealing
the sales
spotlight
everywhere."

"IT'S
WINTERS'
BIGGEST
YET."

VERVE RECORDS NI-FI
Living Sound Fidelity

HERE'S JONATHAN



"Getting
fabulous
air
play."

"Sure
cure
when
sales
ail."

"CREEPING UP
THE CHARTS
STEADILY."

TALENT TOPICS

CHICAGO

Duke Ellington brings his orchestra to the new Golden Dauphine, on Chicago's South Side, June 23 for a one-nighter. . . . Singer-actress Gloria De Haven opens at the Crown Room in Indianapolis June 15. . . . Bill Henderson finished his current stint at the Birdhouse here last night (4). He's moving on to New York for several Vee Jay recording sessions and club dates. The singer's planning a "mood album" and also is eyeing a possible trip to Japan, Russia or Australia. . . . Jimmy McHugh, guitar-vocalist, just returned from a Southern promo trip with J. Webster of Dee Cal Records. McHugh, before entering college, fronted a combo that had Tobin Mathews ("Ruby Duby Du") as a member. The young singer has since returned to the footlights and entertained last week at a local Heart Fund benefit.

Shelley Berman (Verve) currently appearing at Mister Kelly's, will be cutting a live album there this week. On hand will be engineer and a.&r. man Val Valentine, who's done a lot of work with Frank Sinatra. . . . Rosemary Clooney spent last weekend here making the rounds with RCA's Stan Pat.

Nick Biro

PITTSBURGH

Chet Atkins will visit Pittsburgh June 19 as guest of Hamburg Brothers to plug his latest RCA Victor album, "The Most Popular Guitar." . . . Bill Lawrence, Inc., will host another of his "beer and cheese" parties for area deejays June 8 at the Penn-Sheraton Hotel. . . . Jim Winston, Columbia distributor here, and Rose

Calderone, owner of the Twin Coaches night club, co-sponsored a luncheon at the Variety Club for Johnny Mathis, who opened an engagement at the Twin Coaches June 5. . . . Later that night, Connie Costa tossed a deejay party for Florian ZaBach at her Beverly Hills Club. . . . The following day, John Bertera hosted a press, radio and TV party for Neil Sedaka, making his night club debut this week at Holiday House.

Mary Kaye, of the Mary Kaye Trio, recuperating from surgery at the St. Francis Hospital. . . . Ric Gold, promotion manager of Eureka Records, spent a day here in behalf of folk singer Bob Grossman, who records for the Eureka, label owned by ex-Pittsburgher, Gene Landy. . . . "Moon Rock," a topical platter featuring Jimmy Massey, has been released by Lenny Martin's Robbee Records, a local indie celebrating its first anniversary this week.

Leonard Mendlowitz

NASHVILLE

Jim Reeves and the Blue Boys are back in town after some eight weeks on the road which took them over 18,000 miles. . . . Young Wayne Handy has inked a recording contract with local label, Dial Records, with first release skedded for June 15. Dial is Tree Music's label. . . . Eddy Arnold has been on the West Coast for filming of upcoming network special which will feature Gordon MacRae as host. . . . Champion and Northern Music's Bill Downer is due in town Monday (5). . . . Teddy and Doyle Wilburn and Don Helms left Thursday (1) for a week of dates in Ohio. Boys then head for Minnesota for another week of bookings.

Pat Twitty.

More Big-Name Artists Control Own Production and Ownership of Masters

Sinatra Led Way as Independent Producer With Capitol; Wilson, Garner, Belafonte, Others Now Establishing Trend

Continued from page 1

can stop older records being issued through clubs, if they choose, or on low-price disks many years later. It also means that takes they consider inferior cannot be issued years later by a company without their permission.

Artists With Artists

The Wilson, Garner and Belafonte deals are also intriguing because, in addition to themselves as artists, they all have or intend to have, other artists under contract. Wilson and manager Nat Tarnapol have a.&r.'d sessions on Brunswick for artists they manage and place on the label. Garner's Am-Par agreement gives Am-Par first refusal on masters Octave makes of other artists. Belafonte, with such artists as

the Chad Mitchell Trio, Miriam Makeba and others, can make separate distribution deals with Victor or with other firms for masters he records.

Artists are not the only ones who actually have separate producing deals. Rodgers and Hammerstein, and Frank Loesser, for instance, produced their own show albums recently and leased them for distribution to record firms. R. & H.'s "Sound of Music" original cast set is leased to Columbia for distribution; Loesser's "Greenwillow" was leased to RCA Victor for the same chore.

Some key artists without their

Sam Fox Appeal

Continued from page 4

ASCAP's dealings with outsiders are considered, but there has been no claim that ASCAP's representation was not fully adequate on this score. In the matter of "internal" dissension, the court says that if appellants have any claims "against the government," then ASCAP as an entity is properly representing them.

The court holds with District Court Judge Ryan that he was right in refusing a hearing to the appellants on right to intervene. However, it differs on the District Court's finding that since members are free to join or leave ASCAP, they cannot claim inadequate representation by the Society. The higher court says this "begs the question," since appellants have shown they have no practical choice but to remain in the Society, yet the dominance of larger publishers "restricts the competitive opportunities in the industry."

In sum, the case appears to have been decided along lines of "policy." The court decision closes by finding that "there is nothing in the relationship of appellants to ASCAP to require us to subvert here the unquestionably sound policy of not permitting private antitrust plaintiffs to press their claims against alleged violators in the same suit as the Government. . . . There is no rule or policy requiring them to press their claim against ASCAP in this government litigation."

AFM Calls for Code

Continued from page 1

sional investigation of foreign recording imports will be discussed by AFM President Herman Kenin at the association's forthcoming annual convention in Atlantic City June 12-15.

Also on the agenda will be the organization of a committee to work toward the abolishment of the 10 per cent cabaret tax. It was largely through the efforts of the AFM that the 20 per cent cabaret tax was slashed to 10 per cent. Now the AFM hopes to eliminate the tax altogether, thereby bringing about greater employment for musicians in niteries.

President Kenin, who will be presiding over his third annual convention, will present his annual report to the members at the meet. Reports will also be made by Secretary Stanley Ballard, and Treasurer George V. Clancy. About 1,200 delegates are expected to attend the convention. However, ex-president Caesar Petrillo, who retired from office in 1957 and now heads up AFM Local 10, will not make an appearance.

own indie production firms do have almost the same power of control over material and releases as those with their own set-up. Elvis at RCA Victor, Johnny Mathis and Mitch Miller at Columbia, and others, have strong control. But it can be anticipated that a growing number of name singers and conductors, who sell a good percentage of product with every release, may set up indie record producing outfits in the future.

New Capitol LP's Heavy on Longhair; 27 Albums in All

HOLLYWOOD — The scales tip in favor of longhair music in Capitol's 27-album June release which is comprised of 8 pop LP's, 6 Capitol Classics, 4 in its Capitol-of-the-World Series, and 9 Angel packages. The pop segment includes albums featuring Les Baxter, Jonah Jones, Kingston Trio, Louvin Brothers, Tex Ritter, George Shearing, Ruth Welcome. Eighth is a deluxe package offering the Harper's Bazaar diet and exercise program.

An Edith Piaf LP paces the C-O-W portion of the release with other albums including recordings from Finland, India and Lebanon.

On the longhair side, Capitol Classics feature the Menuhins in two Beethoven violin-piano sonatas, Rafael Kubelik and the Vienna Philharmonic in a Borodin album, a Whittmore and Lowe LP, a Miklos Rozsa addition to the label's Hollywood Bowl Symphony series, Leonard Pennario in a Schumann package, and an album of light classics featuring the Sinfonia of London.

Nine Angel albums include three additions to its "Great Recordings of the Century" series, consisting of an LP compilation of Enrico Caruso arias recorded between 1902 and 1904; the Wilhelm Furtwangler 1951 reading of Beethoven's Ninth Symphony with the Bayreuth Festival Orchestra, and Verdi's Requiem Mass recorded in 1939, featuring the late Beniamino Gigli and Ezio Pinza among its principals.

New Angel offerings include Otto Klemperer's readings of two Haydn Symphonies, Henry Krips in an album of Johann Strauss Jr. selections, Vivaldi's "Four Seasons," Herber Von Karajan conducting operatic ballet music, and the same conductor in a "Pop Concert" album.

RCA Victor Releases LP of Elvis Presley

NEW YORK — RCA Victor is releasing a new Elvis Presley album titled "Something for Everybody." The album contains ballads and rhythm tunes, among them, "Give Me the Right," "Sentimental Me," "Starting Today," "I'm Comin' Home," "In Your Arms," "Judy" and "I Slipped, I Stumbled, I Fell." This last tune is from the 20th Century-Fox picture, "Wild in the Country."

The Tokens have been signed by Hugo and Luigi to record exclusively for RCA Victor. The group, composed of Mitchell Margo, Philip Margo, Jay Siegel and Henry Medress, has cut two sides for RCA due for release this week: "Dry Your Eyes," and "When I Go to Sleep at Night."

Vic Damone Due On Capitol in Sept.

HOLLYWOOD — Vic Damone will join Capitol's artist roster in September on an exclusive, long-term basis upon termination of his Columbia Records contract. The singer, who turned dramatic actor in Allied Artists' "Hell to Eternity" film, has several movie assignments in the hopper plus a co-star part in a TV series based on the "Some Like It Hot" movie.

Capitol feels Damone's talents have as yet to be properly captured on disks, and can be expected to throw its full promotional weight behind him in building his stature. This week, he concludes his top-billed engagement at Las Vegas' Flamingo Hotel to embark on a two-and-a-half-week personal appearance tour of South America.

Gould to Open C-C Hollywood Offices

HOLLYWOOD — Mike Gould, well-known music man here, will shortly open offices for the British Campbell-Connelly publishing operation. Headquarters for the American wing of the firm will be here but there will also be representation in New York. Gould said he'll handle American exploitation of British and Continental copyrights of C-C here and will work out foreign representation of American songs through the European C-C firms. Beyond this, he'll work as a strictly American publisher as well.

Mort Garson in Pact As Joy A.&R. Director

NEW YORK — Mort Garson has inked a term contract with Joy Records as a.&r. director. Garson, who was formerly associated with Jamie Records, has signed the Chanels and Sleepy King. Upcoming on his calendar is a record date with Freddy Scott, due to go before the mikes this week.

NARAS-L. A. Re-Elects Burke

HOLLYWOOD — Sonny Burke last week was re-elected president of the National Academy of Recording Arts and Sciences' chapter here by its board of governors. Other officers elected include Margaret Whiting (first vice-president), Voyle Gilmore (second vice-president), Van Alexander (secretary), and John Kraus (treasurer). Each will serve a one-year term.

FOLK TALENT & TUNES

By BILL SACHS

"Reilly Springs Jamboree," presented each Saturday night at Sulpher Springs, Tex., has as regular features Joe Shelton and His Sunshine Band and Ruby Allmond, girl fiddler. Shelton also handles the emcee chores. Recent guests have been June Carter, Jimmy Newman, Bill Carlisle and Ernest Tubb and His Texas Troubadours. . . . Waters Profile Homes, Inc., shell home manufacturer with headquarters in Richmond, Va., has contracted with Jim Gemmill, Richmond, to promote its home opening throughout Virginia through the use of country music talent. Signed for the tour are Barbara Allen and Jerry Cope and the Trailblazers, with Cousin Fud. . . . Kathy Dee, heard on the B-W Records label, has been set for a series of Saturday night appearances at the recently reopened Yankee Lake Ballroom, Youngstown, Ohio. Backing the regular weekend shows at the dansant are Hardrock Gunter and his nine-piece western swing combo. Roy Drusky guested May 20, with Faron Young, Marty Robbins and Ferlin Husky skedded for early appearances.

Following their stint at the Park Hotel, Great Falls, Mont., the Pee Wee King unit moves to Sidney, Neb., for the Celebration Days events; then to the Warren Air Force Base at Cheyenne, Wyo. On July 1, the King combo plays the Scott Air Force Base in Illinois, and July 2 stops off in Madison, Wis., to be followed by fair dates in Quincy, Ill., July 4; Sparta, Ill., July 5, and Jerseyville, Ill., July 8. Pee Wee reports that the ork's

waxing of "Bumming Around" on the Landa label is kicking off in great style. . . . Bernie Harville Jr., who left Bandera Records, Chicago, last November due to the serious illness of his wife, is now associated with Audio Engineering Associates of Chicago and plans an early return to the country music field.

Hal Harris, deejay at KIKK, Houston, has opened an office in the Montague Hotel there for the booking of c.&w. talent in the area. . . . Dewey Grooms, owner of Longhorn Records, Dallas, has signed Othell Sullivan, Alabama lad, to a recording pact. . . . Clay Allen, heard on the Longhorn label, is in a Dallas hospital for observation. . . . Leroy Van Dyke, presently stirring much interest with his new Mercury recording, "Big Man in a Big House" b.w. "Faded Love," is routed as follows through June: Sioux City, Ia., June 8; Omaha, 9; Lincoln, Neb., 10; Kansas City, Kan., 11; Kansas City, Mo., 15-17; Congerville, Ill., 18; Burlington, Ia., 23-24; Excelsior, Minn., 25, and Des Moines, 29-30.

Stallings Park, Jennings, Mo., launched its country music season May 28 with a show produced by Curley Nelson and featuring an array of area talent, including 13-year-old Della Rae and Joe Adams' new talent find, Larry Terry. Adams, president of Ozark Music and Testa Records, says that Terry will have a release on the Testa label soon.

BILLBOARD

SPOTLIGHT WINNERS OF THE WEEK

BILL BLACK'S COMBO - OLE BUTTERMILK SKY (Burke & Van Heusen ASCAP) - **YOGI** (Jec, BMI) - The fine old Hoagy Carmichael hit gets the distinctive Bill Black instrumental treatment on side one and is bound to be a chart climber. The flip is a Black original in the blues vein that swings mightily. **Hi 2036**

The Cash Box Pick of the Week

"OLE BUTTERMILK SKY" - (Burke & Van Heusen ASCAP - Carmichael) **"YOGI"** (Jec BMI-Black) **BILL BLACK'S COMBO** (Hi 2036) That infectious Bill Black shuffle sound is back with another oldie that has what it takes to make the chart go-round once again. This time it's Hoagy Carmichael original while-back click, "Ole Buttermilk Sky," that the artists wrap up in their distinctive wax style. A Black newie, "Yogi," is the chart-contending coupler.

MUSIC VENDOR HIT PICKS OF THE WEEK

YOGI, (JEC, BMI) **OLE BUTTERMILK SKY** (Burke & Van Heusen, ASCAP) - Bill Black's Combo - HI 2036. Two contagious instrumental entries, both of which could make the charts, by Bill Black and his Combo. The *Yogi* sparkler features standout piano and hanking tenor work on a Bill Black-penned piece. Flip is an update arrangement of Hoagy Carmichael's *Ole Buttermilk Sky*.

The Music REPORTER

BILL BLACK'S COMBO - "YOGI" (Jec Publ. Corp., BMI) - Bill Black. **"OLE BUTTERMILK SKY"** (Pub. Burke & Van Heusen Inc., ASCAP) - Hoagy Carmichael. **HI 2036-V**



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 DO LORD
 THE OLE HOUSE
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 DOWN BY THE RIVERSIDE
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GERMANY

U. S. Hits Top Bavarian Parade

By JIMMY JUNGERMANN
102, Ismaninger St., Munich

Two U. S. hits head the Bavarian Hit Parade for May: Ralf Bendix, and Elisabeth, the baby daughter of Radio Luxemburg's deejay, with "The Babysittin' Boogie," and the String-Alongs with "Wheels." The survey for the Bavarian Hit Parade is by Werner Gotze of the Bayerische Rundfunk, the Bavarian station with more than five million listeners. Electrola reports that more than 200,000 copies of the "Babysittin'" disk have been sold.

JUBILEE DEPT.: Two of the most important tunesmiths and music publishers of the German pop music scene celebrate their 50th birthday soon: Ralph Maria Siegel and Peter Schaeffers. Both of them travel to the States once a year to inform on all the activities of the U. S. music scene. . . . German teen-age idol Conny celebrates her 10th year in show business. She started when eight years old with Shirley Temple-type songs. After guest appearances on Brussels, Helsinki and German TV, she starts her new film musical in Vienna. Co-starring are Rudolf Prack, Waltraud Haas, Josef Meinrad, Hans Moser, and Peter Week.

TRAVEL NOTES: Polish singer Belina recorded the German version of the "Exodus" theme. After a trip to Berlin, she will tour South America. . . . Munich singer Barbara Kist guest-starred in Frankfurt, will star in a live show at German spa Wangeroo. . . . Hal Fein of Roosevelt Music visited music publisher Lutz Templin. Their big hit is "Wonderland by Night."

TV: Lale ("Lili Marlene") Andersen starts her own show on German TV. . . . Former British, now German deejay Chris Howland will emcee the Eve Boswell show to be broadcast in July on the German TV network. . . . German TV signed the Four Freshmen for a show in July.

By BRIGITTE KEEB
Music Editor, Automaten-Markt

Franzl Lang, famous Bavarian yodeler and singer and Philips recording artist, received a gold record (one million yodel disks sold) from Phillips director Schrade May 24. The artist will soon star in the Vienna-Schonbrunn-Film "Der Orgelbauer von St. Marien" (The Organ Builder of St. Marien), his first film role.

APPOINTMENTS: Alfred Schacht, general manager of Aberbach Publishing House, Hamburg, has been elected European Director of co-ordination of the Aberbach Publishing organization.

CHANGES: Heinz Lukas, former press manager of Deutsche Vogue, starts his new job in the press department of Sonet-Storyville, Hamburg, in June. . . . Electrola's successful producer Hans Bertram has moved to Polydor, where he will be a co-producer with Kurt Feltz in the Cologne production group of the firm. Feltz has parted from Helmut Gietz, his former partner.

MEETING: Ariola held their third yearly convention in Barsinghausen May 23-27. Main subject of the discussions was the expansion of the distributing organization, advertising and public relations methods and a report of Ariola boss Lutz Wellnitz's U. S. trip.

SIGNINGS: Ilo Schieder, formerly on Polydor, has signed an exclusive contract with Bella Musica.

HOT WAX: While the instrumental "Wheels" is at the top of the German hit parade, there is hot competition between three different vocal versions issued last week: "Huh-a-Hoh" (Vier Schimmel, ein Wagen) (Four White Horses, One Wagon) by Peter Steffen (Polydor); Trio Kolenka (Philips); the Continentals (Decca).

AUSTRALIA

Artists Back 'Buy Aussie' Drive

By GEORGE HILDER
19 Todman Ave., Sydney

Due to the business recession in Australia, manufacturers are running full ads in the daily press urging the public to buy Australian-made goods. TV and radio are also being used. Recording stars welcome this campaign and also heartily back up the statement recently made by Goffard Lieberson, president of Columbia Records, during his recent visit to Sydney.

Lieberson stated, in an interview with a leading Australian trade paper, that if an influence other than Australian taste became a dominant consideration by radio stations and disk jockeys, then radio will lose its typically Australian character. Stations must face the inevitable conclusion that if their programs are pre-selected, Australian music cannot and won't come into being. Commenting on top 40 and top 100 formats, he stated, "If a chart is used, it infringes the moral rights of the radio station to present the music it truly believes is good music and it is detrimental to the record industry and artists who are struggling to make a decent living."

CBS Coronet Records has announced they have obtained another overseas label, Hispavox Records of Madrid. . . . Chess Records will shortly appear in retail stores throughout Australia, issued and distributed by Coronet. . . . Festival Records has just made a second release of Ampar albums on the Australian market, following up the successful initial launching of the Ampar and Impulse labels. In April, Sam Clark, president of Ampar Record Corporation made a rush visit to Australia to share in the launching of his Company's product.

E.M.I. has released an interesting Australian recording, "Bushranger Ballads and Australian Outback Songs" written and sung by Smokey Dawson, who is perhaps the best-known country and western artist to record in Australia. In America he was known as the "Cowboy From Down Under." He has appeared on the "Grand Ole Opry" in Nashville, and on the BBC in England. At the moment he is touring with his own wild west show.

SPAIN

Pemusa in Push On Latin Labels

By RAUL MATAS
Editor, Discomania

32 Av. Jose Antonio, Madrid

Pemusa, music publishers from Peru, are working on a big plan to open European market with a good number of labels from Columbia, Chile, Puerto Rico, Ecuador, Argentina and Peru. Alejandro Schujer will try to sell tapes from Daniel Santos, Julio Jaramillo, Angea Maria, Lenny Everett, Elisette Cardoso, and other stars from those countries.

VISITORS: Gloria Lasso arrived in Spain after a Latin American tour. She's made a lot of hits in France. . . . Miguel Amador back to Europe from Buenos Aires where he stayed various months doing TV and records for Philips. . . . Amador flew to a BBC's London TV show and will come to the Benidorm Festival. . . . Sacha Distel will open June 30 at Pavillon. . . . Mina, the Italian singer who made "Mille Bolle Blu" famous at the San Remo Festival, is coming next week from Rome. . . . Los Santos from Argentina will be in this country in September after two weeks in Italy. . . . And two big names from Buenos Aires, Baby Dell and Billy Caffaro, will perform soon in Madrid and Barcelona.

DISK SHORTS: Philips "Baby Sittin' Boogie" with Buz Clifford, already a hit in Belgium and Holland, is selling fine here. . . . The new Chilean rock and roll sensation, Pat Henry, singing "Poetry in Motion," welcomed among fans here. . . . Francisco Flores Del Campo, Chilean composer who performed with Fred Astaire in "Top Hat," came to Madrid for the opening of "La Pergola de las Flores" musical comedy recorded by Philips. . . . Famous soccer player Alfredo Di Stefano will record LP tangos in Madrid.

MEXICO

Acerina's Tunes On Five Labels

By OTTO MAYER-SERRA
Editor, Audiomusica
Apartado 8688, Mexico City

Acerina is a Cuban musician who came to Mexico about 20 years ago and formed a dance band which became very successful in the popular dance halls. Since 1949 he recorded for RCA, Columbia, Peerless and Musart. He had many hits including "Rigoletto" and "La Bruja" (The Witch). Years passed, and Acerina fell into oblivion, although he was still active and played occasionally in the Mexican provinces. Some time ago Orfeon remembered him and decided to record his old hits again. Due to their exciting rhythms, his dances became such an immediate success that the four leading companies have again pressed his old recordings. Now one can buy different recordings of the same numbers by Acerina on five labels.

Having spent many years abroad, two Mexican musicians came back to their homeland: pianist Pepe Jaramillo, who lived three years in London, where he recorded for Parlophone; and bolero singer Oscar Del Campo, active for 11 years in Europe, Africa and the Near East. . . . Gerard De La Chapelle, from ASCAP.

(Continued on page 14)

The SONG of the RAIN

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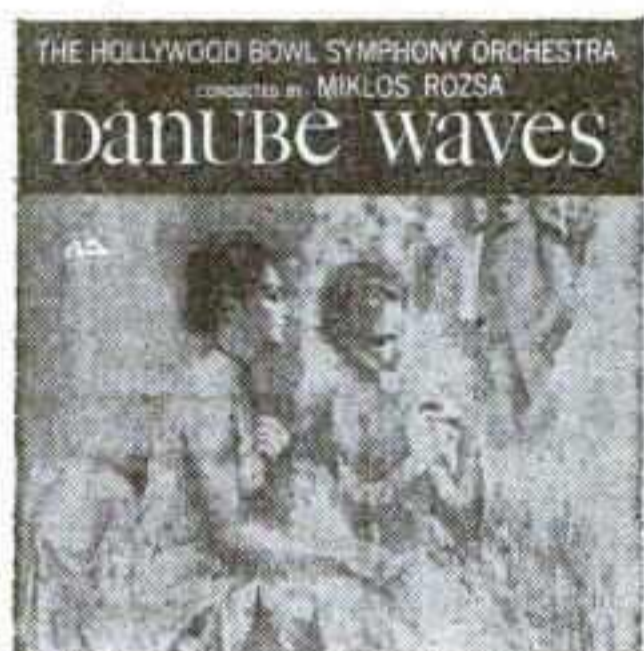


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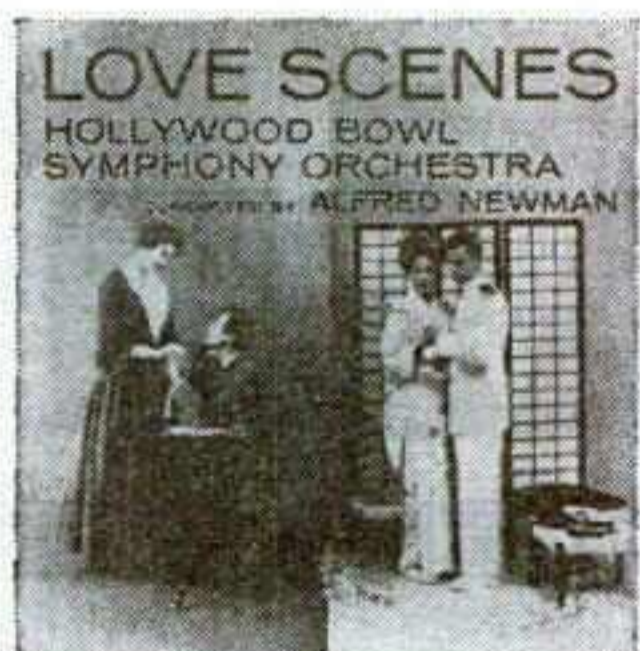


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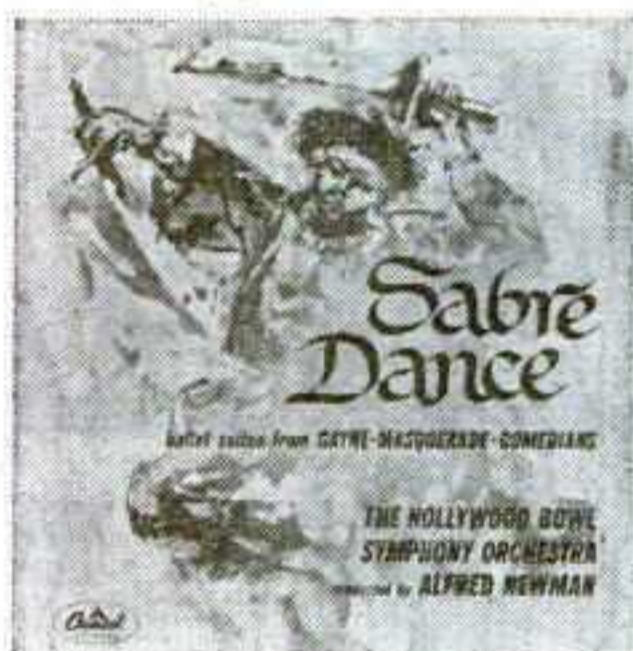
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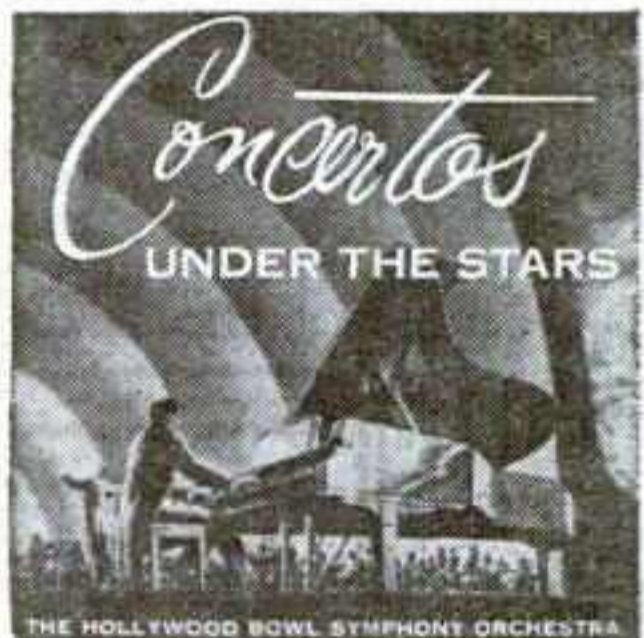
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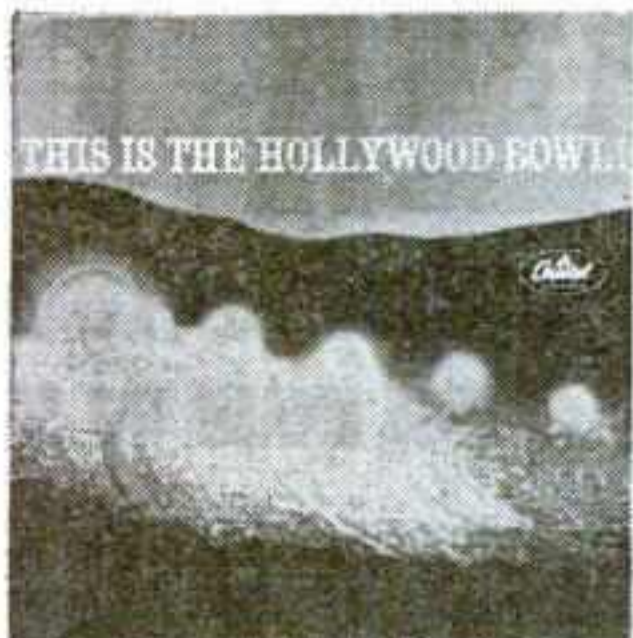
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New Recording Stage in Rome To Open as Biggest in Europe

By SAMPL STEINMAN

ROME—Europe's biggest sound recording stage, capable of housing 200-300 people, will be ready this fall when the new plant extension of RCA Italiana goes into operation on the Via Tiburtina just outside Rome's city limits.

The new stage, measuring 12 meters in height and 24 by 36 in width and length will be one of four in the new three-level structure which has been designed by Roman architect Aicardo Pierrogo, working in conjunction with RCA architects. A second stage on the

ground floor has a 10-20-30 dimension in the same proportion. Control booths are one flight up, and on the floor above are two smaller recording studios for chamber groups and combos.

RCA Italiana has moved up to top place in production in the Italian record industry by virtue of turning out more than 1 million LP's in connection with its Reader's Digest tie-in—twelve 12-inch records for \$24. The RCA LP production is now triple that of the rest of the Italian industry. In its own record sales, the RCA subsidiary is claiming the leadership so long held by Voce del Padrone-Columbia-Marconiphone. The only record company in Rome—the rest are in Milan except for one firm in Naples — RCA's success may bring major readjustments in Italian recording practices.

Other Houses Hit

Use of the new studio will probably spell the end of the profitable sidelines of the Rome Opera House and the Santa Cecilia Auditoriums. Since the new RCA stages will be available to all on a rental basis, it is likely that the Decca-London as well as the RCA Victor operations will shift here. It will mean, too, that the American recorders will be able to select their own musicians instead of being hidebound to the Opera and Santa Cecilia orchestras, a factor which has caused considerable grievances in the past on the part of U. S. and other conductors.

Now employing 300 people, RCA Italiana is preparing for expansion activities that may bring the Rome operation to some 500 in the near future. The new Italian chief, Giuseppe Oranto, and his production aide Ennio Melis, were meeting this week in Rome with Dario Soria and Dick Broderick of the RCA Victor international operations division. While the RCA Italiana name for the company will continue, Italian records are now being issued as RCA Serie Europe while the American disks just bear the RCA seal.

NORWAY

Scandinavia Due First Jazz Fest

By EPSEN ERIKSEN
Akersgaten 34, Oslo

The first jazz festival ever staged in Scandinavia will take place August 3-6 in the little Norwegian town of Molde (population 8,000), and about 50 jazz musicians are expected to attend the festival. While most of them come from various parts of Norway, there also are guests from Sweden and Czechoslovakia. The Storyville Jazz Club in Molde — 400 members — arranges the festivals, and they hope to do so every second year.

Phillips Triumph: While a month ago the Triloka label was represented on the Norwegian Hit Parade with no less than the three top tunes, the same position this week was overtaken by the Phillips group, as the **Brothers Four** rendition of "Greenfields" suddenly became popular in this country and joined the two Fontana records "Are You Sure" by the Allisons and "Ramona" by the Blue Diamonds.

British Visitor: British pop singer Craig Douglas visits Norway this week for a short guest appearance on TV. Douglas, of European fame for his rendition of "Only Sixteen" a couple of years ago and is currently on the British Hit Parade with "A Hundred Pounds of Clay," admitted that he'd probably go to the U. S. this fall to record some British song for the American market as well as to go on a tour. "I'd love to watch Elvis Presley record," he says.

