

June 12, 1961

# BILLBOARD MUSIC WEEK

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

## Soviet Coin Games Tout Space Flights

By OMER ANDERSON  
VIENNA—The Soviet Union is developing coin games based on Soviet space achievements, Russian officials here for the Kennedy-Khrushchev meeting revealed.  
The space games have somewhat the same motivation as their Western counterparts—to entertain and produce revenue.  
However, the Soviets, in addition, visualize coin games as a potentially powerful instrumentality of education and propaganda. A spokesman for the Soviet party said Russia intended building coin games "which will familiarize our

people with the scientific principles of Soviet space flight and install pride in them over our glorious achievements."  
**Complex Undertaking**  
It was pointed out to the Soviet officials that the coin game is, by technical necessity, a highly complex undertaking, and that it would be inordinately difficult to put Soviet citizens into orbit at the press of a coin lever.  
But the scientific attache at the Soviet Embassy in Vienna, who was with the group, riposted as follows:  
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## Dealers Across Country Praise Garner Club View

SORD Officials, Others Strongly Favor Am-Par Artist's Anti-Club-Sales Stand

NEW YORK—A veritable storm of excitement has been stirred in dealer circles across the country by the anti-club stand recently taken by Erroll Garner. Garner insisted on a clause in his new ABC-Paramount recording pact against any use of his album product in any record club.  
SORD officials were in the vanguard of those offering Garner congratulations and support for his stand, and to the fact that SORD members are going all out to push Garner product. He will urge other artists to employ the same tactics.  
On the East Coast, SORD secretary-treasurer, Lou Shapiro, com-

mended Garner for his "splendid spirit of co-operation with record dealers and his recognition of the vital role dealers play as the link between a recording artist and his public."  
"We hope that more and more performers will now assert the same stand," he continued. "This will be a shot in the arm for the  
*(Continued on page 21)*

## DISK FIRMS HEAVY IN BROADWAY INVESTMENTS DESPITE HIGH ODDS

Even on Hit Album From Top Musical, Profit's Below Par; Costlier Demands by Show Producers Push Stakes to Sky

By JUNE BUNDY

NEW YORK — Although more and more record manufacturers are getting into the Broadway show field for higher and higher investment-stakes, the odds against labels coming out ahead on such deals are increasingly heavy.  
Even if a show is a success and an original-cast album hits the best seller charts today, a manufacturer's profits on it are probably considerably less than in past years in view of the stepped-up demands made by producers for bigger advances, higher mechanical royalties, guaranteed advertising budgets and other expensive prerequisites.

At the same time, the chances of a show clicking on Broadway today are more "iffy" than ever. The 1960-1961 season was the worst in Broadway history. ABC-Paramount lost \$25,000 in the Don Ameche flop "13 Daughters." Capitol dropped \$150,000 on the Nat Cole, "I'm With You," which closed out of town. RCA Victor had the original-cast rights to "The Conquering Hero," but the show closed before the label was scheduled to record it.

Capitol came out all right on its "Tenderloin" album, which made the charts, but the show (in which Capitol had no money) failed to recoup its investment during the Broadway run. Capitol does have

a \$480,000 investment in "The Unsinkable Molly Brown," and should get its money back if the box-office grosses continue to hold up.  
Kapp Records, which has more than \$100,000 in "Donnybrook," is currently threatened by sagging box-office receipts; as is Columbia, which has money in "The Happiest Girl in the World." "Donnybrook," with a \$65,331 capacity, slipped to an estimated \$22,586 the week of May 29. "The Happiest Girl in the World" (capacity \$62,805) sagged

to an estimated \$21,470 for the same period.  
RCA Victor's "Wildcat" album is high on the charts, but the Lucille Ball musical shut down permanently last week, and traditionally, sales on original cast packages take a sharp dip after a show closes. Although Victor didn't have any money in "Wildcat," the label reportedly put a sizable sum, although the figure is disputed, plus a 10-15 per cent over-ride on pro-  
*(Continued on page 43)*

## ROCK—ON THE BONES

### Red's Bootleg Racket Is Rough, But Unique

By OMER ANDERSON

VIENNA — Members of a Soviet "cultural mission," which tagged along with Premier Nikita Khrushchev's entourage to Vienna for the meeting with President Kennedy, confirmed Russia's purchase of Western-made disks from Associated Recordings, Ltd., of London, representative for Crown Records of the U. S. The order is for

8,400 Crown disks, which are manufactured by Associated from master tapes supplied by the American firms.  
Soviet officials here supplied interesting background on the Crown transaction in explaining why Russia intends beginning the regular importation of Western pressings.  
An official who for obvious reasons asked to be nameless,  
*(Continued on page 43)*

## R.&B. Singles Surge on Hot 100

NEW YORK — "I'm sure glad rock and roll is dead," a disk reviewer commented sarcastically, as he gave ear to the week's newest single releases. "Listen to all that 'good' music coming back!" The remarks were made to the accompaniment of a rocking, pound-

ing, down-to-earth rhythm and blues disk. It was simply a sign of the times. This week, for example, 15 strongly r.&b.-oriented rock sides are to be found in the top 25 Hot 100 listings.  
Several years ago, the great melting pot process began, which found

both country and r.&b. records being absorbed into the main stream of pop music. Never before, however, has the surge of r.&b. type performances and material been so pronounced. At the same time, country material, which for a time dominated the top chart listings,

has entered a cooling off period.  
In the top 25 alone, there are a number of sides with roots as they say. Among these, one would find Ben E. King's "Stand By Me," Dee Clark's "Raindrops," "Every Beat of My Heart," by the Pips; "Quarter to Three," by U. S. Bonds; "Those Oldies But Goodies," by Caesar and the Romans; "Mama Said," by the Shirelles; "Daddy's Home," by Shep (former lead of the Heartbeats) and the Limelites, in what amounts to an answer song to the old Heartbeats' hit, "A Thousand Miles Away."

In the same grouping, there are also such hits as "Tossin' and Turnin'," by Bobby Lewis; "Mother-in-Law," by Ernie K. Doe; "Peanut Butter," by the Marathons, and "Little Egypt," by the Coasters. Elvis Presley's "I Feel So Bad," is also a blues with a strong r.&b. feeling.

Further down in the charts, there are more r.&b.-derived sides by such artists as the Edsels, Eddie Harris, the Starlets, the  
*(Continued on page 43)*

## GLASER BLASTS TALK OF SALE

NEW YORK—Joe Glaser, head of Associated Booking Corporation, last week scotched rumors that ABC was for sale for \$3 million.  
Glaser was vehement. "I could have sold Associated years ago for \$3 million. It is now worth more than \$10 million—and I don't wish to sell—it is my life's work."  
Glaser has been reported as becoming increasingly interested in the dog scene, and that this interest might have led him to consider selling ABC. Glaser confirmed his interest in dogs, but as something strictly apart from his business career.  
"I've been a dog fancier 40 years, Glaser averred. Don't you know I own the poodle that won first prize at Madison Square Garden?"

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# Columbia All-Out Drive in Singles Field Seeks Talent, New & Old, Hot Pop Disks

By BOB ROLONTZ

NEW YORK — Columbia Records' signing of thrush Anita Bryant to a long-term, high guarantee deal (see separate story) is the firm's opening move in an aggressive campaign to get back into the singles business in a major way. The diskery is breaking down the door for new talent, name talent looking for new deals, indie production firms or indie producers, and intends to go on big-time campaigns to promote its single releases. This includes all types of pop music, from adult records to rock and roll.

The drive on the part of Columbia to restore itself to the singles eminence it achieved when Mitch Miller was turning out hits on an assembly line basis, started when Columbia chief Goddard Lieberson took over the firm's a.&r. control from Frank DeVol last April. According to reliable sources, Lieberson has been and is disturbed over the company's weak singles roster, and especially the diskery's failure to make much of a dent in the still alive-and-kicking rock and roll field. Lieberson's concern over the rock and roll lack, according to these sources, was that in missing the teen-beat field, the firm was missing out on new young talent that could turn into important album names in the future.

This is reported to be a key point in Lieberson's current a.&r. thinking. He is said to be concerned not about today in the sense of over-all sales—since Columbia has remained very hot in the album field—but about tomorrow. His thinking is that only by building young acts, rock and roll, or pop or whatever—into top names, will the firm have a source of supply for hot album names a few years from now.

Over the past year Columbia a.&r. men have been concentrating on signing new young talent. Out of the two score names signed by the Columbia label, Buzz Clifford and Aretha Franklin have come through strongly, and a few other artists have shown activity on their initial releases. The Epic label has been doing well with a new young

## Gardena in Masters Deal for 'Nature Boy' By Reed's Orchestra

HOLLYWOOD — John Guss' Gardena Records last week bought the masters of "Nature Boy" b-w "King of Rock and Roll" as recorded by Don Reed and his orchestra for the latter's own newly formed a.&r. records. The Gardena label recently climbed the "Hot 100" with its "Like Long Hair" disk recorded by Paul Revere and the Raiders.

In issuing "Nature Boy," Gardena's Guss will cancel the 3-cent mechanicals pledge made by Reed at the time he launched his a.&r. label. ASCAP writer Reed sought industry attention with the announcement that his new A & R Records will voluntarily increase the standard 2-cent mechanicals to 3 cents. His cause, Reed had told BMW, was one which he had fought for many years, to give the songwriter a better share of disk profits ("everyone makes money out of records but the songwriter").

Reed was confident that a company who offered higher mechanicals would be the first to see the new song material, thus gaining a competitive advantage over the other labels. After a full week following the royalty boost, the masters were sold. Their new owner has notified publishers he will revert to the standard mechanicals payment.

singer named Tony Orlando, who was brought to the label and recorded by the indie producing team of Nevins-Kirshner.

The aggressive campaign for singles talent on the part of Columbia encompasses a shift in the firm's a.&r. thinking under Lieber-son's prodding. Outside of Frankie Laine, most of the big pop names at Columbia for the past decade broke into the big-time on the label itself, with Mitch overseeing most of the smashes by Johnnie Ray, Doris Day, Rosie Clooney, Guy Mitchell, et al. Mitch, however, rarely bought an outside master, preferring to make his own cover of a breaking hit, and Mitch never cottoned to rock and roll.

It is reported that Lieber-son is now considering hiring a young recording man to handle rock and

roll disks, feeling that Columbia can no longer afford to ignore this market. At the same time, the current a.&r. staff in the pop and country fields is being directed to stay solidly in the commercial groove. Lieber-son himself, it is known, is spurring negotiations for masters as well as helping to set up indie production deals. He is also talking to talent.

Columbia's line-up of pop talent is not by any means exhausted. Marty Robbins, Johnny Mathis, Stonewall Jackson, Johnny Cash, Carl Smith, and others come up with hits, and Roy Hamilton on Epic also sells. But the firm is anxious to get a large enough reservoir or strong pop talent to have as many records on the singles charts at one time as the firm now has on the album charts.

## Small Indie Product Tie to Big Firms Helpful—But Also Hectic

NEW YORK—While the growing trend toward distribution of smaller indie singles product by larger indies has pleased a majority of the important distributors (see story BMW May 29), it has also created a number of new headaches for these same distributors.

Uppermost on the complaint list is the way in which hot product can be snatched away from distributor and given to an area competitor through the small label-big label tie.

A case in point came to the fore here recently when Boyd Records of Oklahoma City signed an agreement to have its "You Can't Sit Down" by Phil Upchurch distributed through United Artists.

Before consummating the deal

with UA, Boyd had contracted with Alpha Distributing here to handle the Upchurch disk.

When Boyd signed its deal with United Artists, Alpha had already begun promoting the record and was beginning to get some action from deejays and dealers. The agreement between Boyd and UA, however, took the distribution rights for the disk away from Alpha and gave them to Al Levine's Ideal distributor—the regular UA outlet in New York City.

"Now," says Alpha's Harry Apostalaris, "not only does Boyd want to be paid for the 300 Upchurch records we still have in stock, but one of our other lines, Warner Bros., has come out with a cover version of the tune by Bill Doggett.

"We're in the embarrassing position now," continues Apostalaris, "of going once again to the deejays, this time to try and convince them to forget the Upchurch record we were pushing successfully, and lean on the Doggett record. Apostalaris summed his whole perplexing situation succinctly when he said "I guess that's the record business."

## CRDC Boosts Stan Gortikov

HOLLYWOOD—Stan Gortikov, Capitol Records Distributing Corporation's merchandising vice-president, last week was elevated to the newly created post of CRDC general manager. The appointment was effective immediately.

Gortikov reports directly to CRDC President Mike Maitland. With this move, CRDC vice-president and national sales and operations manager, Bill Tallant, and national credit manager, Howard Decker, now will report to Gortikov. In addition to these new responsibilities, Gortikov will continue to helm CRDC's merchandising activities.

Maitland, in announcing Gortikov's appointment, said the move was made to effect a closer coordination between CRDC's merchandising and sales operations.

Gortikov has moved rapidly up the Capitol executive ladder since he first joined the firm in February, 1960. He came in as corporate development director, responsible for guiding Capitol Records, Inc.'s diversified investment program. In July, he moved to CRDC as merchandising vice-president, and 11 months later becomes the CRI subsidiary firm's general manager.

# Diskers Burn Over N. Y. Radio Problem

By JACK MAHER

NEW YORK—It's no secret that record manufacturers and distributors are still doing a slow burn over the programming patterns and disk exposure procedures instituted by station management here since the payola excitement. Most of all, the diskeries and distributors find that the tight control exercised by station executives over their deejays and program material has seriously hampered the development and exploitation of new disk talent.

Record outlets and makers are extremely concerned about the way in which their new artist product is given the cold shoulder at New York City stations; they feel that an overcautious attitude on the part of radio stations is hurting the industry at large. As one manufacturer put it: "There's nothing wrong with singles sales that a little more exposure won't help to cure."

Cited most often as points of irritation by waxeries and their reps is the "no contact with jocks" ultimatum put into effect by some stations. WINS, for instance, this past week began a policy that does not allow disk promotion men to see jocks at all. A drop-off point for disks is all that is provided.

Another point record men find unbearable is the way in which time is apportioned out for the playing of new records. Some sta-

tions will take few chances with new product. Those that do, allot the time in such a way as to stifle a distributor in its exploitation function.

A distributor, for instance, that might have three or four or five hot singles lines, is given only as much exposure time as a distributor with fewer hot items. The way the distributors explain it, fear of investigation is the reason for the unrealistic time allotments. "The stations are afraid they'll be accused of working out a deal with that one hot distributor," is the way one spokesman put it.

As one manufacturer summed up: "The station men don't realize that they owe a responsibility to our industry. We supply 90 per cent of their program material, and they should go out of their way to help us build the new talents.

"How else are we to provide the Darins, Ankas, Rydells and Sinatras of the future?" the record executive concluded.

## See Anita Bryant Col Pact This Wk.

NEW YORK—Anita Bryant is expected to sign her new contract with Columbia Records this week. The deal, which includes a five-figure guarantee, was negotiated by Columbia President Goddard Lieberson. The attractive thrush was formerly with Carlton Records, where she had a number of hits including "My Little Corner of the World." She recorded a dozen sides for Carlton prior to leaving the firm. Don Law, Columbia a.&r. director in Nashville, is expected to cut her first single.

## Ask FCC for Time on Payola

WASHINGTON—Extra time to file comment on the proposed anti-plugola and anti-payola guide-lines currently in rule-making at the Federal Communications Commission has been asked by the National Association of Broadcasters and the Motion Picture Association of America respectively. The anti-plugola rules will cover financial interests of broadcasters in aired materials, such as net-owned record companies.

The anti-payola rules will cover use of free records and pay-for-play situations in broadcasting.

The NAB wants to extend the deadline from June 19 to July 10 for comment on the anti-plugola rule-making on broadcasters with financial interests in aired material, because it fears some of the FCC examples given are subject to mis-

(Continued on page 16)

## Teldec Disk Firm Ups Waizenegger

WEST BERLIN—Artur Waizenegger has been advanced to the position of co-business manager of Teldec (Telefunken-Decca) Schallplatten GmbH.

Waizenegger will take over duties of Herbert Grenzbech, Teldec director who has retired. Waizenegger has been affiliated with Telefunken since 1925, serving as radio division sales manager in Cologne, Hanover, Berlin, and Hamburg. In 1957 he switched to Teldec, taking charge of domestic sales of disks under the label of Telefunken, Decca, RCA, London, and Warner Bros.