New Records: While only a few LP records were issued in Norway last week—among them one by Johnny Burnette on London—the same label issued the two leading platters on BMW's Hot 100: Del Shannon's "Runaway" and Ernie K-Doe's "Mother-In-Law."

Mexican News

Continued from page 12

returned to New York after having visited the Society's affiliates among the Mexican publishers. He also established a friendly relationship with SACM (Society of Mexican Composers).

Under the sponsorship of the Mexican-Northamerican Institute of Cultural Relations, jazz guitarist Charlie Byrd gave three recitals (June 2-4) at the Teatro del Bosque. He was supported by Ketter Betts, bass, and Buddy Deppenschmidt, drums. In each recital, Segovia-trained Byrd also played some classical numbers. The trio also took part in the third "National Jazz Festival," held at the same time. . . . Two teen-age vocalists of the "new wave" recorded for the first time: Julissa (Columbia) and Cony (Dimas). Julissa is the daughter of TV executive Luis de Llano and film star Rita Macedo.

BRITAIN

U. S. Col. Releases Allison's Disk

By DON WEDGE

News Editor, New Musical Express
After letting "Are You Sure?" written and sung by the Allison's, go to London Records for U. S. release, American Columbia has taken the follow-up, "Blue Tears" b-w "Words." "Are You Sure?", the Allison's first disk and published song should earn them \$35,000, plus the personal appearance fees that come with such success. It was released on Fontana, Phillips' second label. For some time, Phillips has, by agreement with Columbia, been issuing isolated disks from U. S. indies. In turn, it has sought to release disks through other American firms when Columbia was not interested in them. "Are You Sure?" was such a case, and Leo Hartstone, then visiting Britain, picked up the master for London release. Columbia has, however, made sure of its successor.

FRANCE

Jacques Souplet Plans Jazz Fest

By EDDIE ADAMIS
92 quai du Marechal Joffre
Courbevoile (Seine)

Barclay's commercial director, Jacques Souplet, will organize the Second International Jazz Festival to take place at Antibes-Juan les Pins July 17-23. Participating in this festival will be top talents such as Ray Charles with his own ork and singing quartet, Count Basie and his ork, Helen Humes, Les McCann, organist Shirley Scott with Georges Duvivier and Arthur Edgell, Art Taylor's quartet with Freddie Redd and Jackie MacLean. . . . Louis Armstrong, who will tour the USSR, starting August 1, has been asked to play the festival on July 24.

European talents will also appear: the Czech jazz combo Studio 5, the Czech Radio big jazz ork, led by alto sax Karl Kroutgautner, Britain's Kenny Ball's Dixieland ork. Italy's Roman New Orleans Jazz Band, Holland's modern quintet, the Diamonds, Sweden's The Bgorn Netz Quintet, Roumania's pianist Yancy Kossy, and, naturally, France's biggest soloists of the moment.

The French radio and TV networks will cover the festival, which will be broadcast by 20 European and three American networks.

RECORD SALES: Odeon-Top Rank are very happy about the sales of their new classical LP line retailing for \$2. The records, pressed on pure vinyl, feature unabridged version of Beethoven's Ninth, 12 Chopin waltzes by Raymond Trouard, famous overtures, etc. . . . Other strong sellers on Odeon are "Wheels" (Dans le Coeur de Ma Blonde) by Johnny Spence, and "Endlessly" by Marc Tayanor. . . . Festival Records claims a record sale of more than 300,000 in five months on "Les Fiances d'Auvergne."

VISITORS HERE: MPHC chief Herman Starr was visiting his London publishing affiliates. . . . The Big Three's overseas topper, Werner Strupp, ended his Continental tour with Alan Holmes, new European representative, with a week in London before returning to New York. . . . Seeco Records President Sidney Segal was due in London for three days. . . . Charles Segal, South African pianist, composer, publisher, tutor, visited London on publisher business. He has his own label, Spin, in Cape Town, but records for CBS himself. . . . Judy Garland flew in to look for a house and discuss summer dates in Europe with her agent, Harold Davison.

DISK BUSINESS: EMI Chairman Sir Joseph Lockwood is one of the signatories to a petition from all walks of British life calling on the government to "declare its readiness in principle to join the European Economic Community (the Common Market). . . . First British artist to get U. S. release following the EMI-United Artists affiliation is Danny Williams; coincidentally the records for HMV, U-A's new outlet. . . . The Joe Loss ork (HMV) has created some interest with a newly issued cha-cha version of "Wheels." . . . A disk produced independently by Tito Burns, Peter Elliott's "Three Little Peggies" get U. S. issue on Jamie. Originally issued here in March as part of a low-price club offer, it is now to be released by Fontana.

TALENT TOURS: Currently at the Pigalle, Patti Page hosts her own spectacular for ATV June 10. She was a BBC-TV "Juke Box Jury" panelist May 27. . . . Johnny Mathis begins his first British tour by taping a special for Granada-TV a few days after his scheduled July 9 arrival. Showing will not be until September. . . . An Australian group, the Melbourne New Orleans Jazz Band, begins a 30-week European tour in Britain September 22.

LEGIT: "Sound of Music" seemed to get a similar reaction here as it did on its Broadway opening. It's difficult to get seats, but press reaction was not good—typified by the heading on the Sunday Telegraph's notice: "Too Tender Trapp."

NEW ALBUMS: Among the Decca group's June LP releases are several versions of the "Sound of Music" score—Edmundo Ros ork (Decca), Bob Sharpley ork and various artists (on the low-price Ace of Clubs), the Pete King Chorale (London) and the Trapp Family (Warner). Other releases include the "Chet Atkins Workshop" (RCA), Roy Orbison: "Lonely and Blue," "Bobby Vee," Julie London: "Send For Me" and Pat Boone: "Great, Great, Great" (all London).

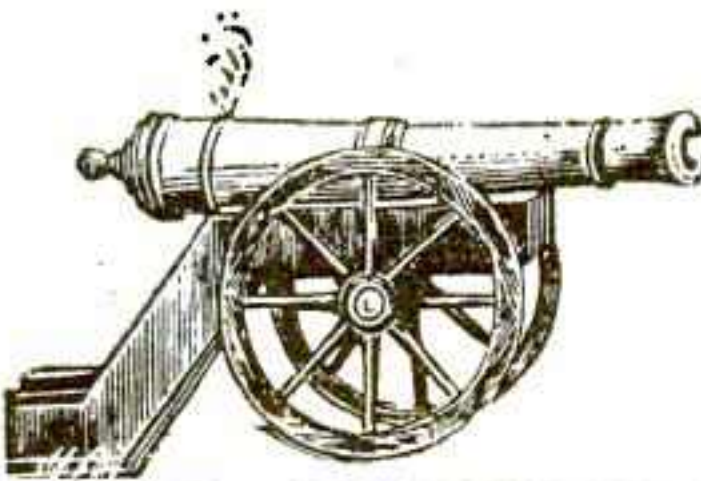
NEW SINGLES: Shortage of releases last weekend of disks in the current "Hot 100." Exceptions were Freddy Cannon's "Burr, Buzz, A-Diddle-It" (Top Rank from Swan), and Brook Benton's "Boll Weevil Song" (Mercury). . . . Decca group issues included an Eddie Cochran disk, "Weekend," never issued in the U. S.—his third posthumous record here. . . . Pye-International scheduled Etta James' "Trust in Me."

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 on 20th FOX

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The Five Shades
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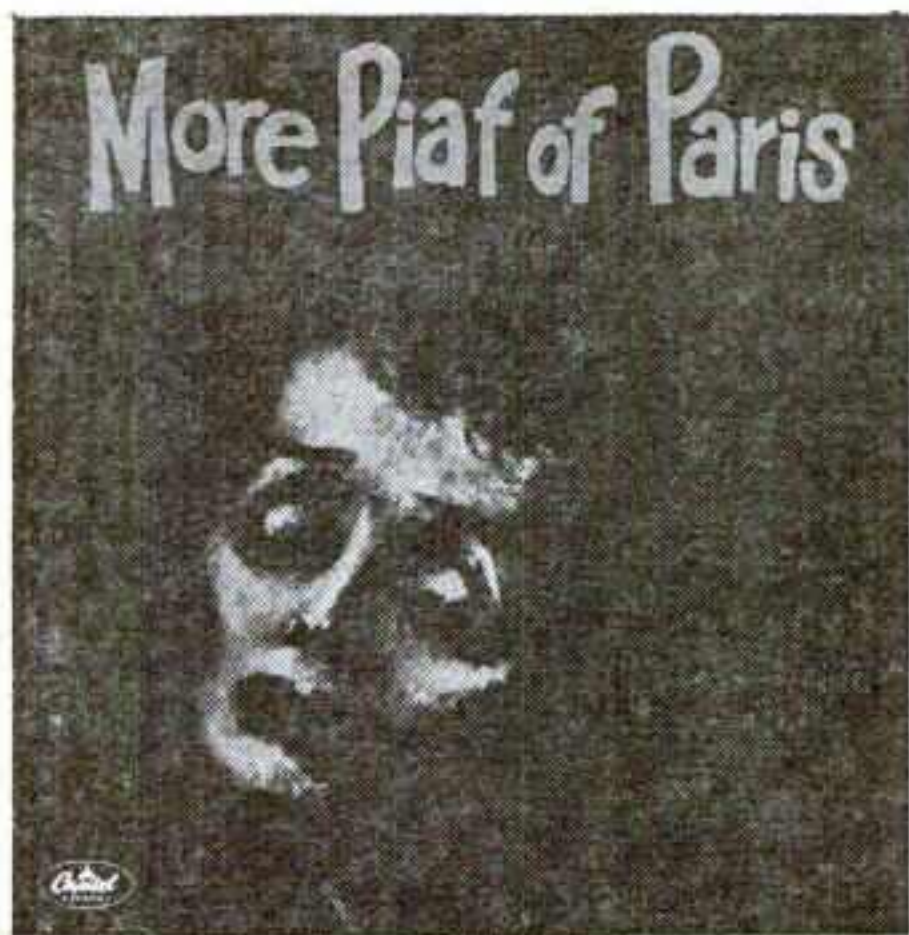
CONTACT YOUR NEAREST DEALER
DUB #2843

DUB



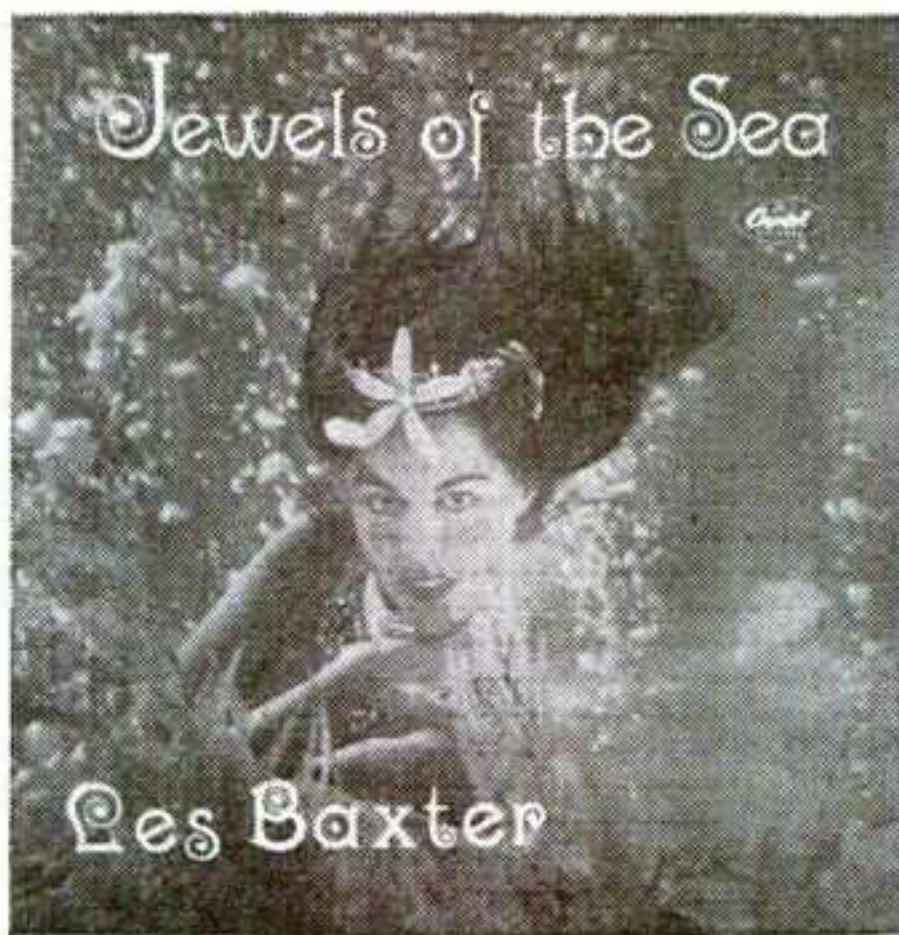
...and so are sales with this globe-trotting musical itinerary for June from Capitol

TO PARIS



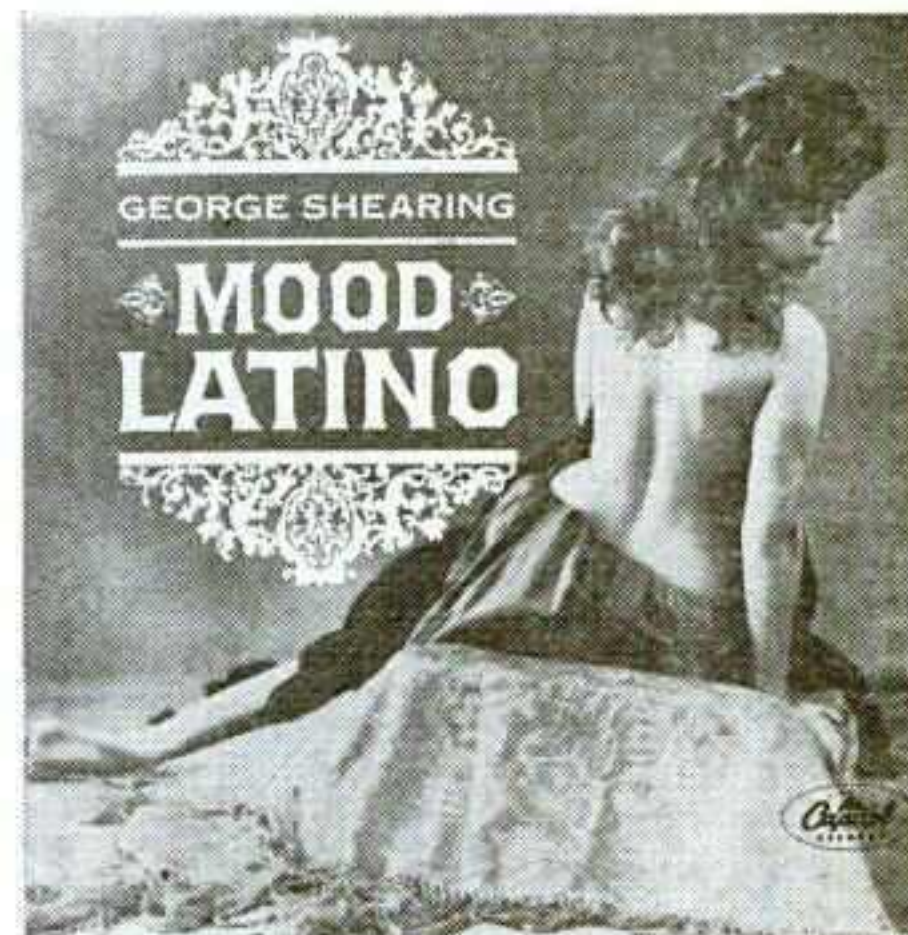
(S)T-10283

TO THE SEA



(S)T-1537

TO THE LATIN COUNTRIES



(S)T-1567

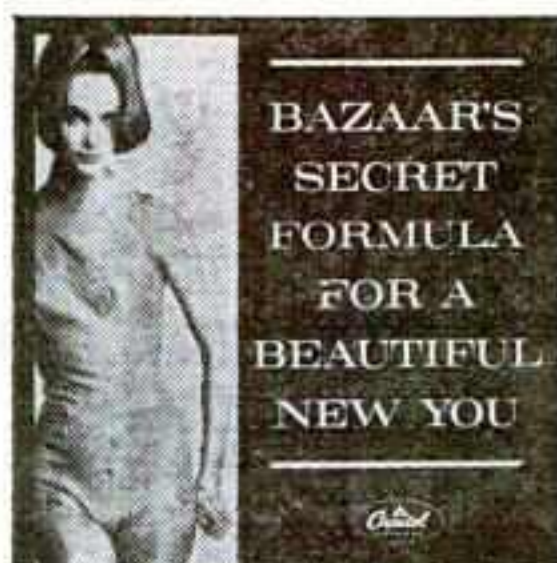
plus these new hot ones taking off right now!

FREE TRAVEL DISPLAY KIT!

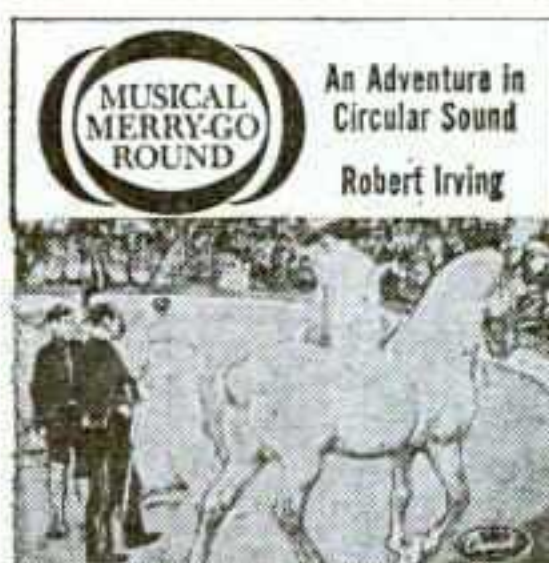
Complete window and counter travel display to match the theme of the June release now available free from your CRDC branch. But don't wait ... supply is limited!



(S)T-1557



(S)WAO-1552



(S)G-7244



(S)P-8550

THE ENTIRE JUNE RELEASE IS ON 100% EXCHANGE • SEE YOUR CRDC REPRESENTATIVE TODAY

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 cardboard insert.

VOCAL LP's

Table with columns: Title (Label), Mono (Stereo), Top LP Rank. Includes categories like Male Vocalists and Female Vocalists.

INSTRUMENTAL LP's

Table with columns: Title (Label), Mono (Stereo), Top LP Rank. Includes categories like Mood and Dance, Jazz, Teen Beat, Percussion and Sound, and Show Music.

Table with columns: Title (Label), Mono (Stereo), Top LP Rank. Category: Duos and Groups.

Table with columns: Title (Label), Mono (Stereo), Top LP Rank. Category: Mixed Vocals.

CLASSICAL & SEMI-CLASSICAL LP's

Table with columns: Title (Label), Mono (Stereo), Top LP Rank. Includes Brahms, Lanza, Lord's Prayer, etc.

REVIEWS OF

THIS WEEK'S LP'S

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

Pop

NEIL SEDAKA SINGS LITTLE DEVIL AND HIS OTHER HITS



RCA Victor LSP 2421 (Stereo & Monaural) — Victor has collected a flock of Sedaka's hit singles in this package...

DONNYBROOK!



Original Cast. Kapp Kd 8500 S (Stereo & Monaural)—Here's the label's top effort to date in an original cast package...

THE SHIRELLES SING TO TRUMPETS AND STRINGS



The Shirelles. Scepter 502—The hot-selling Shirelles have their latest chart item "Mama Said" as the lead item on this their latest album...

FUTURA



Bernie Green & His Ork. RCA Victor LSA-2376—Here's another wild album in the label's new series of Stereo Action LP's...

CRAZY RHYTHM



The Guitars Unlimited Plus 7. RCA Victor LSA-2371—Five guitars and seven percussion instruments make up this exciting new stereo set...

GOIN' PLACES



The Kingston Trio. Capitol ST 1564 (Stereo & Monaural)—Rack up another sock seller for the Kingston Trio with this new set...

Classical

BEETHOVEN: SERENADE; KODALY: DUO FOR VIOLIN AND CELLO

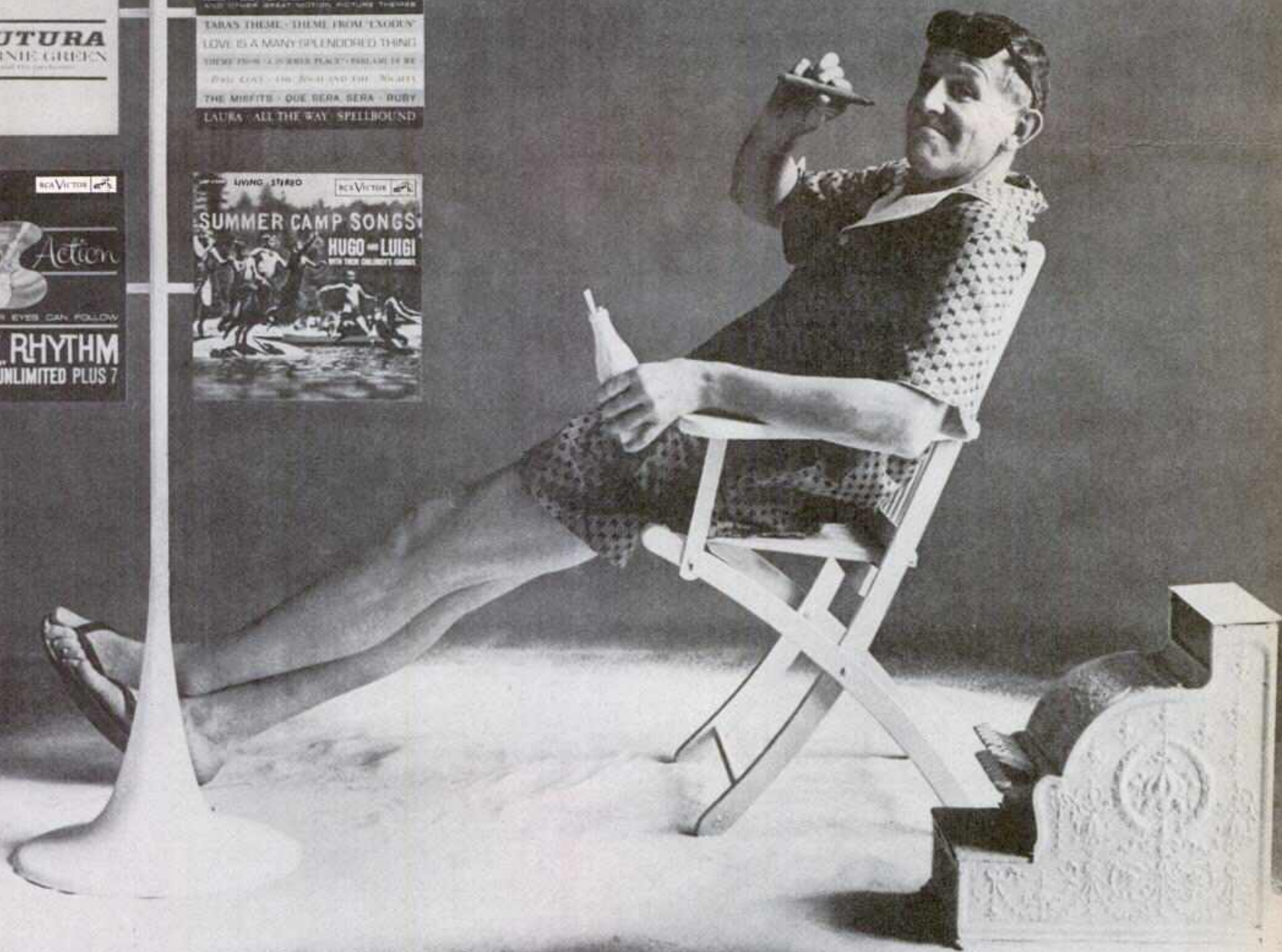
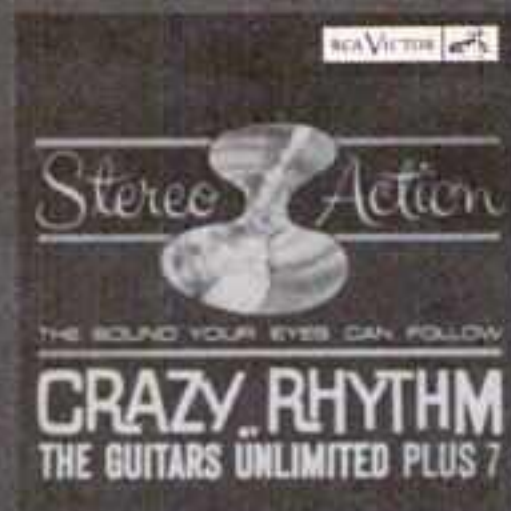


Heifetz, Primrose, Piatigorsky. RCA Victor LM-2550—Name value here is mighty potent, as are the performances on the Beethoven Serenade and the Kodaly Duo for Violin and Cello...

(Continued on page 14)

() Positions in parenthesis indicate relative sales strength of stereo LP's.

MAKE IT A SUNNY JUNE! ORDER THESE GREAT NEW RCA VICTOR POP ALBUMS, FEATURING BIG NAMES PLUS NEW SOUNDS...YOURS FOR COOL PROFITS. SUN-SATIONAL!



THE MOST POPULAR GUITAR, LPM/LSP-2346 — "World's Most Popular Guitarist" in his 13th album! Features film music, classical gems, pops, jazz. Backed by strings and a vocal group. Something great for everyone!

SUMMER CAMP SONGS, LPM/LSP-2369 — Hugo & Luigi bring back their hit Children's Chorus for a summer camper's sing-along! Starts with a peppy reveille and ends with a sleepy taps. Fun for the whole family!

CRAZY RHYTHM, LSA-2371 (Stereo Action) — Brand-new Stereo Action album. Jazz dynamo Marty Gold makes music literally move! Every stereo owner will go wild for this dazzling display of music in actual motion.

LA DOLCE VITA AND OTHER GREAT MOTION PICTURE THEMES, LPM/LSP-2410 — Ray Ellis' sound stage orchestra recreates exciting strains from the Fellini masterpiece. Title music, plus Tara's Theme, "Exodus" Theme, etc.

FUTURA, LSA-2376 (Stereo Action) — Bernie Green's big band creates new orchestral tints and textures and flings them into startling motion. Features an entire truckload of vibes and a complete guitar choir!

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STAR PERFORMERS—Selections registering greatest upward progress this week. [S] Indicates that 45 r.p.m. stereo single version is available. [triangle] Indicates that 33 1/2 r.p.m. mono single version is available. [S] Indicates that 33 1/2 r.p.m. stereo single version is available.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Entries include: 1. RUNNING SCARED (Roy Orbison), 2. TRAVELIN' MAN (Ricky Nelson), 3. DADDY'S HOME (Shep and the Limettes), etc.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Entries include: 41. TAKE GOOD CARE OF HER (Adam Wade), 42. YELLOW BIRD (Arthur Lyman), 43. TONIGHT I FELL IN LOVE (Tokens), etc.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Entries include: 81. BIG BOSS MAN (Jimmy Reed), 82. WHO ELSE BUT YOU (Frankie Avalon), 83. JURA (I SWEAR I LOVE YOU) (Les Paul and Mary Ford), etc.

BUBBLING UNDER THE HOT 100

- 1. BRING BACK YOUR HEART (Del-Vikings, ABC-Paramount 10208)
2. DREAM (Etta James, Argo 5390)
3. WATCH YOUR STEP (Bobby Parker, V-Tone 223)
4. FOOL THAT I AM (Etta James, Argo 5390)
5. BLUE TOMORROW (Billy Vaughn, Dot 16220)
6. LOCKED UP (Sonny Fulton, Big Daddy 102)
7. SHOULD I (String-A-Longs, Warwick 654)
8. REBEL-JOHNNY YUMA (Johnny Cash, Columbia 41995)
9. CHARLIE WASN'T THERE (Barbara Evans, Pioneer 1002)
10. YOU CAN'T SIT DOWN (Phillip Upchurch Combo, Boyd 1026)
11. MONDAY TO SUNDAY (Alan Dale, Sinclair 1003)
12. YELLOW BIRD (Lawrence Welk, Dot 16222)
13. LIFE IS BUT A DREAM (Earls, Rome 101)
14. LOUISIANA MAN (Rusty and Doug, Hickory 1137)
15. I'M GONNA KNOCK ON YOUR DOOR (Eddie Hodges, Cadence 1397)
16. YOU'VE GOT TO SHOW ME (Tony Lawrence, Silver Bid 1025)
17. THEME FROM GOODBYE AGAIN (Ferrante & Teicher, United Artists 319)
18. NATURE BOY (Bobby Darin, Atco 6196)
19. LIFE IS BUT A DREAM, SWEETHEART (Classics, Mercury 71829)
20. BOBBY (Neil Scott, Portrait 102)

HOT 100—A TO Z

Table with columns: Song Title, Chart Position. Entries include: Anna (60), Better Tell Him No (49), Big Boss Man (87), Big Big World (62), Blue Moon (47), Bonanza (52), Breakin' in a Brand New Broken Heart (10), But I Do (36), Buzz Buzz A-Diddle-It (51), Can't Help Lovin' That Girl of Mine (100), Count Every Star (45), Cupid (85), Daddy's Home (3), Dance on Little Girl (48), Dance the Mess Around (66), Every Beat of My Heart (Knight) (46), Every Beat of My Heart (Pips) (21), Exodus (36), Girl of My Best Friend (20), Girl's a Devil, The (79), Glory of Love (57), Halfway to Paradise (39), Hats Off to Larry (92), Heart and Soul (55), Hello Mary Lou (14), Hello Walls (12), Hold Back the Tears (98), How Many Tears (70), I Don't Mind (61), I Fall to Pieces (77), I Feel So Bad (5), I Like It Like That (75), I'm a Fool to Care (25), In My Heart (67), It Keeps Raining (54), I've Told Every Little Star (34), Jimmy Martinez (63), Jura (83), Just for Old Time's Sake (44), Little Devil (13), Little Egypt (27), Little Feeling, A (91), Lonely Crowd (95), Lonesome Whistle Blues (88), Love of My Own, A (56), Lullabye of Love (23), Mama Said (16), Milord (49), Miss Fine (62), Moody River (87), Mother-in-Law (19), My Kind of Girl (68), Never on Sunday (38), Nobody Cares (65), Ole Buttermilk Sky (94), One Hundred Pounds of Clay (8), Peanut Butter (28), Please Stay (93), Portrait of My Love (30), Quarter to Three (33), Raindrops (9), Rainin' in My Heart (72), Rama Lama Ding Dong (31), Right or Wrong (87), Ring of Fire (84), Ronnie (96), Runaway (15), Running Scared (1), Sacred (80), San Antonio Rose (96), Son-in-Law (Brown) (99), Spring Fever (71), Stand by Me (6), Stick With Me Baby (97), Summertime (78), Take Good Care of Her (41), Tell Me Why (58), Temptation (59), That Old Black Magic (32), That's the Way With Love (64), Those Oldies But Goodies (22), Three Hearts in a Tangle (76), Tonight (89), Tonight I Fell in Love (43), Tragedy (11), Travelin' Man (2), Triangle (29), Wayward Wind (50), What a Surprise (35), Who Else But You (82), Wild in the Country (73), Writing on the Wall, The (18), Yellow Bird (42), You Always Hurt the One You Love (17), You Can Depend on Me (40), You'd Better Come Home (86)

UNITED ARTISTS RECORDS

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"BACARDI"

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THE CLOVERS
"THE
HONEYDRIPPER"

UNITED ARTISTS RECORD 307

SONNY FULTON
"LOCKED UP"

ON BIG DADDY RECORDS 102
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JUNE 28TH.

STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

9 Indicates those LP's on the charts 9 weeks or less (see weeks on chart column).

150 Best Selling MONAURAL LP's

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LP titles and artists.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LP titles and artists.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LP titles and artists.

50 Best Selling STEREO LP's

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 stereo LP titles and artists.

SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

NEW YORK

- TELL ME WHY
Belmonts, Sabrina
- HEART AND SOUL
Cletones, Gee
- NOBODY CARES
Jeanette (Baby) Washington, Neptune
- I DON'T MIND
James Brown, King
- MY KIND OF GIRL
Matt Monro, Warwick

PHILADELPHIA

- NOBODY CARES
Jeanette (Baby) Washington, Neptune
- DREAM
Etta James, Argo
- TELL ME WHY
Belmonts, Sabrina
- LOCKED UP
Sonny Fulton, Big Daddy
- LONESOME WHISTLE BLUES
Freddie King, Federal

DETROIT

- I LIKE IT LIKE THAT
Chris Kenner, Instant
- SHOULD I
String-A-Longs, Warwick
- JIMMY MARTINEZ
Marty Robbins, Columbia
- DREAM
Etta James, Argo

BOSTON

- I FALL TO PIECES
Patsy Cline, Decca
- MY KIND OF GIRL
Matt Monro, Warwick
- JURA (I SWEAR I LOVE YOU)
Les Paul and Mary Ford, Columbia

BUFFALO

- JURA (I SWEAR I LOVE YOU)
Les Paul and Mary Ford, Columbia
- MILORD
Teresa Brewer, Coral

BALTIMORE-WASHINGTON

- I LIKE IT LIKE THAT
Chris Kenner, Instant
- NOBODY CARES
Jeanette (Baby) Washington, Neptune
- GIRL'S A DEVIL
Dukays, Nat
- I FALL TO PIECES
Patsy Cline, Decca
- TE-TA-TE-TA-TA
Ernie K-Doe, Minit

DALLAS-FT. WORTH

- REBEL-JOHNNY YUMA
Johnny Cash, Columbia
- SUMMERTIME
Marcel's, Colpix

BEST BUYS IN RECORDS

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

POP

- *QUARTER TO THREE, U. S. BONDS (Pepco, BMI) Le Grand 1008
- YELLOW BIRD, ARTHUR LYMON (Frank, ASCAP) Hi Fi 5024
- COUNT EVERY STAR, DONNIE & THE DREAMERS. (Paxton, ASCAP) Whale 500
- EVERY BEAT OF MY HEART, GLADYS KNIGHT. (Valjo, BMI) Fury 1050
- *DANCE ON LITTLE GIRL, PAUL ANKA (Spanka, BMI) ABC-Paramount 10220
- BETTER TELL HIM NO, STARLETS. (Karlson, BMI) Pam 1003

C&W

- *SWEET LIPS, WEBB PIERCE (Cedarwood, BMI) Decca 31249
- *BEGGAR TO KING, HANK SNOW. (Starrite, BMI) RCA Victor 7869
- *HEARTBREAK U. S. A., KITTY WELLS. (Pamper, BMI) Decca 31246
- *THOUGHTS OF A FOOL, ERNEST TUBB. (Cedarwood, BMI) Decca 31241

R&B

- *QUARTER TO THREE, U. S. BONDS. (Pepco, BMI) Le Grand 1008
- *LONESOME WHISTLE BLUES, FREDDY KING. (Sonlo, BMI) Federal 12415
- *BIG BOSS MAN, JIMMY REED. (Conrad, BMI) Vee Jay 380
- I LIKE IT LIKE THAT, CHRIS KENNER. (Instant, BMI) Instant 3229
- EVERY BEAT OF MY HEART, GLADYS KNIGHT. (Valjo, BMI) Fury 1050

REVIEWS OF THIS WEEK'S SINGLES

the pick of the new releases:



Strongest sales potential of all records reviewed this week.

Pop

JACKIE WILSON



LONELY LIFE (Merrimac, BMI) (2:26)—I'M COMIN' ON BACK TO YOU (Pearl, BMI) (2:19)—Jackie Wilson has two solid smash sides here. He sells "Lonely Life" in emotional style, displaying his powerful pipes, and he comes through with a strong performance on "Back to You." **Brunswick 55216**

KAY STARR



I'LL NEVER BE FREE (Laurel, ASCAP) (2:06)—NOBODY (Starstan, BMI) (2:45)—Kay Starr is back with two fine sides. The thrush turns in two wonderful vocals on "I'll Never Be Free" and the old Bert Williams tune, "Nobody." Solid sales and plays are indicated. **Capitol 4583**

HAROLD DORMAN



THERE THEY GO (Gando-Hi Lo, BMI) (1:57)—Harold Dorman bows on the Memphis label with a touching reading of a tale of a broken teen romance. A side with strong possibilities. Flip is "I'll Stick By You" (Gando-Knox, BMI) (2:09). **Sun 362**

THE PLAYMATES



TELL ME WHAT SHE SAID (E. B. Marks, BMI) (2:15)—The Playmates have a classy piece of material with this interesting tune about a romance on the rocks. They sell it stylishly and it could be a seller. Flip is "Cowboys Never Cry" (Planetary, ASCAP) (2:51). **Roulette 4370**

JOE REISMAN



THE GUNS OF NAVARONE (Columbia, ASCAP) (2:05)—Dimitri Tiomkin's stirring theme from the Columbia Pictures film has been smartly arranged and is splendidly performed in march tempo by Reisman's ork and chorus. Flip is "Yassu" (Columbia, ASCAP) (2:23). **Landa 674**

OTIS BLACKWELL



I'D RATHER KISS YOU THAN EAT (Shalimar, BMI) (1:59)—Otis Blackwell has a real strong item in this down-home, blues-flavored disk that swings and has a clever lyric. The flip is "Jeannie's Wedding" (Shalimar, BMI) (2:23). **Cub 9092**

THE FABULOUS FOUR



WHY DO FOOLS FALL IN LOVE (Patricia, BMI) (1:45)—Frankie Lymon's old hit gets a fervid performance by the lead singer and the boys on this top-notch disk. Has a real chance. The flip is "The Sounds of Summer" (Arch, ASCAP) (2:15). **Chancellor 1078**

LITTLE LEROY



SHE'S A WONDER (Stanrick, BMI) (2:40)—The boy, supported by a vocal group, has a rocking novelty side with strong appeal here. Its catchy rhythm is a definite asset. The flip is "It's Heaven" (Stanrick, BMI) (2:05). **Deville 001**

B. BUMBLE & THE STINGERS



BOOGIE WOOGIE (Melrose, ASCAP) (2:11)—NEAR YOU (Supreme, ASCAP) (1:57)—The hot instrumental group has two solid sides. On top is the old "Pinetop" Smith tune done to a rousing arrangement. The flip is the familiar Francis Craig tune. Either way here. **Rendezvous 151**

SAMMY TURNER



STARLIGHT, STARBRIGHT (Miracle, ASCAP) (2:34)—The chanter offers a classy new ballad in soft and soulful tones. He is backed up by an unusually smart arrangement, highlighting strings. This one has a real chance. Flip is "Let's Donkey on Down" (Stearly, BMI) (2:32). **Big Top 3070**

HENRY MANCINI



FANNY (Williamson, ASCAP) (2:20)—Henry Mancini and his large ork turn in a warm and mellow instrumental performance of the title song from the forthcoming flick "Fanny." Tune, which was a hit for Eddie Fisher years ago, could turn into a hit again. Flip is "My Cousin From Naples" (Northridge, ASCAP) (2:12). **RCA Victor 7902**

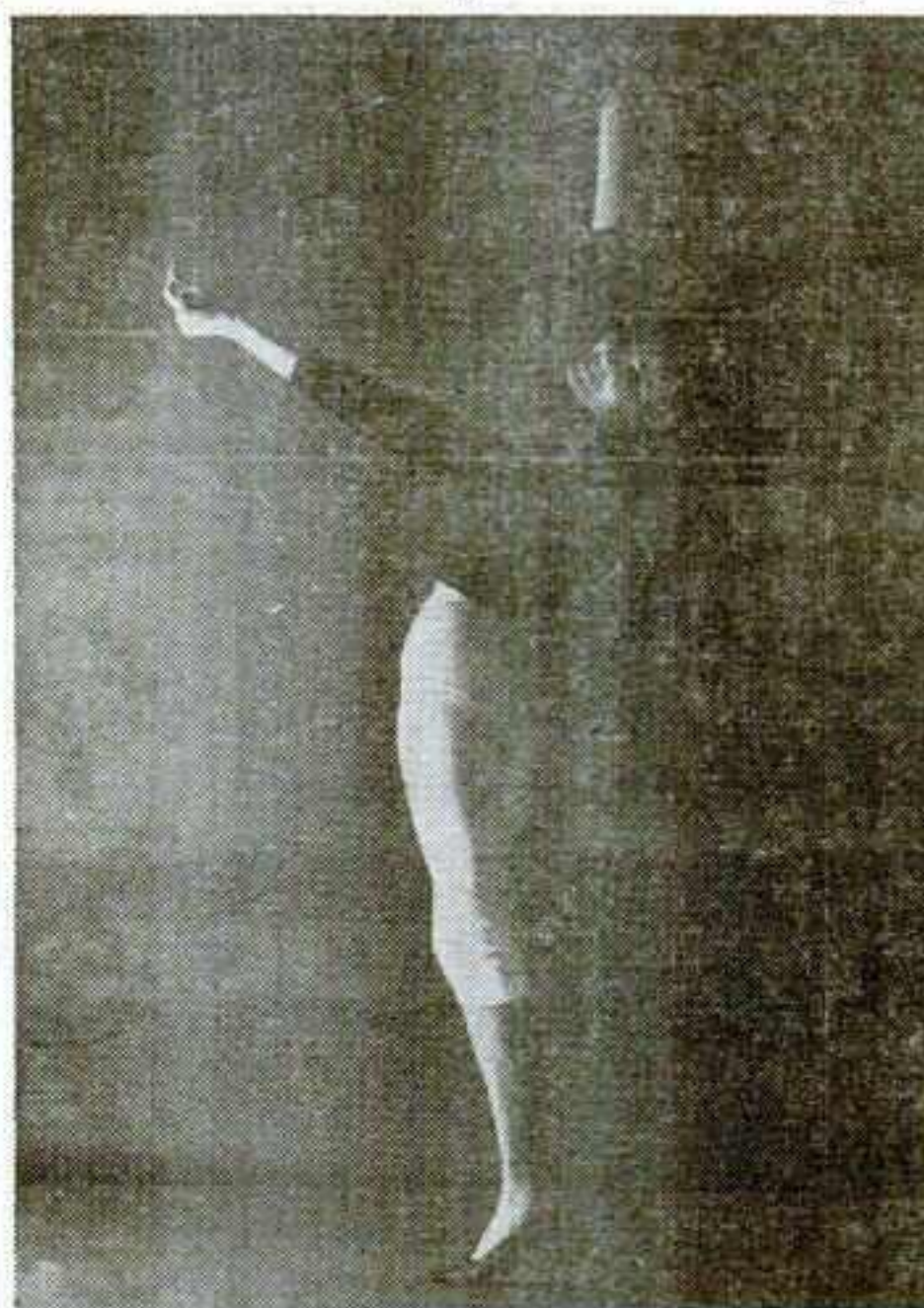
(Continued on page 23)

BURSTING AT THE SEAMS! Skin Tight, Pin Striped, Purple Pedal Pushers

Sheb (Purple People-Eater) Wooley's New Hit K13013



Skin Tight...



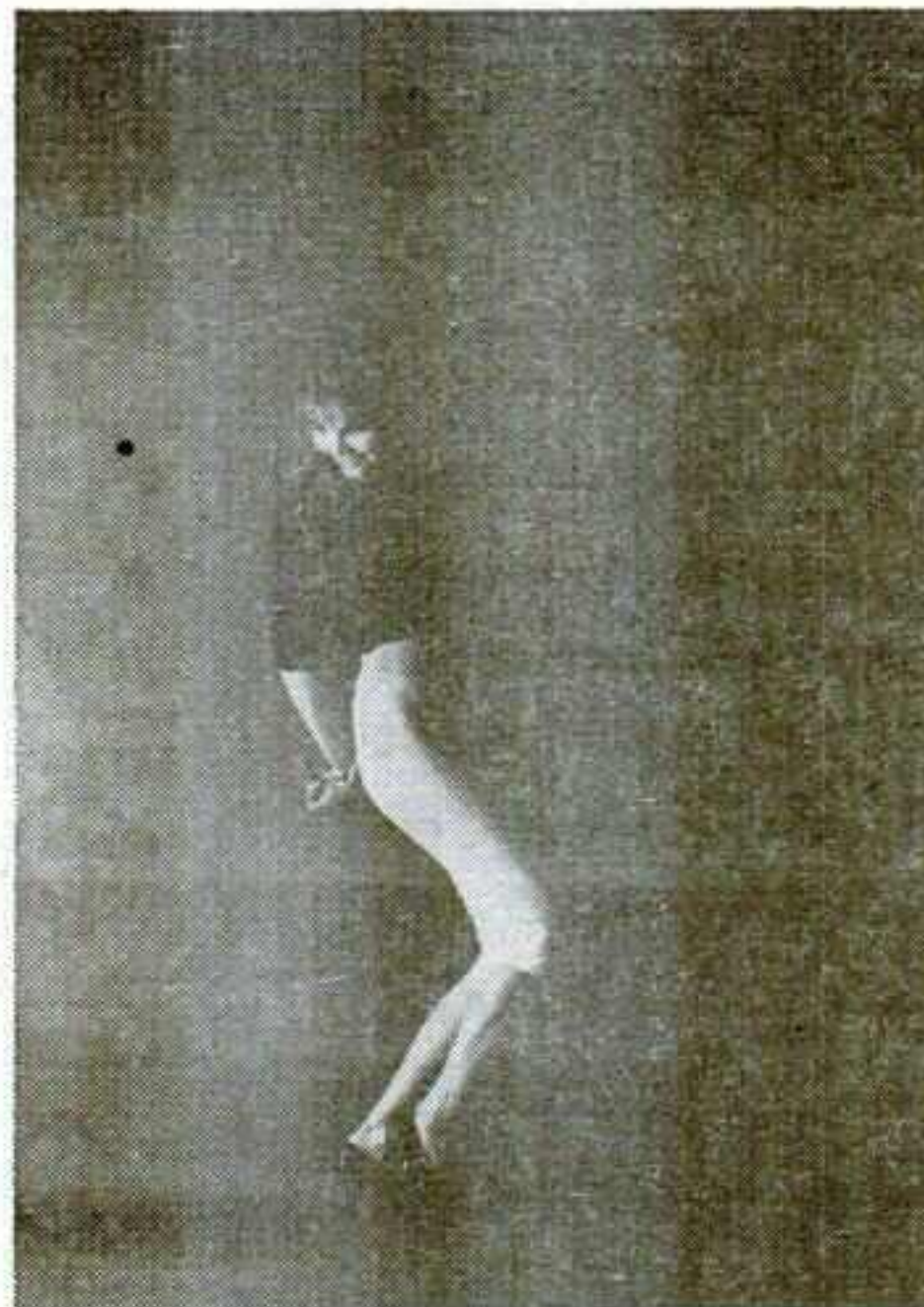
Pin Striped...



Purple Pedal Pushers...



Built Like A Fiddle...



With A Wiggle In The Middle



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LAFFARAMA	Redd Foxx	801
LAFF OF THE PARTY, VOL. 1 ..	Redd Foxx	214
LAFF OF THE PARTY, VOL. 2 ..	Redd Foxx	219
LAFF OF THE PARTY, VOL. 3 ..	Redd Foxx	220
LAFF OF THE PARTY, VOL. 4 ..	Redd Foxx	227
LAFF OF THE PARTY, VOL. 5 ..	Sloppy Daniels	232
BEST OF FOXX	Redd Foxx	234
LAFF OF THE PARTY, VOL. 6 ..	Bexley & Turner	238
BURLESQUE HUMOR	Redd Foxx	249
NIGHT IN HOLLYWOOD	George Kirby	250
THE SIDESPLITTER	Redd Foxx	253
LAFF OF THE PARTY, VOL. 7 ..	Redd Foxx	236
ALLEN DREW'S STAG PARTY ..	Allen Drew	259
LAFF OF THE PARTY, VOL. 8 ..	Redd Foxx	265
SLOPPY'S HOUSE PARTY	Sloppy Daniels	266
BEST OF PARTY FUN	Foxx & Others	274
RACY TALES	Redd Foxx	275
PARTY RECORD PARTY	Gene & Freddie	279
THE BEST LAFF	Redd Foxx	01
SONGS HEARD THRU A KEYHOLE	Joel Cowan	285
REDD FOXX FUNN	Redd Foxx	290
PILLOW PARTY FUN	Baron Harris	294
SLY SEX	Redd Foxx	295
HAVE ONE ON ME	Redd Foxx	298

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The pick of the new releases:
SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.
 • Continued from page 16


A KOSTELANETZ FESTIVAL

 New York Philharmonic (Kostelanetz). Columbia ML 5607—Kostelanetz is in his usual lushly romantic mood here on a collection of varied themes ranging from opera, ballet and the symphony concert to ballroom and music hall items. The album should have unusually wide appeal. Selections—all wrapped up in fine style—include "Belle of the Ball," Offenbach's "Can-Can," Gounod's waltz from "Faust" and Debussy's "Festivals."


INVITATION TO THE DANCE

 The Philadelphia Orchestra (Ormandy). Columbia ML 5641—A series of familiar and delightful orchestral dance selections are integrated here into a neat program. Included are the Brahms "Hungarian Dances"; "Mephisto Waltz," by Liszt; Saint-Saens' "Danse Macbre," and Gliere's "Russian Sailors' Dance," in addition to the title work by Weber. Name value of the ensemble and smart repertoire will sell this one.


SCHUBERT: SONATA IN D, OP. 53

 Emil Gilels. RCA Victor LM-2493—The Schubert Sonata in D is made to order for pianist Emil Gilels. He performs it with the taste and pianistic skill that have made his concerts sellouts on his American appearances. Students of piano, as well as the multitude of piano fans, will be interested in this musicianly waxing.

THE YOUNG CARUSO SONGS AND ARIAS


 Angel COLH 119—A rare package in the series of "Great Recordings of the Century." Classical music lovers must find these performances absolutely legendary. They were recorded by Caruso from 1902-1904 and include some cut in Milan, including "Vesti La Giubba"—which won him his Met contract. A tasteful and scholarly brochure is included with notes on Caruso and texts of the arias which include such great ones as "Una Furtiva Lagrima" and "Celeste Aida."

BEETHOVEN: SONATA NO. 5 IN F MAJOR, OP. 24; SONATA NO. 9 IN A MAJOR, OP. 47


 Yehudi and Hephzibah Menuhin. Capitol SG 7246 (Stereo & Monaural)—First-rate performance of two of the most popular sonatas for piano and violin. The Menuhins offer expressive and colorful versions of the "Spring" and "Kreutzer" sonatas with the former given a superior reading. This performance has better stereo sound than the other versions available and should be a strong competitor for the sales.

Jazz

AFRICAN WALTZ


 Cannonball Adderley and his Orchestra. Riverside RLP 377—Cannonball Adderley is featured in front of a big band on this album. Set includes the hot-selling jazz alto saxist playing his first chart item "African Waltz" and his current entry "The Uptown." Besides these two sides Cannonball also is heard blowing in front of the big band on "Smoke Gets in Your Eyes" and on choice jazz items like "West Coast Blues," and "Kelly Blue." Arrangements and conducting have been done by Ernie Wilkins. Some pop action can be expected on the strength of Adderley's chart record.

TONIGHT ONLY

 Dave Brubeck Quartet—Carmen McRae, Guest Star. Columbia CL 1609—Brubeck teams up with canary Carmen McRae on this package and the results are eminently tasteful and listenable. Standout sides include the thrush's dialog with drummer Joe Morello on "Paraddiddle Joe," "Weep No More," and "Strange Meadowlark." With the exception of "Paraddiddle Joe," all selections were penned by Brubeck and two members of his quartet — Paul Desmond and Eugene Wright.

International

RHYTHMS OF SPAIN

 Sabcas. Decca DL 74138—A fine new package full of the fury and the fire of the flamenco. The great guitarist of this form has his fifth album for Decca here and he is ably assisted in the colorful excitement by a group of four who perform vocally, with guitars, castanets, taconeo and handclaps. In its field, this is a top-notch production.

SPECIAL MERIT SPOTLIGHTS

The following albums have been picked for outstanding merit in their various categories because, in the opinion of The Billboard Music Staff, they deserve exposure.

Sacred

★★★ THE LINCOLN HYMNS—Tex Ritter, Capitol SW 1562

POP LP'S
 ★★★★★ **STRONG SALES POTENTIAL**

★★★★ THE PROPER TIME
 Shelly Manne and his Men, Contemporary M 3587—This album contains the music to the new independent picture, "The Proper Time," with the original score composed by Shelly Manne. The music is provocative and attractive, adding up to an exciting score. This is not the actual sound track of the film, and thus the men have more chance to stretch out on their solos, and they take advantage of the opportunity. In addition to Manne, the men on the date include Joe Gordon, Richie Kamica, Vic Feldman, Russ Freeman and Monty Budwig. Manne, Gordon on trumpet, and Kamica on tenor, stand out. Music and performance could turn this into a solid seller.

(Continued on page 26)

Another Winner on Valmor
"MAKE ME SMILE AGAIN"
 by **Cathy Jean**
 Valmor 009
VALMOR RECORDS
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Cash Box "Best Bet"
WAYWARD BOY
 c/w
 Bye Bye Allen
 by **WENDY LOVE**
 PZ 5076
 Billboard "Spotlight"
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 A great Instrumental!!!!
A COTTAGE IN THE COUNTRY
 by **THE BLUE ANGELS**
 PZ 5077

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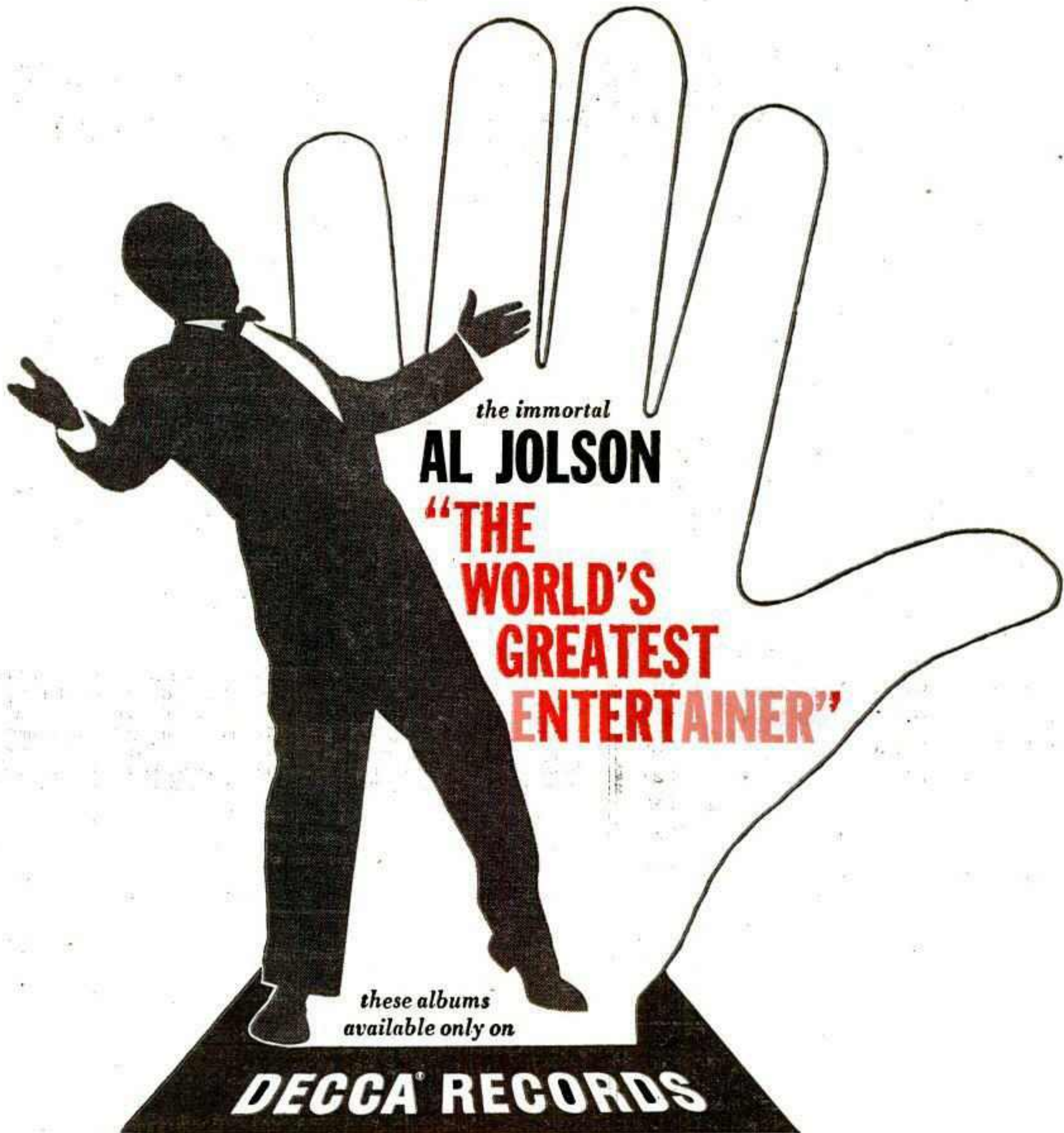
THREE HOT ONES ON END!
"LOVER COME BACK TO ME"
 The Velours
 End #1090
"TRAVELING STRANGER"
 Little Anthony
 and the Imperials
 End #1091
"TIME WAS"
 The Flamingos
 End #1092
END RECORDS
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The Fabulous
ADAM WADE
 Sings
THE WRITING ON THE WALL
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COED RECORDS
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| MEMORIES AND FOSTER MELODIES | DL 9038 |
| YOU AIN'T HEARD NOTHIN' YET | DL 9037 |
| RAINBOW 'ROUND MY SHOULDER | DL 9036 |
| ROCK-A-BYE YOUR BABY | DL 9035 |
| YOU MADE ME LOVE YOU | DL 9034 |

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Reviews and Ratings of New Albums

Continued from page 26

★★★★ NATIONAL PHILHARMONIC SYMPHONY under the baton of Kurt Sanderling for a vibrant performance of the Mozart work. Classical music collectors as well as those who buy records on name value alone are going to be interested in this sensitive performance, even though recording quality might not be up to usual American standards. The reverse side has pianist Emil Gilels playing the second Mozart work with brisk precision and flowing sensitivity. The same orchestra is conducted by Rudolf Barshai.

★★★★ PHILHARMONIA POP CONCERT
The Philharmonia Orchestra (Von Karajan). Angel S 35926 (Stereo & Monaural)—A wonder collection of familiar light items by Strauss Sr. and Jr., Offenbach and Von Suppe, played here in exciting fashion by the Philharmonia Orchestra under Herbert Von Karajan. Selections include "The Skater's Waltz," "Radetzky March," "Light Cavalry," and many more. They sound delightful in stereo and should be of strong interest to new and semi-classical collectors.

★★★★ HAYDN SYMPHONIES No. 98 & 101
The Philharmonic Orchestra (Klemperer). Angel S 35872 (Stereo & Monaural)—Scintillating interpretations of two Haydn Symphonies by Otto Klemperer and the Philharmonia Orchestra. This marks a first for Klemperer conducting Haydn on records. The two works are the Symphony No. 8 in B Flat, and "The Clock" Symphony, No. 101 in D Major. Stereo sound has been captured in excellent fashion. Sure to appeal to classical fans, especially the collectors.

★★★★ SCHUMANN: SCENES FROM CHILDHOOD — CARNAVAL
Leonard Pennario (Pianist), Capitol SP 8555 (Stereo & Monaural)—This fine set should be a consistent seller for classical dealers. Leonard Pennario performs the two Schumann works in virtuoso fashion, performing them with taste and thoughtfulness. And the sound is excellent. The coupling of the two familiar works, plus the Pennario name, should aid this new item very much. The selections were taken from Pennario's recent two-record release "The Young Schumann."

★★★★ BALLET MUSIC FROM THE OPERAS
Philharmonia Orchestra (Von Karajan). Angel S 35925 (Stereo & Monaural)—Von Karajan leads the Philharmonia in pleasing readings of ballet sequences from five operas: Verdi's "Aida," Moussourgsky's "Khovantschina," Borodin's "Prince Igor," Ponicchielli's "La Gioconda," and Wagner's "Tannhauser." All of the music is familiar and popular, making this LP a good recommendation for new collectors.

★★★★ BORODIN POLOVTSIAN DANCES FROM PRINCE IVR — SYMPHONY NO. 2 IN B MINOR
Vienna Philharmonic Orchestra (Kubelik). Capitol SG 7249 (Stereo & Monaural)—Rafael Kubelik with the Vienna Philharmonic Orchestra offers an exciting performance of both the "Polovtsian Dances from Prince Igor" and the "Symphony No. 2 in B Minor" although there are numerous recordings of each (especially the Polovtsian Dances) this is the only stereo package with this coupling in the catalog.

★★★★ THE IRRESISTIBLE MR. STRAUSS
The Philharmonia Promenade Orchestra (Krips). Angel S 35873 (Stereo & Monaural)—Henry Krips conducting the Philharmonia Promenade Orchestra sets an invigorating pace through a program of Johann Strauss' waltzes, polkas and overtures. Included are vibrant readings of "The Emperor Waltz," "Die Fledermaus Overture," and "Tritsch-Tratsch Polka." A salable item with substantial stereo sound.

★★★★ EXOTIQUE
Whitemore and Lowe. Capitol SP 8550 (Stereo & Monaural)—This might easily be termed classical mood music and it's highly suitable for background purposes. The duo pianists offer Debussy's well-known theme "Prelude to the Afternoon of a Faun," in addition to selected short works by Ravel, Rachmaninoff, Cesar Cui, Charles Griffes, Arnold Bax and Cyril Scott. A pleasant program with considerable sales appeal.

SPECIALTY LP'S
★★★★
STRONG SALES POTENTIAL

CHILDREN'S
★★★★ THE NEW ADVENTURES OF PINOCCHIO
Original TV Sound Track. FTP MLP 7002 — Here is a charming new version of the kiddie standard, which will be syndicated nationally via tape, on TV this fall in 40 cities. The sound track spotlights some likeable original songs ("Monkey See," "Foxy Q. Fiddle," "Capl S. Cat," etc.) and stories. Has solid kiddie appeal.

SPOKEN WORD
★★★★ DEAR AUDIENCE, VOLUME 2
Blanche Yurka. Folkways FL 9842 — Volume two of veteran stage actress Blanche Yurka's "Dear Audience," is as effective and rewarding as Vol. 1. Miss Yurka analyzes and enacts scenes from famous plays by Shaw, Wilde, Sheridan and Congreve. A must for theater collectors and drama students.

COUNTRY & WESTERN
★★★★ ENCORE
Louvin Brothers. Capitol T 1547—This collection of hit singles by Ira and Charlee Louvin, collected and reissued as an LP, should have substantial appeal among buyers of country music. Among the duo's proved successes included here are "Childish Love," "Call Me," "Cash on the Barrel Head" and "Ruby's Song." Strong c.&w. wares.

INTERNATIONAL
★★★★ DANCE MUSIC OF INDIA
Capitol T 10263—This interesting album contains original compositions by Timir Biran, the Indian composer who created special music for the Uday Shanker dance troupe. The works here are based on classical ragas, and rhythmic talas, are melodic and surprisingly similar to Latin-American rhythms. Attractive cover and contents should help set's appeal.

★★★★ THE ISLANDS CALL
The Surfers. HIFI R 427—A good package of Hawaiian songs, including authentic and Tin Pan Alley types. "Keep Your Eyes on the Hands," "Blue Hawaii," "Sophisticated Hula," are included.

★★★★ AN EVENING WITH NAJAH SALAM AND MUHAMMAD SALMAN
Capitol T 10277—The music of today's Near East is movingly sung here by the Lebanese man and wife team of Najah and Muhammad Salman. The series of six songs form a little story of romance. The performances are exciting and a fine mixed chorus and native orchestra of oud, strings, flute, and percussion accompany the pair with gusto. This should appeal to persons of Near and Middle Eastern ancestry.

GOSPEL
★★★★ GO OUT TO THE PROGRAM
Oak Ridge Quartet, Skylite SRLP 5982—Here is an exciting group indeed. The title of the set refers to the typical Friday and Saturday evening gospel singing shows prevalent throughout the Bible Belt and the idea is for the listener to "go out to the program" whenever one shows up in his town. The Oak Ridge boys have a wonderfully dedicated quality and they vocalize with great harmonic rapport. "That Great Judgment Day," "In the Morning" and "Read That Book" are samples. If the program is like this, folks should go by all means.