Grenzbech, a veteran disk salesman, founded his own firm in 1925. He later affiliated with Telefunken and became general manager. He is credited with having had the chief role in development of Telefunken disk programming, and he directed reconstruction of the Telefunken diskery after the war.

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## Dr. Bradley LP Club's Release

CHICAGO — Businessmen's Record Club, a recently formed record-of-the-month club specializing in educational material and professional lectures, is introducing a Dr. Preston Bradley album as its current release.

The album is titled "Selling Your Best Self to Others." The Businessmen's Record Club is affiliated with the National Research Bureau here, and is headed by Robert Stone.

Members agree to purchase four albums a year from a series of 12 monthly selections. Albums are priced \$5.95 each.

### Mail Order

Stone said the club is sticking primarily to its mail-order method of doing business though it has tried retail sales on a very limited basis.

The club works on the standard book-of-the-month club technique. Members receive a monthly bulletin describing the current selection.

The club was started last October. Selections consist entirely of lectures and educational type material authorized by leading figures in the respective fields.

### Bradley

The current Bradley album features such subjects as (1) Using the miracle within you; (2) Eight traits to overcome; (3) Four steps to poise and success, and (4) Service to others.

Dr. Bradley, minister of the Peoples Church of Chicago, is also known as a radio commentator, author of eight books, a national syndicated columnist, and lecturer.

## Carle to New Post In Southern-Peer

NEW YORK—Lucky Carle has been appointed professional manager of Southern-Peer and affiliated companies in the United States, according to an announcement by Mrs. Ralph Peer, president of the far-flung publishing operation.

Carle, who has been with the company since 1949, has up to this time headed radio and TV exploitation. He had been credited with many hits.

## RIAA Says 'Vast Majority' Stereo Platters Meet FM B'cast Standards

NEW YORK — Record manufacturers were heartened last week by the Record Industry Association of America's assurance that "the vast majority of stereo records on the market" are "completely compatible" with the newly adopted FM stereo broadcast standards.

The industry which had expected the advent of FCC-approved FM multiplex system would bring about extensive radio exposure for stereo packages, was crushed a few weeks ago when A. Prose Walker, engineering chief of the National Association of Broadcasters, claimed that no more than 25 per cent of existing stereo records are completely compatible. However, the NAB now says the whole thing was a misunderstanding and, in a final report, 5.6 of NAB's national stereophonic radio committee indicated that 75 per cent of all stereo recordings are acceptable for both stereo and mono broadcasters.

In line with this, the RIAA said it is confident that "added exposure given to stereo records through FM multiplex broadcasts will increase stereo record sales to a similar degree that regular radio

## NARM SELECTS COMMITTEEMEN

NEW YORK—The National Association of Record Merchandisers (NARM) has named members of its various committees from both its rack members and its associate record manufacturer members.

Head of the finance committee is George Berry, and serving with him are Alvin Driscoll, and Al Bennett. Jim Tiedjens heads the promotion committee, and under him are Harold Goldman and Donald Van Gorp. The products improvement committee is headed by Larry Rosmair, with Bob Baker, Bill Gallagher, Cy Leslie and Irwin Tarr. Ken Sachs will handle publicity for the organization. The convention committee head is Glen Becker, with Earl Foreman, Jim Tiedjens, Claude Brennan, George Kling, Al LaVinger, Bill O'Dell, and Bill Tallant. Jules Malamud is the head of the membership committee.

## Mercury Sets Promo Division

CHICAGO — Mercury Records Corporation is moving to expand its promotion and advertising activities with the formation of a creative service division under the direction of Merle Schirado.

Irving Green, Mercury president, said the new division is designed to give additional service to the sales department, including merchandising, public relations, advertising an art work.

Under the new set-up, Millie Stergis will be consumer advertising manager and Steve Schickel will be director of publicity and trade advertising. An art director will be named later.

### New Head

Schirado, the division's new director, was formerly merchandising director for Mercury.

The creative service division follows the recent formation of Mercury's special products division, which was set up to promote Mercury's subsidiary label, Smash, and

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# First Big Price Slash on Albums Comes In Detroit; Indie Distributors Slice Tab 10%

By NICK BIRO

CHICAGO — The first major break in LP prices came in Detroit last week as several of the city's leading independent distributors slashed their price by 10 per cent.

The price cut generally applies to all album product and has been described as a permanent measure.

Distributors involved to date include Arc Distributing Company, Jay Kay Distributing Company, Cadet Distributing, S & S Distributing, and Aurora Wholesale Record Distributors. The group represents virtually all the leading independent outlets in the Motor City.

### Follow Suit

Several of the smaller independents are expected to follow suit. The city's manufacturer-owned major outlets have to date made no move.

Distributors participating in the price cut see the move as a stimulus to the independent dealer. Virtually all noted they could profitably do business under the new price structure and expected it to boost their sales in general.

Many of the distributors were critical of the entire album price

structure, saying manufacturers "hadn't done enough," and hoped this would help get some of the "water out of the album prices."

### Canceled Line

One distributor even canceled one of his lines, charging the manufacturer was selling direct to discounters and rack jobbers at a lower price than the distributor was able to buy.

Manufacturer reaction to the move has been mixed. Some have been solidly behind the distributors in the price cut. Others have adopted a "let's see what happens" attitude or even expressed outright opposition.

Generally, the price drop is as follows: \$3.98 retail albums are dropped from \$2.47 to \$2.25; \$4.98 retail albums are dropped from \$3.10 to \$2.82; \$5.95 retail albums are dropped from \$3.71 to \$3.38.

The move is not expected to have too great an effect on retail prices in the city. As one distributor put it, many of the dealers have already cut their prices to compete with clubs, racks and discounters—this will just enable them to make a little better profit.

Henry Droz, Arc Distributing,

said his firm had dropped album prices about 9 per cent. He said he was merely passing on to the dealers the benefit his firm was reaping from manufacturer deals and mass-buying plans. He said many of the smaller dealers were unable to participate in the big manufacturer deals because they were unable to load up with large inventories.

Droz leveled a general blast at the entire price structure of LP's, and termed the "\$2.48 price to dealers as fictional as the \$3.98 price to consumers."

He said the whole thing boils down to the fact that "we can profitably sell at this lower price, and we feel it will spur business."

### Healthy Dealer

Droz added this was a step toward maintaining a "healthy small dealer," and would be a shot in the arm for the business in general.

John Kaplan at Jay Kay Distributing said he had dropped his price about 10 per cent in an effort to "maintain some sort of dealer picture in the city."

Kaplan said the number of independent dealers in Detroit had dropped from over 400 to just over 200.

### Large Outlet

He cited one large retail outlet with some 30 stores, that was going to discontinue its record department and call in a rack jobber. Poor profit picture was given as the reason. He said he hoped this price cut would help the store continue its record operation profitably.

Kaplan was also critical of the

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## AFM Revenues Surpass Costs First Time Since 1953 Period

ATLANTIC CITY—The American Federation of Musicians' revenues during the fiscal year ending last March exceeded outlays for the first time since 1953, despite unusually heavy operating expenses. This prosperous note was a highlight of International Treasurer George V. Clancy's annual report to the AFM membership here at the start of union's 64th convention Sunday (11).

At the same time Herman Kenin, AFM president, in his 1960-1961 report to the membership, said, "The Federation's fight against abuses in the recording field has occupied increasing attention during the past year. A newly established department devoted exclusively to policing observance of our recording contracts, to the prompt collection of wages, to the elimination of unauthorized dubbing, tracking... has already achieved some dramatic results."

Clancy told the members that there is a surplus in the general fund of \$4,009 as compared to a

deficit of approximately \$117,000 per year for the past seven years. He also pointed out that the first surplus in eight years was obtained "despite severe economic distress across the country."

Clancy attributed the surplus to some local wage scale increases, a gain in employment resulting from the 10 per cent cabaret tax reduction, and the delegates' adoption of the international initiation fee law, which produced \$260,417 in its first year.

Total AFM membership as of March 31, 1961, said Clancy, was at a new high of 268,959, including those in the Armed Forces.

## Merc Ups LP's & Sale-a-Rama

CHICAGO — Mercury Record Corporation is introducing 10 new albums in its mid-June release, by "Richard Hayman Conducts Pop Concert in Sound," and simultaneously is announcing a summer sale-a-rama program to run through July 31.

The sale-a-rama program offers the current mid-June release, the label's entire Perfect Presence series, the EP series and the Wing series on a one-free-for-five purchased basis.

The remainder of the catalog, comprised of all 12-inch LP's, will be sold on a one-free-for-seven purchased basis.

### Mono and Stereo

All albums in the release are available in monaural or stereo.

Included in the release are "Comedy From the Second City," "The Sound of My Own Voice and Other Noises," with Severn Darden of the "Second City" cast; "Adam Giselle" by Anatole Fistourari and the London Symphony, "Wagner for Band" by Frederick Fennell and the Eastman Wind Ensemble, "Step We Gaily" by Jimmy Shand and his band.

"For Lonely Lovers," Dinah Washington; "The Sound of Griff Williams" by the artist of the same

(Continued on page 42)

## Shaw Re-Ups Post With Marks Music

NEW YORK—Arnold Shaw has been re-signed as general professional manager of Edward B. Marks Music Corporation and its subsidiaries, according to an announcement by Herbert E. Marks, president of the publishing firm.

Marks gives much of the credit for hit tunes in the more recent Marks publishing library to Shaw. Among them, says Marks, have been wonderful, "Wonderful," "Tell Laura I Love Her," "Port-au-Prince" and "Banana Boat Song," to name just a few.

The music firm's president also gives credit to Shaw for much of the company's success outside of the continental limits of the United States. "Our income abroad has continued to grow tremendously," says Marks. The company has had two No. 1 tunes in England, one top hit in Italy, two in Germany and No. 1 songs in Argentina and Brazil in the past year under Shaw's aegis.

### Move to FM

Meanwhile, broadcasters around the country are getting ready to move into the FM stereo field. Station WUPY-FM, Boston, went on the air June 1 with an all-jazz stereo format, featuring stereo around-the-clock both for disk programming and commercials.

In a move to build up its audience, WUPY-FM is planning to manufacture its own FM stereo radios. The three-speaker sets, which will carry the name WUPY-FM, will retail for \$39.50. An FM stereo tuner adapter will retail for \$19.95.

Station WGFM, Schenectady, N. Y., claims to be the first outlet in the country to inaugurate regular broadcasts of a new FM stereo single. The station went on the air at 12:01 a.m. June 1 (FCC-approved starting day) with recorded stereophonic music. Enoch Light's Command stereo albums were used exclusively for programming the first day.

Station KMLA-FM, Los Angeles, went on the air a minute earlier—"on the stroke of midnight" May 31 with "the first multiplex stereo program." However, the station has not yet set up a regular multiplex stereo programming schedule.

## UST in Move To N. J. Hdqrs.

HOLLYWOOD—United Stereo Tapes, the Ampex audio subsidiary, is moving its headquarters from Sunnyvale, Calif., to Bloomfield, N. J., and its operation will be directed by Ted Wallerstein who will serve as management consultant reporting to Ampex Vice-President Herb Brown in California.

Concurrent with these moves, UST's former Eastern sales manager, Dick Blase, will assume the newly created post of national sales manager. John Spellman, former UST product manager, will become manager of the Bloomfield depot which includes UST's production facilities. Both will report to Wallerstein. The moves are effective immediately.

Wallerstein is the veteran record company chief executive who was president of Columbia Records for a number of years. In more recent years, he served as president of the Everest label, the Belock Instrument Corporation's disk subsidiary, a post he resigned last year. Since then, has been acting as a management consultant.

Blase joined UST a year ago, after having served as manager of the Felsted division of London Records. Prior to that, he was manager of Capitol Records' Memphis branch. In his new post, Blase will handle the sales portion of former Marketing Manager Bill Muster's responsibilities. Muster resigned his UST post (see *BMW*, June 5) to return to Hollywood as vice-president and general manager of Pacific Network, local Muzak firm. Blase will complete the reorganization of UST's distribution set-up initiated by Muster.

# Rabid Talent Hunt Ensues Among Disk Makers for Potential Big-Name Artists

On Another Front, Search Goes On for Quick-Hit Talent, But Principal Concern Is Long-Range Vocal Prospects

By BOB ROLONTZ

NEW YORK—One of the biggest talent hunts in many years is now going on, sparked by the desire and the need for new talent on the part of scores of record firms. The hunt is being conducted on two levels, one on the basis of quick-hit artists with a one-record sound, and the other a seeking for artists who can be built into the top names of the future.

The reason for the hunt for new names is interesting. With many of the old great stylists falling by the wayside and with companies unable to really maintain themselves or their album lines on one-hit artists, diskeries are pressed to secure new names with growth potential. They are not overlooking the artist who can come up with a

quick hit, due to unusual vocalistics or gimmicky arrangements, but they are more concerned with the long-range vocalists—those who sing "good" and can be developed into stars of the future.

The names most often brought up are young disk artists with strong futures in both the record and the entertainment business are Bobby Darin, Paul Anka and Bobby Rydell. Elvis, of course, has already been accepted as the great new name for this decade, succeeding the big names of the past. It is pointed out that Darin, Anka and Rydell, as well as Elvis, developed into singers from the rock and roll and have turned into consistent pop single and album artists.

A check of the best selling single charts of five or 10 years ago show how many of the great names of yore no longer or rarely break through with hits. This is true even though the great names are still great in night clubs, on TV, and in concert, and occasionally do come up with a good-selling record. But their consistency on records is gone, and according to many a.&r. men, they have less chance of making real money for a record firm than a lesser known but hotter disk act.

It is the large firms, the majors and the well-established indies, who are more concerned about securing artists with a possible future than the new small labels. The latter can make out well enough with an occasional one-hit artist who sells his 200,000 to 400,000 platters due to a novel vocal style, rhythmic beat or catchy arrangement. The big firms, however, need album product for their distributors and dealers and for their own over-all profit, and they can't build a line or keep a line on top with one-shot single names.

Record companies are faced with singular problems in attempting to develop new talent. Until an artist gets a hit or a near-hit, it is almost impossible to get him

night club or one-nighter engagements or TV shots—at least those that pay any money. But until the artist can play personal appearances, he can't develop into a live personality. Most of the booking agencies have abandoned their traditional function as a discoverer of singing talent and leave it to record companies to find, record and expose new talent. Thus a record company has to spend the incubating time with a new vocal discovery and patiently wait out that first and sometimes second hit. Only after that do the talent agencies become interested in the singer and attempt bookings.

Some of the larger firms appear to be less able to break through and make an impact with new talent than small or perhaps more flexible indie labels. These large firms often appear to be unable or unwilling to cope with the involved procedures of getting a new artist exposed on the right deejay shows or bandstand shows, etc. In many cases the larger labels will wait until an artist has made an impact through his hit or hits on a smaller label, and then make an offer to the artist to join the firm at a long-term high-guarantee figure. Many young hitmakers, having learned that large firms are willing to pay well for their services, have moved to the big labels at the expiration of their contracts with smaller firms.

## 2 European Albums Launch Balboa Label

HOLLYWOOD — Balboa Records, a new Coast-based label, last week debuted with the release of two LP's recorded abroad. The firm was formed by Larry Fotine, songwriter, publisher and former musical director of Bel Canto stereophonic recordings. Fotine and Bel Canto parted ways when the firm removed its headquarters from Culver City to base its operations in Columbus, Ohio.

Balboa packages are labeled as part of a "Golden Voyage Series" devoted to music from foreign lands. The initial release consists of "German Concert Hall," recorded in Germany by Heinz Buchold and his orchestra, and "French Scene," recorded in Paris by Constantine and His Golden Strings. The "Concert Hall" LP was leased by Fotine from Ariola Records of Gutersloh, Germany.

Allied is the national distributor, and asks \$4.98-\$5.98 for the monaural and stereo counterparts.

## Dale Forms Booking Agency

HOLLYWOOD — Fred Dale, former head of General Artists Corporation's one-nighter department here, last week formed Viscount International Productions, an agency specializing in booking pop attractions on national concert tours. Dale plans to limit VIP's client roster to a few names, thereby allowing him to concentrate his full attention on mapping out their concert tours.

Prior to joining GAC, Dale was head of the Chicago office for the Willard Alexander Agency.

## Cap in 'Circular Sound'

HOLLYWOOD — Capitol last week became the latest label to jump aboard the "stereo sound you can see" bandwagon, introducing its "Circular Sound Series." The LP was recorded by the London Sinfonia, Robert Irving conducting, and is called "Musical Merry-Go-Round."