★★★★ THE LINCOLN HYMNS
Tex Ritter. Capitol SW 1562 (Stereo & Monaural)
(Continued on page 30)

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JUNE 11

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.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	3	TRAVELIN' MAN	By Jerry Fuller—Published by Four Star Sales (BMI)	5
2	5	RUNNING SCARED	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	5
3	4	DADDY'S HOME	By James Sheppard-Clarence Bassett-Charles Baker—Published by Keel-Betalbin (BMI)	8
4	2	RUNAWAY	By Max Crook-C. Westover—Published by Vickie (BMI)	11
5	6	ONE HUNDRED POUNDS OF CLAY	By Elgin-Dixon-Rogers—Published by Gil (BMI)	10
6	1	MOTHER-IN-LAW	By Allan Toussaint—Published by Minit (BMI)	10
7	24	STAND BY ME	By King-Glick—Published by Progressive-Trio (BMI)	2
8	—	WRITING ON THE WALL	By Barkan-Baron-Eddy—Published by Winneton-Glenville (BMI)	1
9	8	MAMA SAID	By Dixon-Dennison—Published by Ludix-Betalbin (BMI)	6
10	7	BREAKIN' IN A BRAND NEW BROKEN HEART	By Greenfield-Keller—Published by Aldon (BMI)	7
11	9	I FEEL SO BAD	By Chuck Willis—Published by Berkshire (BMI)	3
12	15	MOODY RIVER	By Gary Bruce—Published by Kava (BMI)	2
13	13	PORTRAIT OF MY LOVE	By Cyril Ornadel-David West—Published by Piccadilly (BMI)	9
14	—	EVERY BEAT OF MY HEART	By Johnny Otis—Published by Valjo (BMI)	1
15	16	HELLO MARY-LOU	By Gene Pitney—Published by January (BMI)	4
16	17	RAINDROPS	By Des Clark—Published by Conrad (BMI)	2
17	14	HELLO WALLS	By Willie Nelson—Published by Pamper (BMI)	5
18	29	YOU ALWAYS HURT THE ONE YOU LOVE	By Fisher-Roberts—Published by Pickwick (ASCAP)	2
19	—	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)	1
20	30	EXODUS	By Gold—Published by Chappell (ASCAP)	27
21	25	BARBARA ANN	By Fassett—Published by Cousins-Shoestring (BMI)	2
22	12	TRAGEDY	By Nelson-Burch—Published by Bluff City (BMI)	4
23	—	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Steven (BMI)	1
24	—	QUARTER TO THREE	By Barge-Guida-Anderson-Rayster—Published by Pepe (BMI)	1
25	18	LITTLE DEVIL	By Neil Sedaka-Howard Greenfield—Published by Aldon (BMI)	4
26	27	LULLABYE OF LOVE	By Michals-Muskin-Mann—Published by Harvest-Recherche (ASCAP)	2
27	—	PEANUT BUTTER	By Barnum-Cooper-Smith-Goldsmith—Published by Arcee (BMI)	1
28	21	GIRL OF MY BEST FRIEND	By Ross-Bohrick—Published by Elvis Presley (BMI)	3
29	—	I'M A FOOL TO CARE	By Ted Daffan—Published by Peer (BMI)	1
30	—	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. TRAVELIN' MAN — Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.
2. RUNNING SCARED—Roy Orbison, Monument 438.
3. DADDY'S HOME—Shep and the Limelites, Hull 740.
4. RUNAWAY—Del Shannon, Big Top 3067.
5. ONE HUNDRED POUNDS OF CLAY — Gene McDaniels, Liberty 55308.
6. MOTHER-IN-LAW — Ernie K-Doe, Minit 623; Four Sportsmen, Sunnbrook 2.
7. STAND BY ME — Ben E. King, Atco 6194.
8. WRITING ON THE WALL—Adam Wade, Coed 550.
9. MAMA SAID — Shirelles, Scepter, 1217.
10. BREAKIN' IN A BRAND NEW BROKEN HEART—Connie Francis, MGM 12995.
11. I FEEL SO BAD—Elvis Presley, Vic 7880.
12. MOODY RIVER—Pat Boone, Dot 16209; Chase Webster, Southern Sound 101.
13. PORTRAIT OF MY LOVE—Steve Lawrence, United Artists 291; Matt Monro, Warwick 624; Bob Wilson, Dec 31212.
14. EVERY BEAT OF MY HEART—Pips, Vee Jay 386; Gladys Knight, Fury 1050; Midnighters, Deluxe 6190.
15. HELLO MARY LOU — Ricky Nelson, Imperial 5741.
16. RAINDROPS—Dee Clark, Vee Jay 383.
17. HELLO WALLS — Faron Young, Cap 4533.
18. YOU ALWAYS HURT THE ONE YOU LOVE—Clarence Henry, Argo 5388; Ada Lee, Atco 6189.
19. NEVER ON SUNDAY—Don Costa, United Artists 234; Melina Mercouri, United Artists 304; Lale Anderson, King 5478; Chordettes, Cadence 1402.
20. EXODUS—Pat Boone, Dot 16176; Ferrante and Telcher, United Artists 274; Eddie Harris, Vee Jay 378; Legends, Col 41949; Mantovani, London 1935; Medallion Strings, Medallion 602; Edith Piaf, Cap 4564.
21. BARBARA ANN — Regents, Gee 1065.
22. TRAGEDY — Fleetwoods, Dolton 40; Wayne Thompson, Fernwood 109.
23. TOSSIN' AND TURNIN' — Bobby Lewis, Belmont 1002.
24. QUARTER TO THREE — U. S. Bonds, Le Grand 1008.
25. LITTLE DEVIL—Neil Sedaka, Vic 7874.
26. LULLABYE OF LOVE — Frank Carl, Crusade 1021.
27. PEANUT BUTTER — Marathons, Arcee 5027; Vibrations, Argo 5389.
28. GIRL OF MY BEST FRIEND—Ral Donner, Gone 5102; Eddie Wood, Ember 1064.
29. I'M A FOOL TO CARE—Joe Barry, Smash 1702; Oscar Black, Savoy 1600.
30. BOLL WEEVIL SONG — Brook Benton, Mer 71820.

Reviews and Ratings of New Albums

Continued from page 28

MONASURAL—A collection of hymns based on "a recently discovered volume of Abraham Lincoln's favorite devotional readings." Songwriter Marvin Moore has set the inspirational words to music. Baptist minister Ralph Carmichael conducts the choir that does a fine job in backing Tex Ritter's deep and stirring vocalizations in his Western, down-to-earth manner. "A Paradise Below," "The Path of Sorrow," "The Everlasting Song" and "Salvation! Oh the Joyful Sound," are some of the best. A timely item.

COMEDY

★★★★ **HERE'S NYE IN YOUR EYE**
Louis Nye, United Artists UAL 4089—Louis Nye has some very funny sketches on his latest spoken word comedy disk. This album is composed of six vignettes which point topical barbs at contemporary situations. There are hilarious moments about a hippy type musician making a loan at a bank, an emotional newscaster, and the rookie's introduction to the Army Sergeant. Nye's talent for various voices adds to the effectiveness of the disk as does the dubbed in laughter.

RHYTHM & BLUES

★★★★ **BLUES 'N' TROUBLE**
Various Artists, Arhoolie FS 101—The label which specializes in down home blues presents a lot for the money here. There are various artists—so that the package is like a sampler of the line. Included are Big Joe Williams, Lowell Fulson, Mance Lipscomb and Mercy Dee.

SPOKEN WORD

★★★★ **SHAKESPEARE: A MIDSUMMER NIGHT'S DREAM**
Hilton Edwards and Michael MacLiammola's Dublin Gate Theatre Production. Spoken Word SW A5—The Spoken Word label continues to expand its collection of Shakespearean repertoire with the addition of a fantasy and a tragedy. The Dublin company of players perform in the great tradition and their collective dramatic skill is exemplary indeed. The first-named package appears to have been available previously while "The Tempest" is a new edition. Since neither of these works have received the recorded attention of some of the others of the Bard, the sets constitute good items for collectors.

LIMITED SALES POTENTIAL

CLASSICAL

MADRIGALS & MOTETS
Budapest Madrigal Ensemble (Szerkeres). (Monitor MC 2054.

TOCH: STRING QUARTET NO. 10, OP. 28; STRING QUARTET NO. 13, OP. 74
American Art Quartet; Roth Quartet. Contemporary Composers Series M 6008.

LYSENKO: NATALKA POLTAVKA
Kiev Shevchenko Opera Theater. Monitor MC 2053.

SHAKESPEARE: THE TEMPEST
Hilton Edwards and Michael MacLiammola's Dublin Gate Theatre Production.

INTERNATIONAL

POLISH-AMERICAN LOVE AFFAIR
Jerzy Michotek and Maria Koterboka. Bruno BR 50173.

A VISIT TO FINLAND
Famous Helsinki Artists. Capitol T 10270.

POPULAR STARS OF WARSAW VOL. I
Slawa Przybylska. Bruno BR 50176.

POPULAR STARS OF WARSAW VOL. II
Bruno BR 50177.

SONGS OF THE SPANISH CIVIL WAR VOL. I
Folkways FH 5436.

CZY PANI MIESZKA SAMO? (ARE YOU LIVING ALONE, MADAME?)
Popular Orchestras of Warsaw. Bruno BR 50172.

SPAIN
Lutys de Luz. Monitor MFS 357. (Stereo & Monaural).

FOLK

THE FOLK MUSIC OF THE NEWPORT FOLK FESTIVAL 1959-1960 VOL. I
Folkways FA 2431.

THE FOLK MUSIC OF THE NEWPORT FOLK FESTIVAL 1959-1960 VOL. II
Folkways FA 2432.

SONGS OF SOUTH AFRICA
Shimon Ash. Folkways FW 8710.

Reviews and Ratings of New Records

Continued from page 23

CHARLIE PHILLIPS
★★★★ No More Sugartime — COLUMBIA 42035 — Phillips once had "Sugartime," later recorded by the McGuire Sisters, and here's a sort of late answer. This one, however, is strongly in the pop groove, with chorus and a pop-styled arrangement. An agreeable effort. (Dundee, BMI) (2:10)

★★★ Welcome to the Wedding — The chanter sells this good ballad in emotional style. The side is in slow, pulsing tempo and it's done with chorus effects. (Big "D"-Neirae, BMI) (2:30)

ANITA WOOD

★★★★ I Can't Show How I Feel — SUN 361 — The girl has a lovely tune to sing here, and she does it with much feeling. Clever violin figures and a touch of Latin in the rhythm makes it a very listenable disk. (Tracey-Knox, BMI) (2:00)

★★★ I'll Wait Forever — A soft rock ballad in three-quarter time. The girl sings it with feeling. (Tracey-Hi Lo, BMI) (2:50)

TOMMY SANDS
★★★★ I Love My Baby — CAPITOL 4580 — Tommy is all happiness on this bright tune. Side rocks along on a Latin kick with chorus and strings adding to the festivities. (Sherman-DeVorzon, BMI) (1:47)

★★★ Love in a Goldfish Bowl — Tommy's fine voice is applied here to the tune from the flick of the same name. Tune is a cute novelty which rocks along in a Latin groove. (Famous, ASCAP) (2:12)

BETTY JOHNSON
★★★★ Let Me Be the One — REPUBLIC 2017 — A strong side by the thrush and the backing helps her much. Has an appealing quality that could score. (Four Star Sales, BMI) (2:00)

★★★ Only When I Dream — Betty Johnson turns in a tender performance of a pretty tune, aided by a big ork and chorus arrangement. Worth exposure. (Four Star Sales, BMI) (2:12)

PHIL WILSON
★★★★ Wishin' on a Rainbow — HURON (Continued on page 32)

WARNING—The title "HONOR ROLL OF HITS" is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent. Requests for such consent should be submitted in writing to the publishers of Billboard Music Week at 1564 Broadway, New York 36, N. Y.

Seven Smash Singles!

CHET ATKINS - "Windy and Warm" - 7891

SAM COOKE - "Cupid" - 7883

FLOYD CRAMER - "San Antonio Rose" - 7893

RAY ELLIS - "La Dolce Vita" - 7888

DON GIBSON - "Sea of Heartbreak" - 7890

GEORGE HAMILTON IV - "Ballad of Widder Jones" - 7881

NEIL SEDAKA - "Little Devil" - 7874

*...a lucky number for dealers
from*

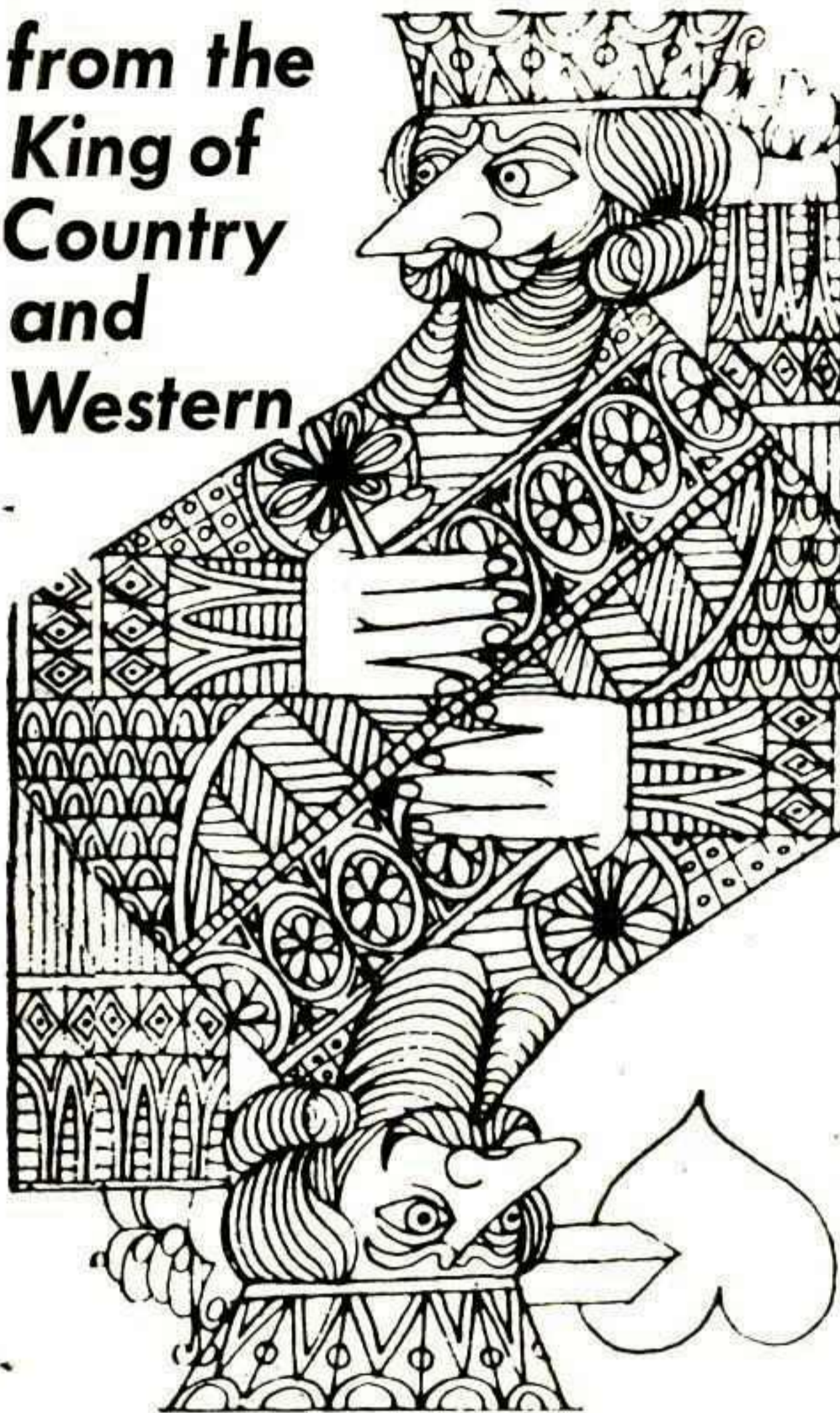


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Ask your distributor about the Compact 33,
the newest idea in records.

from the
King of
Country
and
Western



GEORGE JONES

Ruling the Charts for 30 Weeks with
WINDOW UP ABOVE

♥ Another Royal Hit

TENDER YEARS

#71804



● Reviews and Ratings of New Records

● Continued from page 30

22000 — The boy has a soft ballad here that's handled in something of the Latin style. Good wax with a chance. (Dove, BMI) (2:10)

★★★ Just Me — The Latin beat is very much in evidence on this side. The boy sings the "one more chance" lyric in nice style. (Dove, BMI) (2:02)

THE FOUR CAL-QUETTES

★★★★ Star Bright — CAPITOL 4574 — Double-tracking of the girl's vocal group at a fast tempo gives a solid and exciting sound to this disk. The group had an action item "Sparkle and Shine" when known as the Four Coquettes (Lar-Bell, BMI) (1:59)

★★★ Billy My Billy — Girl with the "celestial" sound is given show spot on this side. Double-tracking of the singers again makes for an effective side that the kids might dig. (Lar-Bell, BMI) (2:16)

FRAN LORI

★★★★ A Teenage Prayer — SUNNY-BROOK 3 — Sweet multi-track piping on the old hit. Strong teen appeal side. It has a chance to take off. (LaSalle, ASCAP) (2:30)

★★★ The Young Cavallero — Pretty multi-track vocal stint by the gal on an attractive tune. (Regent, BMI) (2:20)

TITUS TURNER

★★★★ Horsin' Around — JAMIE 1189 — Titus Turner comes through with a strong reading of a danceable blues item here. Side packs excitement and could grab coins. (Painted Desert, BMI) (2:11)

★★★ Chances Go Around — The chanter sells a blues-ballad with a lot of feeling in his usual shouting style. Also as good side but flip has more potential. (Shapiro-Bernstein, ASCAP) (2:19)

BOB HALLEY

★★★★ Walking With Joe — REGATTA 2001 — A ballad, with the vocal backed by an arrangement featuring organ. Very tasteful. (Pub, BMI) (2:15)

★★★ Annie Threw a Party — A rocker, uptempo, with a forthright, shouted vocal. (Pub, BMI) (2:18)

BUNNY SIGLER

★★★★ Come On Home — CRAIG 501 — His money's gone and he needs his chick, hence the title. It's a good rockaballad tastefully done; with a church-styled vocal. Writer is Junior Parker. (Lion, BMI) (2:30)

★★★ I Won't Cry — Similar to the flip in style. Arrangement, too, is a tasteful rockaballad. (Ron, BMI) (2:25)

BETTY ROGERS

★★★★ Hey Good Lookin' — SKY 601 — A vigorous reading by the gal of the great Hank Williams hit. Good rockin' background supports. Gal has a solid sound. (Acuff-Rose, BMI) (2:30)

★★★ Cry — Johnnie Ray's old hit is performed in pleasant style by the gal against nice rhythm support. Flip has the edge. (Shapiro-Bernstein, ASCAP) (2:24)

DICK CONTINO

★★★★ Lady of Spain — MERCURY 71822 — A soft and sultry rendition of the familiar standard featuring the agreeable accordion sound of Contino, against a flashy chorus and ork backing. Strong, persuasive, Latin rhythm effort that could grab a lot of jockey and box action. (Sam Fox, ASCAP) (2:10)

★★★ Chick-Chick-A-Chongo — A Latin gal who walks like the pachanga, charanga and other dances of that ilk. Contino is heard on the vocal here and he does it somewhat in calypso style for good results. A cute idea and it's well done. Could grab action. (Marks, BMI) (2:20)

GINO AND GINA

★★★★ Why Do You Make Believe — BRUNSWICK 55215 — A cute rocker, with Gino carrying melody against Gina's plaintive recitation, "Pretty Baby." It's somewhat like the pair's original hit on Mercury several seasons back. Side is done effectively against a tricky arrangement and it could score. Watch it. (Figure, BMI) (2:16)

★★★ I Hope You're Satisfied — The couple sing this moderate-paced rocker ballad in duet fashion. Nice sound but the flip merits the attention here. (Figure, BMI) (2:07)

BEVERLY ANN GIBSON

★★★★ Love's Burning Fire — LANDA 671 — Beverly Gibson turns in a first-rate read-

(Continued on page 34)

BILLBOARD MUSIC WEEK HOT C&W SIDES

FOR WEEK ENDING JUNE 11

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	WEEKS ON CHART	
				WEEKS ON CHART	WEEKS ON CHART
1	1	1	1	HELLO WALLS, Faron Young, Capitol 4533	12
2	2	2	3	FOOLIN' AROUND, Buck Owens, Capitol 4496	19
3	3	6	10	I FALL TO PIECES, Patsy Cline, Decca 31205	10
4	4	10	8	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193	13
5	8	5	6	HEART OVER MIND, Ray Price, Columbia 41947	12
6	5	4	4	THE BLIZZARD, Jim Reeves, RCA Victor 7855	11
7	7	3	2	DON'T WORRY, Marty Robbins, Columbia 41922	18
8	—	—	—	SWEET LIPS, Webb Pierce, Decca 31249	1
9	6	7	5	WINDOW UP ABOVE, George Jones, Mercury 71700	31
10	12	23	—	LOOSE TALK, Buck Owens & Rose Maddox, Capitol 4550	3
11	13	24	29	BEGGAR TO A KING, Hank Snow, RCA Victor 7869	4
12	24	—	—	HEARTBREAK U. S. A., Kitty Wells, Decca 31246	2
13	10	8	7	I'LL JUST HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732	22
14	11	16	24	HAND YOU'RE HOLDING NOW, Skeeter Davis, RCA Victor 7863	7
15	15	—	—	RAGGED BUT RIGHT, Moon Mullican, Starday 545	2
16	—	—	—	THOUGHTS OF A FOOL, Ernest Tubb, Decca 31241	1
17	22	22	27	MENTAL CRUELTY, Buck Owens & Rose Maddox, Capitol 4550	4
18	23	13	14	THE TWENTY-FOURTH HOUR, Ray Price, Columbia 41947	11
19	26	—	—	DON'T LET YOUR SWEET LOVE DIE, Don Reno & Red Smiley, King 5469	2
20	17	12	20	I LOVE YOU BEST OF ALL, Louvin Brothers, Capitol 4506	13
21	9	9	9	SLEEPY-EYED JOHN, Johnny Horton, Columbia 41963	7
22	—	—	—	FROM HERE TO THERE TO YOU, Hank Locklin, RCA Victor 7871	1
23	28	—	—	FLAT TOP, Cowboy Copas, Starday 542	3
24	—	—	—	JIMMY MARTINEZ, Marty Robbins, Columbia 42008	1
25	25	—	—	TEACH ME HOW TO LIE, Hank Thompson, Capitol 4556	2
26	—	—	—	COUNTRY MUSIC TIME, Lonzo & Oscar, Starday 543	1
27	—	—	—	WHEN TWO WALLS COLLIDE, Roger Miller, RCA Victor 7878	1
28	16	—	—	FAMILY BIBLE, George Jones, Mercury 71721	2
29	29	—	—	OKLAHOMA HILLS, Hank Thompson, Capitol 4556	2
30	14	19	21	EVERYBODY'S DYIN' FOR LOVE, Jimmy Newman, Decca 31217	8

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St. Louis 1, Mo. 812 Olive St. Chestnut 1-6443
Cincinnati 22, Ohio 2160 Patterson St. Dunbar 1-6450

AN IMPORTANT MESSAGE TO YOU FROM BOB HOPE

My Dear Friend:

Perhaps the summer of 1949 was a happy one for you, but for Barclay Allen, the young, successful composer-pianist of Freddy Martin's Orchestra, the summer of 1949 was a most tragic one.

The newspaper headlines told the story of the screeching of brakes, the crashing of steel and glass, leaving Barclay with a broken neck and severed spinal cord. This horrible accident shocked Barclay's friends and fans all over America. Twelve years have passed since that fateful summer, but Barclay Allen, paralyzed from the chest down and confined to a wheel-chair, has done his best to continue with his musical career.

Recently, and unfortunately, Barclay sustained another injury to his right arm and shoulder, and is again confined to a hospital facing another major operation. Amazingly, Barclay's faith and courage are stronger than ever; and surely his prayers are being answered because some of his friends have gotten together to honor him, his musical genius, and talent.

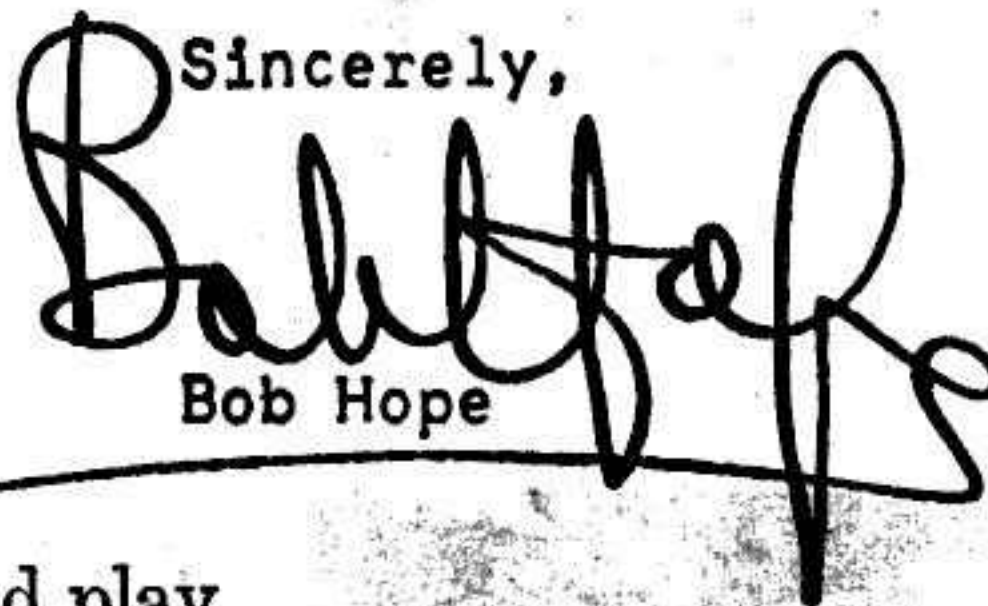
Jane Russell, Connie Haines and Beryl Davis, along with Lou Busch and his orchestra, have recorded the first vocal rendition of Barclay's great composition, "Cumana," on the Warner Bros. label.

The other side features a new star, Tommy "The Ace" Carruthers & The Avengers, and is called "Cumana Boogie."

This is the first time I've ever asked any of my friends to play a certain record. But this is a special request because everyone connected with this record donated their time and talents, so that all royalties go to Barclay Allen.

Please help us bring cheer to the heart of a fine, brave and courageous man who truly believes that "Faith can move mountains." Thank you and may God bless you and yours.

Sincerely,



Bob Hope

...won't you please help and play

BARCLAY ALLEN'S
"CUMANA"

All proceeds from the sale and performance of this recording to be given to Barclay Allen.



CHART* CLIMBERS!



A HIT "THEME" ...

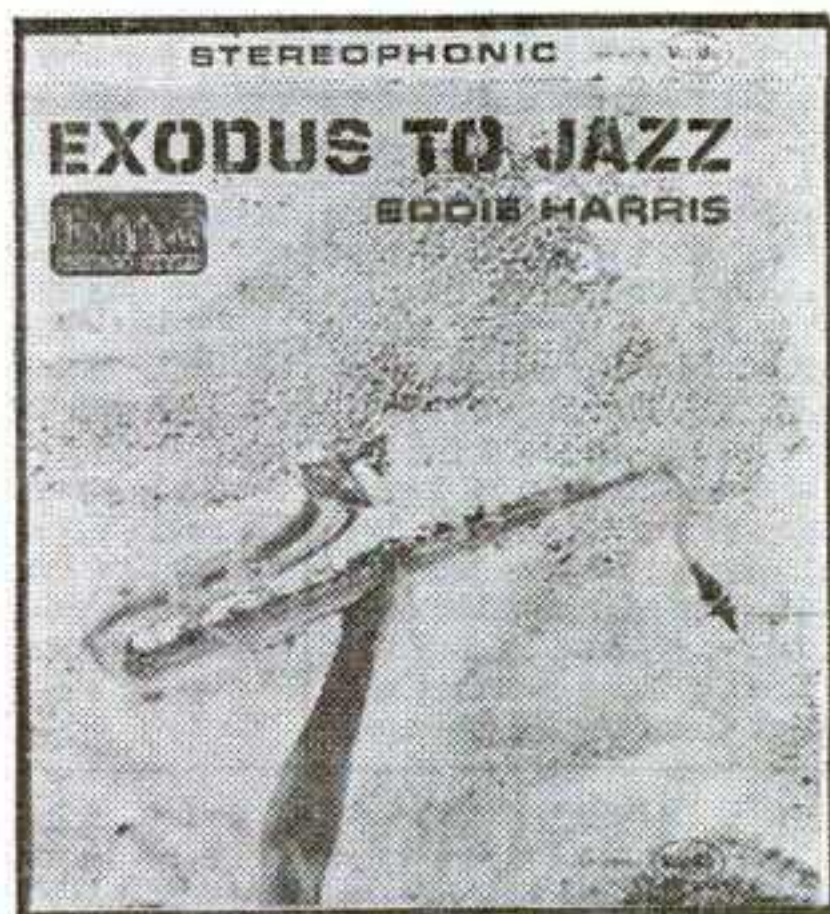
"EXODUS"

by **EDDIE HARRIS**

VEE JAY 378

NOW A HIT LONG PLAY!!

EXODUS TO JAZZ



EXODUS TO JAZZ—EDDIE HARRIS
Chicago's newest tenor sax sensation, in his first, a truly great Inventive, Long Play.

VEE JAY LP 3016

93 on the HOT 100

37 on the HOT 100

15 on the HOT 100

96 among 150 Best Selling MONAURAL LP's

43 on the HOT 100

We Told You So And We're Glad!

"BIG BOSS MAN"

by

JIMMY REED

VEE JAY 380

GOING TO NO. 1

"RAINDROPS"

by

DEE CLARK

VEE JAY 383

Best Buy in POP AND R. AND B.

"EVERY BEAT OF MY HEART"

by

THE PIPS

VEE JAY 386

The Most Exciting Saga of the Civil War Centennial!

"THE BURNING OF ATLANTA"

by

CHUCK TAYLOR

VEE JAY 388

D.J.'s: Write to



1449 S. Michigan, Dept. B, Chicago 5, Ill.

*All surging up the Billboard Music Week Charts

UNCENSORED PRESS

Jockeys' Newsletters Back and Biting Again

• Continued from page 1

Drew, WGST, Atlanta; Dick Summer, WISH and WISH-TV, Indianapolis. Canadian deejays are also on a newsletter kick. North-of-the-border scribes include George Balcaen, CKOC, Hamilton, Ontario, and three CKWX, Vancouver, jockeys—Red Robinson, Del Erickson and Buddy Clyde Hatton.

One of the most outspoken newsletter writers is Denver jock Joe Finan, who made headlines during the payola probe days when he was with Westinghouse's Cleveland outlet, KYW. Finan takes an occasional dig at his old boss (i.e., "Westinghouse certainly doesn't seem to know which way to go. Gordon Davis out at WIND in Chicago and good music in. Wonder how Howard (Miller) does with a swinging Lombardo record?")

He's also rough on distributors at times. For example, in one of his recent letters he wrote, "How ridiculous can it get. The same distributor has both versions of 'Oldies but Goodies,' but I must admit he's playing it safe. He's not promoting either one."

In a more charitable mood, Finan bid his old arch rival Bill Randle a fond farewell when the latter retired from the air a couple of months ago—"Good luck to one of the real pros in the business."

He also expressed considerable sympathy for Peter Tripp on the latter's recent conviction on commercial bribery charges in New York. Asking the trade to "stop blasting Peter in private conversation," he added, "For some of you I know perhaps a silent

Tom Edwards Bows Disk Hop Advice Service

CLEVELAND — Veteran disk jockey Tom Edwards and his wife Ann have started a record hop advisory service for radio stations throughout the country.

The Edwardses conduct seminars for deejays and management and also appear themselves to help promote each hop. The service is offered at a flat rate of 70 per cent of the total ticket receipts and a minimum guarantee of \$25. Under the latter plan, Edwards says stations must charge at least 65 cents admission. Edwards does not take any share of refreshment sales.

The Edwardses' hop packages include free records as giveaways; autographed photos of disk stars; two dance contests with prizes; a picture gallery of stars and their current hits on a folding display board, and Edwards' old trademarked color slide shows of record artists. The Edwardses transport their record hop equipment in a panel truck and carry duplicates of all equipment in case of breakdowns of any components.