# ERROLL GARNER ROCKETS TO ROLE OF SPOKESMAN

If there was any role that few people would have predicted for Erroll Garner, it would have been that of spokesman for artists in their relations with record manufacturers, and a rallying

point for dealers across the country. Yet in recent months, this quiet, unassuming but highly talented personality has become a leader for artists who have been timid in their contractual relations with manufacturers, through his legal battle with Columbia Records over his former contract with that firm. He has become a hero to dealers for his remarks against record clubs (BMW, May 29). He has refused to allow his Octave label recording ("Dreamstreet") to be sold in clubs, and his new distribution contract with ABC-Paramount contains this specific "no club" provision.

Garner has often been termed a folk artist, in the same context that jazz is often termed a folk-oriented art. He is a unique talent, and one of the outstanding elements of his talent is musical wit, as well as freshness of interpretations. It has been noted that if Garner were to play the same tune on three different occasions, each performance would sound differently. He once remarked that he is never sure of the line of development a performance will take until he sits down at the piano and actually begins to play. Then it comes to him. This gives his performances tremendous spontaneity, with no touch of bourgeois sameness. In his concerts Garner never prepares a program in advance—he fits the repertoire to the mood of the audience.

## Never Read

Garner has never learned to read music. Yet, in addition to his stature as a pianist, he is also a composer of note. His best-known compositions include "Misty," "Dreamy," and his newest, "Dreamstreet." Tunes always seem to be running through his mind. Last winter, after watching a performance of the Moiseyev Ballet (Garner's interests are widespread) he stated that besides enjoying the dancers he had also come up with an idea for a new tune.

Not only has Garner become a star on records (his LP of "Concert by the Sea" is around the 500,000 mark), but he has also become a fabulous concert name. For the past two years he has been one of Sol Hurok's class concert attractions, hitting SRO grosses at concerts in large cities, and on college campuses throughout the U. S. A. He has not given up his lucrative night club career, however; at the moment, he is performing at the Crescendo in Hollywood, and this summer he will be giving concerts on the summer tent circuit—a performing field he helped develop.

Garner's record career has been long and varied. He has been recorded by many companies, starting back in the early 1940's, usually on a free-lance basis. In the 1950's he signed with Columbia and in 1954 he left that label for Mercury, only to return to Columbia in 1956. From 1958 until May, 1961, Garner made no records whatsoever, due to his contract fight with Columbia, a hassle that is still in the courts. Many of Garner's older recordings are still being released by various labels.

Garner is managed by Martha Glaser, a piquant and outspoken woman whose intensity and acuteness has been both the blessing and the bane of night club owners, jazz promoters, critics, record company executives and sound engineers. Under her aegis, Garner's career has expanded and grown, and many other managers have emulated her stand that the job of the manager is to fight for the best possible conditions under which to showcase a talent. Her fight for better dressing rooms, tuned pianos, good sound systems, quality records, sensible performing hours, etc., for Garner, has helped raise standards for all performers.

Legends about the Pittsburgh-born Garner (1921) are numerous. But it is a fact that he always sits on a Manhattan telephone directory while performing. There is a story that the star of a TV show on which Garner was to appear had a special cushion made for the pianist of the same thickness as the Manhattan directory. Garner tried it and was unhappy about his performance. He got rid of the cushion, brought in his telephone book (he always carries it with him while performing), placed it on the piano stool and sat down to play. And then he swung.

## Long Buys Rights To 'Circus' Score

NASHVILLE — Hubert Long, owner of Moss Rose Publications here, publisher of country music, has purchased the rights to the score of "The Biggest Circus," new musical which will have its initial shakedown at Theater Nashville here July 5.

Show will make the trek to an off-Broadway opening after the first of the year, says Long. Music, lyrics and book are by Gene Nash, who will also handle the direction and choreography.

Interest in the new play in running high in Nashville music and record circles, Long reports. Already signed to the cast are Capitol's Johnny Seay and Columbia's Mark Stewart. Long describes the vehicle as an oddity that will combine 18 country, middle-of-the-road, pop and show tunes.

## Old Jockey Payola Trick Back: Swap Newsletter Space

NEW YORK — An old payola gimmick is rearing its voracious head in the rhythm and blues deejay field again. Jocks are peddling space in their own newsletters and magazines to record manufacturers and distributors, and, in return, ad buyers are guaranteed air play for their disks.

Although the gimmick is an old one, it has taken on new dimensions lately. One magazine represents a "syndicate" of about 14 key r.&b. jockeys from different markets around the country. This mag reportedly charges as high as \$500 a page for ads carried in its off-beat sheet.

The deal here is that an advertiser receives concentrated spins for his product on all the 14 spinners' shows, thereby garnering nationwide exposure.

## 'Teen-Age' Flicker Spots Disk Talent

HOLLYWOOD — Record talent gets heavy representation in the flicker, "Teen-Age Millionaire," recently completed at Desilu Studios here by Ludlow Productions and slated for simultaneous release through United Artists in some 18,000 theaters throughout the world August 3. Featured in the film are Jimmy Clanton, Rocky Graziano, Zazu Pitts, Sid Gould and Maurice Gosfield.

Recording artists set for prominent exposure in the picture are Chubby Checker, Dion, Marv Johnson, Bill Black's combo, 15-year-old Vickie Spencer and Jack Larson. Fraternity Records has three tunes in the film. Miss Spencer represents the label with "I Wait," which she penned herself, and "Hello, Mr. Dream," written by Bobby Bare, and Larson contributes "Back-to-School Blues," also penned by Bare. Miss Spencer is the daughter of Lou Spencer, prominent New York and Hollywood choreographer.

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## DISK DEDICATED TO FIRST LADY HOT ON BOXES

VIENNA — Viennese juke box operators report that Chancellor Records' disk, "Tribute to Our First Lady," honoring Jacqueline Kennedy, has zoomed into a top tune here on the strength of the Kennedys' visit to Europe.

Even juke boxes in niteries and bistros frequented by Communist bloc diplomats are getting heavy play for the Jacqueline Kennedy tribute.

The disk's popularity has spread here from London and Paris, where it has the juke box popularity meters jumping.

Sagacious Viennese operators are moved by success of the Jackie disk to wonder if the trade isn't neglecting the possibility of boosting box play by selecting disks pegged more closely to current events around the globe.

Some astute operators here have been experimenting with substantial success in this direction. For instance, at the height of the Congolese turbulence they plugged "Bongo! Bongo! Take Me Back to the Congo!" and when Castro began kicking over the traces, they splurged on Latin rhythms, including authentic Cuban folk tunes.

The Laos crisis has even moved some Viennese operators to tackle Oriental disks.

Such a headline-conscious operator commented, "Top tune charts are fine, but I personally think we're overlooking a lot of top tunes from our newspaper headlines. In the future, I intend to use newspaper headlines more in picking my disks."

## Grean & Monroe Do Yachtsman LP

NEW YORK — Charles Grean and Vaughn Monroe have produced an album specifically for the yachting fraternity called "Music for Yachtsmen" released this week.

The set, which also stars Betty Johnson, will not be sold through the regular distributor-dealer outlet, but instead will be geared to sell directly to boating enthusiasts by mail order, and through marinas and yachting supply stores.

One side of the disk is of the easy-listening variety, with instrumental and vocal numbers, while the flip is done in the sing-a-long groove with small band and solos broken up with group sings. Lyrics of the nautical tunes are included for group participation.

## MGM's Kaye in Rome To Wax 'King of Kings'

NEW YORK — Jesse Kaye, West Coast vice-president of MGM Records, left for Rome last week to record the original Miklos Rozsa score for the film "King of Kings" by the Rome Symphony. The package will be released next fall in connection with national opening of the MGM film.

Kaye, who serves as liaison between the diskery and the MGM Studio will also handle details for release of two other packages in connection with the film, one a dramatic narration by Richard Boone with a special Rozsa background score, and the other, a children's set containing a narration of "A Child's Story of Jesus," by Robert Ryan, also to feature a Rozsa score.

## UA to Show Fall Line Day After ARMADA Meet

NEW YORK — United Artists Records will unveil its new fall line to its distributors at a special sales meeting to be held at the Diplomat Hotel in Hollywood, Fla., during the day (June 28) following the forthcoming ARMADA convention.

UA vice-president-general manager, Art Talmadge, said the meeting was planned in conjunction with the ARMADA convention in order to save the distributors time and expense in covering both events. The meet will be attended by all UA executives, including executive Vice-President David Picker, National Sales Manager Miele, National Advertising Publicity Director Norm Weiser, and National Promotion Manager Eddie Mathews.

The new UA album line will spotlight Ferrante and Teicher, Steve Lawrence, Eydie Gorme, Al Caiola and two sound-track packages—"Goodbye Again" and "Paris Blues." Ultra Audio, UA's "sound" subsidiary label, will also introduce its new releases during the meet.

## Col. Club Members To Get Single Disk Offering in Autumn

NEW YORK — Columbia Record Club members may have their first chance to a new single through the club this fall. The single that will be offered is the as-yet-untitled song composed by Bob Allen and recorded by Mitch Miller now being used for the club's "Title the Tune Contest." The contest permits new members (and the members who brought them in) to try for big prizes by coming up with a title for the Bob Allen song.

The record is expected to be offered to members at the regular 98-cent list price. One side of the disk will contain the song as an instrumental, and the other side will contain the song with lyrics. The disk will also be offered to regular record dealers for sale.

If the single is actually offered to club members, it will make the first single record sold through the club. It will also mark a test for exposing a new and untried song to a club audience. It may spur testing of other new singles or albums through record clubs as well. So far, club members have only been offered tested product or old items from the vaults.

## STIMLER RAPS KAPLAN VIEWS

NEW YORK — Irving Stimler, sales chief of 20th Fox Records, discounted statements made last week by Johnny Kaplan, Detroit distributor, regarding the relationship of 20th with Kaplan's firm, Jay Kay Distributing. (See separate story this issue.)

"He didn't dump us, we pulled the line from him," Stimler said. "And we pulled it for the simple reason that he refused to sell the major users of records today, the racks and large discount houses. He also refused to pass along any extra discounts that we gave him."

"The records in question we have actually made into cut-outs, which means we were no longer working on a full profit level. It doesn't seem fair when a distributor decides he still must work on a full margin when the manufacturer is not doing so," Stimler concluded.

## TV FEST GIVES TOP AWARD TO MINSTREL TAKE

LONDON — A BBC series, "The Black and White Minstrel Show," won the Golden Rose Trophy at the World Festival of Television Arts and Sciences held at Montreux, Switzerland, May 16-27. The show, virtually all music, also topped the poll of international journalists covering the event.

The second prize went to Italy for the "Winter Garden" entry, also heavily reliant on music. They were judged best of 34 light entertainment programs submitted by 19 countries. Honorable mentions went to a "Perry Como Music Hall" (which had guest spots by Bobby Rydell and Caterina Valente) entry, but a Fred Astaire show went unmentioned.

"The Black and White Minstrel Show" is a completely modernized version of minstrel entertainment. There are no stars, show being built around the George Mitchell Choir. Visually, there is lavish presentation, but its biggest achievement is the speed in which it is all carried out. There is little comedy (what there is is either musical or very brief sketches) and no interlocutor.

The \$2,200 prize money has been passed by the BBC to the production staff behind the series, which has had intermittent runs over the past four years. In between, there is a stage touring version. Last autumn, HMV issued an LP by the TV cast which turned out to be the label's biggest selling album of the year.

## Next Latin Dance Craze in Brazil?

NEW YORK — Eminent jazz classical guitarist Charlie Byrd revealed that a new Latin dance rhythm, "the Bossanora," currently sweeping Brazil, might be the next Latin dance rhythm to sweep the Western world. Byrd, a Washington and Offbeat artist, made the statement at a press conference held Tuesday (6), marking the completion of a United States Information Service sponsored tour that took him through 16 South American countries covering some 50,000 air miles. The tour ran from March 12 to June 5.

As Byrd explained it, the Bossanora — which in Portuguese means "the new way" — sounds something like the samba but with modern jazz overtones. Some forward looking scribes at the meeting felt that should the momentum behind the new dance rhythm build, it might become a sequel to the current pachanga - charanga craze. Byrd will record the new dance beat on the offbeat label shortly, as well as some compositions by Augustin Barrios on Washington.

## Riverside Adds Jazz, Sound LP's to Issues

NEW YORK — In addition to the Cannonball Adderley "African Waltz" album and the 10 numbers in its new popular line, Riverside Records is issuing 10 new albums in its jazz line and four new sets in its "Fortissimo" sound series. Eddie (Lockjaw) Davis, Ida Cox, the George Russell Sextet and the Jimmy Heath Sextet are prominent names in the jazz line, while the sounds of organ, thunderstorm, pachanga and Blue Mitchell are being released in the Fortissimo group.

# MUSIC AS WRITTEN

## New York

New publicity director for Caedmon Records is David Dachs. His first item about the label concerns the firm's new album of "Greek Tragedy," with Katina Paxinou, which was presented to Greek Consul General Dr. Basil Vitsaksis last week. . . . Art Johnson has succeeded Bill Lasley as chief a.&r. man at the Addit label. . . . Billy Arnold, of the Arnold label in Philadelphia, has signed Bunny Sigler. . . . Nicholas Agnetta, vet manager, has opened an office in New York to guide young singing talents. . . . Scepter president, Florence Greenberg, has signed Del Marino and Tommy Hunt. Latter is the former lead of the Flamingos.

Pat Boone's date at the Coconut Grove, Hollywood, appears to be his biggest ever. Scores of celebrities turned out on opening night. . . . Dick Kline, formerly with King, has joined Disneyland and Vista as assistant in sales and promotion to Phil Sammeth, national sales manager for the labels. . . . Vanguard a.&r. chief, Seymour Solomon, has taken off for Vienna for recordings. He flew to Salt Lake City last week to record the Utah Symphony under Maurice Abravanel. Firm has also signed a new folk act, the Green Briar Boys. . . . Astral Music Sales, Toronto, will distribute the Destiny label in Canada. . . . Harry Fink, Philadelphia veteran promotion man, has joined Al Melnick's A. & L. Distributors there.

Bob Rolontz.

## Hollywood

Era Records' national sales manager, Jerry Dennon, hits the road for a 10-day West Coast swing pushing the firm's new subsidiary label, Radiant, and its initial release, Adam Ross and the Evesdroppers' "Ma and Pa Changa." Following his Coast coverage, Dennon will embark on a three-week Eastern plugging junket, kicking off with the ARMADA conclave in Miami June 26-27.

Liberty is extending its "One-Eyed Jacks" (the Marlon Brando picture's soundtrack LP) and Gene McDaniels' special album programs an additional two weeks. Cut-off date is being moved from June 2 to June 19. Program includes a 20 per cent discount for five LP's (stereo or monaural) or more placed before the 19th plus a 100 per cent exchange privilege. Soundtrack LP is backed by a 100 per cent return after August 1 on orders of 10 or more albums. Returns will be taken in after August 1. McDaniels' package line-up includes "100 Pounds of Clay," "Sometimes I'm Happy, Sometimes I'm Blue," and "In Times Like These."

Lee Zhitto.

## Chicago

Chicago distributors are watching carefully the LP price slash by leading independent outlets in Detroit but to date there has been no break here. . . . Georgious blond singer-swinger Jerry Suiter has signed with Four Winds, local diskery here. . . . Haskell Gordon, owner of Haskell's record shop at Oak and Rush streets, has signed to star in a new revue to open at McCormick Place June 16. . . . Amos Heilicher, Minneapolis; John Kaplan, Detroit, and Harry Schwartz, Washington, returned from a trip to Israel recently, where they viewed completion of the new Sheraton Tel-Aviv. The trio did a big job raising funds through stock sales for the 200-room modern structure.

The trade was saddened last week by the sudden death of Emil Elsnic, president of Vitak-Elsnic here. He was 59. Emil had been with Vitak-Elsnic for some 40 years. His brother Henry will continue to run the business. Emil is survived by his widow Grace and a daughter Dagmar Mulac. . . . David Carroll flies to the West Coast to cut an album with Pete Rugolo. Carroll is also planning a single with Frank D'Rone. . . . RCA Victor brass will be in town for a preview of the firm's 1962 line of "home entertainment instruments," June 14, at the Merchandise Mart.