In addition to conducting the new hop service, Edwards does a daily country and western show (originating from his Cleveland home) on WADC, Akron, Ohio, and runs a mail order record shop specializing in c.&w. records. However, Edwards notes that he "sends all records ordered," regardless of category.

prayer—"There but for the grace of God go I."

Unlike many stations which have been "running scared" in the area of record giveaway promotions, Finan recently stated bluntly, "If there's a possibility that you have some dead stock (and I imagine some of you have a few records lying around somewhere) that you would like to get rid of, would you please call me? We would be very happy to pay the express charge. With the number of activities and record-hops and the like that are coming up, we are going to need a lot of promotional records."

Cowley Clippings

Paul Cowley, WKLO, Louisville, who has resumed his old newsletter after almost a year, opened his own record shop last summer. He features two top-disk lists in his newsletters—best sellers in his shop and those most requested on his radio show and Hi-Fi hops. Cowley follows a more conservative editorial approach in his newsletters. "The basic idea," he said in a recent letter, "is not to pan, editorialize, criticize like other letters I've seen, but simply to keep you up to date on what's happening in at least one important market."

Dick Summer, WISH, Indianapolis, probably expressed the inner feelings of more than one deejay-newsletter writer when he tongue-in-cheeked, "In this sheet each week I solve the problems facing broadcasting with a few snide remarks, pass along my hyped list of hot new releases and finish by making a few observations that sometimes prompts the boss to reprocess my little finger through the small hole in the pencil sharpener."

Canadian Critics

Canadian jocks Red Robinson, CKWX, Vancouver, and George Balcaen, Hamilton, Ontario, recently came out strongly against phony record hypes. Complaining about false reports from dealers on best sellers, Robinson said, "Some of them give us a phony story . . . in order to move merchandise that they have sitting on their shelves gathering dust."

Balcaen wrote, "At best, any station's hit list is a personal evaluation of the current record scene—nothing more. But it should be as honest as you can make it. We've had requests to 'see how this one'll go on your chart.' Please, distribs, send out the promotion guys (we love to see 'em), but don't try and 'snow' us on a cut that you've over-produced by several thousand."

The newsletter pioneer, Tommy Edwards, WADC, Akron, Ohio, has not resumed his old sheet as yet, but he has started a new record hop packaging service for stations. (See story elsewhere in this issue for details.)

Tom Clay is probably the all-time "most-outspoken newsletter" champ. However, Clay discontinued his newsletter when he left WQTE, Detroit, a few months ago. Hy Lit, WCQM, Camden, N. J., had some cheering words for Clay in one of his recent newsletters. Lit wrote, "Speaking of the big people, Tom Clay, you're being pushed from all ends, but don't you worry, the wheel turns and your day will come. Tom, you have too much talent, and just like a record, you've got it in the groove."

PROGRAMMING PANEL

THE QUESTION

Do you have any favorite phrase or sentence for introducing a record?

THE ANSWERS

BOB ADKINS
KNEW, Spokane, Wash.

I don't have any. I try for different intros while watching out for the too-cute intros. Like all format stations, we have certain phrases we use, such as "Preview Extra, Deejay Pick Hit," but try to keep as fresh as possible. But how many different ways can you say, "Here's Elvis with 'Hound Dog!'" After new releases, we always recap artist and title since, being new, it is unfamiliar.



BRUCE PARSONS
WYFI-FM, Norfolk, Va.

I do not have a favorite sentence or phrase for introducing a record for I don't want my show to be chock full of clichés. I find it a challenge and important during the time in one air presentation to never introduce a record the same way. If a broadcaster wants to sound like 10 other broadcasters, he will most likely use such phrases as "You are hearing Shearing" and "To open the show, here is" etc., etc.



GENE FEEHAN
WFUV-FM, New York

Inasmuch as my show, "Speaking of Jazz," develops a specific, full-hour theme, no particular phrase or sentence would be appropriate for introductions. The spoken format has to be flexible, because I range from the Louis Armstrong of 1925 to today's Kenny Dorham, from chain-gang songs to the Chamber Jazz Sextet. One last note: I believe strongly in giving pertinent data about each side after as well as before it's played.



RED ROBINSON
CKWX, Vancouver, B. C.

I never use the same phrase twice in my introduction to a record. I always try to tie in something about the artist and the record itself. Each record has its own personality and its own meaning. When introducing a record I try to give it the same thought that I naturally give a star when introducing him in person to an audience. Repetition of introductions creates bad programming. Therefore my basic belief is to create new introductions to each separate disk.



ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

THE TIMETONES

Times Square Records waxes this new group comprised of lead, Rodgers La Rue, age 22; first tenor, Glenn Williams, age 24; bass, Claude (Sonny) Smith, age 21; baritone, Tom de George, and second tenor, Tom Glozek. La Rue, Williams and Smith are from Maryland, and Tommy de George and Tom Glozek are from New York. The boys all now reside in Glen Cove, N. Y., and have been together for two and a half years. Originally, de George, Glozek and Williams were part of another group. Two of the vocalists from that group left, and Williams called in La Rue and Smith, whom he had sung with in Maryland.



Currently their hot debut disk of "In My Heart" is burning its way up the charts to bring the Timetones into national prominence. The boys have been making personal appearances at record hops in cities along the East Coast.

Jimmy Barnes, their personal manager, met them two years ago when the Timetones won an amateur contest and has been with them since.

BOBBY LEWIS

Born February 17, 1933, in Indianapolis, Bobby Lewis spent most of his early childhood in an orphanage. At the age of five, the orphanage's board of directors sponsored him for piano lessons and young Lewis proved a good student.



He was adopted at the age of 12 and moved to Detroit, where he began his show business career with an early morning radio show on a local station. Later he made numerous appearances in local clubs and theaters.

Lewis' disk career took him through several labels, but it was Beltone's a.&r. man, Joe Rene, who recognized the lad's vocal abilities and put them to good use in his initial Beltone release, "Tossin' and Turnin'," which has become a solid hit.

Bobby Lewis is currently on a p.a. tour, and his first LP and follow-up single will be released soon.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Country music continues to zoom in the New Mexico sector. Station KRAZ, Albuquerque, N. M., has just taken to the air with a full-time c.&w. format, and its sister station, KRZE, Farmington, N. M., has been on the air since the first of the year with a country format. Jim Stone, of KRAZ, says he is in need of country releases from the past year. His address: Box 6003, Albuquerque, N. M. . . . Biff Collier, of KFOX, Long Beach, Calif., who spent the May 22-24 period

in the hospital for an oft-postponed physical, and was elated to find that he was as fit as the proverbial bass drum. He reports further that his wife Shirley, who had been plagued with the miseries for some time, is doing famously since undergoing an operation in January. "She's doing great," Biff says, "even considering the Freeway mishap she had some six weeks ago when a guy rammed her from behind."

Don Porter, now spinning
(Continued on page 39)

YESTERYEAR'S HITS

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

POP—5 Years Ago JUNE 9, 1956

1. Moonglow & Theme From Picnic, Morris Stoloff, Decca/George Cates, Coral
2. Ivory Tower, Cathy Carr, Fraternity/Otis Williams, De Luxe/Gale Storm, Dot
3. Heartbreak Hotel, Elvis Presley, RCA Victor
4. Wayward Wind, Gogi Grant, Era
5. Hot Diggity, Perry Como, RCA Victor
6. Standing on the Corner, Four Lads, Columbia
7. Blue Suede Shoes, Carl Perkins, Sun
8. Magic Touch, Platters, Mercury
9. Poor People of Paris, Les Baxter, Capitol
10. Walk Hand in Hand, Tony Martin, RCA Victor

POP—10 Years Ago JUNE 9, 1951

1. How High the Moon, Les Paul & Mary Ford, Capitol
2. On Top of Old Smoky, Terry Gilkyson & Weavers, Decca
3. Too Young, Nat King Cole, Capitol
4. Mockin' Bird Hill, Les Paul & Mary Ford, Capitol/Patti Page, Mercury
5. Sound Off, Vaughn Monroe, RCA Victor
6. Rose, Rose I Love You, Frankie Laine, Columbia
7. Loveliest Night of the Year, Mario Lanza, RCA Victor
8. Jazazel, Frankie Laine, Columbia
9. Mister & Mississippi, Patti Page, Mercury
10. I Apologize, Billy Eckstine, MGM

ROCK & ROLL—5 Years Ago—JUNE 9, 1956

- I Want You to Be My Girl, Frankie Lyman & the Teenagers, Geo
Fever, Little Willie John, King
Corrina, Corrina, Joe Turner, Atlantic
Treasure of Love, Clyde McPhatter, Atlantic
Little Girl of Mine, Cleffones, Geo

- Please, Please, Please, James Brown & Famous Flames, Federal
Ivory Tower, Otis Williams & the Charms, DeLuxe
A Casual Look, Six Teens, Flip
A Kiss From Your Lips, Flamingos, Checker
We Go Together, Moonglows, Chess

BILLBOARD PROGRAMMING GUIDE SINGLES BY CATEGORY

MUSIC WEEK

These listings, from this week's Hot 100, have been broken down by type of music for easy programming. Sides that fall into more than one category receive multiple listings.

EASY LISTENING

ANNA, Jorgen Ingmann, Atco 6195
 BILBAO SONG, Andy Williams, Cadence 1398
 BOLL WEEVIL SONG, Brook Benton, Mercury 71820
 BONANZA, Al Caiola, United Artists 302
 JURA, Les Paul and Mary Ford, Columbia 41994
 MILORD, Teresa Brewer, Coral 62265
 MOODY RIVER, Pat Boone, Dot 16209
 MY KIND OF GIRL, Matt Monro, Warwick 636
 NEVER ON SUNDAY, Don Costa, United Artists 234
 OLE BUTTERMILK SKY, Bill Black's Combo, Hi 2036
 SAN ANTONIO ROSE, Floyd Cramer, RCA Victor 7893
 TAKE GOOD CARE OF HER, Adam Wade, Coed 546
 THAT'S THE WAY WITH LOVE, Piero Soffici, Kip 274
 WAYWARD WIND, Gogi Grant, Era 3045
 WILD IN THE COUNTRY, Elvis Presley, RCA Victor 7880
 WRITING ON THE WALL, Adam Wade, Coed 550
 YELLOW BIRD, Arthur Lyman, Hi Fi 5024
 YOU CAN DEPEND ON ME, Brenda Lee, Decca 31231

TEEN BEAT

BARBARA ANN, Regents, Gee 1065
 BETTER TELL HIM NO, Starlets, Pam 1003
 BIG BIG WORLD, Johnny Burnette, Liberty 55318
 BLUE MOON, Marcels, Colpix 186
 BREAKIN' IN A BRAND NEW BROKEN HEART, Connie Francis, MGM 12995
 BUZZ BUZZ A-DIDDLE-IT, Freddy Cannon, Swan 4071
 CAN'T HELP LOVIN' THAT GIRL OF MINE, Excels, R.S.V.P. 111
 COUNT EVERY STAR, Donnie and the Dreamers, Whale 500
 DANCE ON LITTLE GIRL, Paul Anka, ABC-Paramount 10220
 (DANCE THE) MESS AROUND, Chubby Checker, Parkway 822
 EVERY BEAT OF MY HEART, Gladys Knight, Fury 1050
 EVERY BEAT OF MY HEART, Pips, Vee Jay 386
 GIRL OF MY BEST FRIEND, Ral Donner, Gone 5102
 GIRL'S A DEVIL, Dukays, Nat 1003
 GLORY OF LOVE, Roomates, Valmor 008
 HALFWAY TO PARADISE, Tony Orlando, Epic 9431
 HATS OFF TO LARRY, Del Shannon, Big Top 3075
 HEART AND SOUL, Cleffones, Gee 1064
 HELLO, MARY LOU, Ricky Nelson, Imperial 5741
 HOLD BACK THE TEARS, Delacardos, United Artists 310
 HOW MANY TEARS, Bobby Vee, Liberty 55325

I DON'T MIND, James Brown, King 5466

I FEEL SO BAD, Elvis Presley, RCA Victor 7880
 I'M A FOOL TO CARE, Joe Barry, Smash 1702
 IN MY HEART, Time-Tones, Times Square 421
 IT KEEPS RAININ', Fats Domino, Imperial 5753
 I'VE TOLD EVERY LITTLE STAR, Linda Scott, Canadian-American 123

JUST FOR OLD TIME'S SAKE, McGuire Sisters, Coral 62249
 LITTLE DEVIL, Neil Sedaka, RCA Victor 7874
 LITTLE EGYPT, Coasters, Atco 6192

LITTLE FEELING, A, Jack Scott, Capitol 4554
 LOVE OF MY OWN, A, Carla Thomas, Atlantic 2101
 LULLABY OF LOVE, Frank Gari, Crusade 1021
 MAMA SAID, Shirelles, Scepter 1217
 MISS FINE, New Yorkers, Wall 547

ONE HUNDRED POUNDS OF CLAY, Gene McDaniels, Liberty 55308
 PEANUT BUTTER, Marathons, Arvee 5027

PORTRAIT OF MY LOVE, Steve Lawrence, United Artists 291
 QUARTER TO THREE, U. S. Bonds, Le Grand 1008
 RAMA LAMA DING DONG, Edsels, Twin 700
 RING OF FIRE, Duane Eddy, Jamie 1187
 RONNIE, Marcy Jo, Robbee 110

RUNAWAY, Del Shannon, Big Top 3067
 RUNNING SCARED, Roy Orbison, Monument 328
 SACRED, Castelles, Era 3048
 SON-IN-LAW, Louise Brown, Witch 1
 SPRING FEVER, Little Willie John, King 5503
 STAND BY ME, Ben E. King, Atco 6194

STICK WITH ME BABY, Everly Brothers, Warner Bros. 5220
 SUMMERTIME, Marcels, Colpix 196
 TELL ME WHY, Belmonts, Sabrina 500
 TEMPTATION, Everly Brothers, Warner Bros. 5220
 THAT OLD BLACK MAGIC, Bobby Rydell, Cameo 190

THOSE OLDIES BUT GOODIES, Caesar and the Romans, Del-Fi 4158
 TONIGHT (COULD BE THE NIGHT), Velvets, Monument 441
 TONIGHT I FELL IN LOVE, Tokens, Warwick 615
 TOSSIN' AND TURNIN', Bobby Lewis, Belfone 1002

TRAGEDY, Fleetwoods, Dolton 40
 TRAVELIN' MAN, Ricky Nelson, Imperial 5741
 TRIANGLE, Janie Grant, Caprice 104
 WHAT A SURPRISE, Johnny Maestro, Coed 549
 YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388

YOU CAN DEPEND ON ME, Brenda Lee, Decca 31231

COUNTRY & WESTERN

For C&W programming, please refer to this week's Hot C&W chart. The following, from the Hot 100, are recommended additional listings.

JIMMY MARTINEZ, Marty Robbins, Columbia 42008
 RIGHT OR WRONG, Wanda Jackson, Capitol 4553
 SAN ANTONIO ROSE, Floyd Cramer, RCA Victor 7893

RHYTHM & BLUES

For R&B programming, please refer to this week's Hot R&B chart. The following, from the Hot 100, are recommended additional listings.

BARBARA ANN, Regents, Gee 1065
 BETTER TELL HIM NO, Starlets, Pam 1003
 BOLL WEEVIL SONG, Brook Benton, Mercury 71820
 CUPID, Sam Cooke, RCA Victor 7883
 COUNT EVERY STAR, Donnie and the Dreamers, Whale 500
 (DANCE THE) MESS AROUND, Chubby Checker, Parkway 822

EVERY BEAT OF MY HEART, Gladys Knight, Fury 1050
 EVERY BEAT OF MY HEART, Pips, Vee Jay 386
 HEART AND SOUL, Cleffones, Gee 1064

I DON'T MIND, James Brown, King 5466
 I FEEL SO BAD, Elvis Presley, RCA Victor 7880
 I LIKE IT LIKE THAT, Chris Kenner, Instant 3229
 IN MY HEART, Time-Tones, Times Square 421
 IT KEEPS RAININ', Fats Domino, Imperial 5753

LITTLE EGYPT, Coasters, Atco 6192
 LONELY CROWD, Teddy Vann, Columbia 41996
 LONESOME WHISTLE BLUES, Freddy King, Federal 12415
 LOVE OF MY OWN, A, Carla Thomas, Atlantic 2101
 MISS FINE, New Yorkers, Wall 547

NOBODY CARES, Jeanette (Baby) Washington, Neptune 122
 OLE BUTTER MILK SKY, Bill Black's Combo, Hi 2036
 PEANUT BUTTER, Marathons, Arvee 5027
 PLEASE STAY, Drifters, Atlantic 2105

QUARTER TO THREE, U. S. Bonds, Le Grand 1008
 SON-IN-LAW, Louise Brown, Witch 1
 SPRING FEVER, Little Willie John, King 5503
 SUMMERTIME, Marcels, Colpix 196

TELL ME WHY, Belmonts, Sabrina 500
 THOSE OLDIES BUT GOODIES, Caesar and the Romans, Del-Fi 4158
 TONIGHT I FELL IN LOVE, Tokens, Warwick 615
 TOSSIN' AND TURNIN', Bobby Lewis, Belfone 1002

YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388
 YOU'D BETTER COME HOME, Russell Byrd, Wand 107

COIN MACHINE PRICE INDEX (continued from back page)

Spook Gun (Bally) 9-58... \$175	Steam Shovel (CC) 5-56... \$ 90	Super Star Baseball (Wms) 1-54... \$ 50	3-D Kiddie Theater (Rite) 3-54... \$125	Two-Player Basketball (Genc) 3-54... \$135
Sportland Shooting Gallery (Exhib) 11-54... 95	Super Big Top (Genc) 12-55... 185	Swami (Muto) 4-55... 350	3-D Pix (Cap) 2-54... 125	Vacuomatic Card Vendor (Exhib) 5-54... 110
Squalls Water Polo (Aqua) 5-57... 350	Super Home Run (CC) 3-54... 75	Target Roll (Bally) 1-58... 145	3-D Theater (Rite) 3-54... 145	Voice-O-Graph (Muto) 2-57... 550
Sportsman (Keen) 11-54... 125	Super Pennant Baseball (Wms) 1-54... 75	10 Commandments (Muto) 12-57... 195	Titan (Wms) 8-59... 365	Voice-O-Graph (Muto) 11-54... 290
Star Slugger (Un) 4-56... 75	Super Slugger (Un) 7-55... 55	Ten Pins (Wms) 12-57... 110	Treasure Cove (Exhibit) 7-55... 140	Wild West (Genc) 2-55... 175
State Fair (Genc) 7-56... 175		Ten Strike (Wms) 12-57... 110	Twin Hockey (CC) 5-58... 175	Yankee Baseball (Un) 2-59... 275
		Test Pilot (Cap) 12-57... 195		

SPECIAL INTRODUCTORY SUBSCRIPTION OFFER

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 Sign me up quickly for Billboard Music Week... so I'm sure to get the next issue and the 1961 Source Book. Please send me 24 big issues of Billboard Music Week for only \$7.50. Two EXTRA issues for cash with order.

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Listings represent used machines in average condition. Price quoted on each machine represents the average of quotes to operators by franchised distributors. Quotes are received and averaged bimonthly. Listings should be

used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

MUSIC

Table listing music machines with columns for model/year and price. Includes categories like AMI, ROCK-OLA, SEEBURG, and WURLITZER.

BOWLERS & SHUFFLES

Table listing bowling and shuffle machines with columns for model/year and price. Includes categories like BALLY, CHICAGO COIN, and UNITED.

Table listing League Alley machines with columns for model/year and price.

PINBALLS

Table listing pinball machines with columns for model/year and price. Includes categories like BALLY and GOTTLIEB.

Table listing various arcade and novelty machines with columns for model/year and price.

ARCADE & NOVELTIES

Table listing arcade and novelty machines with columns for model/year and price.

Table listing various arcade and novelty machines with columns for model/year and price.

FIRST CLASS PERMIT No. 111 (Sec. 34.9 P. L. & R. Cincinnati, Ohio)

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VOX JOX

By JUNE BUNDY

BERLIN SALUTE: Station WOWO, Fort Wayne, Ind., saluted Irving Berlin's 73d birthday May 11 with an all-day Berlin program. Berlin tunes were spotted every hour throughout the day along with brief feature stories about the composer's career. Highlight of the program was a beep-recorded interview with Berlin himself, which was aired in mid-evening. The late Tommy Dorsey was spotlighted May 27 on WOWO in a similar all-day program. The salutes are researched by station librarian Sam DeVincenz.

SING ALONG NIGHT: A "Sing Along Night" will be jointly sponsored this Tuesday (6) by KTUL's Tulsa, Okla., and the Tulsa Oiler baseball team during the Oiler-Rio Grande Valley Giants game. Leading contenders in KTUL's "Sing Along" talent contest will participate, and the winner will receive a recording contract. Baseball fans will be invited to "sing along" with special song sheets, and KTUL deejays, attired in Gay 90-type costumes, will hand out souvenir "Sing Along" records. Prizes will also be awarded to those attending the game. Awards will include a flock of Mitch Miller "Sing Along" albums. The "Sing Along" KTUL finalists are the Step Tones, the Tri-Lads, the Ad-Libs and the Songsmen.

Stan Martin has joined WPAC, Patchogue, N. Y., in the daily 4-6 p.m. and 8-10 p.m. time slots. . . . Another Martin—orchestra leader Dick Martin—has turned deejay. Starting this week he will emcee a weekly Saturday morning (10 a.m.-noon) show on WRFM, New York. . . . Jerry Jackson has returned to KDAY, Hollywood, in the 8-11 a.m. spot after six months on the road plugging Billy Vaughn's disks. . . . Big Wilson, KYW, Cleveland, reportedly will switch to WNEW, New York.

George Bonneau has succeeded William Perry as manager of WTSV, Claremont, N. H. . . . Eugene W. Wilkin, formerly sales manager of WPRO-TV, Providence, has been appointed general manager of WGAN-TV, Portland Me. . . . At the same time, Creighton E. Gatchell, vice-president-director-treasurer of Guy Gannett Broadcasting Services (GGBS) has been named executive vice-president of GGBS, and GGBS vice-president-director Francis H. Farnum Jr. has been appointed general manager of WGAN-Radio.

Another all-jazz radio station—WUPY-FM, Boston—was launched this month on a 24-hour broadcasting schedule. . . . Jack Karey, WCFL, Chicago, emceed a special salute to the big band era last month at a local veterans hospital. . . . Jerry Smith celebrates his seventh year as a free-lance deejay-singer this month. His twice-weekly taped show is now carried by 15 stations around the country. Smith also records for the Ad label.

PERSONALITY BACK IN STYLE: Free-lance record programmer Bill Gavin, San Francisco, writes, "Too often, as I see it, station managers are prone to lose sight of radio as still a part of show business. The growth of formula radio has contributed greatly to this change in emphasis. But times keep changing. Not so long ago it was assumed—and frequently demonstrated—that the essentials of programming excellence were time, temperature and top 40. Top disk jockeys, who previously had used imagination and intelligence to make their shows entertaining—and successful—were compelled to conform or look elsewhere for jobs.

"Now," continues Gavin, "the wheel is turning again. Competition is placing a premium on production ideas as well as on content. The demand for air 'personalities' is once more increasing and 'a good man is hard to find.' Probably no one man had as much to do with introducing showmanship into formula radio as has Chuck Blore, program vice-president for the Crowell-Collier chain."

Gavin concludes, "It all adds up to the return of show business to radio. There seem to be two schools of thought. Some stations rely on the creative ingenuity of individual deejays, operating within liberal limits of production and music policies; others prefer strict adherence to 'the book,' with plenty of transcribed production material to give the station its 'sound' and with the creative ideas emanating from the program executives. Either way, it makes for better radio listening, better opportunity for the deejay to be a pro instead of a trained seal. I'm glad."

CHANGE OF THEME: Hal Starr, a news staffer at KGW, Portland, Ore., for the past four years, has been named program director of that outlet. . . . "The Jack Sherick Show" (WTVN-TV, Columbus, Ohio), starring Sherick, his wife Betty and their twin daughters Susan and Sally, celebrates its seventh anniversary June 4. More than 30,000 children from all over Ohio have danced on the half-hour show during its seven-year run. Reg Ivory, WTAL, Tallahassee, Fla., has been made program director.

Rick Fight, ex-KTLN, Denver, is now spinning 'em from 1 to 5 p.m. at WQOK, Greenville, S. C. . . . Bob Leonard has been promoted to station manager post at WKNB, Hartford, Conn., succeeding William F. Schnaudt, who has resigned to become vice-president-commercial manager of WWIL, Fort Lauderdale, Fla. . . . George Palmer has joined WSAI, Cincinnati.

TEXAS: Charles McKay has moved to KQUE-FM, Houston. . . . New staffer at KENS, San Antonio, is Ray Baker, who has replaced Bill Shommette as early-morning man. Latter jock has joined KENS-TV, same city. . . . Bill Slater, KILT, Houston, has selected five finalists in his contest to find a deejay understudy for his show. Slater believes it will be the first time in radio history that a disk jockey has had a stand-in.

Label-Deejay Promotions

By NIKI KALISH

STAN FREBERG: CONTROVERSIAL?: Deejays at Station WCRB-FM, Boston, last week played Stan Freberg's new Capitol album, "Stan Freberg Presents the United States of America," and told their listeners they were curious as to how people felt about the LP. If anyone took the trouble to write in, they would get a free album. The result was they received 50 letters in three days—all favorable. . . . On the other hand, Station KFRI-FM, San Diego, Calif., reported that the new Freberg album has become quite controversial in that city. Some people phoned in to say that the album was objectionable to them on patriotic grounds. Others wanted to know where they could purchase the package. Because of the great interest shown, both pro and con, Capitol is trying to set up a television debate in San Diego on the merits of the album with Freberg participating.

FOR THE BIRDS: Columbia Records—in conjunction with the release of a new album, "Like Tweet," by Joe Puma and the Audiobon All Stars—is giving away "Worry Birds" to 1,500 pop and jazz disk jockeys. The gimmick gift is accompanied by a note reading, "Rare Jazz Birds Do Not Feed."

MORE GIVEAWAYS: Squares of molding clay were offered to over 1,800 pop disk jockeys by Liberty Records recently to plug Gene McDaniels' hot single, "One Hundred Pounds of Clay." . . . Station CKWX, Vancouver, Canada, is giving away copies of dance instructions on "The Continental Walk" as done by the Rollers on Liberty, and the same label now offers all TV record hop jocks dance instruction copies of a new dance called "The Line" tieing in with Liberty's new single, "The Line" by the Gents. . . . Copies of Pat Boone's new Dot album, "Great! Great! Great!" were recently distributed to the crowd that collected at the summer resort, Lagoon, for Station KALL, Salt Lake City's "Summer Fun Session."

BALL GAME BUSINESS: Deejay Larry Gar, Station WLBG, Laurens, S. C., was asked by the general manager of the Greenville Spinners of the Sally League (a farm team of the L. A. Dodgers), Charlie Senger Jr., to choose ball game records to play over the loud speaker. He selected the 20th Fox side, "What a Wonderful Day for a Ball Game," by the Harry Simeone Chorale, and it is currently delighting both the fans and the players.

WITH THE COUNTRY JOCKEYS

Continued from page 36

c.&w. wax Fridays and Saturdays via KEEN, San Jose, Calif., including a six-hour session, 10 p.m. to 4 a.m., Saturdays, is slated to go full-time at an early date. He scribbles that he needs help in getting releases from the artists and diskeries. . . . Carl (Deacon) Moore, dean of the Southern California country deejays, is still sidelined from his turntable chores at KFOX, Long Beach, Calif., as a result of a ticker ailment. Biff Collie is battling for him during his absence. . . . Buddy Williams has been handed a full, eight-hour stretch of country music on WCNG, Canonsburg, Pa., Saturdays from 6 a.m. to 2 p.m.

TREASURY DEPT. TOASTS TALENT

WASHINGTON — The Treasury Department gave high praise to the entertainment and advertising industries here last week for 20 years of patriotic support to the United States Savings Bond Program. Presentations were made during recent convention dinner of the Advertising Federation of America to Gene Barry, TV's Bat Master, representing the entertainment industry, and to James S. Fish, chairman of the AFA.

Under Secretary of the Treasury Henry H. Fowler presented the citations and read a message of thanks from Treasury Secretary Douglas Dillon. Ironically, Dillon had testified only recently against entertainment expense deduction before the House Ways and Means Committee, a move which theater and music industries claim would cripple live performance revenue on Broadway, in hotels and night clubs. (See separate story.)

Quality of Canada To Cover Stations In Product Push

TORONTO—Key executives of Quality Records have been assigned radio stations to liaison on Quality product.

Toronto is one of the biggest markets in the country, and the company believes it can obtain more complete coverage by this method of pushing product.

Wray Rutledge, national promotion director, will be responsible for CKEY, all Canadian Broadcasting Corporation outlets, CHFI-FM, CFTO-TV, and CJRH, Richmond Hill. Lee Farley, national single sales manager, will handle CHUM, and Bill Kerns, national album sales manager, CFRB and CKFH.

Rutledge will fill anywhere it's necessary.

Decca Spotlights Al Jolson Catalog

NEW YORK — Decca Records has set a month-long promotion to run from today (5) to July 7, spotlighting the label's extensive catalog of Al Jolson material. The promotion will highlight nine Decca Jolson sets, including those of songs from the biofilms, "The Jolson Story," and "Jolson Sings Again."

According to a Decca spokesman, sales of Jolson catalog product have steadily increased since the singer's death, "translating a legend into a vastly potent sales entity."

A special dealer incentive plan has been worked out. This is complemented by massive die-cuts and mounted lithos for store display. A special deejay sampler of 12 selected Jolson tracks has also been prepared.

'The Premise' Score, And Stokowski LP's In Vanguard Release

NEW YORK — Among the new Vanguard albums for June is an on-location waxing of the off-Broadway show "The Premise." The diskery also is issuing Virgil Thomson's suites from "The River" and "The Plow That Broke The Plains," with Leopold Stokowski conducting the Symphony of the Air. Others feature Erich Kunz, Eugene List, and an album of Dvorak's Slavonic Dances.

L. A.'s MGA Again Seeks to Unseat AFM Jurisdiction

HOLLYWOOD — Musicians Guild of America, Los Angeles' musicians union splinter group, once again will seek to unseat the American Federation of Musicians' jurisdiction over disk musicians. MGA intends to petition the National Labor Relations Board for an election of recording musicians employed by the major labels in New York, Chicago, Nashville, and Los Angeles. The AFM trust fund will be MGA's chief issue.

Guild President Cecil Read is now in New York contacting recording musicians in the initial step of his campaign prior to the projected NLRB election. Read is accompanied by Guild board members Justin Gordon, Jules Jacob, and Milt Bernhart. They will attempt to win recording musicians to their cause on the basis that the trust fund saps some \$6 million annually from their earnings.

This sum, the Guild contends, comes from royalties imposed on earnings by only 3 per cent of the Federation's membership, but is distributed to more than 200,000 non-recording musicians to present free band concerts. The Guild's lure for votes is the promise to boost the disk musicians' take by letting him pocket the money now being diverted to the trust fund. Last year, when the Guild held a similar NLRB election, it won jurisdiction at three locally based independent labels.

British Disk Sales Show March Drop

LONDON—British disk manufacturers had a set-back in March, according to the official sales figures released last week by the Board of Trade.

January and February sales had reached all-time highs, but in March they were \$2,986,000, which was about 13 per cent less than in the same month last year. The high sales of the first two months, however, means that the first quarter's total sales of \$10,926,000 is 3 per cent more than the corresponding period in 1960.

Export sales are again mainly responsible for the loss in revenue. At \$782,000 they were 31 per cent less than in March last year; the figure for the first quarter, \$1,918,000, was down 27 per cent.

The sales increase in the quarter was achieved although less records were sold, 19.5 million as against 19.7 million in 1960. This year's figure was made up of 4.2 million LP's, 14.7 million 45's (both singles and EP's) and 603,000 78's, the latter virtually all exported.

Wright to Roulette Jock Promo Post

NEW YORK—James Wright has joined Roulette Records in the post of national deejay promotion manager. He will headquarter in New York, but will travel extensively to cover stations and jocks in key areas around the country.

Wright will handle jockey promotion for Roulette and all of its subsidiary labels, including Gee and Tico. Wright will start his first road trip shortly and will concentrate his initial promotional efforts on Roulette and Gee's current singles.

NEW YORK—Chappell Company has acquired the Italian hit tune, "This Pullover," for the U. S. The tune, which was penned by Giani Meccia, has been given an English lyric by Marcel Stellman. Carlton records will issue a recording of the tune this week by Paul Evans.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal, as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

CONCERT-DISC—Limited time only. Started May 8, 1961. Dick Schory's "Re-Perussion" album is specially priced to the consumer at \$2.98 (mono or stereo) instead of \$4.98. Dealer maintains full mark-up.

RCA VICTOR—Limited time only. Started May 29, 1961. "Heart of the Symphony," LP by Fritz Reiner and the Chicago Symphony Orchestra, is specially priced to the consumer at a "Save \$2" introductory offer off the nationally advertised price.

MERCURY—Extended thru June 15, 1961. Started May 1, 1961. "Maypole Sales Plan." Dealers to receive one LP free for every five LP's purchased within a given price category. All "PPS" albums and "LPS" albums issued up to May 1 will be included. Program covers May release of 12 Mercury LP's, two Wing LP's and three EP's.

LIBERTY-DOLTON—Expires June 16, 1961. Started May 15, 1961. "Teensville" Sales Program. 20% cash discount on minimum orders of 25 packages and reorders in assortments of five LP's. Program covers new LP's by Bobby Vee, Johnny Burnette, an "Original Hit, Vol. III" package and Dolton's Fleetwood and the Ventures. See page 23, Music as Written, May 15 issue, for details.

CAPITOL—Expires June 30, 1961. Started June 1, 1961. Label is offering its complete catalog of 34 Hollywood Bowl albums on a special "Dollar Off" discount to the consumer. Includes new Bowl LP in June release and two "duophonic" versions of earlier releases. See separate story, current issue, for details.

DOT—Expires June 30, 1961. Started May 1, 1961. "Second Summer Sale." Albums will be specially priced to the consumer: \$4.98 stereo LP's at \$3.98; \$3.98 monaural LP's at \$3.29 and \$1.29 EP's at 98¢. Dealers will receive 90-day billing benefit. Program covers complete catalog. See page 1, April 17 issue, for details.

KING—Expires June 30, 1961. Started May 18, 1961. Special consumer plan. Two regular priced LP's for the price of one. Dealer makes normal mark-up. Program covers 16 specified LP's. See page 5, May 29 issue, for details.

MGM—Extended through June 30, 1961. Started May 1, 1961. Deal is offered to the dealers through the distributors of buy five LP's and receive one free of the same selection. Program covers the 17 albums of the MGM May release.

PRESTIGE—Expires June 30, 1961. Started June 1, 1961. Dealers are offered through the distributors a 10 per cent discount on the label's 7000 jazz album series. See separate story, current issue, for details.

RIVERSIDE-JAZZLAND—Expires June 30, 1961. Started May 22, 1961. "Summer Sales Spectacular." Distributors are offered two albums free for every 10 purchased. Program covers entire Riverside and Jazzland catalogs plus May and June releases and 10 LP's in the label's new 7500 pop line series. See page 4, May 29 issue, for details.

TAMLA—Expires June 30, 1961. Started May 15, 1961. Distributors are offered one album free for every six purchased. Program covers complete catalog.

DECCA—Expires July 7, 1961. Started June 6, 1961. "June is Jolson Month." Dealers are offered one album free for every six purchased on the label's Al Jolson catalog of nine albums. Details available through the label's distributors. See separate story, current issue, for details.

LIBERTY—Expires July 10, 1961. Started May 8, 1961. Special 20 per cent discount programs to back up two Liberty LP releases: Gene McDaniels' "100 Pounds of Clay" and original sound track of "One-Eyed Jacks." Discounts are available on each for minimum orders of five LP's (stereo or monaural) plus 20 per cent off on recorders.

CARLTON-IMPACT—Expires July 15, 1961. Started May 8, 1961. "Summer Special" merchandise program. Distributors are offered one free LP for every four purchased on the new Carlton Charlie Parker "400" and "800" series and same deal on Carlton's new "Provocative Stereo" line called Impact.

ROULETTE—Expires July 15, 1961. Started June 1, 1961. "Summer Sales Plan." Through the distributor the dealer is offered two albums free for every 10 purchased. Program covers five albums in the June release plus entire catalogs of Roulette, Roost, Tico and Gee labels. See separate story, current issue, for details.

RIVERSIDE—No expiration date. Started February 6, 1961. Dealers buying the Riverside Pre-Pak, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

TIME—No expiration date. Started April 1, 1961. Dealer is offered one LP free for every six purchased. Program covers complete catalog.

MATERIAL ASSET

Pick of Fabrics Hikes Hi-Fi Sales

JACKSONVILLE, Fla.—A mass display of fabrics, including plastics and metallic-woven cloth, is an unusual sales building asset at Hoyt Hi-Fi Center here.

Ralph Hoyt, owner, who has developed three highly successful stores in the Jacksonville area, sells more than half of his volume in "big-ticket" custom-built stereo phonographs, with an average sale well above \$500. Many are priced at \$695 and even \$795.

Hoyt encourages his customers to choose not only every component which goes into the multiple-channel phonograph, but likewise every piece of wood, every control, and even the speaker cloth to match draperies, upholstered furniture and the like.

Thus, in each of the three Hoyt stores, there is a large wall panel of white pegboard on which are shown from six to 10 rolls of speaker cloth in the colors and materials which customers appreciate most. Included are nubby tweeds with an interlacing of gold metallic threads, roughly woven monk's cloth and plastic varieties. The housewife who finds that she can select all of the cloths which go into her custom-built stereo is always highly pleased and, in fact, less than a square yard of speaker cloth has been the major reason why customers decided to sign on the dotted line.

Hoyt Hi-Fi Center offers the speaker fabrics in prices of from \$3 to \$5 a yard, and carries such a large inventory in so many finishes that it is almost a certainty that one blending with the homeowner's furniture, drapes or carpet can be found. In woods, there are a huge variety in walnuts, maples, oaks, mahoganies, etc. to choose from, and the customer may even select controls finished in chromium, brass, plastic or in other surfaces. "The thing which appeals most to customers is that whatever furniture theme they had in mind when starting out can be followed through without the least bit of difficulty in buying stereo," it was noted.

Audio News Briefs

Sylvania has made two new appointments in its distributor setup. Brown Supply Company and the Igoe Brothers have been named as TV, radio and phono distributors in St. Louis and metropolitan N. Y. and N. J. areas respectively. . . . S. W. Sorensen Jr. has been elected to the board of directors of the Lynch Corporation, makers of the Symphonic Electronic Corporation line of phonos. . . . Stanley D. Bartleman has joined the Zenith Sales Service engineering department.

form of rental credit accumulation.

Where buyer makes it plain that he has no intention of buying but merely wants to rent for a specific period, he gets a machine from a "rental pool" of stereos capable of delivering fine music reproduction, but less attractive than brand new sets which are rented on the "Rent-to-Own" basis. The rental price in every case differs according to the retail sales price of the stereo phonograph, service charges and similar points. Every customer must pay a service and upkeep charge, which usually amounts to from \$1 to \$2 per month, providing a side

(Continued on page 41)

BEST-SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturer, based upon results of a month-long study using personal interviews with a representative national cross-section of record-phonograph dealers. A different price group is published in this chart each week.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based upon the rank order of manufacturers' sales at each dealer, and weighted by size of dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$401 AND \$500

Position This Issue	Position 3/6/61 Issue	Brand	% of Total Points
1	1	Magnavox	45.1
2	3	Fisher	11.4
3	2	Zenith	10.9
4	—	Stromberg-Carlson	6.9
5	—	Mathes	6.6
6	6	Motorola	6.1
Others			13.0

TIMES SQUARE WIZARD

Irving Rose Swinging With Sales of Singles

NEW YORK — Dealers across the nation who've been singing the blues about single record sales could take a leaf out of the book of Irving (Swingin' Slim) Rose, proprietor of the Times Square Record Shop here.

Rose, in less than two years, has built an operation with truly nationwide ramifications in less than 500 square feet of space in his shop, at the half-way level of a staircase leading down to the Times Square subway station arcade.

Rose features almost exclusively single records in his store, and particularly vintage singles. In fact, he has at least 10,000 titles on tap for the mobs of teen-age disk buyers who pile into the sparse area every week. Rose, in a word, is making a handsome living on singles, the so-called 20 per cent end of the record business. Only albums carried are the cut-outs, which are sold for 98 cents or less.

Less than a year ago, Rose got hooked up with local deejay Alan Fredericks, who operates the "Night-Train" show every Saturday evening on WADO radio here. Fredericks would play the old records and steer listeners to Rose's store to pick them up. This was a natural gambit because few other local stores carried old singles.

The result of this local activity was that many stations across the country ultimately began programming oldies. Rose himself claims responsibility for forcing the release of many rock singles from three to 10 years old.

All this has resulted in a number of developments. For one thing, Rose has set up an

interesting barter system on records. All over the walls of the store he has disk jackets and titles posted with the current going price he'll pay for a copy of the given disk. The quoted price is given in terms of trade on other disks the buyer may want. If he wants cash outright, he gets half the posted price.

Some of the prices go as high as \$15 for a copy of a particularly scarce item. Prices are, of course, based on demand. In the case of one \$15 item, which was especially difficult to get, Rose phoned the manufacturer in Indianapolis and offered to buy 10,000 copies at a quarter apiece. "I could easily move that many," he averred, "But I never heard from the guy."

In Rose's store, it's like one big happy family. He has pictures of some of his customers posted on the walls, as well as a number of letters he has received from buyers in many States as well as overseas. He also sports letters from swinging deejays in different territories, who point out that they mention Rose's Times Square operation frequently on their shows. The result is that Rose has become a sort of mecca for old recordings.

"When some of my customers go into the service they spread the word around about me wherever they go, which has brought us many letters," he noted. "I even have letters from England, as you can see."

The out-of-town interest has paved the way for the opening of various teen-type sub-distributors for old singles. "These kids, particularly in

(Continued on page 41)

Stereo Phono Rentals: Borrowers to Buyers

By BOB LATIMER

SAN DIEGO, Calif.—If sales of expensive stereo phonographs are flagging, the ideal solution may lie in a rental program, according to Calvin's, stereo and high fidelity dealer here.

"We have brought into the fold customers who seldom have enough cash on hand for a cash purchase, or even for a down payment," the dealer pointed out. "All of them are music lovers and want to enjoy the best in sound reproduction. The rental service hasn't cut into our usual sales market, but it has produced as many as 15 new stereo customers per month, at least half of whom will wind up buying, as well as renting the equipment."

The customer can select any stereo equipment in the store, and work out a rental contract for one month, repeated on the same basis month after month

as he wishes. The clincher is the fact that all rentals paid during the first six months are applicable to the purchase price of the stereo phonograph. The customer can thus satisfy himself over a period of time that the phonograph is the set he wants, before making up his mind to buy. At least half of the homeowners who have rented stereo in the \$300-and-up classification wind up with a decision to buy during the fifth or sixth month, which shows that they are fully aware of this advantage.

The store makes it plain, when the original rental contract is signed, that interest, and a flat service policy charge per month must be deducted. This, however, doesn't faze the usual customer, and it permits Calvin's to sell the stereo at or near list, since the customer already has a considerable investment in the machine in the

Reviews and Ratings of New Records

Continued from page 34

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

JOHNNY STILLS AND THE COUNTRY GENTLEMEN
★★★ Tall Dark Stranger—★★★ The Storm. VACA 103.

DAVIS BROTHERS
★★★ Don't We Have Fun — ★★★ Moon-Lighter. ASTRO 111.

ANN JONES AND HER WESTERN SWEETHEARTS
★★★ Pieces of My Heart — ★★ Hit and Run. KING 5502.

LIMITED SALES POTENTIAL

POPULAR

CURLEY MONEY
I'm That Little Guy Called Joe — Bo Jangles Rock. RAMBLER 3407.

AMBROSE QUARTET
Beaucoup Amour — Pork Chop Shuffle. DEL RAY 1.

LITTLE GRACIE
Sixteen Teens — You're My Tarzan. BAND BOX 268.

WAYNE KING & HIS ORK
Song of the Islands—The Waltz You Saved for Me. DECCA 25510.

JUDD HAMILTON
I'm Not Around Any More — Little Lost Angel. JULIAN 101.

ANDREW McPHERSON TRIO
I'm in the Mood for Love — Billy's Fly. SQUALOR 5542.

DANE WARREN
What a Fool — Wanderer's Dream. 20TH FOX 248.

JOE (BROOK) YORE
Brook Brook — Georgie Porgie. GOLD-SPUN 303.

LITTLE LARRY
I'm Confessin' — I'm Lonesome. AGON 1000.

BEVERLY BEA
Darling — Sugar Plum. NEW SONG 131.

PATTI MACK
Handy Andy — Darling Goodbye. CIN-EMA 101.

JIMMIE LUKE
Be Mine — Joanie. BIG "C" 1002.

VIC CIRO WITH LIL LARRY & GROUP
After You've Gone — Sentimental Rock & Roll. AGON 1001.

FRANK MARSHALL
I Can't Get You Out of My Mind — Louisiana Shuffle. ARCADE 160.

THE CHILDREN'S CHORUS
Four an' Twenty Thousand Kisses — The Chavees. FTP 411.

THE FABULOUS CYCLONES
Texas Cucaracha — Cyclone. BAND BOX 231.

Best Selling Sheet Music in U. S.

Tunes are ranked in order of their current national selling importance at the sheet music jobber level.

This Week	Last Week	Weeks on Chart	Title
1	1	28	EXODUS (Chappell, ASCAP)
2	4	6	NEVER ON SUNDAY (Esteem-Sidmore, BMI)
3	3	23	CALCUTTA (Pincus-Symphony House, ASCAP)
4	2	6	PORTRAIT OF MY LOVE (Piccadilly, BMI)
5	5	13	APACHE (Regent, BMI)
6	8	24	GREEN LEAVES OF SUMMER (Feist, ASCAP)
7	6	19	HEY, LOOK ME OVER (Morris, ASCAP)
8	7	25	LAST DATE (Acuff-Rose, BMI)
9	10	20	WONDERLAND BY NIGHT (Roosevelt, BMI)
10	9	16	WHEELS (Dundee, BMI)
11	15	13	SECOND TIME AROUND (Miller, ASCAP)
12	11	2	WRITING ON THE WALL (Winneton-Glenville, BMI)
13	13	50	MISTY (Octave, ASCAP)
14	—	1	TRAVELIN' MAN (Four Star Sales, BMI)
15	12	57	CLIMB EVERY MOUNTAIN (Williamson, ASCAP)

Stereo Rentals: Borrowers to Buyers

Continued from page 40

fund which pays for tubes, replacement parts, the cost of delivering and picking up the phonograph by truck, touching up scratched cabinets and all of the other incidentals which are bound to occur.

A brief, but well-written contract covers the rental on the month-to-month basis. The customer at no time has title to the phonograph until the actual purchase is made, and signs separate agreements to pay the service charge, to keep the machine in good operating condition and to keep it in use where it is delivered.

Where low income customers are concerned—and there are many such under the "Rent-to-Own" program—the time payment purchase plan is usually written around the same exact figure which the customer was paying for

rental, so that purchase of the stereo equipment does not mean a sudden increase in his costs.

The 50 per cent or so renters who will not purchase the machine are usually vacationists, people on temporary jobs in the San Diego area such as at the naval and marine bases nearby, people who are planning to do a large amount of entertaining during a three or four-month period, etc. In every case, rental operations have proven profitable, with no attempt at theft, no abuse of the rental privilege, and a lot of sales to people who have stated, "I didn't think that I wanted to buy the phonograph, but I don't think we could get along with it now!"

Victor's Mohr Off To Wax in Europe

NEW YORK — Richard Mohr, musical director of Victor's Red Seal operation, leaves for Europe June 9 to supervise the recording of several new operas for the Red Seal wing. A new recording of "La Boheme," to be done in the Rome Opera House, and a new waxing of "Aida" are on the agenda. The "Boheme" cast will include such stars as Richard Tucker, Mary Costa, and Giorgio Tozzi and Robert Merrill. Tozzi and Merrill will also be starred in the "Aida" cast.

Muster Joins Pacific

Continued from page 2
tapes and these could be serviced by a few factory reps and through UST depots here and in the East, he said. Today, several thousand dealers are selling tape and more retailers are adding it to their stock; hence, an expansion of distribution is necessary, Muster said.

In his new position at Pacific Network, Muster will serve as the Muzak firm's administrative head, taking over many of the duties shouldered for the past 20 years by Dick Simonton, Pacific's president and founder. Simonton told Billboard Music Week that his acquisition of Muster will "free me for new product research in which I have been engaged for some time, but haven't been able to pursue as rapidly as I would have liked."

Holiday House Signs Anka to 10-Year Pact

PITTSBURGH — Paul Anka, who recently finished a two-week stint at the Holiday House night club here, has been signed to a 10-year pact by John Bertera, owner of the club. Under terms of the deal, Anka will play Holiday House at least once a year for the next decade.

During his absence, Al Martino and the Goofers subbed for Anka. He, in turn, subbed for Bobby Rydell May 22 and 23 at the Twin Coaches when Rydell turned up with a bad throat. Rydell canceled out Wednesday (24), with Jerry Vale replacing Rydell for the rest of the week.

Irving Rose

Continued from page 40

Boston, go around to record stores and buy up what old stuff they can get their hands on and ship it to me," he asserted. "Then I give them a credit and they order what they want from me and sell the records in their own areas at their own prices. We're getting more and more business this way and we like it and I'm sure they like it too." Most recently, Rose has severed his connection with Fredericks and has started his own show on another local indie station, WBNX. "I started last Saturday night," he admitted. "After a total of two minutes previous radio experience, I was a little shaky, especially trying to handle those two turntables, but I guess the kids liked me. I got plenty of cards and letters and the station seems happy."

Rose, who has also made several recent records with vocal groups ("we feature only records with groups"), is expanding his activities in the making of disks and tying this idea in with his radio show. "We have a contest going on now with \$300 in prizes to name our newest recording group on Times Square Records," he said. "I must say the kids seem to be gassed at the idea."

As though to back up these words, a number of teeners flowed in and out of the store during this reporter's visit. Most of them had plenty of comments. "Man you were the greatest. Keep it up," were typical remarks. With all this excitement it might be asked, "Who says the singles business is dead?"

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WRITE FOR INFORMATION AND RESERVATIONS

DOUBLE-PLAY DISKS

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

TRAVELIN' MAN AND HELLO, MARY LOU	RICKY NELSON Imperial 5741
I FEEL SO BAD AND WILD IN THE COUNTRY	ELVIS PRESLEY RCA Victor 7880
BOLL WEEVIL SONG AND THOSE EYES	BROOK BENTON Mercury 71820
THAT OLD BLACK MAGIC AND DON'T BE AFRAID (To Fall in Love)	BOBBY RYDELL Cameo 190
IT KEEPS RAININ' AND I JUST CRY	FATS DOMINGO Imperial 5753
(DANCE THE) MESS AROUND AND GOOD, GOOD LOVIN'	CHUBBY CHECKER Parkway 622
SPRING FEVER AND FLAMINGO	LITTLE WILLIE JOHN King 5503
DREAM AND FOOL THAT I AM	Etta James Argo 5390

Detroit Ops Protest Ordinance
Prohibiting Certain Gun Games

DETROIT—The impact of new license requirements and fees under the Mechanical Games Ordinance passed several months ago has resulted in operator protests that it bans gun games, which have long been permitted in the city, allowing only some two or three types to be operated, and that assessments for personal property tax have been made on guns which are now being prohibited. The new license fees and requirements, for both location and operator become effective July 1, and preliminary enforcement steps are now being taken.

Lawrence H. Eaton, assistant corporation counsel of Detroit, explained that guns were formerly

not covered by license at all. He added that some types were doubtless bootlegged in, and now, with licensing required for the first time, they are found to be unacceptable.

Essentially, types of guns conducive to gambling are prohibited. Any type to be operated must be approved by the Police Department and Corporation Counsel.

15 Copies

When a new game is presented for approval, the distributor or manufacturer is asked to submit 15 copies of the explanatory brochure. One is distributed to each police precinct so that the force may learn how the approved games operate. No objection has been

Canteen Names Fla., Canada Distribs

CHICAGO — A pair of major coin machine distributors — in Florida and Canada — were appointed last week by Automatic Canteen Company of America through its newly formed A-C Automatic Service division.

Bush International, Inc., headed by Ozzie Truppman, was named to handle the Rowe-AMI line in Florida and Southern Georgia. R. C. Gilchrist, Ltd., headed by veteran coinman Reggie Gilchrist, was named in Canada.

Bush, which formerly handled the Wurlitzer line, is one of the major distributors in the South, with offices in Miami, Jacksonville and Tampa. Bush also owns Budisco One Stop, one of the largest one-stop services in the Southeast, also with offices in Miami, Jacksonville and Tampa.

In addition to Wurlitzer, Bush

handles Chicago Coin and Valley game lines.

AMI's former Florida distributor, Southern Music Distributing Company, headed by Ron Rood, has been discontinued.

Wurlitzer, meanwhile, is expected to name a new Florida distributor next week.

Gilchrist, Canteen's new Canada distributor, formerly handled the Seeburg line. Seeburg has not yet made any announcement regarding a new distributor appointment for that area.

Gilchrist has offices in Toronto, Montreal and Vancouver. The firm is one of the major coin machine distributors in Canada, handling juke box, game and vending lines.

Reggie Gilchrist heads the Toronto office, with M. A. Cardinal in Montreal and E. J. Gauvreau in Vancouver.

Rock-Ola, Seeburg, Wurlitzer
Sketch Views Toward MOA

By NICK BIRO

CHICAGO — The big question of whether Rock-Ola, Seeburg and Wurlitzer will exhibit at next year's Music Operators of America convention remained up in the air last week as spokesmen for each firm told Billboard Music Week it was too early to say.

All three firms, however, indicated they were strongly behind the operators in the current copyright fight and would continue to support them with attorney fees and other expenses.

(All five juke box manufacturers have through the years engaged independent counsel to represent the juke box operators' side of the story in Washington copyright hearings. The manufacturers' counsel has worked closely with MOA attorneys on the copyright problem. The manufacturers have in addition contributed to payment of expenses incurred by operators called to the hearings as witnesses.)

Answer Questions

The statements by Seeburg, Wurlitzer and Rock-Ola on the MOA convention were in answer to questions posed by BMW following recent interviews with MOA officials. George Miller, president, and Ed Ratajack, managing director and co-ordinator, said they were "unable to explain" why the three manufacturers didn't exhibit at MOA conventions for the past two years and suggested that the "manufacturers themselves answer this question" (BMW, May 29, 1961).

raised by the trade to this procedure, Eaton said.

Eaton explained principal details of the types of games permitted:

1. No bouncing ball games are allowed — it is felt these are games of chance.

2. The gun-type which shoots a marble and is encased in a glass case so it cannot bounce out and hurt spectators has just recently been okayed.

3. Ray guns, formerly permitted, are now banned by the Michigan Liquor Control Commission in taverns — but they are still permissible in suitable Detroit locations, such as restaurants without a liquor license.

4. Regulations will approve gun types with a needle point and header point no larger than the head of a needle and of a common pin respectively. With larger contact points, Eaton explained, the "sharper" was able to feel out the points and direct the gun in such a way as to utilize it for gambling purposes, by trapping the unwary.

MOA LEADERS
BLAST RUMORS
OVER SALARIES

CHICAGO — George Miller, Music Operators of America president, and E. R. Ratajack, managing director and co-ordinator, made a joint announcement last week that their salaries with the association were in the "range of \$12,000 per year."

Miller indicated he was making the statement to quell (critical) rumors he had heard, before and since the convention, that his salary with MOA was "at fantastic levels, as high as \$100,000 per year."

Miller noted the most he had ever received from the association was \$15,000 plus expenses.

Tom Herrick, Seeburg vice-president, said the factory had no comment to make on next year's MOA convention, that it was "a long way off." Herrick, however, indicated that Seeburg would continue in its support of attorneys to fight the copyright battle.

E. G. Doris, Rock-Ola vice-president, also expressed strong support to the copyright fight. Doris said Rock-Ola had always supported the juke box operators by payment of legal fees and witnesses' travel expenses and would continue to do so.

Doris, however, indicated it was not economically feasible for Rock-Ola to exhibit at the last two MOA conventions. He noted that Rock-Ola had already introduced its new line some eight months ago and there was nothing new for his firm to exhibit at the show that operators hadn't long ago seen.

Doris also mentioned the apparent lack of operator attendance at MOA conventions and the low MOA membership in general. He noted that MOA was an operator association and should be supported by operators.

How about next year? Would Rock-Ola exhibit? Doris said he couldn't say, adding the question:

What assurance would manufacturers have that there would be increased operator attendance?

As a means of boosting MOA membership, Doris also suggested a greater tie-in between present State associations and MOA.

R. C. Roling, Wurlitzer president, said that his firm certainly had no quarrel with MOA but simply didn't think it worth the cost to exhibit. He noted that Wurlitzer was supporting MOA in its copyright fight just as were all the juke box manufacturers. As to next year's convention in Chicago, Roling said he couldn't make a prediction at this point.

Roling was also critical of the recent Miami Beach convention site, saying he had warned MOA that Chicago was the only place to hold the show.

New Equipment

Roling also noted that Wurlitzer had introduced its new equipment back in December and had nothing new to show at the convention.

He said he wouldn't say Wurlitzer would never show, but that the last few years it just wasn't worth while. He emphasized strongly, however, that his firm had no quarrel with MOA and would continue to work closely with MOA officials in representing operators in the copyright fight.



AT THE MILAN INTERNATIONAL TRADE FAIR are, left to right, Hal Fenton and Don Twomey of Don Twomey Associates and Angelo Bottani, president of Societa International Fonovisione.

TWOMEY APPOINTED U. S.
DISTRIBUTOR BY CINEBOX

NEW YORK — Don Twomey Associates here has been named exclusive United States distributor for Cinebox, an Italian-made coin-operated unit which shows motion picture shorts.

The deal was completed between a representative of the Twomey firm and Societa International Fonovisione at the recent Milan International

Trade Fair. The latest Cinebox model was shown at the fair.

The New York firm is reportedly making arrangements for several thousand short films. The Cinebox unit has selectivity of 32 films, in both color and black and white, running up to 11 minutes in duration. Cinebox has been marketed in Europe for several years.

EUROPEAN NEWS BRIEFS

High Court Studies Coin Taxes

KARLSRUHE, West Germany—The Supreme Court of West Germany has taken under study legal opinions of Professor Gerhard Wacke, the Hamburg judicial authority, that the State amusement tax on coin machines infringes the West German Constitution. Dr. Wacke has compiled two exhaustive opinions, one dealing with the amusement tax law of the city State of Hamburg and the second with similar laws of the 10 other German States. The law professor contends, in his legal opinions now under study by the High Court, that the so-called "amusement" taxes are in fact not amusement but trade taxes. As such, they amount to double taxation and are in clear violation of the Federal Constitution. Dr. Wacke argues that State-levied taxes amount to discrimination against the coin machine trade.

Italians Debate 'Preventive' P-R

ROME—Italian juke box distributors and manufacturers are debating what is proposed as a companion measure to the trade's "watch your volume" campaign among locations. It is now proposed that the trade assume responsibility for the choice of juke box locations: distributors, supported by manufacturers, would decline to sell a box to a location obviously disreputable or clearly destined to become disreputable. Such an approach is called "preventive public relations," the conception being to take positive action heading off adverse publicity. A proponent of "preventive public relations" said, "The idea is simple; we believe distributors should refuse to sell to locations which obviously will give the entire trade a black eye, or to operators who serve such locations."

Essen Coinman Gets Jail Term

ESSEN—Anton Remlein, Essen coin machine dealer, has been sentenced to 18 months' imprisonment for "continued fraudulent bankruptcy" by the Essen criminal court. Remlein, according to evidence given at his trial, had used his coin machine business to mask a series of fraudulent business schemes. Remlein's trial coincides with a drive by the German coin machine industry to rid the trade of dubious elements and unethical practices. The drive is based on the premise that the bigger part of the trade's public relations problem is one of self-policing; that it is the people connected with the trade, not the trade itself, which forms the core of the coin machine industry's public relations problem.

German Football Games Selling

PARIS—West Germany has increased football game exports to France by 22 per cent in the last year under stimulus of the European Common Market. Football—soccer in the U. S.—is the European national sport, the Continental equivalent of U. S. football and baseball combined. It is played virtually the year around and attracts tremendous crowds. West Germany has specialized in football games, in lieu of U. S.-type pinballs and bowlers, and this German prescience is now beginning to bear fruit. The Germans have become the leading Continental producer of football games, which rate among European coin game fans as a "participation" instead of "spectator" game. This means, according to the European rating system, that the players have full control over course of the play through their own skill. Football games dominate the French game market, as they do virtually all other European coin game markets.

Liberia Eyed as Production Site

MONROVIA, Liberia—The West German coin machine industry is surveying Liberia for the location in this country of production facilities for the African market. The survey is being conducted in connection with the visit here of Dr. Hans-Guenther Sohl, president of the German Steel Industry Federation. German coin machine producers envision the African market as potentially the most promising of export markets still open to the Germans. It is the area now receiving predominant attention from the Bonn government's foreign economic development assistance planners.

Okay Automatic Oxygen Tanks

BREMEN—West German automobile clubs are supporting the installation of coin-operated oxygen dispensers in roadside taverns, gasoline stations and snack bars. Automobile club endorsement is given on the basis of medical studies showing that a whiff of oxygen helps combat driver fatigue and to neutralize the deleterious effects of excessive food and liquor intake. A number of firms are investigating the drive oxygen market, with a view to installing hundreds of units along this country's autobahnen (express highway net) and other major arteries. The Bonn government's transport ministry has given tentative approval to the coin-operated oxygen machine scheme. In addition to locating the machines in roadside stopping points, it is proposed that they also be placed at the emergency telephone boxes along the autobahnen.



TEAMS FROM six Eastern States participated in the annual Eastern New England Shuffleboard Tournament held recently. The Lincoln Club of Brockton, Mass., emerged the winner. Ryan Tavern, Brooklyn, took second place, and the Eagles Club, Middleboro, Mass., took third. Last year's winner, Rambler Athletic Club, was eliminated in one of the early rounds. The games were played on American Shuffleboards furnished by Tri-State Engineering Company, Inc., Manchester, N. H. Players are William Paulowski, Jim Ryan, Robert Brown, Slim Bordeau, Joe Ackowali, Curly Kapingler, Eddie Blake, Jim Brady, Ralph Lawson, Greg Noonan (captain), Joe Gadari, Vincent Lawson and Armand Benoit, president of Club National, where the tournament was held.

Atlas Music Open Houses Staged In Chicago and Davenport, Ia.

CHICAGO—Atlas Music Company held an open house here and at Davenport, Ia.

Atlas has also announced a series of AMI service schools available to its operator customers, to be held by the factory in Grand Rapids, Mich.

The week-long sessions will be conducted by AMI's veteran engineer, Clif Bitting, in AMI's traditional "Little Red Schoolhouse," adjoining the factory.

Expenses Paid

All expenses are paid by AMI. Operators and servicemen are invited to check Atlas for reservations. Dates for the school are June 5-9, July 10-14, August 21-25, September 18-22 and October 16-20. Operators are awarded a diploma upon completion.

Classes run daily from Monday to Friday and include lectures and practical workshop sessions.

The Atlas-sponsored open houses in Chicago and Davenport are being held to acquaint Atlas customers with the firm's new line of AMI and Rowe equipment.

Iowa Show

In Davenport, Atlas will be introducing the new AMI Continental 2 juke box in a room coincidentally called the Continental. Also shown will be the Rowe cigaret machine—expected to attract particular attention since Iowa just recently became the last State in the Union to legalize cigaret vending.

On hand from Atlas to greet operators will be Eddie Ginsburg, Bill Phillips, Gene Smith and Nate Feinstein.

Attending the showing in Chicago last week were the following operating companies and personnel: Harry Buthe and Robert Ragwood, Elgin, Ill.; K. W. Voeck, Glen Ellyn, Ill.; Si Kase, Kankakee, Ill.; Dwain Kramzer, Springfield, Ill.; L. R. Carr and R. E. Campbell, Macomb, Ill.; Gene Campbell, Waukegan, Ill.; John Le Gritte, Victor Ostergren and Andy Brexa, Gary, Ind.; Lundberg Music, Cherry Valley, Ill.; Irv Sands, Park Ridge, Ill.; Andrew Bruno, Oak Park, Ill.; N. Krenberg, Highland Park, Ill.; Bob Stratman, Davenport, Ia.; Fox Lake Music, Fox Lake, Ill.