Nick Biro

## Cincinnati

Independent record dealers of the Greater Cincinnati area met Tuesday (6) at the Sheraton Gibson Hotel to form a local dealer association whose aim it will be to contrive means to stimulate business. Those gathered agreed to contribute a fixed sum of money monthly, the money thus collected to be used for advertising along with co-op ads from the distributors. A three-man advertising committee was elected, representing a shopping center, a suburban and a downtown dealer. The committee will select all records to be advertised. The group voted to hire a local ad man to handle the paper and leg work. A second meeting is scheduled for later this month, at which time election of officers will be held and reports made on future promotions. . . . Roger Karshner, local branch sales manager for Capitol Records, making the rounds of local deejays and music emporiums this week with Stan Kenton, whose combo holds forth at Coney Island here Wednesday thru Saturday (14-17). Karshner also made the circuit here recently with Pee Wee Hunt to promote the latter's new album, "A Hunting Wee Will Go," and he also set up several record hops for Jack Scott, who was in town to promote his new single, "A Little Feeling."

Bill Sachs

## Boston

Liberty's Gene McDaniels getting a real workout on a one-day visit. Mutual Distributors' Frank Holland had him in three Radio Shack stores autographing copies of "100 Pounds of Clay," doing a one-hour show as deejay on WCOP and taping a show in Providence for the Dave Sennott WPRO-TV show. . . . Joe Leahy, R.P.C. label's a.&r. man, visiting around with Kathy Linden. . . . Dumont Distributors had Enzo Stuart on Jess Cain's Farm and Food program on WHDH. . . . Pianists Ferrante and Teicher doing the Hub radio and TV stations to promote their United Artists recordings. Their new single, the theme from "Goodbye Again," got exposure on all stations.

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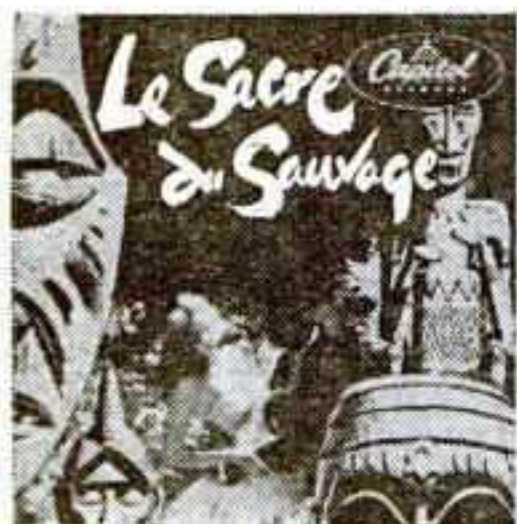
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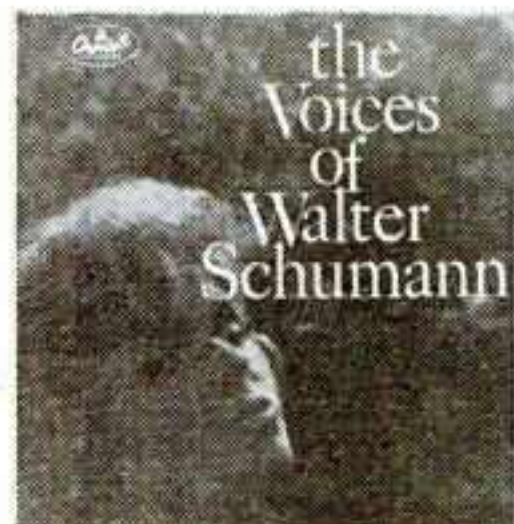
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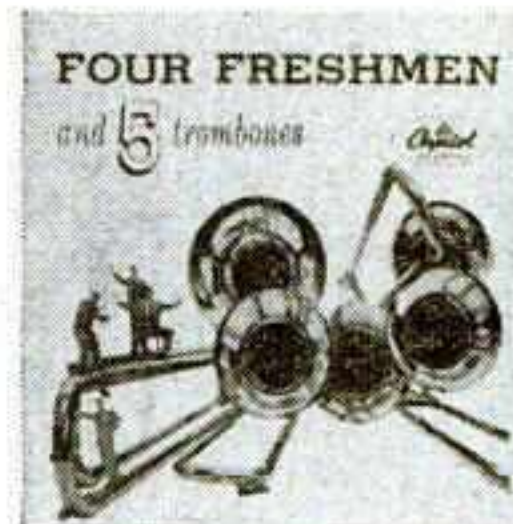
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DT 297



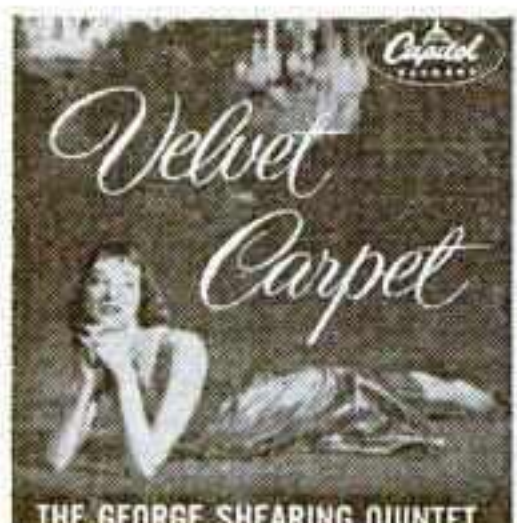
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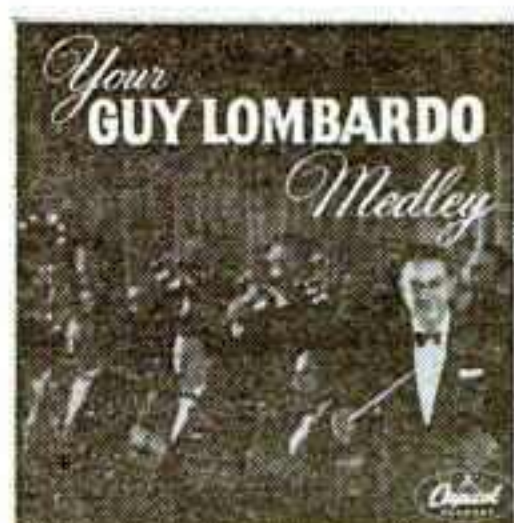
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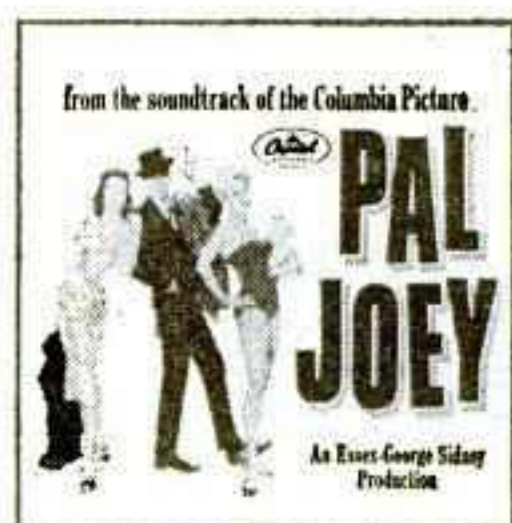
DT 715



DT 720



DT 739



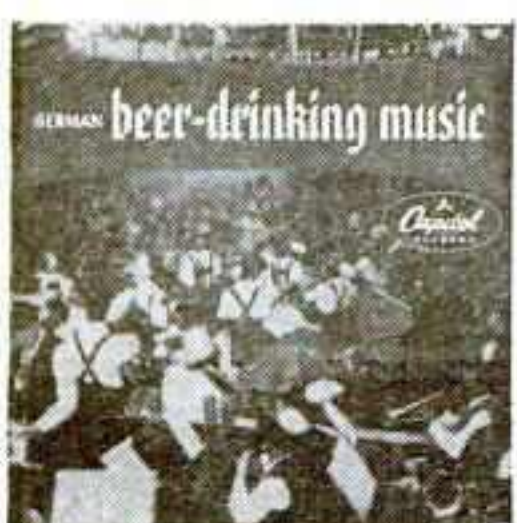
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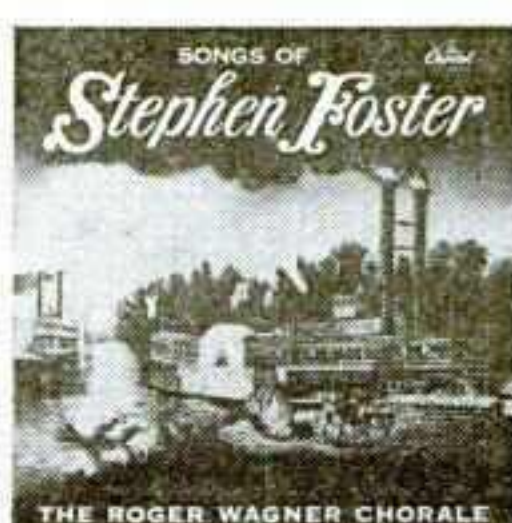
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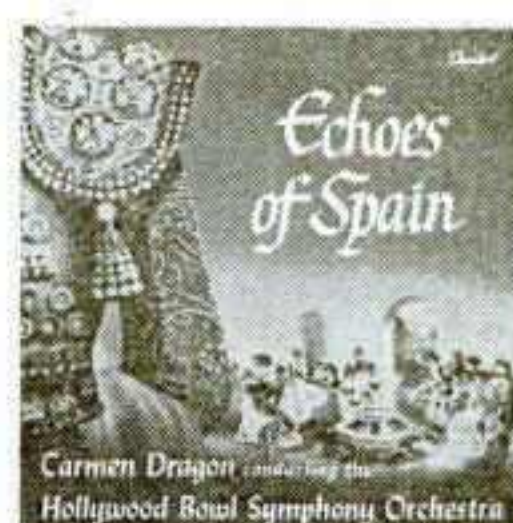
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# TALENT TOPICS

## NEW YORK

Connie Francis appears at the Sahara Club, Las Vegas, starting June 20 . . . Birney Golden, of Circle Artists, flew to Europe last week to confer with the company's artists and promoters abroad. . . . Midshipman Roger Onorati, son of Henry Onorati, of 20th Century-Fox Records, was graduated from Annapolis last Wednesday (7) and married Judy Beech Friday (11) and then left with his wife for Florida where he'll be on active duty. . . . Bobby Rydell opens at New York's Copa June 22. . . . Tommy Zang is at the Village Barn, New York.

James Brown, Chuck Berry, Ben E. King and the Olympics are playing a five-week one-nighter tour for Universal Attractions. . . . Erroll Garner opened at the Crescendo, Los Angeles, last week. . . . The Modern Jazz Quartet opens the Berkshire Music Barn's summer season in Lenox, Mass., July 2. Bob Rolontz

## CHICAGO

Playboy combines some comedy, folk singing, dancing and good modern jazz in its new review, opened recently. Harold Harris and his trio, and Bob Davis and his trio provide the jazz, and some six other variety acts furnish the rest. The top-floor Penthouse bill includes the Three Heart Breakers, female vocal trio; Randy Sparks Trio, folk singing group; and Stagg McMann, harmonica-playing comedian. In the third-floor library, the show includes Ben and Adam, folk-singing male duo from Israel; Adam Keefe, way-out chuckle-comedian, and King and Mary, Negro song and dance pair.

Ben and Adam then move

to the Gate of Horn June 20, where they'll do a four-week show with Odette. . . . The Gate of Horn will showcase new talent in a special "Monday Omnibus," that'll have Studs Terkle as host. Every type of entertainment will be featured but length of each engagement will be one night. Auditioning is by proprietor Alan Ribback. . . . David Carroll is being honored with an all-day spectacular being held by Station CKLW (Windsor, Ontario, Canada) in his honor. It'll be a full day (June 13) of Carroll's music. He'll personally participate in the fete. Nick Biro

## HOLLYWOOD

Jimmie Rodgers plays a nine-day stand at Milwaukee's Holiday House, starting Friday (16), after which he returns here for a four-day layover before going into Bali Hai, Portland, Ore., for another nine-day run. . . . The Eureka label's Bob Grossman closes at Philadelphia's Second Fret Theater Sunday (18) to open the following night at Freddie's Cafe, Minneapolis.

Songstress Anita Bryant, recently switched from the Carlton label to Columbia Records, will share the billing with Capitol's Tennessee Ernie Ford in three State fair engagements: Southern California Exposition, San Diego, July 1, Ottawa, Ont., fair, August 21-26, and the New York State Fair, September 5-6. . . . Walt Disney is scouting for a girl to take the role of Dorothy in his forthcoming "Oz" film musical, a part which firmly established Judy Garland in Metro's "The Wizard of Oz" in 1939. Lee Zhitto.

## CINCINNATI

Following his June 6 appearance on the Dick Clark TV-er, Carl Dobkins Jr. (Decca) embarked on a six-city tour, accompanied by his personal manager, Kay Sheppard, to promote his new release, "A Pretty Little Girl (In a Yellow Dress)." Trek takes him to Milwaukee, Philadelphia, New York, Cleveland, Pittsburgh and Detroit. He's due in Nashville Monday (19) for another session at the Owen Bradley studios. . . . Station WZIP's decision to switch from a policy of so-called "good music" to one of rock and roll has brought an avalanche of protests from listeners. Local columnists also received their share of moans on the subject and exploited them in print. . . . Local band leader Sammy Leeds has resumed with his society-styled combo in the area after a brief respite out of the business. Leeds, who recently waxed an album of society music for King Records, last week cut another session there, coupling "With All the World to Dream About," a waltz, and "Patiently," a fox-trot, for the Stanton label, to be distributed through London. Bill Sachs

## PITTSBURGH

Jackie Wilson spent a day here (June 7) plugging his latest Brunswick single, "I'm Coming On Back to You," and was the guest at a Carlton House cocktail party sponsored by Vern Cupples, Decca branch manager. . . . Florian Zambach, currently at Connie Costa's Beverly Hills club, disclosed that he's switching soon from Mercury to the Cadence label.

Johnny Burnette's latest Liberty platter, "Lonesome Waters," was composed by Elmer Willett, co-owner of the local Vogue Terrace niter, with John Zappone and Anthony Procida. Willett has also cut four sides featuring moppet Mary Louise (Cookie) (Continued on page 21)

# FOLK TALENT & TUNES

By BILL SACHS

Don Reno and Red Smiley and the Tennessee Cut-Ups, accompanied by their manager, Carlton Haney, were at the King Record studios, Cincinnati, Monday through Wednesday (5-7), for a waxing session. On the King label since 1951, Don and Red and the Cut-Ups are currently riding high on the c.&w. charts with their "Don't Let Your Sweet Love Die." . . . Al Shade and the Short Mountain Boys and Girls are the regular Sunday feature at Himmelreich's Grove, Womelsdorf, Pa., this season operating under the management of Earl Batman. The combo also has several other Sunday dates booked in Pennsy parks during the season. In the band line-up are Bob Thomas, fiddle; Al Foltin, steel guitar; Junior Shade, bass, and the Gesford Sisters, Jean and Joann, drums and rhythm guitar. The park had average turnouts recently for Roy Acuff and the Louvin Brothers, Shade reports. In addition to his band work, Shade continues with his platter shows, Monday through Friday, on WLBR, Lebanon, Pa., and WCOY, Columbia, Pa.

Kenny Biggs, singer-guitarist, will have his first commercial release on the B-W Records label around June 15. Initial release will couple "There's No Excuse," a country vocal, with a pop-flavored instrumental, "Swingin' Swanee Rock." Deejays not already on the B-W mailing list are asked to drop a card to Box 337, Wooster, Ohio. . . . Kathy Dee is prepping material for a forthcoming album for B-W Records. Her first two sides on the label, "Trail of Tears" and "The Ways of a Heart," will be released soon in Canada and abroad on the

Rodeo International label. According to Jim Halsey, personal manager to Hank Thompson, a new money-gross record for the Thompson organization was established during May. Included in the month were three weeks at Las Vegas' Golden Nugget, ending May 31. May dates also included a series of one-nighters and several rodeo dates. Band personnel remains the same except for Billy Jack Saucier, fiddle, who replaces Bob White, now with Leon McAuliffe's band.

Talent manager and booker Herb Shucher is now representing Imperial Records out of Nashville and says he'd be happy to furnish deejays with Slim Whitman's latest, "The Bells That Broke My Heart." To get on Herb's mailing list, drop him a card to 613 Gibson Drive, Madison, Tenn. . . . Bill Strength landed in Chicago last week after playing a string of engagements in and around his native Houston. En route to the Windy City, Bill stopped off in Tucson, Ariz., for a stand at Tucson Gardens and appearances over KUUN-TV and KMOP Radio. . . . Hoyt Hawkins, of the Jordanaires, took a flyer into a pole and landed in a Nashville hospital recently when the accelerator on his Thunderbird became stuck. He's mending okay, with Joe Babcock spelling him during his absence.