All from Chicago: Domenich Nesci, Joe Filliti, Nomden Brothers, Ben Iaculla, Star Music; M. H. Gillette, Charlotte Hughes, Phonograph Service; Max Behrenson, Tom Russell, Dan Morgan, Rene E. Pirard, Joseph E. Meyer, Al Hansen, Vince Angelire, Arthur Velasquez, Richard Slussar, Joe Freeman, Apex Music; Paul Brown, Robert Hall, Austin Music.

Also from Chicago: Melody Music, Vic Weiss, Andy Wodziak, Bud Emerich; E & E Music, Louis Gartman, Geno Menconi, Otto Menconi, Joe Harnick, Al Knapp, Sam Greenburg and John Kakes.

Atlantic N. Y. Launches New Trade-In System

NEW YORK — The Atlantic New York Corporation, local Seeburg distributor, this week announced a sales plan which guarantees that the firm will accept a Seeburg AY 160 in trade, two years from the date of purchase, with a maximum of \$400 below the purchase price. The deal applies only to the purchase of a new machine.

The company said it will also accept two old models for the purchase of a single AY 160, and that it is offering a five-year warranty against defective workmanship and material on the magnetic stereo cartridge and the Tormat memory unit.

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Less than a penny a day—brings ideas that could mean a fortune to wide-awake vending operators, manufacturers and distributors.

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Subscription form with fields for name, address, city, zone, state, and occupation.

MANDELL GUARANTEED USED MACHINES

Table listing various vending machine models and their prices, such as N.W. Model 49, 1 1/2 or 5¢ for \$14.50.

MERCHANDISE & SUPPLIES

Table listing various nut products and their prices, such as Pistachio Nuts, Jumbo Queen, Red for .75.

Table listing various gum products and their prices, such as Rain-Blo Gum, 72 ct. for \$1.30.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator. One-Third Deposit, Balance C.O.D.

There Are Big Profits In NUTS GET YOUR SHARE WITH Northwestern

Advertisement for 49 NUT VENDOR, featuring an image of the machine and text describing its features like interchangeable SANI-CARRY globe.

STAMP FOLDERS, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO. MOE MANDELL 440 W. 36th St. New York 18, N.Y. Longacre 4-6467

Ohio Senate OK's Measure to Exempt Bulk Machines From Location Tax Fee

COLUMBUS, Ohio — Bulk vending machines have been exempted from location fees in a compromise bill which passed the Ohio Senate last week.

Members of the Ohio Vendors Association and the National Vendors Association had sponsored the exemption bill, although it was later amended to include a machine design approval provision.

The bill provides for a \$5 annual license fee for each bulk vending operator's own commissary. However, exempted from location licensing fees are machines dispensing only "chewing gum, rolled nuts or nuts in their natural protective covering, panned bulk candy, provided all such machines which are not in use in Ohio on January 1, 1963, shall be of the type and design approved by the Department of Health."

A commissary is defined as a place where machines are serviced and products stored. Also excluded are prepackaged confections. Otherwise, a license fee of \$5 per location would be in effect.

Leonard Quinn, vice-president of the Ohio Vendors Association, said that existing bulk vending equipment may be used until it is retired from service. However, he added, equipment delivered after the end of the year must be approved.

Once a piece of equipment is approved, it may be transferred from one operator to another without further approval. As a practical matter, approval by the National Automatic Merchandising Association's Machine Evaluation Program or by the National Sanitation Foundation is acceptable by the Ohio Department of Health.

OAK'S 25c or 50c SANITARY VENDOR

Advertisement for OAK'S sanitary vendor, including an image of the machine and text describing its features like the Ace lock and coin mechanism.

Sanitary Products, \$3.50 per fill 1/3 deposit required, bal. C. O. D. Write for complete catalog of new and used machines, bulk merchandise and charms.

Rake Coin Machine Exchange 609-A Spring Garden St., Philadelphia 23, Pa. Walnut 5-2676

OPERATORS STAY OUT IN FRONT—Receive...

- List of benefits for operators, including advance information on new products, latest news on money-making hits like the Moon Rocket, and full news, operating hints, photos, all for the Bulk Vending Operator.

Make sure your name is on the Northwestern mailing list. Write Today.

Northwestern CORPORATION 2611 E. Armstrong St. Morris, Ill. Phone: Whitney 2-1300

Hurviches Greet Ops at Firm's 30th Yr. Party

BIRMINGHAM — Operators from all over the South gathered here Sunday (28) to help Max Hurvich and Harry Hurvich celebrate the 30th anniversary of the Birmingham Vending Company.

Buffet lunches were served all day to operators and their families. Door prizes were won by Nathan Allen, Birmingham; Olan Spikes, Auburn; A. B. Allen, Montgomery, and Dr. E. H. Myers, De Funiak Springs, Fla.

The firm distributes the following lines: Chicago Dynamics Industries, D. Gottlieb & Company, Williams Electronic Manufacturing Corporation, Midway Manufacturing Company, Northwestern Corporation, Oak Manufacturing Company, Beech-Nut Life Savers, Ferra Candy and Leaf Brands.

Also, Peanut Specialty Company, Samuel Eppy & Company, Paul Price Company, Ringmaster Charms, Plastic Processes, Karl Guggenheim, Fischer Sales & Manufacturing, Fidelitone and Capitol Projectors.

Nate Rake's Son, Alan, Rejoins Distrib Firm

PHILADELPHIA — Alan Rake has completed his six-month tour of duty with the U. S. Army and has rejoined the Rake Coin Machine Exchange here. He will work closely with his father, Nate Rake, in purchasing products for the company, and he will be in charge of advertising and merchandising.

Rake will also be responsible for expanding existing markets and developing additional markets for the firm's bulk vending line. Before entering the Army, Rake had spent a year with the firm.

Advertisement for Northwestern SUPER SIXTY Ball Gum-Charms Vender, including a coupon form with fields for name, company, address, and city, and an image of the machine.

Advertisement for MINIATURE POLICE WHISTLES, including text about the product and a coupon for Paul A. Price Co. Inc. with address 55 Leonard St., N.Y.

Advertisement for AMCO SANITARY VENDOR, including an image of the machine and text describing its features like the coin detector and separate coin box.

Advertisement for Eppy Debuts Plastic Letters, including text about the new plastic letter charms and contact information for Samuel Eppy & Co., Inc.

Advertisement for Charm Operators, including an image of a charm operator machine and text about the mailing list and contact information for Samuel Eppy & Co., Inc.

Op Revamps Stands With Chrome, Adds on News Rack to Land Stops

FORT COLLINS, Colo. — Making it possible for a bulk vending stand to do more than one job for the location owner has won some 35 top spots for Richard Dickerson, bulk operator in this Northern Colorado farming and agricultural college center.

Dickerson, associated with a Fort Collins bank as a guard, wondered about two years ago why so few bulk vending machines of any kind appeared in downtown Fort Collins.

Investigating, he was told by cafe and bar owners that none of them cared for the appearance of the usual machine and stand, and had simply refused to allow their installation.

Dickerson, who had been in bulk vending before, knew that this attitude of location owners

didn't hold water, particularly in view of the many strides which had been made in machine design and appearance. Consequently, he resolved to gain the spots which had been hitherto unavailable by coming up with a stand so handsome and useful that no prospective location owner could turn it down.

The result was the installation throughout Fort Collins of two machine stands, which serve not only to vend ball gum, bridge mix, or charms, but likewise serve as a convenient spot in which any restaurant or location owner can present newspapers. Both the stand and the machines, are completely chrome-plated, which immediately did away with the average location owner's objection to colors which clash or otherwise unattractive appearance of the machines and stand. Resembling a hotel luggage rack, each of the stands contains a chrome-plated steel wire section which can accommodate anywhere from a dozen to three dozen newspapers. It provides a handy place for a busy restaurant, for example, to provide the newspapers which patrons want, without filling up valuable counter space at the cash register.

Another familiar complaint of location owners—much spillage of candy, peanuts, charms, etc., on the restaurant floor—has been solved by equipping each of Dickerson's machines with a cast aluminum "spill tray" immediately beneath the spouts of the two machines, permanently fastened in place on one of the chrome-plated tubes which makes up the stand. With a lip an inch deep, the trays are adequate to catch any drop from the machine outlet, even those which drop straight down when a lid is lifted.

Thus armed with some rather attractive ammunition against location owner objections, Dickerson has been able to land even restaurants which never before permitted any sort of vending machine on the premises. And because of the handsome appearance of the all-chrome plated stands and machines, his collections are far above average. The chrome-plated equipment represented a substantially larger investment than normal, Dickerson admits, but because all of his spots are in busy traffic centers with a much higher potential, he feels that it was a fully worthwhile investment.



Bulk Vending Stand Helps Sell Newspapers

Milwaukee Police Bar Capsule Machines With Varied Charms

MILWAUKEE — Capsule machines have been banned by police here. While the dispensing of assorted charms in bulk machines has never developed to any degree here, up-State operators began placing all-charm units in the city last month. This move is

believed to have prompted the police action.

Deputy Inspector Rudolph Miller explained that all-charm machines could be operated legally if the element of chance were removed.

"To eliminate the gamble," he

said, "the location owner would have to keep a stock on hand of all the prize items shown in the machine."

"Supposing a customer is not satisfied with the item after he has delivered his coin because it is not what he had expected to receive. If the proprietor then takes from his shelf what the customer originally wanted, and exchanges it for the item he did receive, then it is a legal device according to our statutes."

One possible solution would be the look-see viewer, which answered a similar objection in New York. The device enables the purchaser to see the next item to be vended.

New York courts have ruled that the device eliminates the element of chance.

JAMAICA, N. Y. — Samuel Eppy & Company, local charm manufacturer, has gone into production on a vacuum - metalized shark charm.

Northwestern SUPER SIXTY
WITH QUICK-TACH*

IDEAL FOR YOUR BETTER LOCATIONS

1012 Balls 100 Count Gum
2886 Balls 210 Count Gum
365 Regular Capsules
*AT SLIGHT EXTRA COST

Write for literature on other Northwestern models.
BIRMINGHAM VENDING CO.
540 Second Avenue, North Birmingham 4, Ala.
Phone: FAirfax 4-7526

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
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Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
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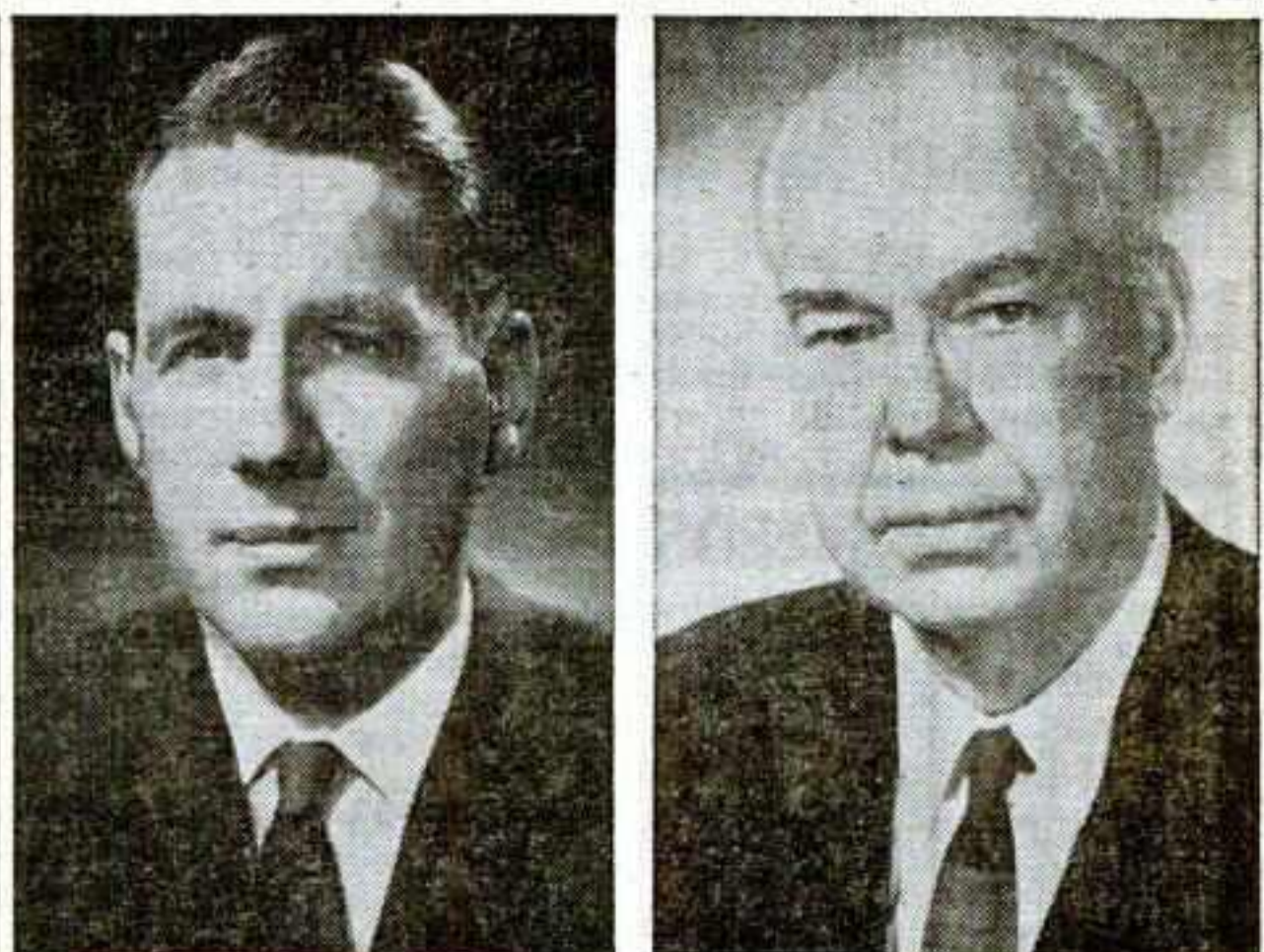
We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1/4 Tab Gum, 1/2 Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies: 1 Hershey's 100 count and 100 count Candy Gobs Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Displays, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

"CRAZY-FORTUNE" TREASURE CHEST

WRITE FOR PRICE LIST AND FULL SAMPLE LINE
... or see your distributor

Guggenheim
33 UNION SQUARE
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ALAN KING (left) has been appointed director of research and development for Interstate Vending Company, Chicago, succeeding Leslie Arnett (right), who has been named chairman of Square Manufacturing Company, Interstate's manufacturing subsidiary. King is also president of Fresh-O-Matic Foods, Ltd., Montreal, one of the leading Canadian vending operating companies.

CARS and TRUCKS

Sales will roll in with these two-color models . . . with wheels that roll.

\$10.00 per M in 5 M lots.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company

2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

Penny-Nickel ATLAS MASTER Vendors

Time payments available on Oak machines through all distributors.

WE HAVE oaks!

All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

"ACORN"

All Purpose Vendor

The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as original.

factory authorized dealers.

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Boston 20, Massachusetts

BIRMINGHAM VENDING
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Lawrence, L. I., New York

DALE DISTR. (B.C.) LTD.
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Vancouver 2, B. C., Canada

GRAFF VENDING SUPPLY
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St. Louis 8, Missouri

OAK SALES OF FLORIDA
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Miami Beach, Florida

JACK SCHOENBACH
715 Lincoln Place
Brooklyn, New York

SIEGEL DISTR. CO. LTD.
637 Yonge St.
Toronto, Ontario, Canada

SOUTHERN ACORN SALES
526-30 Bruns Avenue
Charlotte 8, N. C.

STANDARD SPECIALTY CO.
1028 44th Avenue
Oakland, California

STAR VENDING SUPPLY CO.
6327 Calhoun Road
Houston 21, Texas

OAK MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

Benjamin Kulick, Former Buffalo Distributor for Wurlitzer, Passes

BUFFALO — Benjamin L. Kulick, 61, former Wurlitzer distributor here, died last week in Millard Fillmore Hospital. The funeral was at Temple Beth El.

Kulick served as general sales manager for the Wurlitzer Company for seven years, and was president of Faysan Distributors, Inc. He was also president of Atlas Music and Mills Amusement Company and Mershaw of Western New York. He founded Faysan in 1944 and had been president until his death.

He was prominent in local civic and charitable activities, serving as president of the Buffalo and Erie County chapter of the National Foundation for Infantile Paralysis and as vice-chairman and later chairman for the March of Dimes.

He had been a director of the Crippled Children's Guild, the Variety Club of Buffalo and the Council of Jewish Federations.

A veteran of World War I, he was a member of the Jewish War Veterans Post 25. He had also served as president of the Montefiore Club and on the Mayor's Committee for Full Employment.

He is survived by his widow, a son and a daughter, and seven grandchildren.

RUNYON NEEDS

United	Williams
LIGHTNING 8' SHUFFLE ALLEY	TEN STRIKE
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BARGAINS FOR THE WEEK

Bull's-Eye Drop Ball.....\$150.00
Genco Skill Ball (as is)..... 50.00
Wms. Roll-A-Ball (as is)..... 50.00
C. C. Rocket (2 Player) (As is) 60.00
C. C. Skill Ball DeLuxe..... 50.00
C. C. Rocket (1 Player) As is.. 50.00
United Team Male (16 Ft. Bowler) 650.00
United Small Ball Bowler.... 135.00
United Advance (16 Ft. Bowler) 595.00
United League (16 Ft. Bowler) 645.00
United Handicap Bowler 675.00
United Rebound Shuffle Alloys. Ea. 75.00
United Team Shuffle Alloy.... 85.00
Bally ABC Super Delux Shuffle Alley 250.00
2 Bally Strike 14-16 (As is) .. 150.00
United Deluxe Baseball (Used). 295.00
United Yankee Baseball..... 275.00
2 1454 Rock-Ola 395.00
3 AMI K200A (New)..... Write

The United Bowlers mentioned above reconditioned like new. Have been used very little.
All Equipment Subject Prior Sale.

Central DISTRIBUTORS, Inc.
2315 Olive Street, St. Louis 3, Mo.
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BUY! METAL TYPERS

VENDING ALUMINUM IDENTIFICATION DISC

WHY!

1. LIFE-TIME INCOME
2. TROUBLE-FREE OPERATION
3. ONLY 18"x18"

STANDARD HARVARD METAL TYPER, Inc.
1318 N. WESTERN AVE.
CHICAGO 22, ILL.
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THERE IS A DIFFERENCE—DEPENDABLE SERVICE

BOWLERS	MUSIC	A.M.I. 80 Sel. Wallbox
Playtime\$565	Wurlitzer 24105\$725	Wallbox\$35.00
Jumbo 325	Wurlitzer 24005 775	A.M.I. 120 Sel. Wallbox 45.00
Duplex 595	Wurlitzer 2150 375	
Royal 325	Wurlitzer 2100 395	
Bonus 425	Wurlitzer 2000 345	
Tournament 295	Wurlitzer 1650 155	
Champion 375	Wurlitzer 1600 125	
Classic 325	Wurlitzer 1450 75	
Advance 625	Wurlitzer 1250 75	
	Wurlitzer 1500 100	
	Seeburg KD 200 425	
	Seeburg V 200 225	
	Seeburg 100 A 100	
	AMI Hideaway 150	
	Rock-Ola 1446 225	
	Rock-Ola 1465 525	
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	Rock-Ola 1449 210	
	Rock-Ola 1432 125	
	Seeburg Chr. Wallbox 37.50	
	Seeburg 200 Sel. Wallbox 75.00	

Distributors for WURLITZER UNITED, GOTTIEB & MIDWAY.

CLEVELAND COIN MACHINE EXCHANGE

2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715



Gottlieb 5-Ball Game Features Chain Reaction

CHICAGO — A new booster, ball-chain reaction scoring feature is the big attraction in Gottlieb's new Flying Circus, two-player pinball game.

Five balls are trapped in a two-column track in the center of the playfield. Hitting the trapped balls with the ball in play creates a chain reaction with tremendous player appeal, say Gottlieb officials. Boosting all balls around the track to the lighted side awards special scores. Moving one ball to either side of the track scores 100 points.

Other Features
Other scoring features include drop-in holes scoring 60 to 150 points and rollover scores from 10 to 100 points. On-off cyclonic kickers light alternating pop bumpers. The game also has a match feature and three or five ball play. Flying Circus has Gottlieb's new canted light-box, plated legs and door panel, stainless steel molding, and hard chrome finish corner casters.

S. Dakota Association Widens Membership

SALEM, S. D. — Vendors and background music operators are now eligible for membership in the South Dakota Phonograph Operators Association, according to Earl Porter, secretary-treasurer of the organization.

At the annual meeting of the association held here recently, it was decided the group, made up of operators of coin-operated phonographs and amusement games, would be strengthened by including vendors and operators of background music. A good-will committee was appointed to tour the State and contact all vendors, non-members and delinquent members.

The group in the future will hold general meetings, but will also have separate meetings for vendors and operators of background music, coin-operated phonographs and amusement games. Officers elected for the coming year are John Trucano, Lead, S. D., president; Lloyd Morgan, Rapid City, S. D., vice-president, and Earl Porter, Mitchell, S. D., secretary-treasurer.

Directors are Anthony Ratchford, Huron, S. D.; Herman Warn, Salem, S. D.; Floyd Carlton, Sioux Falls, S. D., and Gordon Stout, Pierre, S. D.
The group will next meet August 27-28 in Rapid City.



Midwest

OUT MINNESOTA WAY

Operators who attended the recent MOA convention in Miami Beach, Fla., included Elmer Cummings, Brookings, S. D.; Gordon Stout, Pierre, S. D.; Norman Gefke, Sioux Falls, S. D.; Roy Foster, Sioux Falls; Stan Wozniak, Little Falls, Minn., and Don Hellicher, Advance Music Company, Minneapolis.

Distributor representatives at the convention were Lewis Ruben, sales manager of Lieberman Music Company, Minneapolis, and Irving Sandler, head of Sandler Distributing Company, Minneapolis.

Burglars looted a pinball machine and took 50 records from the juke box at the Prestige Shine Shop, 414 East 38th Street, Minneapolis, despite the fact that the store had a watchdog on duty.

Out-State operators in the Twin Cities were Al Kirtz, Lake City Amusement Company, Lake City, Minn.; Frank Mager, Grand Rapids, Minn.; Leo Rau, St. Cloud, Minn.; Nibs Peterson, Osceola, Wis.; Red Wilbur, Duluth; Zollie Kellman, Great Falls, Mont.; H. L. Knudson, Moorhead, Minn., and Cap Kiester, Frontenac, Minn.

As buildings are being torn down in the Lower Loop for the redevelopment project, operators are losing some of their old-time locations in Minneapolis. . . . The head of a Minneapolis one-stop reports business as "good" but collections as "slow."

Jack Karter, of Midwest Novelty Company, St. Paul, was on a fishing trip at Sioux Narrows, Can. Karter won the trip in a contest and all expenses were paid. . . . Operators are concerned about the proposed 1½-cent tax increase on cigarettes which is likely to pass the Minnesota Legislature. State operators either will have to decrease their percentages to locations or increase the cost of cigarettes to consumers if the tax increases passes.

DETROIT DOINGS

Benjamin F. Davis, secretary and general manager of the Ray Music Company, reports business down seasonally, but is not unduly alarmed. Special conditions also affect Detroit considerably, he noted, adding that "unemployment, being what it is, has taken its toll." . . . Carl Angott Jr., manager of the record department of Angott Sales, headed by his father, is eagerly looking forward to an early addition to his family.

William Kus, on the sales staff of Confection Cabinet Corporation, and formerly owner himself of an independent machine repair service firm, and his wife have just celebrated their silver wedding anniversary with an open house.

Sam Kelly of Kelly Coin, Northeast Section operator, is revamping his route and concentrating on operation of juke boxes, shuffle boards and other games.

Maurice J. Feldman, head of Central Coin Machine Exchange, and one of the real active veterans of the industry, has given up his projected trip to Miami to inspect the situation there in order to handle operations while his business associate, Frank Silver, is in the hospital for a month for surgery.

CLEVELAND CLOSE-UPS

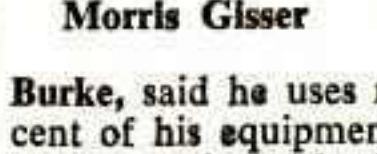
Margaret Ware Kahliff, head of the Ware Vending Company, is vacationing in Hawaii for two weeks. . . . TV star Danny Thomas met and talked with Joseph Abraham, president of the Lake City Amusement Company, and his wife Josephine Abraham at a benefit ball here spotlighting Thomas' national campaign for funds to fight leukemia. Mrs. Abraham is director of the local fund-raising drive to support the St. Jude Hospital in Memphis.

Employment in Greater Cleveland plants has increased 3 per cent in the last two months, indicating that this area is definitely pulling out of the recession. A spot check of several operators shows that the slight upturn in collections recorded a few months ago is holding.

Larry Hornbeck, manager of Shaffer Music Company of Cleveland, reports that service schools are planned for the new Seeburg iced-drink venders. . . . Tom Miller, head of Associated Enterprise, reports that 75 per cent of his locations play stereo and he is maintaining a program of a steady turnover in new equipment. . . . Cleveland Coin Machine Exchange Company recently shipped 20 pieces to Beirut, Lebanon, said Morris Gisser, president.

A student at Case Tech University is writing his thesis on the coin machine industry and recently spent several hours interviewing Morris Gisser. Cadillac Music Company works its servicemen on a two-shift basis, said Charles Comella, president. "This way we can keep our best men available at all times. By trading shifts no man is stuck with the late-evening trick."

Modern Music Company's boss, James W. Burke, said he uses no 33 singles and estimates that only about 3 per cent of his equipment can handle the slower speed. . . . "The 33-play equipment is not backed up with enough records," added Sam Solomon of Samco Amusement Company. Robert Levine, who with his brother Sanford heads Atlas Music Company, believes that 33-speed equipment manufacturers are succeeding only in putting operators on the spot. "Everybody I talk to is optimistic," said Joseph Abraham, boss at Lake City Amusement. "The coin machine collection picture is



Morris Gisser



Jack Karter

(Continued on page 48)

Question...?

How do you convert a modern monaural phonograph to stereo?

Here are your answers!

No. 1

Some modern phonographs just can't be converted. The operator has to buy a stereophonic phono at great added expense when a location owner wants stereophonic music.

No. 2

Some other so-called modern phonographs can be converted but expensive parts like power-packs, amplifiers and the like are needed. For the Operator this means increased overhead in parts and labor. The result is less profits.

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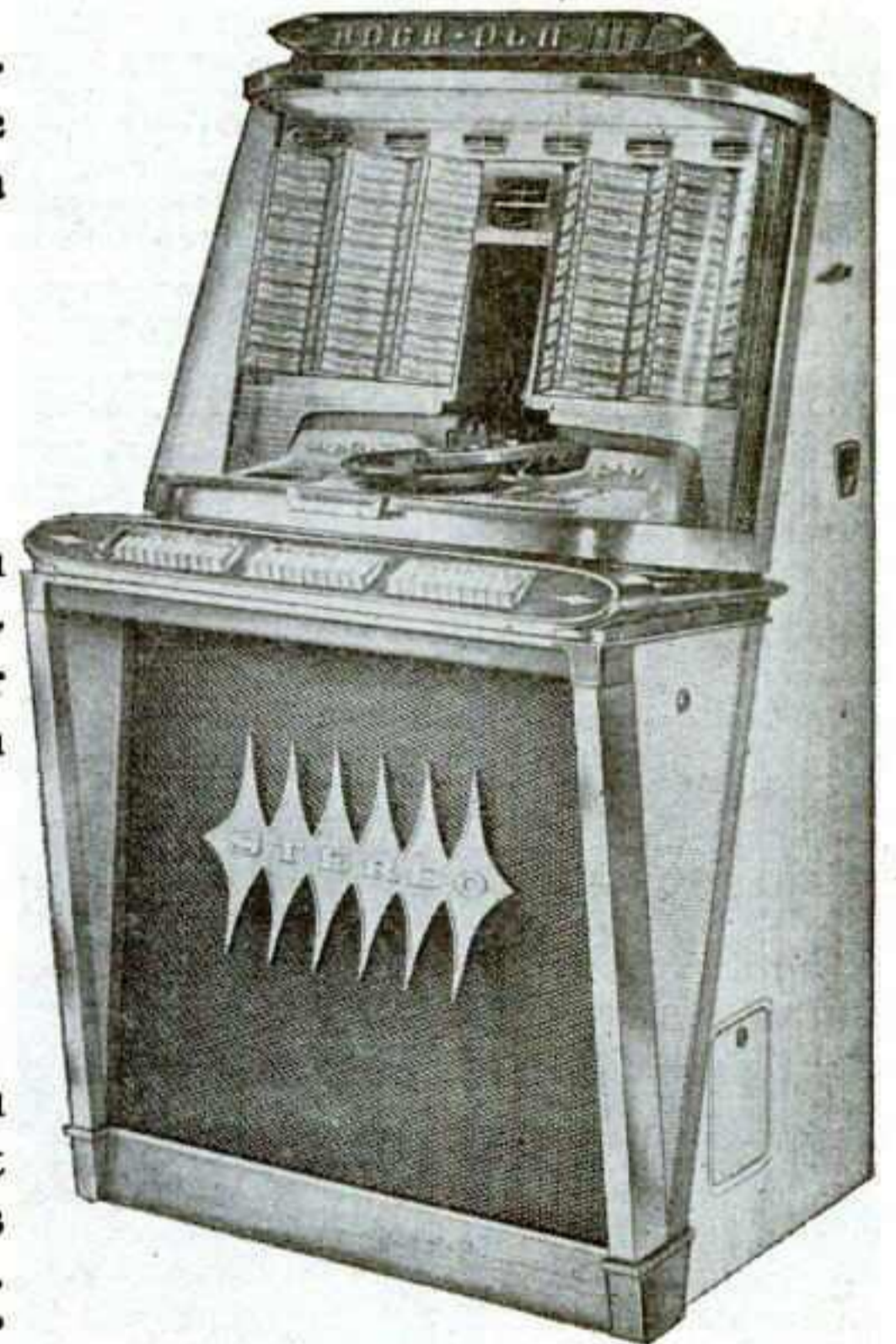
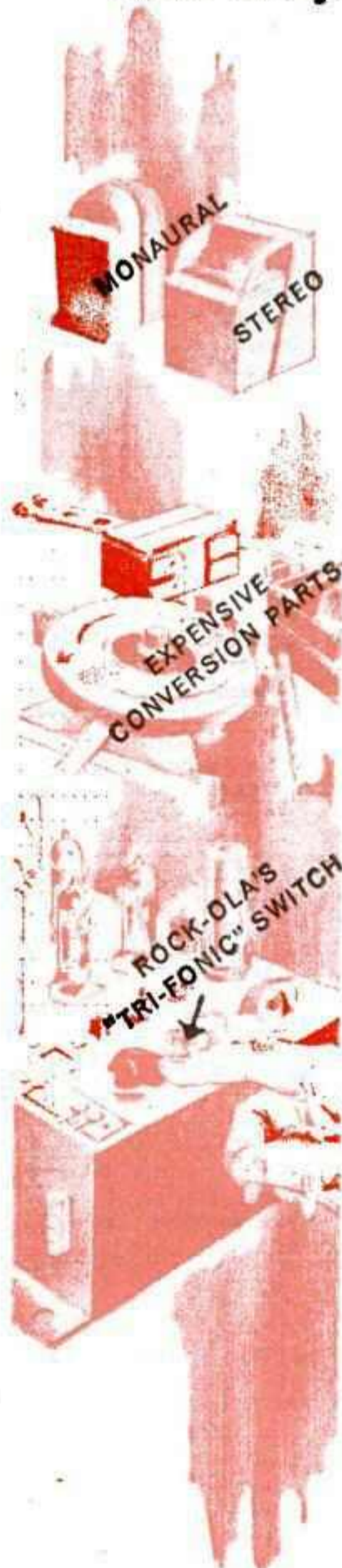
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All-Tech Firm Names Mitnick Sales Director

HIALEAH, Fla. — Jack Mitnick, veteran coin machine executive, has been named sales director of All-Tech Industries, Inc., kiddie ride manufacturer.

Mitnick was formerly East Coast sales manager for AMI, sales manager for United Music Corporation, and for the last year a representative of American coin machine manufacturers in the United Kingdom.