Mitchell Torok headlined the show at the Old Fiddlers' Convention at Crockett, Tex., Friday (9). On the bill with him were Margaret Lewis, Merle Kilgore and Claude King. Torok's new Mercury release, "Eating My Heart" (Continued on page 43)

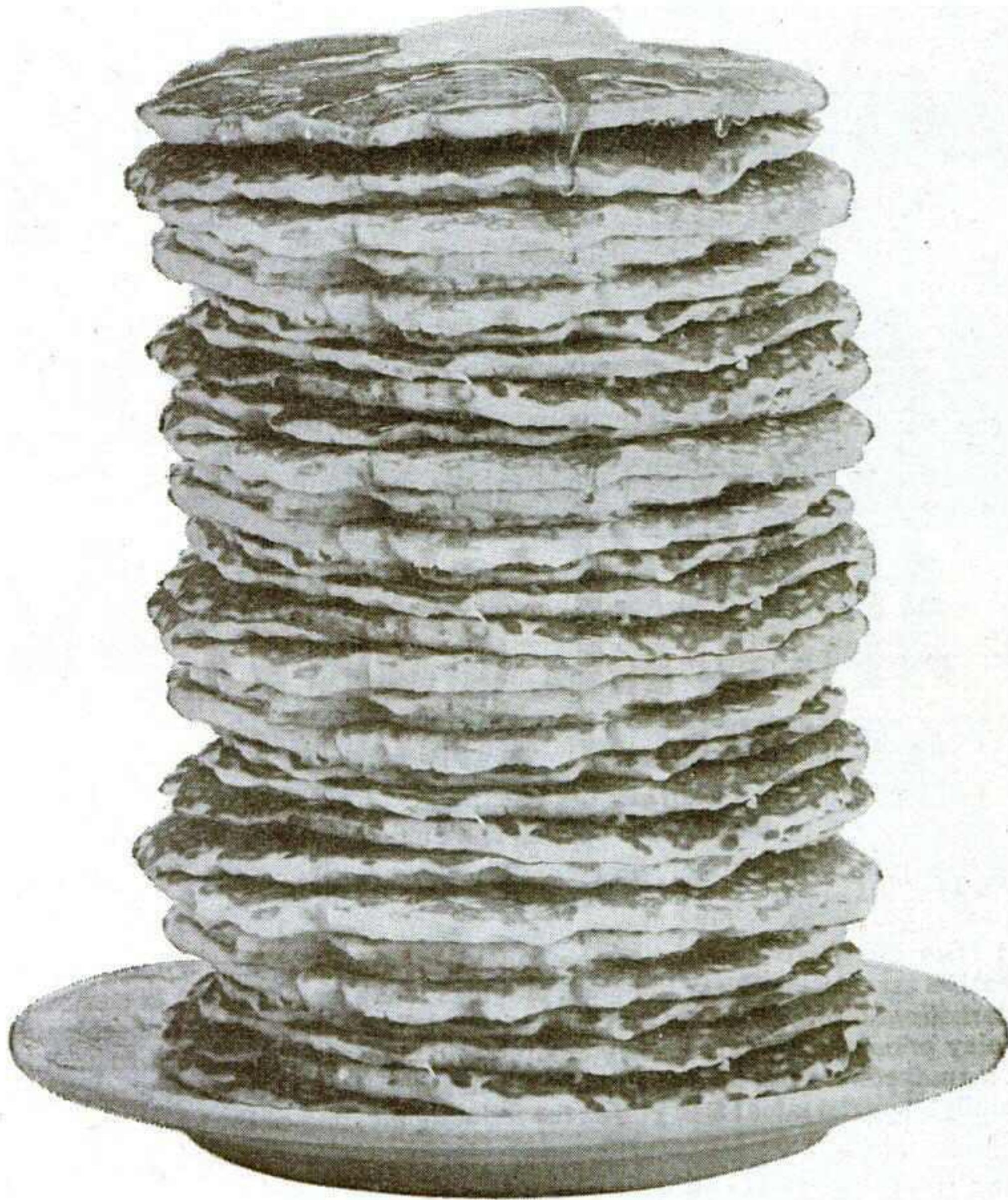


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**SUNDAY, JUNE 25:** CAMEO RECORDS, TV ROOM, 9:00 A.M. • VEE JAY RECORDS, EMBASSY ROOM, 5:00 P.M.

**MONDAY, JUNE 26 and TUESDAY, JUNE 27, ARMADA MEETINGS**

**WEDNESDAY, JUNE 28:** TIME RECORDS, EMBASSY ROOM, 9:00 A.M. • UNITED ARTISTS RECORDS, TV ROOM, 5:00 P.M.

**THURSDAY, JUNE 29:** JUBILEE RECORDS, CARD ROOM, 9:00 A.M. • STEREOODITIES RECORDS, EMBASSY ROOM, 5:00 P.M.

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**BRITAIN**

**EMI, Pye & Phillips Intensify Radio Luxemburg Promotions**

By DON WEDGE  
News Editor, New Musical Express

EMI will take an extra hour's time on Radio Luxemburg on Mondays starting June 26. It will be used for a new show, recorded as a hop, with the group's current disks played to an audience of dancing teen-agers in the conference room at EMI House.

Normally, the summer is a period for cutting back Radio Luxemburg promotion buying, but beside EMI, Pye and Phillips are planning extra shows.

In July, Phillips will have eight shows a week. Pye is calling in an outside firm, Commercial Radio, (London) Ltd., to produce its shows. The firm handled the Rank programs when it was an independent label.

**RECORDING SESSION:** Mercury Records' vice-president, Wilma Cozart, and Harold Lawrence are due in this week for the annual sessions with Antal Doratti conducting the London Symphony Orchestra. Since the trio's visit last June, the label's European chief, Dick Whittington, has been preparing for this month's recording schedule. Mercury's mobile equipment is already here from America. Six or seven albums are planned and the soloists will be Byron Janis, Torteller and Josef Czifgeti.

**VISITORS HERE:** Currently here is Ludwig Gluskin, Hollywood-based general musical director of CBS, supervising work for next season's filmed shows. . . . RCA Victor recording manager, Charles Gerhardt, also in London for sessions. . . . Alex North was in for the premiere of "The Misfit," for which he wrote the score, and plans to spend the summer in the south of France working on a Broadway manuscript. . . . Henri Salvador opened a Savoy cabaret season June 5. . . . Marino Marini due in June 10 for his first solo TV date, guesting in a Patti Page ATV special.

**FRANCE**

**Financial Crisis Faces Theaters**

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

Owing to government taxes, a financial crisis has been threatening French theaters of all types. The numerous protests of the theater's directors, who even threatened to close their doors, have remained without answer.

Rumors indicated that the Olympia, the most active music hall in Paris, where all big French and foreign artists appear, would be sold and transformed to a movie theater.

The Olympia's director, Bruno Coquartel, announced officially that, starting June 11, all artists appearing in his theater as well as his employees will have a "day by day" working contract.

**Song Contest**

Among the 24 songs selected for entrants in Le Coq de la Chanson Francaise, the yearly song contest which took place at the Olympia Music Hall May 29 through 31, "Le Voyageur Sans Etoile" (publisher Barclay) has won the first prize. Second was "Ton Adieu" (publisher SEMI) and third, "Dans un Million D'Annees."

This contest will become, in 1962, the International Festival of the French Song, allowing for the participation of composers and authors of French language of all countries.

**Signings**

Newcomer rock and roll singer Teddy Raye, Dutch arranger Jerry Van Rooyen and singer Claude Brasseur have been signed exclusively by Fontana Records.

**New Prexy**

In a meeting May 10, the SACEM (French Society of Authors, Composers and Music Publishers) elected Georges Auric as general president.

**MEXICO**

**Arcaraz Forms Band; Tour Set**

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

Luis Arcaraz, one of the most popular dance band leaders here, has formed a 117-man dance band with which he will tour the U. S. during June, July and August. Through his representative, he also offered his co-operation to Miro Cardona, head of the anti-Castro Revolutionary Council. Arcaraz suggested that he might give benefit concerts for the fund-raising campaign to buy the 500 bulldozers Castro asks for in exchange for the Bay of Pigs invasion. Arcaraz established his headquarters in Monterrey, Mexico, where he runs a successful night club, called Cita Con Arcaraz and also was appointed artistic director of the fashionable Monterrey Casino.

**Distribution Denial**

Reports appeared in the American press which said that Rank International would distribute internationally the catalog of RCA Victor Mexicana. David Crump, sales manager of RCA Victor Mexicana, denies this information. He says that for some time he has been distributing the Top Rank records in Mexico, but that this contract was canceled several months ago. On the other hand, adds Crump, it is well known that RCA Victor has its own organization for world-wide distribution.

**Disk Shorts**

Ray Anthony asked Musart Records to send him the music of some Mexican standard tunes which he would like to include in one of his next Latin albums for Capitol. . . . The Argentinian singer Lita Nelson, who lived for many years in Colombia, will arrive this week (14) and record an LP for RCA of typical Colombian music (mercuries, porros, etc.). At the same time, she will appear at the Blanquita Theatre. . . . American pianist William Masselos played works of American (Copland, Ives) and other composers as musical illustrations in a series of three lectures given by Carlos Chavez (June 5, 8 and 12) at the Colegio Nacional.

**AUSTRALIA**

**Johnny Devlin Plans U. S. Trip**

By GEORGE HILDER  
19 Todman Ave., Sydney

Johnny Devlin, Festival recording artist, will make a bid to crash into show business in America. "I know I only have a 50-50 chance of succeeding" he said. "I won't be disappointed if I fail." While he is away he will have several disks and film clips of himself released in Australia to keep his name before the public. Devlin's single issued this week is "Please Teacher Let Me Have My Apple Back" and is already on the Top 40.

**Disk Shorts**

Following the success of his first two records "whiplash" and "Railroadin'." Rob E. G. comes up with a new Pye release this week, his own composition, "Comanche Sunset."

This month EMI is having a "Continental Week" and issuing four singles of tunes that have appeared on the best seller list in France, Italy and Germany. Artists featured are Lale Anderson, Caterina Valente, Vico Torriani and Will Brandes. Also on the same release is the vocal of "Exodus" sung in French by Edith Piaf on Columbia.

Barry Stanton is now well on the way to the top bracket of Australia's recording stars through his contract with the Leedon label. . . . Rolf Harris, whose recording and own composition "The Big Black Hat" was released here six months ago, has been advised that the disk will shortly be released in America on the 20th Century-Fox label.

**DISK BUSINESS:** Pye has taken the Edsels' "Rama-Lama-Ding-Dong" from Twin for issue on its International label. . . . Six LP's issued to mark the British launching of Mercury's Perfect Presence Sound series. . . . EMI issued four LP's in a new series of "Technical Test Records" covering constant frequency for mono and stereo, gliding tone and vertical ("hill and dale") frequency standards.

**PUBLISHER BUSINESS:** Musicians' Publishing Corporation of Hollywood, owned by jazz instrumentalist Victor Feldman and operated by his brother-in-law David McGrath, now represented here by Sphere Music, in which the Fred Jackson-Bunny Lewis partnership is joined by artist manager Dick Katz.

**TALENT TOURS:** Nelson Riddle arrived June 4 to prepare for a tour with a specially assembled British orchestra. He may also work on film scores during his stay. . . . Louis Armstrong is scheduled to make his British television debut this fall; Harold Davison, Joe Glaser's representative, is sorting out details with the various companies seeking his services. He will come as a solo act. Davison is also behind tours by the Modern Jazz Quartet (late September), Ray Charles (October) and the Dave Brubeck Quartet (November).

**NEW ALBUMS:** Among EMI's June releases were Mel Torme: "Swingin' on the Moon" (HMV); Count Basie: "String Along With Basie"; "Vive La Piaf" by Eddie Calvert (Columbia); Chris Connor, Julie London, and Carmen McRae: "Triple Treat" (Parlophone); Maurice Chevalier: "Thank Heaven for Girls, Girls, Girls" (MGM); the Fireballs: "Vaquero"; Jack Scott: "The Spirit Moves Me" (Top Rank); Kay Starr: "One More Time"; Peggy Lee: "All Aglow Again" and Stan Kenton "At the Tropicana" (Capitol).

**NEW SINGLES:** Last weekend's EMI group issues included the Regents: "Barbara-Ann" (Columbia from Roulette) and Connie Francis: "Breakin' in a Brand New Broken Heart" (MGM). The Red Price Combo covered the theme from "The Danger Man" TV series (Parlophone). . . . The Decca group issued the Everly Brothers' "Temptations" b-w "Stick With Me, Baby" (Warners). . . . On Phillips were "Jura" by Les Paul and Mary Ford (from U. S. Columbia) and British covers of "Yellow Bird" (by Jimmy Boyd) and the Continental hit, "Palma De Majorca" (the Kaye Sisters).

**NORWAY**

**Brothers Four Tune Hits No. 2**

By ESPEN ERIKSEN  
Akersgaten 34, Oslo

One year after the record was issued, Norwegians have discovered that the Brothers Four rendition of "Greenfields" is a very attractive item, and in only three weeks the waxing has reached runner-up on the Norwegian charts. Together with Elvis Presley's "Surrender," the Brothers Four probably have the greatest chances in overtaking top position, dealers think.

**Swedish Stars**

Lill-Babs Svensson—Swedish representative to the Cannes Grand Prix this year—was voted most popular songstress in Sweden this week, as compiled by weekly magazine Aret Runt. Second came the famous one third of trio Sve-Danes, Alice Babs, and third, Siv Malmkvist.

**Hit by Visitor**

Following a short visit to Norway to partake in a TV program, Britisher Craig Douglas landed the No. 8 position on Norwegian pop charts last week with his newest recording, "A Hundred Pounds of Clay," thus beating the American version by Gene MacDaniels. The 20-year-old singer thereby entered the VG-barometer for the second time; he did it with "Only Sixteen" the autumn of 1959.

**ITALY**

**Publisher Bideri Issues Disks**

By MARIO DE LUIGI  
Editor, Musica e Dischi, Milan

The publishing house of Bideri, one of the oldest firms of Naples, which publishes "O Sole Mio," "Signorinella" and hundreds of others, has now begun recording activities. Their first release under the Edibi label is "Fino All'alba" and "Due Poveri Ragazzi," sung by Mario Pagano.

**NEW RELEASES:** The recording "Ti Regalo la Luna," a song in the first classification at the Festival of Ischia, was released under the Circus label by Durium. . . . Under the Top Rank label distributed by Durium, "Mama Said," performed by the Shirelles, has been released. It is well up in the Hot 100 in the U. S.

**HOT DISK:** Elvis Presley of RCA continues his record-breaking sales in Italy of "Torona a Surrento" (Surrender) and "It's Now or Never" (O Sole Mio). . . . Nico Fidenco, the brilliant singer of the RCA label, already a best seller with "What a Sky," "Non e Vero," "Una Voce D'Angelo," has now released "Estate 1961: Legata a un Granello di Sabbina," which is already climbing in sales. The song was presented but won no award at the 11th San Remo Festival.

**DISK SHORTS:** Pino Donaggio, singer-composer of the Columbia label, who had such a big success at San Remo with his "Come Sinfonia," has now released "Tu Sai." . . . The singer Mina of Italdisc, currently in Japan, did not give her consent for the commercial release of her recently made "Le Cinque Della Sera" before she left. She did approve, however, of the release of her recording of two songs, "Soltanto Ieri" and "Prendi una Matita."

**FESTIVAL NOTES:** The Festival of Naples is going to take place the end of June and the beginning of July this year. There has not been an open bid to composers and lyricists this year. Instead, only composers and lyricists of proven fame and those already celebrated for their Neapolitan songs will be presented.

**SONG FEST:** American impresario Eberto Landi will present a Festival of Neapolitan Song in New York October 15. Unpublished songs are to be presented, but only those from the Festival of Naples.

**OBITUARY:** Liduino Bonardi, noted impresario, died in Milan. He was 72 years old and was noted throughout the world as the impresario of such famous singers as Callas, Tebaldi, Di Stefano and Del Monaco.

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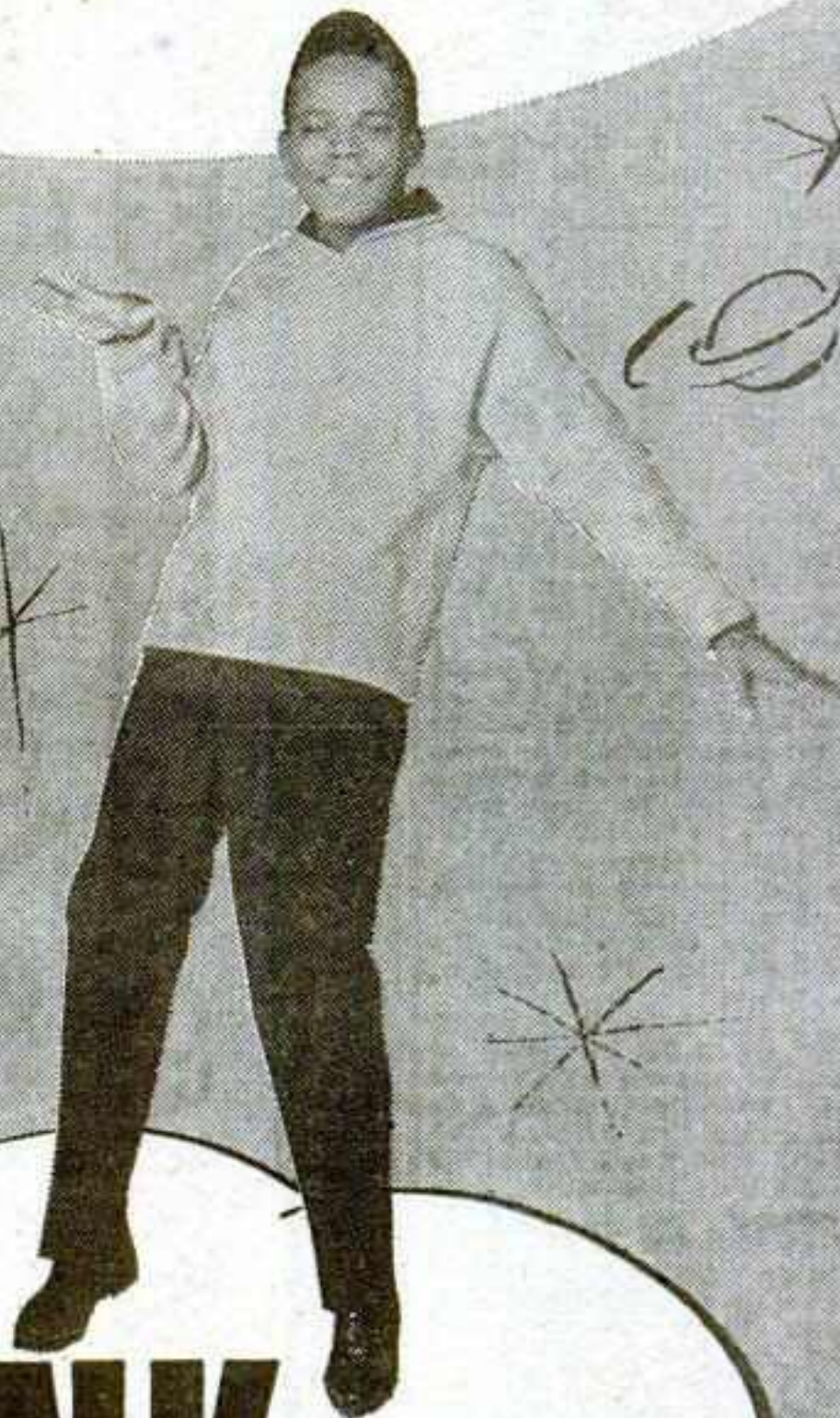
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## GERMANY

### 'West Side Story' Troupe Tours

By JIMMY JUNGERMAN  
102, Ismaninger Str., Munich

The U. S. troupe of "West Side Story" will tour Germany, starting in Munich. The Deutsches Theater here reports heavy demand for tickets already. On hand here are these LP's of the "West Side Story": a Phillips item featuring Carol Lawrence, Larry Kerr, Chita Rivera; Rober Prince on Warner Bros. and Manny Albam on Coral.

#### Paul Lincke Award

To honor the memory of Germany's most popular composer of light music, Paul ("Glow Worm") Linke, the German spa Hahnenklee-Bockswiere, makes an annual award called the Paul Lincke Ring to be given to the year's most popular composer. This year Hans Carste will get the ring.

#### Legit

"Rund Ist Die Welt" is the title of a new musical by Wolfram Heicking and Klaus Eidam premiered in Leipzig. . . . The Opera House in Karl Marx Städt showed "The Seven Sins of Mr. Jones," a musical written by Eertolt Brecht and Kurt Weill in 1933.

#### Disk Shorts

Munich singing stars Erika Berg and Bernd Andersson recorded 45 songs for the German Hit Festival 1961 scheduled by Camillo Felgen and Radio Luxemburg within three weeks. . . . Composer Helno Gaze and lyricist Hans Bradtke got a golden disk for their million best seller "Calcutta."

"Pony Time" has five disks on the German market: Chubby Checker on Electrola, Hank Harper on RCA, Lonny Welsh on Heliodor, Jimmy Martin on Sonet, and Don Covay and Goodtimers on Vogue. Heinz Sagner recorded the German version "Prairie Melody" for Polydor.

#### All-Time Hits

Two of the most popular young German record stars, Ferd Bottcher and Detlef Engel, a duet on "Weil Du Meine Grosse Liebe Bist" and "Heim, Heim, Mocht Ich Ziehn." These are the German versions of "Santa Lucia" and the U. S. standard, "Home on the Range."

## SPAIN

### RCA President In Madrid Visit

By RAUL MATAS  
Editor, Discomania

32 Av Jose Antonio, Madrid

"Toscanini, Kreisler, Heifetz, Rubinstein, the Chicago Symphony, Presley and Belafonte are the big names for RCA," said G. R. Marek, vice-president and general manager of RCA Victor Record Division, when interviewed in Madrid. He gave a cocktail party at the Ritz Hotel to TV, radio and music journalists. He also pointed up that Victoria De Los Angeles was one of his great favorites although she is not with RCA. Carl R. Hottelet, vice-president of RCA International and consejero for RCA Espanola, Jose Gonzalez and Antonio Sanchis, local managers of the company, were also at the party.

#### Disk Shorts

Keep an eye on "La Terre," a new French hit by Jo Moutet already recorded by many stars. . . . "Dance on Little Girl" by Paul Anka gets extra pressings at Hispavox.

Carmen Barros-Mariñana, who has recorded in Austria, and Chile (Phillips) is doing "La Pergola De Las Flores," a musical comedy also recorded by Phillips in Santiago. . . . The young Duo Dinamico singing "Exodus" and "Surrender" will help both songs to become hits in Spain.

Paul Anka, the Brothers Four, Shirley Jones, Elvis Presley, Adriano Celentano, Antonio Prieto, Jose ("Pepe") Guardiola, Luciano Taloll and "los Cinco Latinos" were the most popular artists during May in Spain following after the Duo Dinamico.

### Jazz Fests Snowball

• Continued from page 11

23 with its Second International Jazz Festival with Ray Charles and Count Basie among others.

On July 29 and 30, two festivals will take place simultaneously at Comblain-La-Tour, in Belgium, and at Beaulieu, in Great Britain. Promoters of

## JAPAN

### Latin Boom Sparks Trio's Visit

By JOHN LUCKWEST  
Tokyo Correspondent

Trio Los Paraguayos, on the wing of booming Latin music in Japan, was to arrive here May 28 for a series of concerts in key cities. The first concert was slated at the Sankai Hall, Tokyo, June 3. The group is quite popular here through its Phillips records.

#### Recording Companies

Angel Records announced the special release of 30 12-inch LP's recorded by

By BRIGITTE KEEB  
Music Editor, Automaten-Markt,  
Braunschweig

The German Song Festival 1961, for the first time arranged by a specially founded society, took place June 4 in the Kurhaus in Baden-Baden.

Out of the eight festival tunes chosen from 24 titles, the instrumental "Bailando a Dos" (75 points) played by Alfred Hause's ork (Polydor) and composed by Hermann Imperto, won first prize. Second prize went to the hillbilly song, "Texas Jimmy" (65 points) sung by the Missouriis (Decca), composed by Gunther Humold, lyrics by Peter H. J. Telemann. Number 3 was the Lysassia-sung "Ein Kleiner Gold'ner Ring" (64 points) on Telefunken, composed by Klaus Wustoff, lyrics by Gerhard Newmann.

The results are based on both the votes of the live audience of the evening performance as well as the eight connected radio stations. The show was broadcast by German and Austrian TV.

LEGIT: Preparations on the first night of German performance of "My Fair Lady," to take place during October in the Berlin theater Komodie, are in full swing now.

PUBBER ROW: Edition Multiklang, Frankfurt, has sold the rights for "Einer Weiss Alles" (There Is One Who Knows All) sung by John Paris on Bella Musica to South America, where tune will be released on RCA Victor Argentina entitled "Algun Lo Sabe," lyrics by Miguel Arteche. . . . Dr. Busse has sold the rights for the new Peggy Brown song, "Sag' Ist Das Die Liebe" (Say, Is This Love?) to Berlington Music for release in England and the U. S.

## NEW ZEALAND

### Lund is Hosted By Viking Label

By FRED GEBBIE  
P.O. Box 2443, Auckland

American-Hawaiian group leader Eddie Lund has arrived in New Zealand for a few days, hosted by his record label (Viking). Murdoch Riley of Viking flew up from Wellington and showed Lund the sights. Eddie is scheduled to appear in at least two concerts here.

#### Jazz Federation

To boost the popularity of jazz in this area, local boys have formed a Jazz Federation which will not only provide premises for musicians but will assist promoters in bringing in overseas talent, and will insure a guaranteed audience that attend all concerts by expensive artists. Anybody interested can write care this column.

#### LP News

The biggest release of the week comes from Pye International. The record is the sound-track album "Pepe," and at least six of the artists on it are firm favorites with the public. . . . "Patti Page Sings and Stars in Elmer Gantry" is a new Mercury album, and Festival released "Vicki Benet a' Paris."

#### Single News

Peter Posa follows his big hit "Wheels" with another big potent release, "Listen to the Mocking Bird" b-w "The Sheik of Abraby". . . . Pye has acquired the rights to Rochelle and the Candles single, "Once Upon a Time". . . . RCA released a Sonny James single, "Apache," and has put out a newy from Sam Cooke, "That's It—Quit". . . . Tont Williams will follow up his big seller, "Look Over the Hill," with "Running Scared" for La Gloria. . . . Ben E. King makes his debut on the Top 15 in No. 2 spot with "First Tastes of Love" on London.

Comblain's festival announce the participation of Count Basie, Ray Charles, Mahalia Jackson, Thelonious Monk and Stan Getz.

At Beaulieu, noted British jazzmen will appear, including Kenny Ball, Chris Barber and Johnyn Dankworth's orks, Joe Harriot, Tuby Hayes, Terry Lightfoot and Mick Mulligan's combos as well as Anita O'Day.

Other jazz festivals will take place at the end of the summer and in autumn at Sopot (Poland), Dusseldorf (September 22 through 24), Cologne and Dortmund (Germany).

the late Furtwangler in several albums. The albums of Beethoven, Brahms, Wagner and other composers directed by the maestro are to be distributed only to the subscribed members starting in August.

In competition with this project, Victor also revealed a plan to release the special albums containing Toscanini's recordings, which were etched during a period from 1945 to the time of his death. The total number of records will be 70 12-inch LP's, and it will take about three years to finish the distribution of the disks to the subscribed members.

Ecco una magnifica importazione dall'Italia — un gran bel disco scaturito con tutta la violenza del Vesuvio. Solo la Columbia ha l'originale, autentico successo scritto e cantato dall'italiano **CORRADO LOJACONO**. La canzone è  
**"GIUGGIOLA"**

4-42039 - ottenibile anche su single 33

**TRANSLATION:**

Here's a magnificent Italian import — a beautiful record that has erupted with the force of Mt. Vesuvius. Only Columbia has the original, authentic hit, written and sung by Italy's **CORRADO LOJACONO**. The song is  
**"GIUGGIOLA"**

4-42039 - also available on single 33

**ON COLUMBIA RECORDS** 

## Radio Stations and Record Makers Seeking Active Public Participation in A.&R. Matters

NEW YORK — Radio stations and record manufacturers are taking their artists and repertoire problems directly to the public these days. Deejays are conducting talent hunts—offering radio jobs and recording contracts with top labels—and manufacturers are soliciting advice on names for new artists and/or tunes.

For example, ABC's New York flagship, WABC, is winding up a teen talent search in the Greater New York area (New York, New Jersey and Connecticut) this month. All of WABC's deejays and a group of top disk names have been making the rounds of local high schools and shopping centers to distribute applications for auditions, which will be conducted this month.

Prizes include job as a WABC deejay this summer and an ABC-Paramount record contract—either for a vocal or instrumental act. Winner of the latter part will have his or her first disk played extensively on WABC. Three teen-age deejays will be picked from the

auditions by WABC's seven disk jockeys. Then WABC listeners will be asked to listen to the three audition tapes on the air and vote for the winner. The recording talent winners will be chosen by a board made up of the WABC jocks and ABC-Paramount label executives.

To date, WABC has distributed more than 30,000 application blanks. Disk names who have made the audition circuit with the WABC spinners include Ben E. King, Kathy Jean, Brian Hyland, Chuck Jackson, Johnny Tillotson, the Shirelles, Adam Wade and Dion. Several of the above will also participate as judges during the auditions.

### Sing Alongs

Station KDKA, Pittsburgh, is staging three "Sing Alongs" this summer at local shopping centers and amusement parks. Amateur vo-

cal groups have been asked to participate in the "Sings" and the winners will compete in August for a trip to New York, where they will be auditioned by Columbia Records and other labels.

Thousands of song sheets will be distributed at each "Sing" by emcee KDKA jock Art Pallan and a quartet of KDKA deejays—Bob Tracey, Jim Williams, Clark Race and Randy Hall—will warble under the appropriate name of "The Off-Keys." "Sing Along" wax only will be played on KDKA throughout the entire broadcasting day of each "Sing Along" session.

Everest Records and Station KRLA, Los Angeles, recently worked together on a promotion to select a name for a new Everest artist. The singer's new disk—as yet unreleased—was played by KRLA jocks, and dialers were asked to submit name suggestions. The winner received a stereo phono and \$50 worth of Everest Records.

Judges were Everest's artist and repertoire chief LeRoy Holmes and KRLA music librarian Mary Kelly. The winning name was Don Sierra, and the disk—"You Were Wrong" backed by "Have a Good Time"—will be released this month.

Irving Rose, newly turned deejay and owner of the Times Square Record shop here, is conducting another name-that-group contest on his new WBNX, New York, radio show. He is offering \$300 for the best name submitted for a new group on his Times Square Records label. The Time Tones, another Times Square Record group (currently on the "Hot 100" chart) was named as the result of a similar contest conducted a few months ago by Rose and deejay Alan Fredericks, WADO, New York.

Even the Columbia Record Club is getting in the act with a "Title the Tune" contest designed to bring new members into the club. Members are asked to title a new pop song written by Bob Allen and recorded by Mitch Miller. Prizes include a Chris Craft Cruiser and a Rolls Royce Silver Cloud, plus 80 other awards. The grand prize winner will have his or her name on the label of a Columbia disk featuring the tune, when it is released nationally. (See BMW, May 29, 1961.)

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Walt Breeland, of Country Music Promotions, Houston, is on tour of New Mexico, Arizona and California spreading the gospel on Claude Gray, whose new Mercury effort is due almost any day now. Breeland says he has available deejay copies of Gray's gospel release on "D" Records, "Homecoming in Heaven," and Eddie Noack's latest for Mercury, "Shotgun House" b.w. "Where Do You Go," as well as the first release by Marsha Carlile, 17-year-old miss from Ingleside, Tex., "He Gave Us a Heart" b.w. "Nite Life," which was released Friday (26). For copies of the above three, write to Breeland at 8618 Anacortes Street, Houston 17.

Tom Reeder, deejay and general manager of Station WYAL, Scotland Neck, N. C., typewrites that he's desperately in need of albums to spin on his special program, "Tom's Album Time," spotted daily (Continued on page 21)

## Ask FCC for Time on Payola

• Continued from page 2

interpretation. The rule would apply to anyone who holds ownership interest of 10 per cent or more in the station or network and to anyone appearing on a program who stands to benefit by the plugola. Broad leeway was given to spiels on records and record talent singing their own recorded tunes on the air. (Billboard Music Week, May 15).