All-Tech, headed by Justin J. Goldsmith, has been in business for eight years and is currently producing a line of five kiddie rides.



• Continued from page 46

definitely brighter." . . . Pool tables are doing very well, according to Hyman Silverstein, head of Excel Phonograph. . . . Joseph Soloman, president of J. B. Music Company, said that bowlers have stabilized the game business, but that all amusement games need more vigorous promotion. The locations must be induced to promote your equipment, he said.

Larry Hornbeck, head of Shaffer Music of Cleveland, urges those in the coin machine industry to read a book he recently acquired entitled: "From Tin Foil to Stereo" by Oliver Read and Walter L. Welch. . . . After returning from a month-long vacation in Acapulco, Helen Dugan, head of Dugan Music Company, has vowed that she is going to relax more from now on. "The trip taught me to take life a bit easier," she said.

South

AROUND ARKANSAS

W. E. Lewis, Lewis Novelty Company, Hot Springs, says the recent race track season at Oaklawn produced record business for operators. The racing season was their best in history, he reports. . . . Also from Hot Springs, Phil Marks, Phil Marks Amusement Company, reports Hots Springs is becoming a good, year-round business town. With races, the baths, tourists from all over, business is good all the time, he reports.

More on Hot Springs: Van Eddinger, Van Eddinger Music Company, says the city is becoming quite a convention town, which produces millions a year from tourist trade. . . . Other operators reporting good business are Duane Faull, Faull Amusement Company, R. G. Jennings, Jenning Coin Machine Company, Wilbur Green, Spa Amusement Company, and J. Earl Gill, Gill Amusement Company.

Around the State: C. O. Temple, Hope Novelty Company, Hope, was in Little Rock buying records and supplies.

. . . Morris Gist, Gist Amusement Company, Helena, says the new bridge will be completed about July or August, and citizens expect a big business pickup. The bridge spans the mighty Mississippi River from Helena to Friar's Point, Miss. . . . Warren Smith, S. & D. Music Company, Hoxie, put out some old pool tables, says they are doing very well at his locations.

Paul Hurst, Hurst Amusement Company, Atkins, captain of Hurst Amusement Company bowling team, won their recent local tournament in a play-off. . . . Bud Strickland, Strickland Amusement Company, Bald Knob, says business has been bad, but he is experiencing a good pick-up now that the strawberry season is here. . . . Bill Adams, Ozark Vending Company, Batesville, says good spring weather has perked up his business from bad winter collections.

Joe Michie, Day Amusement Company, Blytheville, recently visited his son in California, Joe Michie Jr., an \$18,000-a-year city manager. . . . Sam Torjusen, B. & T. Amusement Company, Blytheville, reports the fishing is good at Norfolk Lake near Mountain Home, Ark. He has a 50-foot house trailer on the lake, created by the government, which put in a dam between two mountains for flood control and a hydro-electric plant. . . .

M. L. Armstrong, Armstrong Music Company, Brinkley, seen in Memphis on a buying trip. Bill Smead, Camden Novelty Company, Camden, has a pretty daughter, Susan, 17, who was chosen as a delegate from Camden High School to attend a convention in New York recently. . . . Charles Evans, partner in Morgan Music Company, Crossett, is back at work after recovering from a broken back suffered in a crash last December on Highway 82 between Crossett and El Dorado. . . . Jack Walker, Walker Amusement Company, Danville, seen in Hot Springs recently.

Ernest Tolen, Tolen Amusement Company, DeWitt, in the heart of rice country, has his rice plantation in shape. . . . Orell Bledsoe, National Novelty Company, El Dorado, had two distinguished visitors recently, his son, Norman Bledsoe, in the Air Force stationed at Little Rock, and J. B. Wood, former owner of National Novelty Company, now retired living in Miami. They did some fishing, visited friends.

H. L. Hopkins, Hopkins Amusement Company, Fordyce, says the bad weather this past winter hurt his route business and Pepsi Cola bottling business, is making a comeback in the present good weather. . . . J. H. Dickens, Dickens Music Company, Magnolia, who spent two weeks in a hospital at Shreveport, La., is recovered. . . . A. G. Williams, Williams Amusement Company, Monticello, has his route updated, cleaned and going great guns during the tourist season, just underway.

Robert Fortune, Newport Music Company, Newport, says his business has been off because he has been unable to have his bingo games on location in the county. He had to pick them up. . . . Melvin Lapidus, Lapidus Music Company, Osceola, was seen in Memphis recently on a buying tour. . . . Mrs. R. L. Eblin took her son to Memphis recently for a dental appointment, bought some pin games while there.

Charles Cole, Melody Music Company, Paragould, was seen setting out some new phonographs and games at a drive-in restaurant he opened recently. . . . John Brunner Jr., John & Frank Inc., Marked Tree, has finished a modern new motel at Marked Tree. . . . Ruel Huddleston, Huddleston Music Company, Marked Tree, has entered the vending field with some coffee machines.



C. O. Temple



Bill Adams

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Hunger Heads European Arm Of Canteen Co.

LONDON — Paul Hunger, who had been in charge of AMI's interests in Europe, has been named managing director for all Automatic Canteen interests on the European Continent.

Moving to Geneva, Switzerland, where Hunger has his headquarters, will be John Haddock, recently named foreign group executive for Canteen. The former AMI president will be responsible for all of the parent firm's interests throughout the world, with the exceptions of the United States and Canada. Haddock had been making his headquarters in Grand Rapids, Mich.

In Britain, the recently formed company, A. C. Automatic Services, Inc., will handle sales, service and the financing of AMI juke boxes, Rowe vending machines, background music, and intercommunication systems, plus the A.B.T. currency and coin-handling devices. A. C. Automatic Services will be a wholly owned subsidiary of Automatic Canteen.

No changes in the network of AMI phonograph distributors are anticipated, at least for the present.

Court Denies Moore Plea

BROOKLYN—The U. S. Circuit Court of Appeals for the second circuit has denied a motion to reverse a lower court ruling regarding change of plea in a criminal action involving former Gibraltar Amusement execs, Sandy Moore, Sherwood Schwach and Allen Kerner. The three were originally charged with concealing assets of the bankrupt firm from its trustee, Halstead Christ.

Upon the filing of guilty pleas in the court of Federal Judge Leo F. Rayfield in U. S. District Court for the Eastern District, Moore and his colleagues were given jail terms. Just prior to sentencing, their attempts to change their pleas to not guilty, were denied by Judge Rayfield. The three have been free on bond pending the Appeals Court decision this week.

Meanwhile, George Becker, attorney for the three defendants, has made application to stay the mandate of the court, pending an application for certiorari to the U. S. Supreme Court.

This constitutes an application for permission to appeal the decision to the highest court. The Circuit Court is expected to rule this week on whether or not the men will be allowed to remain at liberty pending the motion to appeal to the Supreme Court.

BROOKLYN — The United States Supreme Court refused late last week to stay execution of the jail sentences of Sanford J. (Sandy) Moore, Sherwood Schwach and Allen Kerner, pending the Court's review of appeal of their case.

The three originally pleaded guilty to charges of conspiracy to hide assets of the bankrupt Gibraltar Amusement juke box operating firm of Moore's from the trustee in bankruptcy. Later, they attempted to change their pleas to not guilty but this was denied by Federal Judge Leo Rayfield. The three are expected to file a petition of certiorari with the Supreme Court seeking a review of their case.

The U. S. Attorney's office here expected to set a date for surrender of the trio for starting their prison terms this week. Meanwhile, the U. S. Court of Appeals last week affirmed a lower court's adjudication of the bankrupt status of Gibraltar.

Gene Bybee, Texas Coin Executive, Dies; Headed Pan-American

SAN ANTONIO—Gene Bybee, head of Pan American Sales Company here, and a veteran of some 30 years in the coin machine business, died suddenly last week. Bybee was 58 years old.

Pan American will hold a meeting of stockholders to determine a successor. A spokesman for the firm indicated there would be no change in personnel.

Funeral services for Bybee will be held today (5) at 10 a.m. in Porter Loring Funeral Home, here.

Bybee headed Pan American Sales since it was formed some 14 years ago. The firm was named distributor for Rock-Ola in 1956. Before joining Pan American, Bybee was an operator in Austin, Tex., and before that was connected with a distributorship in Houston.

He was a member of the

NYSOG HELPS PONY LEAGUE

NEWBURGH, N. Y.—The New York State Operators Guild is doing its part to see that local youngsters have the opportunity to play ball. Recently, the up-State operator group donated \$100 each to the Newburgh PONY League and the Elks Little League. Making the presentations were Mrs. Anne Koenig, Koenig Music Company, Newburgh, to the PONY League, and Mrs. Gertrude Browne, Paramount Vending, Beacon, to the Elks Little League. One member of the Little League is Jackie Wilson, son of Jack Wilson, NYSOG president.

Masonic order and was active in numerous local philanthropic and civic organizations. During World War II, Bybee served as a flight instructor with the Air Force.

He is survived by his widow Julie and daughter Virginia.

Police Identify Body Near Lake as That of Wurlitzer's J. Roling

CHICAGO—A body identified by police as that of James Roling, 34, executive vice-president of Wurlitzer Company was discovered Friday (26) on a bank of Lake Michigan on the south side of Chicago.

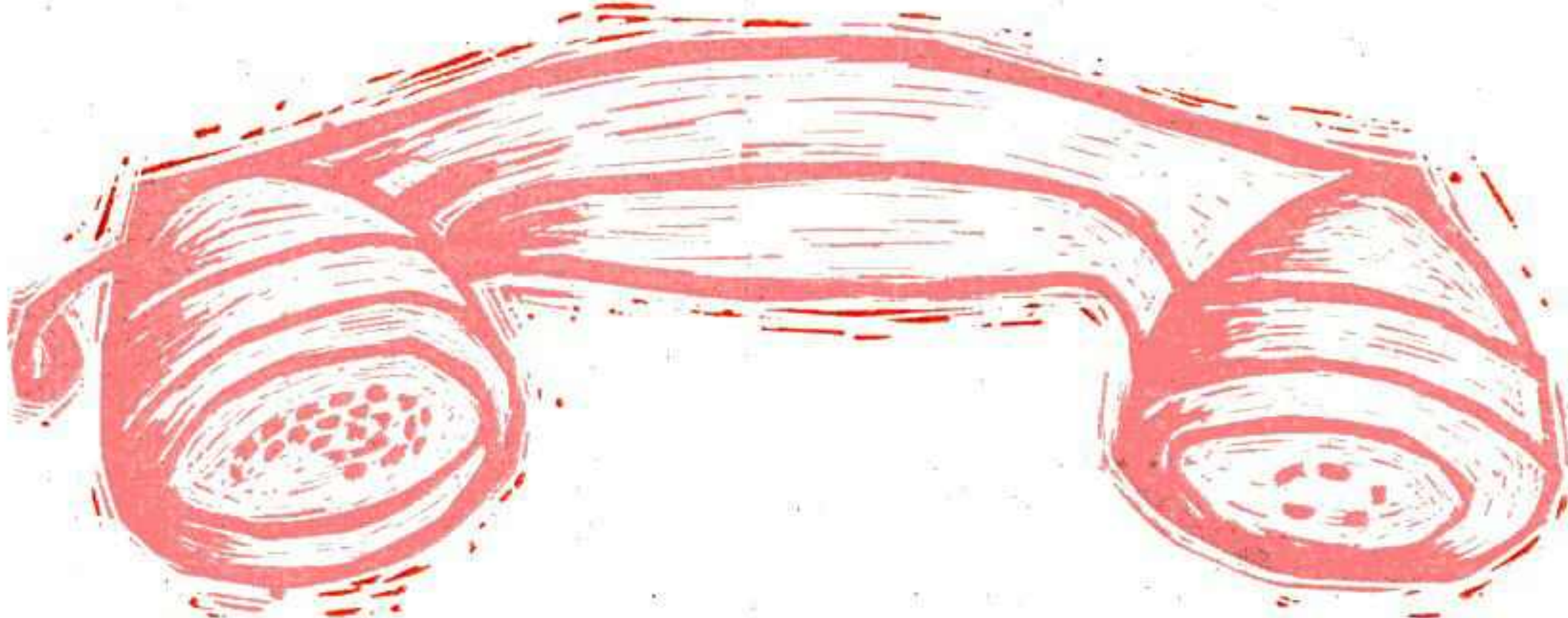
The small plane occupied by Roling and two companions apparently crashed into the lake November 29 after a take-off from Chicago's Meigs Field in a snow-storm.

Still to be found is the body of Robert L. Bruner, 34, Sycamore, Ill., assistant secretary and controller of the company, who was with Roling on the fatal flight.

The body of Roy H. Greenwall, 26, Shabbona, Ill., the pilot of the plane, was taken from the lake last March.

SEEBURG PICKS JERRY HARRIS DENVER DISTRIB

DENVER — Jerry Harris, former manager of the Mountain States Distributing Company here, has been named Seeburg distributor for the Denver area, it was reported last week. Only a few weeks ago, Seeburg had named the Midwest Music Company, operated by Doyle Wycaver, as distributor. Harris replaces Wycaver. Pete Geritz, former partner of Harris at Mountain States, is the new Denver Rock-Ola distributor. A month ago, Automatic Canteen bought out the Seeburg distributor, Thompson Distributing Company, which became an AMI distributor. The only Denver distributorship which failed to get into the act is the Draco Sales Company. Draco was, and still is, the Wurlitzer distributor.



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Keeney Little Buckaroo 175
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Bally Skill Derby (new) 195
Auto Bell Circus Play Ball..... 75
Auto Bell Galloping Dominoes 85
Auto Bell Circus Wagon Wheel.... 95

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Bally Sharp Shooter (new).....\$495
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Bally Jol Shuffle Bowler, 8 1/2'..... 50
Keeney True Score Bowler, 14'..... 95
Irving Kaye Fleetwood, 6 Pocket-Pool (Slate Top) 195



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Europe Eyes MOA Discussions

By OMER ANDERSON

FRANKFURT, Germany—The recent Music Operators of America convention in Miami has attracted the greatest interest of any MOA convention yet on the part of European operators.

It is no exaggeration to say that the recent discussions and decisions at Miami will reverberate through the European trade. This is due in part, of course, to the fact that American operators lead the world in numbers and organizations.

But it's due equally to the mutuality of interests and problems of the U. S. and European operators.

Blatt Impression

Willie Blatt, as quoted in the April 24 issue of BMW, could have been speaking for the European industry. A leading Frankfurt operator observed, "Mr. Blatt would be a very successful operator in Germany, if only because he knows our problems so very well."

"When a great many of us read Mr. Blatt's remarks, we thought he was reporting on a survey of our industry."

European Problems

Critical problems in Europe's operator industry are, even as Blatt has enumerated them for the U. S. trade:

1. The trend toward huge operating combines threatening the existence of "the little man."
2. "Planned obsolescence" of equipment plus the rising cost of equipment.
3. Composer and artist royalties.

4. Discriminatory legislation.

5. Public relations.

At the moment there is considerable anxiety on the part of rank and file operators, particularly in West Germany, concerning the intentions of Automatic Canteen Company of America.

Canteen is respected as a giant, if not the colossus, of the world industry. But the current Canteen expansion program has stirred fear that this expansion is directed toward an "integrated" operation swallowing the little operator.

Canteen Disclaimer

Canteen is now firmly established in the European market with production facilities at Neu Isenberg, outside Frankfurt, and distribution companies. It seems only logical—and good business—for Canteen to enter operating on a large scale. Canteen's disclaimer in the U. S. of such intention was received with relief here, but also with a certain measure of polite skepticism.

However, the matter of the levitathans swallowing the minnows is still rather remote in relation to the problem of costs. There is rising dissatisfaction with what is termed the "automobilization" of the juke box business, the "planned obsolescence" of the new model every year.

The arguments pro and con for the yearly juke box model change are similar to those for the automobile model parade, but the "compact" urge is being increasingly manifest among operators squeezed by costs.

Rising Costs

Even as in the U. S., there tends to be a good deal of ambivalence on the part of the operators toward the box-every-year issue. Operators complain bitterly about the rising cost of boxes and the yearly model changes, but they, nevertheless, compete for bigger and better boxes with more gadgetry and gimmickry to place on the prime locations.

Reproached on this score, most German operators tend to blame, not themselves, of course, but the U. S. (for having pioneered the razzle-dazzle, model-every-year) and the manufacturers.

From the German operator viewpoint, stereo is a prime example of the futility of "planned obsolescence." Very few German operators feel that the stereo box is technically feasible, at least not at the moment. There is an insufficient supply of records; most locations are unsuited to concert-hall tonal reproduction; and even the patrons aren't certain what is stereo and what is souped-up monaural.

False Billing

This is proved by the fact that throughout Europe locations "demand" stereo, but much of the stereo equipment turns out to be less than the genuine article; it is no secret that much monaural equipment is fitted with additional speakers and billed as stereo.

It is also fact that few operators are able or feel it necessary to employ stereo for maximum effect. Yet, stereo is a magic word with locations, and every operator feels obliged to be stereo-conscious.

Furthermore, from a solely technical point of view most European operators feel that considerable savings could be made by using equipment longer at the same location. Most equipment is shunted from location to location simply in deference to location "status," and without regard to the operating condition of the equipment.

As long as operators are divided on the "planned obsolescence" issue, and willing to compete with one another, little can be accomplished to rationalize operation. But European operators feel that if operators generally, in the U. S. and Europe, would get together on the "planned obsolescence" problem, considerable savings could be

effected in new equipment purchasing.

Royalty Problem

And there is perhaps no problem viewed as seriously at the moment by German operators as the escalating demands for music royalty payments. GEMA, the German ASCAP, is demanding the hiking of juke box royalty payments, and the "performing artists"—recording artists and technicians—have demanded supplemental payments in addition to fees paid GEMA.

This issue seems particularly serious at present. The recording artists have obtained a German court ruling that they are entitled to such independent royalty payments from juke box operators.

To the German operator, this issue in particular seems to require a hands-across-the-sea solution on the part of U. S. and German operators. The thinking here is: if ASCAP and GEMA can co-operate in the transatlantic collection of royalties and protection of mutual interest, the operators should do the same.

Legislation

Next is discriminatory legislation, which, in West Germany, takes the form mainly of discriminatory (in the operator view) tax-

ation. There is considerable interest in the American operator approach to this problem, although the field for joint action seems much narrower. The main complaint in Germany involves the so-called "amusement" tax levied on each box, in addition to normal license fees, turnover tax and GEMA payments.

Finally, there is public relations, a field in which the German trade is definitely amateurish. The tendency here remains to avoid public relations on the theory that the best coin machine publicity is no publicity.

For the position of the independent operator still hangs very much in the balance in Europe. Only in West Germany (and to lesser extent Italy) can the independent operator be said to be firmly established. Elsewhere, the issue of location versus operator ownership of equipment is still a live issue.

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Nebraska Ops To Meet, Hash Location Sales

CHICAGO—The currently hot problem of equipment sales to locations should get top priority as the Nebraska Music Guild holds its annual meeting in Omaha, at the Sheraton Fontenelle Hotel, June 10-11.

The annual election of officers is also on the agenda. Richard Taylor, Lincoln, Neb., heads the nominating committee, assisted by Harry Abramson, Omaha, and Mike Stangl, Lincoln.

The group will also receive a report of the recent Music Operators of America convention in Miami Beach, Fla., from Howard Ellis, NMG president and a director of MOA.

The Nebraska group will hold registration Saturday (10) afternoon, with the traditional cocktail hour and banquet Saturday evening. Business sessions will be held Sunday morning.

Bel Canto Featuring Two Symphony Tapes

CHICAGO — Mercury's 1812 Overture and Capriccio Italian by Antal Dorati and the Minneapolis Symphony Orchestra headline Bel-Canto's June release of nine Mercury tapes.

Bel-Canto is also offering a free Mercury demo tape and an attractive full-color window streamer with the purchase of every 12 tapes.

Besides the 1812 Overture (ST-90054), the Bel-Canto June release includes: Wellington's Victory, Antal Dorati, London Symphony (ST-9000); Latin Percussion, David Carroll and Orchestra (ST-6000); Viva Cugat, Xavier Cugat and Orchestra (ST-6003); Percussion Orientale, David Carroll and Orchestra (ST-6002).

Frederick Fennel Conducts Victor Herbert (ST-6007); An Evening With Mike Nichols and Elaine May (ST-6200); Jose Melis on Broadway (ST-60610); and George Jones Sings Country and Western Hits (ST-60624).

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Allows intermixing of 33 and 45 rpm records in any order! Simple to install in 20 minutes. \$35	
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A.M.I. J-120 625
A.M.I. H-200 445
A.M.I. G-120 325
A.M.I. F-120 295
A.M.I. G-80 295
A.M.I. G-200 245
SEEBURG 201 575
SEEBURG 100-R 400
SEEBURG 100-C 295
ROCK-OLA 1448 350
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Roanoke Vending Hosts AMI Show

CHICAGO — Showings of the new AMI Continental 2 juke box were held by Roanoke Vending Exchange in Richmond, Va. and Charleston, W. Va., last week.

Operators were given a demonstration of the new model and were wined and dined by Jack Bess, head of Roanoke Vending Exchange, and his staff. Showings were held in the Roanoke Vending Exchange showrooms in each city.

Roanoke personnel hosting the Richmond showings were Mrs. Viola Bess, Harry Moseley, Dan Finegan, Alton Sheffield, E. W. Bishop, W. David Street, M. L. Mundie, W. O. Jones, Floyd W. Morgan, Rusty Derby and Mrs. Elizabeth Williams.

Virginia Operators

Operators, all from Virginia, who attended include: Benny and Ronald Rowe, Front Royal; C. C. Connelly Sr., Colonial Heights; C. C. Connelly Jr., Richmond; Mr. and Mrs. W. M. Showalter, Harrisonburg; Mr. and Mrs. C.B. Durrer, Mr. and Mrs. F. R. Harlow, and Mr. and Mrs. J. D. Chandler, Richmond.

Also from Richmond, George Marr, Mr. and Mrs. C. B. Bird-

song, Mr. and Mrs. E. J. Wingo, and Harvey F. Swearer; H. C. Crouch, Lynchburg; Mr. and Mrs. A. P. London, Portsmouth; Mr. and Mrs. J. H. Young, Newport News; Mr. and Mrs. Robert Bryant and son, Ashland.

Attending the Charleston, W.Va. showing were the following: Mr. and Mrs. L. M. Bender, Mrs. Loop Sanpla, L. O. Haynes, Mr. and Mrs. Bob Mitchell, Mrs. Ina P. Waybright, Mr. and Mrs. Edward Flint, Mr. and Mrs. Junior Miller, Hobart Booth, Red and Eugene Wallace.

More Ops

Mr. and Mrs. Tom Hart, Mr. and Mrs. Bushnell, Mr. and Mrs. Chris Ballard, Miss Carol Waybright, James M. Amory, Mr. and Mrs. Ward Wiseman, Red Flannery and sons Bob and Mike, L. D. Murphy, Bertram Edwards, John Price, Bob Slater, W. C. Ballard, Mr. and Mrs. A. McCarus, Anthony McCaras, David Jones, Mr. and Mrs. Wade Waybright, David Craycroft, Tom Sands, AMI; Albert Allheby, Mr. and Mrs. H. Y. Lesnick, Mr. and Mrs. W. H. Brooks, Jim Amery, Sam Goodwin, and Mrs. Harris Harrick.

Vienna Juke Boxes To Set Harmonious Mood for JFK, K.

• Continued from page 3

to use the Kennedy-Khrushchev Gemuetlichkeit to spur the tourist trade.

Viennese juke box impresarios have rediscovered what most of them learned during the Soviet occupation of Austria but have since forgotten: Russian folk tunes make excellent juke box material. "Black Eyes," for example.

In addition to violin tunes, the Viennese are loading up on balalaika pop amid indications that, with the Russians beginning to import Western music, a reverse flow is in the making which will popularize the melancholy Russian musical instrument.

Balalaika Returns

The balalaika is making an evident comeback in music shops here, and night clubs are adding balalaika numbers.

A poll of 15 Viennese juke boxes in a variety of locations showed that nine of the 15 are featuring 25 per cent or better Slavic music in anticipation of the Khrushchev call here.

The increase in U. S. pop is difficult to gauge precisely because U. S. tunes usually dominate juke box play here. Trade sources estimate that there has been a moderate increase, around 10 per cent.

"But obviously the big boom would be in Slavic, and particularly Russian, music, as there has been relatively little of that played — aside from the usual gypsy violins routine in the night clubs — since the Russians packed up their occupation," the trade source explained.

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Bally 597.....	825	Continental Corsair, 30-col.	175
Cole Hot Spa.....	250	Continental Corsair, 20-col.	175
Stoner D-500.....	250	Seeburg E-1.....	175
Coffee-Mat.....	45	Bally Cigarette Machine.....	145
Cole Fireball.....	250	Eastern Mark II.....	125
Lyons VMC 1400 Drink.....	100	Lafe Rowe Candy Machines, Model 78.	250

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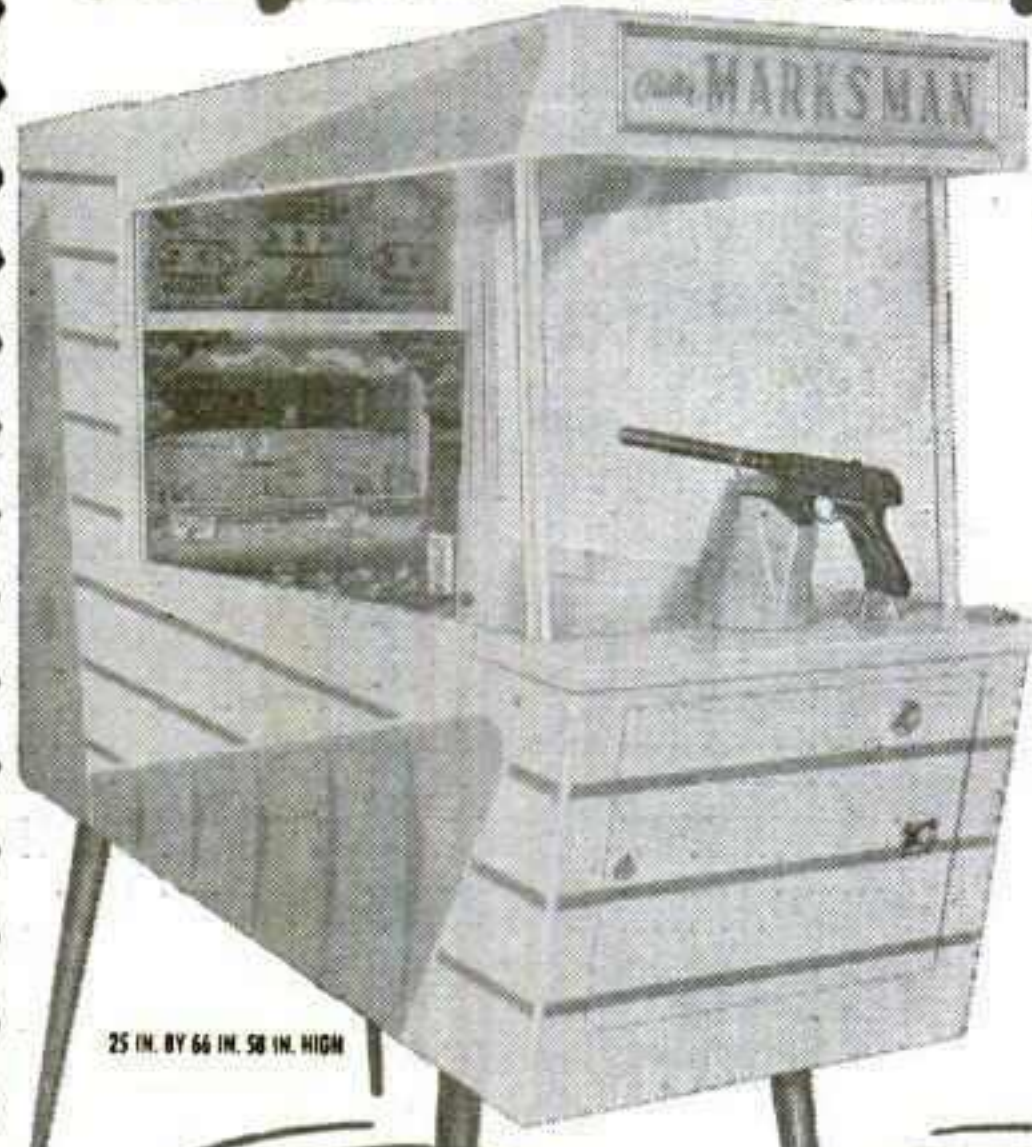
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ELSIE BAKER POOL WINNER

CHICAGO — Elsie Baker is the lucky winner of the Valley DeLuxe home pool table, for which drawings were held at the Music Operators of America convention in Miami Beach recently. Miss Baker is with Manatee Music Company, Bradenton, Fla. All visitors to the Valley booth were asked to register and participate in the drawing.

Cooper Sets New Distributor Firm Serving N. Y. State

BUFFALO — John A. Cooper, who last month purchased the coin machine interests of Sheldon Sales, Inc., here, has set up a new company, the Sheldon Sales Distributing Corporation. Cooper is president.

Sheldon is exclusive distributor for all Rowe-AMI phonographs and vending equipment for all of New York State, excluding the New York City metropolitan area. It also represents Bally, Chicago Coin and Irving Kaye.

Cooper said that parts and service will continue to be handled at the office at 881 Main Street here and that additional offices will be established throughout the State. He added that additional sales and service personnel will be hired.

NYSOG Sets Plans on Outing Sept. 29-Oct. 1

POUGHKEEPSIE, N. Y.—The New York State Operators Guild last week laid plans for its annual outing, to be held at the Lourele Country Club, September 29-October 1.

Sharing the facilities with the up-State group will be the New York State Coin Machine Association and the Music Operators of New York. Tradsters feel that the three-organization affair may be the forerunner of an annual State convention.

Members of the coin machine industry are offered a special rate of \$39 for the three days, meals included.

Guests at the regular meeting here were Gordon Howard, Atlantic-New York, and Art Schriff, Good One-Stop.

Members present included Jack

Fischer in Output On New Pool Units

CHICAGO — Fischer Sales & Manufacturing Company moved into full production last week on its new Crown Imperial pool table and Holiday bumper pool game, introduced at the recent Music Operators of America convention in Miami Beach, Fla.

Bill Weikel, sales manager, indicated Fischer was currently behind in orders but expected to catch up well before Fischer is expected to have its annual plant vacation in July.

Wilson, Anne Koenig, Jack Roehm, James (Pie) Haley, Joe Reich, Nick Nuccitelli, John Nuccitelli, Ben Golden, Mac Douglass, Lester Smith, Joe Lippe, Mike Mulqueen, Ed Solomon, Gertrude Browne and Louis Werner, attorney.

The association will hold its next meeting June 21 at the Hotel Washington, Newburgh.

Miss. Op Elected Mayor

PONTOTOC, Miss. — Fred Dowdy, owner of Ole Miss Music Company, was re-elected mayor of Pontotoc last week. Dowdy's music and game route in Pontotoc County is not too many miles from Oxford and the University of Mississippi, which he named his route after.

Wichman Acquired by SPC

CHICAGO — Wichman Engineering Company, recent exhibitor of a greeting card vending machine at the National Vendors Association convention here, was acquired last week by Standard Packaging Corporation.

THE MARK I



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CHAIN REACTION BOOSTER BALL feature contains five trapped balls in center of playfield. Chain reaction caused by hitting trapped balls with ball in play creates tremendous player appeal. Boosting all balls around the track to lighted side awards special. Moving one ball to either side scores 100 points.

Look at these location tested features:

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New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

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ALFRED HARPER

Al Harper is a veteran of 16 years in the distribution and operation of coin-operated music throughout the Southwest.



FRANK DERRICK

Frank too has a 16-year background of service to our industry.

It is a pleasure to welcome Consolidated Music to the family of Wurlitzer distributors. This fine organization will represent Wurlitzer in 29 counties of New Mexico where they are responsible for the sales and service of Wurlitzer Phonographs and Remote Control Equipment. Al and Frank are already making calls on music operators in the territory assigned to them. New Mexico music men have long been aware of the fine service they can expect from this experienced organization. With the outstanding, exclusive Wurlitzer feature of Ten Top Tunes we are sure that profit-conscious operators will welcome a visit from these knowledgeable men who now represent Wurlitzer.

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