At the same time, the MPAA has asked, and been granted its request, to extend filing date from June 12 to June 22 for comment on the anti-payola guide-lines to be incorporated into the FCC's new, enlarged sponsorship identification section. Part of the anti-payola rules would make all films commercially produced subject to the broadcast statute, as all films (made after the final rule-making date) will be presumed to have been made with the intention of later use on TV (Billboard Music Week, May 1).

## 60 Artists in Jocks' Staging

NEW YORK—Deejays Hy Lit, WCAM, Camden, N. J., and Harvey Miller, WIBG, Philadelphia, will co-host a stage show package at five drive-in theaters in the Philadelphia-New Jersey area June 16, 17 and 18.

The show units, tagged "Caravan of Stars" and sponsored by Delaware Valley auto dealer Harold B. Robinson, will spotlight 60 artists, including 17 well-known disk names. They include Freddy Cannon, Johnny Burnette, U. S. Bonds, Olympics, Caesar and the Romans, Mellow Kings, Dick Lee, Five Satins, Danny and the Juniors, Bobby Lewis, the Fabulous Four, Jan and Dean, the Earls, Miller Sisters, Four Sportsmen and Doc Bagby Big Beat Ork.

The jocks will take the package to the Main Line Drive-In, Stradford, Pa., June 16 for two evening shows; to the Roosevelt Drive-In, Bristol, Pa., June 17 for a matinee; to Super 130 Drive-In, Levittown, N. J., for two evening shows the same night; to Bucks County Drive-In, Bucks County Pa., for a matinee, June 18, and to the Airport Drive-In, Philly, for two evening performances that night.

## Loyola TV Asks End to AFM Plea

WASHINGTON — Loyola University has asked dismissal of the American Federation of Musicians' plea to intervene in renewing hearings of its New Orleans outlet, WWL-TV, on technical grounds. Loyola, which was accused of "welching" on its program promises to present live music, says the AFM entered the proceedings too late to comply with requirements of the 1960 revisions of the Communications Law.

Loyola says that for this reason, it is not necessary to go into the "factual questions" raised by the musicians. AFM wanted a right to speak as party in interest at local hearings on the WWL-TV renewal, unless Loyola could be "legally held to its live music promises," if granted renewal (Billboard Music Week, May 1).

## 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.



### MATT MONRO

British recording star, Matt Monro, is a native of London and has been singing for 15 years. He is currently enjoying disk success on both sides of the Atlantic with a hot record in Britain, the original "Portrait of My Love" and "My Kind of Girl," released here on the Warwick label.

A one-time truck, lorry and bus driver, Monro has always been interested in singing. He made his first professional appearance in 1954, but as these appearances were not too successful, Monro put aside his vocal career and sang only as a sideline. Two years later he tried again and this time was successful.

Monro has had several good records since then and with these two current hot records going for him both American and British audiences are bound to see and hear a great deal more of him.

### TONY ORLANDO

Seventeen-year-old Tony Orlando lives in Union City, N. J., with his parents and 6-year-old sister, Rhonda Marie. Until recently the lad attended Aviation High School, Queens, New York, where he studied mechanics.

As a boy soprano, Orlando sang with various amateur groups and for two years made demo records on songs that became hits "but for other singers."

After his voice changed and he had taught himself to play the guitar, Orlando went to Nevins-Kirshner, indie record producing firm and music publisher, for an audition. They immediately took him to Epic Records, where he was auditioned and signed to a recording contract.

His debut disk for the label, "Halfway to Paradise," has scored well and is steadily climbing on the Hot 100. Orlando is currently on a nationwide p.a. tour for GAC to promote the disk. He has hosted many "Meet Tony Orlando" parties and appeared on numerous TV and radio deejay shows.



## 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 16, 1956

- Wayward Wind, Gogi Grant, Era
- Moonglow & Theme From Picnic, Morris Stoloff, Decca/George Cates, Coral
- Heartbreak Hotel, Elvis Presley, RCA Victor
- Standing on the Corner, Four Lads, Columbia
- I'm in Love Again, Fats Domino, Imperial
- Ivory Tower, Cathy Carr, Fraternity/Otis Williams, Deluxe/Gale Storm, Dot
- Hot Diggity, Perry Como, RCA Victor
- Happy Whistler, Don Robertson, RCA Victor
- I Almost Lost My Mind, Pat Boone, Dot
- Transfusion, Nervous Norvus, Dot

### POP—10 Years Ago

JUNE 16, 1951

- How High the Moon, Les Paul & Mary Ford, Capitol
- Too Young, Nat King Cole, Capitol
- On Top of Old Smoky, Weavers-Terry Gilkyson, Decca
- Jezebel, Frankie Laine, Columbia
- Sound Off, Vaughn Monroe, RCA Victor
- Rose, Rose I Love You, Frankie Laine, Columbia
- Loveliest Night of the Year, Mario Lanza, RCA Victor
- Mocking Bird Hill, Patti Page, Mercury/Les Paul and Mary Ford, Capitol
- My Truly, Truly Fair, Guy Mitchell, Columbia
- Mister & Mississipp, Patti Page, Mercury

### ROCK & ROLL—5 Years Ago—JUNE 16, 1956

- Fever, Little Willie John, King  
I Want You to Be My Girl, Frankie Lyman and the Teenagers, Gee  
Treasure of Love, Clyde McPhatter, Atlantic  
Corrine, Corrina, Joe Turner, Atlantic  
Hallelujah, I Love Her So, Ray Charles, Atlantic

- Ivory Tower, Otis Williams and the Charms, DeLuxe  
A Casual Look, Sixteens, Flip  
Please, Please, Please, James Brown and the Famous Flames, Federal  
Little Girl of Mine, Clefones, Gee  
We Go Together, Moonglows, Chess

teen-agers' favor on their return to Houston. At record hops, these waxings are requested, and the station keeps on top of the popularity by jumping on them quickly." Jones opines that "although most any market can bring back the oldies once the pop jockeys play them, it is unique to bring back a two-year-old country and western disk for strong pop action."

**PEGGY LEE CONTEST:** Capitol Records staged a special promotion on its new LP, "Basin Street East Proudly Presents Miss Peggy Lee," with station WHIL, Boston, last week. All WHIL deejays played the album five times a day, each time playing a different track, approximately one track every two hours. Each day, listen-

ers who wrote in correctly naming all five tracks received a copy of the album (either mono or stereo).

**LINDA SCOTT TRIBUTE:** The young Canadian-American recording star, Linda Scott, was recently awarded a gold record of her hit "I've Told Every Little Star" on Beaddy Deane, WJZ-TV, Baltimore show. Thirteen other recording stars also appeared on Deane's record hop program (on videotape) that day in a salute to Miss Scott. They included Fabian, Sam Cooke, Clarence Henry, Freddie Cannon, Brook Benton, Del Shannon, Ernie K-Doe, the Drifters, Chuck Johnson, Neil Sedaka, Jack Scott, Janie Grand and the Trendels. Each artist "lip-synched" to his or her biggest disk hit.

## Label-Deejay Promotions

By NIKI KALISH

### TEXAS OUTLET REVIVES OLDIES:

According to Red Jones, program director at KILT, Houston, his station can and does bring back old country and western hits and makes them regional pop hits. Jones reports, "Last year, the station (due to surge of requests) started playing 'Rockin' Rollin' Ocean' by Hank Snow on RCA Victor, and the tune went on to become No. 1 on the Houston pop survey. This was two years after the disk had received top billing in the country field. This year, another country disk, some two years old (Frankie Miller's Starday platter, "Blackland Farmer"), received considerable request action by Top 40-formatted KILT." The Miller disk, says Jones, is currently "a hot No. 12 on the KILT survey."

Teen-agers in the Houston area, notes Jones, "invade Garner State Park each summer and on holidays, where part of the recreation consists of a juke box for dancing. Country tunes dominate the list and select numbers that remain in





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*the fabulous*

# BRENDA LEE

*has the sound... has the beat  
in her latest and greatest!*

# DUM DUM

*c/w*

# EVENTUALLY

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**"BROKEN HEARTED"**by the  
**MIRACLES**(featuring the exciting voice of Bill "Smokey" Robinson)  
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**"I DON'T WANT TO TAKE A CHANCE"**

MARY "BYE BYE BABY" WELLS

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DJ's, write  
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**CHESS' NEW HITS!**

A Hit in Balt.-Wash., D. C.

**"DARLING, I'M HOME"**

The MANDELLS

chess 1794

**"GEE"**by the  
**HOLLYWOOD FLAMES**

chess 1787

**"I GOTTA GET AWAY FROM IT ALL"**

MITTY COLLIER

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MUSIC INDUSTRY**BILLBOARD  
MUSIC WEEK****PROGRAMMING  
PANEL**

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

**THE QUESTION****If you could be anyone else in show business, whom would you rather be and why?****THE ANSWERS****CANDY LEE**  
WBWC, Berea, O.

Eydie Gorme. I believe Eydie is one of the greatest talents of our day. She has a tremendous voice and range and is capable of singing any type song. Eydie possesses humility, warmth, and the power to make people laugh and cry. All of these things (plus Steve) add up to a pretty great personality, someone that I would like to be.

**PAUL COWLEY**  
WKLO, Louisville

There are so many show business greats it's hard to limit it to one, but I suppose I'd rather be Bing Crosby. Here's a talent who has been on top for a lifetime. His relaxed, calm appeal has endeared him to millions worldwide, and his great talent has embraced all facets of show business. Again and again he has earned the respect of his fellow tradesmen. So my vote goes for Bingle, Mr. Show Business to me.

**HENRY BUSSE JR.**  
KTLN, Denver

Henry Busse Sr., (my father). Or at least I would have liked to have been blessed with his musical talent and to have been in the band business in the days of the big bands. As a youngster (I'm 30 now), I had the thrill of watching the crowd come in and seeing the ballroom almost come alive with the sounds of the band and the happy people. Yes, if I had my choice, I would keep it in the family, but I was one generation too late.

**BRUCE MORROW**  
WINZ, Miami

Paul Anka. From the very beginning, Paul has proved to be one of the most talented young men in show business. Now at 20, he is not only known as a great singer, but as an arranger, composer, night club and TV personality, movie producer and star. His greatest achievement, however, is that he is still that same sensitive kid that came to New York at 15 looking for his break.

**VOX JOX**

By JUNE BUNDY

**WEZL WARNS DISTRIBS:** The word "exclusive" is a red flag to Station WEZL, Richmond, Va. The outlet's list of most-played records last week was accompanied by the following notation: "If you don't see your record in this listing it may be because you or your company is giving exclusives to some deejays or stations in the Richmond area. We expect to get your disk at the same time. If not, save your stamps." The station bulletin added, "Instead of listing the top 20 (some of them months old) we will give you a listing of the tunes most played during the past seven days in Richmond so you'll know just what's happening on your new material. We'll try to list them in order as to the amount of air play they are getting."

**THIS 'N' THAT:** Composer-conductor Charlie Grean and harpist Gene Bianco visited Mike Sapack's TV record hop show, WHNC, New Haven, Conn., last week to plug Bianco's Fleetwood waxing of Grean's tune, "Wallflower." Bianco performed video's first "finger-sync" on the program while Sapack played his disk. . . . Mark Raymer, WFHA-FM, Red Bank, N. J., needs wax and WFHA-FM canary Sherree Scott wants new song material. . . . College student-deejays at WHUS, University of Connecticut station, Storrs, Conn., collected the record sum of \$1,450 last month with their annual marathon broadcast drive to raise money for the Community Chest.

**CHANGE OF THEME:** Joe Finan, KTLN, Detroit, reports the following deejay personnel changes in his city: Jack Diamond, formerly with KICN, Denver, has joined KTLN in the 10 a.m. to 2 p.m. time slot. . . . Gary Seegar, after two years in the Army, is spending two weeks at KTLN, then he moves on to KTLN's sister station, KRIZ, Phoenix, Ariz. . . . Finan also notes "KTLN will have the first mounted patrol in the country. We (KTLN jocks) have learned to ride in formation and will now appear at all wakes, weddings, bar mitzvahs and rodeos."

Ron Baxley, program director of WYSL, Buffalo, is leaving this week for Stockholm, Sweden, where he will serve as program consultant for Radio NORD, on a "lend-lease arrangement for three months." After that he will return to his program director post at WYSL. . . . Deejay Candy Lee, WBWC, Berea, Ohio, who literally grew up in radio, celebrates her 10th year of broadcasting June 13. As one of the nation's youngest deejays, Miss Lee was on WDOK, Cleveland, for nine years and three months. Now, the 19-year-old college freshman has a record show on WBWC, the Baldwin-Wallace College station.

Station KHAI, Honolulu, went on the air for the first time last week. The station programs classical music exclusively with owner Robert Sherman handling station operation duties until he appoints a general manager. . . . Another new station, WAIV-FM, Indianapolis, started broadcasting last month. The new outlet specializes in jazz and classical disks. Tom Freeman is station manager.

A flock of station sales were made during the last few weeks. Station KSYD, Wichita Falls, Tex., was sold to the Wichita Broadcasting Company by Grayson Enterprises. No staff changes or programming changes are contemplated, but a change of call letters awaits FCC approval. . . . Capitol Cities Broadcasting, the Lowell Thomas group, purchased good music station WPAT, Paterson, N. J., early last month for a cash payment in excess of \$5 million. Dickens J. Wright, WPAT president, will stay on as head of the outlet.

Capitol Cities bought another station — WKBW and WKBW-TV, Buffalo, last week from Dr. Clinton H. Churchill for \$14 million cash. Dr. Churchill, who established WKBW in 1925, will stay on as manager of both the radio and TV outlets. . . . Still another station sale was made last month when the FCC approved Red Owl Stores, Inc.'s purchase of KRSI, Minneapolis. J. Warren Burke has been appointed general manager of KRSI. Burke formerly served with KMSP-TV, Minneapolis.

Joe Murray, WLEE, Richmond, Va., has started a midnight-2 a.m. jazz segment on Sunday mornings. . . . Abrfarn Chasins, music director of WQXR, New York, will emcee "Music Magazine," a new musical series on that outlet, Mondays from 9 to 10 p.m. The show, which covers a wide range of recorded concert music, is sponsored by Smith Barney & Company, an investment firm. . . . Station KDKA, Pittsburgh, is again co-sponsoring the American Wind Symphony Orchestra this summer. The outlet has sponsored the ork since 1957.

Roger Miller, formerly all-night deejay at WKWK, Wheeling, W. Va., has joined WWOW, Conneault, Ohio, in a morning time slot. He also doubles as record librarian. . . . Another new staffer at WWOW is Jim Chaplin, ex-WEBR, Buffalo. . . . Montreal spinner Bill Calder has replaced Chaplin at WEBR. . . . Dick Doty has been appointed to the newly created post of v.-p.-programming, news and public relations of Rand Broadcasting Company. Rand owns WINZ, Miami; WINQ, Tampa, and WEAT and WEAT-TV, West Palm Beach, Fla. Doty, who resigned this month as executive v.-p.-general manager of WWIL and WWIL-FM, Fort Lauderdale, Fla., will be responsible for the over-all direction and carrying out of programming policies at all Rand outlets.

BMW correspondent Mary French married deejay Ron Clark, KXGO, Fargo, N. D., last month. Mrs. Clark's brother, Don French, is slated to be the new program director at KEWB, Los Angeles, and her other brother Jack is a staffer at KNOX, Grand Forks, N. D. . . . New program director at WTCN, Minneapolis, is Jim Uglum, formerly with KUTI, Fargo, N. D.


# TEENAGE GO-TOGETHERS



Pretty  
**ANN-MARGRET**  
"I JUST  
DON'T UNDERSTAND"  
A swingin' sound from a  
swingin' gal for everyone  
who digs a real pop hit!  
c/w "I Don't Hurt Anymore"  
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Handsome  
**DARYL PETTY**  
"ONE LOVE FOREVER"  
A fine new voice with a  
fine new ballad...a bright  
new star on the rise!  
c/w "Goodnight Mr. Blues"  
#7895

(DEALERS: CUT ALONG DOTTED LINE AND USE THE ABOVE AD IN YOUR WINDOW AS A TEEN-TRAFFIC BUILDER.)

As nice a couple as you'll ever meet, so don't keep them apart. Push 'em together! Ask your distributor about Compact 33, the newest idea in records. 

## Public Demos Create Prospects for Stereo

KANSAS CITY, Mo. — How can a stereo dealer create as many as 200 active prospects at once? Giving outside demonstrations to clubs and other large groups of people is one way, according to Wesley Cater, manager of Burnstein - Applebee stereo dealers in Kansas City.

Now one of the city's largest retailers of stereo equipment, Burnstein - Applebee has been developing unusual merchandising methods since 1927. During the past three years since the dawn of stereo, outside demonstrations on a group basis have proved a powerful tool in selling phonos, tape units and component systems.

Any organization can arrange for an entertaining, educational demonstration of stereo and high-fidelity simply by telephoning the Burnstein - Applebee store, making the request, and working out the appropriate date, according to Cater. The same courtesies are extended to the members of a women's sewing circle or some large association such as the Young Democrats, the Parent-Teacher's Association, or even wives' social clubs.

Demonstrations are relatively expensive, since several models of stereo phonos are taken along, as are tape recorders, speakers, and, for contrast, old monaural phonographs. Using phono- and sometimes larger projectors and movies, the Burnstein - Applebee salesmen give full measure in telling the story of sound: how stereo has developed and been used, a clear explanation of the differences in two, four, and other multiple-channel sound, and a discussion of the relative merits of buying already-assembled cabinet sets or built-in systems in the home.

In making a pitch for the store itself, the salesmen - lecturers point out that Burnstein - Applebee devotes 1,800 square feet of space on two floors to stereo,

phonographs, components and accessories, with plenty of emphasis on the five nationally favored brands carried in the inventory, running the entire price range gamut. In highlighting the services of Burnstein - Applebee to the public, he points out that the store spent \$4,000 wiring up a huge panel which displays 20 speakers in combination with many amplifiers and a dozen turntables, allowing the prospective customer to compare results with a monaural unit. This is the crux of the lecture and has the important advantage of creating so much curiosity that many people stop by to look at "the display people are talking about."

Burnstein - Applebee is going to big, colorful promotions which keep the club members, who make up most of the audience, constantly entertained. At a Home Builder's Show in Kansas City, the store built a 30 by 90-inch display booth, brought in wires from a radio station, and staged a continuous disk jockey show on the air during the full length of the event. There were drawing prizes for stereo phonographs, tape recorders and many giveaways.

A real magnet for traffic in the downtown store is a ham radio station enclosed in walls of glass so that any store visitor gets a look at the equipment, providing a towering antenna above the store, the ham radio station is one of the most powerful in the Midwest and is open to any licensed operator who may come in, experiment with equipment, contact other operators throughout the world and use it as a "headquarters." This, of course, focuses attention on the store's big radio equipment department, and has been equally fascinating to homeowners who are prospects for sound equipment components or consoles.

## Decca Shows Flock of New Phono Models

NEW YORK — Decca Records introduced a flock of new portable and console model phonographs at a special trade showing at the company's Park Avenue offices here last week. The new line includes everything from a budget-priced portable to a self-contained console stereo model, also to be offered at a budget price.

The budget-pegged manual portable contains a single, all-purpose needle, and a four-speed turntable. A spokesman said that the suggested retail price was being left open on this unit, but it was understood that dealers could offer it for as low as \$12.95.

Other units added to the basic line, which was originally debuted last January, include two other four-speed manual phonos, a budget-priced stereo portable at \$49.95, four other stereo portables, ranging in price from \$59.95 to \$129.95 and two console model stereo phonos, the Ramsey and the Allegheny, at basic prices of \$99.95 and \$129.95 respectively.

A full-fledged merchandising campaign is already in the works. Decca Distributing Corporation vice-president, Sydney N. Goldberg, returned last week from a cross-country trek introducing the line to factory branch personnel. During the tour, merchandising and promotion plans were worked out with the various branches.

## Four N. Y. Dealers To Jointly Sponsor 'Night Train' Show

NEW YORK—Four more local dealers have signed up for sponsorship of radio shows here. The four have joined hands in sponsoring the Alan Fredericks "Night Train," pop disk show on WADO. Until recently, the Fredericks Saturday night airtel was sponsored by Times Square Record Shop here. Recently Irving (Swingin' Slim) Rose, operator of the Times store, cut his ties with Fredericks and started his own Saturday show on WBNX, in which Rose himself is the deejay.

Dealers now tied in with "Night Train," which has made a name for itself programming old rock records only, are Stan's in the Bronx, Geoger's Record Counter in Midtown Manhattan, Birdell's in Brooklyn and Goody's Green Acres in Valley Stream, N. Y.

"Night Train" fan club members who present their club cards at member dealers, get a 10 per cent discount. All disks played on the show are available in member stores. Beyond this, Fredericks plans to make personal appearances in the stores and already has plans in the works for a contest in which the member stores would participate.

be any records left to sell if the industry's main product is footballed in any shoe store, drugstore or food store?

"Not only the disk jockeys, manufacturers, distributors and dealers are involved, but recording artists have a stake too. If their efforts are to become premiums and gimmicks for the sale of shoes, hats and socks, the vast sales machinery for their offerings, built up throughout the nation in the past decades, may very well collapse. I believe it's time for everybody in the record industry to take steps to save the business."

## 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-phono 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.

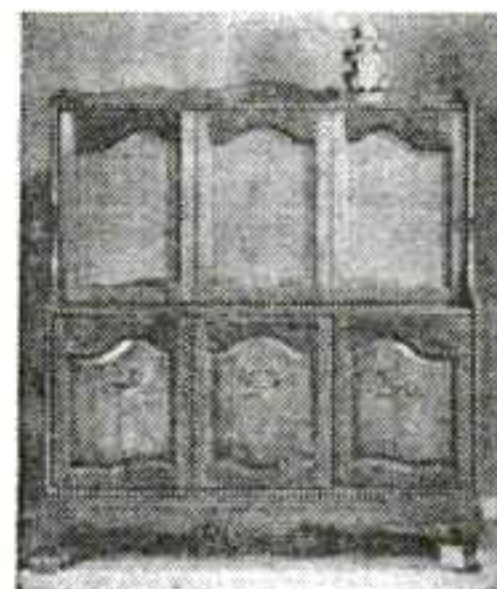
### PHONOS LISTING FOR OVER \$500

Position This Issue	Position 3/6/61 Issue	Brand	% of Total Points
1	1	Magnavox	49.9
2	5	Fisher	16.6
3	3	Zenith	10.6
4	—	Stromberg-Carlson	6.6
5	2	Pilot	5.0
6	3	RCA Victor	4.7
7	—	Motorola	3.3
7	—	Telefunken	3.3

## NEW DEALER PRODUCTS

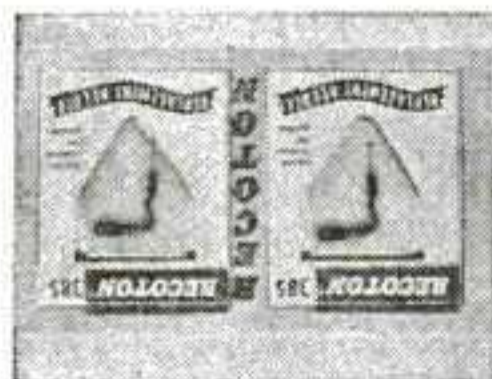
### 'Hutch' Provides Ear-Level Sound

RCA Victor's new Mark line of stereophonic consoles has a unique feature in its Hutch design. The two-tiered feature of the unit is claimed to provide ear-level sound by placing speakers well above the floor. The console shown here, the Mark II, has 2 12-inch woofers, 2 7-inch oval mid-range units and 2 3½-inch tweeters, as do all the machines in the series. This Mark II is in French Provincial styling in light cherry veneers and has a retail guide price of \$595.



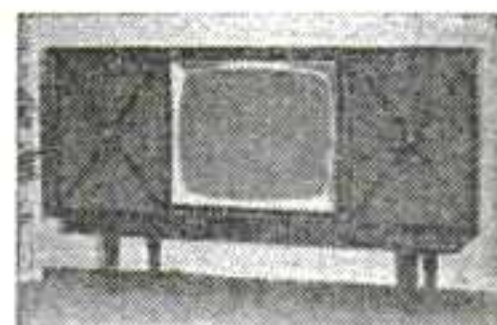
### Needles Being Packaged as Twins

Recton Corporation, Long Island City, N. Y., has instituted a packaging gimmick for its replacement needles. The company has designed a twin-pack which carries two of its needle products, thus prompting the consumer to buy two instead of one. The package was unveiled at the Chicago Parts Show where it was received with good distributor reaction.



### Home Entertainment One-Stop

Sylvania has added this home entertainment center to its line of instruments. The unit provides 23-inch TV, stereo phono and AM-FM radio all in one cabinet. The stereo system features a custom automatic record changer, diamond sapphire styli and balanced four-speaker system. The AM-FM radio is designed for simulcast reception.



needs at a suggested list price of \$699.95. Without AM-FM tuner the set retails for \$599.95.

## SORD'S Shapiro Raps Jockey Activity in Discount Price Deal

JERSEY CITY, N. J.—Should a disk jockey associate himself with a deep price cut on specific album product at the retail level? The answer is no, according to Lou Shapiro, secretary-treasurer of the Society of Record Dealers of Amer-

ica (SORD). The idea drew a sharp blast from Shapiro last week in connection with an incident in his own city.

Shapiro, who operates the Music Center record store here, referred specifically to the grand opening of a new Miles Show Store in the Twin City Shopping Plaza in another part of this city. To tout the new layout, Miles introduced what it called Miles' new "Seventeens" Record Rack, and brought in Murray (Murray the K) Kaufman, WINS deejay, to take part in the opening ceremonies Saturday afternoon (3). A feature of Kaufman's appearance was a special offer on his Chess album, "Murray the K's Golden Gassers," at \$2.25.

### Consternated View

"I am sure that about 2,000 record dealer members of SORD will view with consternation and shock the development of any trend symbolized by such a promotion," Shapiro asserted. "This is rack jobbing with a vengeance, a new twist that will multiply the threats to the livelihood of regular record dealers many fold."

"Now we have the sad picture of disk jockeys engaging in promotions to compete with the very outlets that develop the greatest sales of records week after week throughout the country. Will there

## Decca Distributes Jensen's Needles

NEW YORK — Jensen needles will henceforth be distributed in record stores by the Decca Distributing Corporation. The new arrangement replaces one which Decca has had with Fidelitone needles going back to the mid-thirties.

Distribution for Jensen under this agreement is supplementary to that which it already has through parts distributors. For the moment, the set-up includes needles only, but other Jensen products may be added later, it was said.

The two companies are kicking off the new arrangement with the help of the Jensen Needler, a combination of promotional display, needle kit and needle chart. The Needler, a looseleaf affair, can be used as counter or wall display or as an inventory book.

## 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-Percussion" 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 page 2, June 5 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 page 3, June 5 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 page 39, June 5 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.

**MERCURY**—Expires July 31, 1961. Started June 15, 1961. "Summer Sale-a-Rama." Program offers the current mid-June release, the label's Perfect Presence series, the EP series and the Wing series on a one-free-for-every-five-purchased basis. Remainder of the catalog comprised of all 12-inch LP's will be offered on a one-free-for-seven-purchased basis. 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.

## WITH THE COUNTRY JOCKEYS

Continued from page 16

on WYAL. Tom reveals that he is receiving unusual response to the following platters: "One-Way Street," by Bob Gallion; "He'll Let You Live a Little," by Skeets McDonald; "When Two Worlds Collide," by Roger Miller, and "The Darkest Day," by Loretta Lynn. . . . Ott Stephens, now whirling the country wax at WPEH, Louisville, Ga., says he has available copies of Chuck Dennis' "Lonely Tears-drops Fall Again," of which he is co-writer. He'll send a sample to deejays who'll write in on their station's letterhead. Ott says he's also in need of the latest releases. . . . Buddy Morris, program director at KDAN, Eureka, Calif., pipes that he's in need of country and western records for the station's two daily p.w. segments. "I know a word from you always brings results," schmoozes Buddy.

Deejays who may have been missed in the mailing on Bill Anderson's new Decca release, "Goodbye, Cruel World" b.w. "Po' Folks," may obtain copies

by writing on their station letterhead to Tree Publishing, 319 Seventh Avenue, North, Nashville, or Champion Music, 445 Park Avenue, New York 22. . . . Gabe Tucker, 314 East 11th Street, Houston 8, has available copies of George Jones' new one, "Tender Years." If you've been missed in the mailing, drop him a postcard. . . . Ray Ford (Wofford), of the Echo Valley Boys combo, says he's in need of c.&w. material for a new platter show he's doing on WTVB, Coldwater, Mich.

Neal Bunch, who operates Country Music Promotions, Route 1, Box 544, Suffolk, Va., says he'd like to hear from c.&w. jockeys not receiving the proper service on new releases. He says he can help in getting many of the platters they're not receiving. Among the platters he has available is Ferlin Husky's new Capitol release, "Before I Lose My Mind." Drop Bunch a line on your station's letterhead.

## RETAILING PANEL

If you have a provocative question to ask the nation's retail music-phonograph dealers, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

### QUESTION

How do You Boost Your Accessory Sales?

### ANSWERS

ANDY ANDERSON  
Record Center  
Chicago

Most important is to display them prominently in the store. Another good way is to suggest accessories to the customer when you ring up a record sale. In some cases you can even get interest in accessories when your getting the product ready for sale. For example, wiping the record off with a cleaning cloth will often cause the customer to inquire: "Is that a regular cloth?" You say "No," and tell him about it. Often we sell a tone-arm brush the same way. We've found that one accessory sale often begets another.



MICKEY GENSLER  
The Spinning Disk  
Yonkers, N. Y.

First of all, I try to carry a good, complete stock. We also do a lot of repair work and I use that as an opportunity to recommend and sell customers on brushes and cloths. I also give my accessories a lot of display, even to using a window once in awhile. One of the best ideas we've found is to play a so-called defective record a buyer has brought in, on a good machine and show them the difference. Then they'll often buy a good diamond needle right away.

DALE ARBUCKLE  
Arbuckle Music  
Monterey, Calif.

We do a healthy business in accessories, some days running as high as 35 per cent of our gross. The reason for this is that we believe in "selling" accessories, not waiting for the customer to ask for them. We suggest that a customer have his needle checked—a free service here—or that he buy a new cleaning cloth. These suggestions may not pay off at the actual time they are made, but invariably a customer will come back a few days later, convinced that he needs the accessory, and will buy it.

DEL LEAR  
Bixby Knolls Music Center  
Inglewood, Calif.

We have our accessories well displayed. We have them at the cash register, as well as in various places throughout the store. Accessories are a very important part of our business, and we use them to build customers as well as to make sales. We get a listing of all new home buyers in our immediate area. These people receive a free record cloth from our store, thereby introducing ourselves to the new customer. Once we have a regular customer, we try to step him up from sapphire to diamond needles, and see to it that he is aware of various accessories that may help him enjoy his records more and build sales for us.

## Zenith Introduces New Line to Tie With FM Multiplex Stereo Tuner

CHICAGO—Zenith Radio Corporation has introduced a new line of portable and console stereo phono equipment, much of which has been designed to accommodate the new FM multiplex stereo tuner.

A highlight of the new line is a new low-end portable monaural phono, known as the "Teenager," to carry a suggested list price of \$29.95. This four-speed manual is brand new in the line.

Reverberation continues to be a feature of the line, and is being made available with four of the higher-end console units. With the balance of console units and with five console combinations, there is also provision made for reverb.

The line features basically the same three portable stereo models as last year, ranging in price from \$79.95 to \$139.95. In the console stereo line, 15 models are being introduced this year as against 14 last year. Price on these units range from \$179 to \$850.

In the increasingly popular field of the stereo console combination, five sets are available this year as against three a year ago, representing a better graduated price spread on the type of equipment. Prices here are ranging from \$525 to \$850. Each of the five contain a 23-inch TV picture tube.

## TALENT TOPICS

Continued from page 8

Metzger, formerly of Pittsburgh and now living in Havertown, Pa. Cookie will have a featured role in "The Crucible" at the John B. Kelly Playhouse in the Park, Philadelphia, this week.

Lillian Briggs goes into the Holiday House July 3, following the Four Coins, and the same club has set Jonah Jones for July 17. . . . Eddie Hodges spent a day here plugging his Cadence single, "I'm Gonna Knock Myself Out." . . . The Marceels, a local group of "Blue Moon" fame, returned home for a weekend date in nearby Sharon.

Leonard Mendlowitz

### NASHVILLE

Bradley Studio's film director, Sid O'Berry, took top honors in a recent meeting of the Middle Tennessee Photographers' Association here. Sid took best of show with film, "A Boy and the Fair," and carried home two first, two second and one third prize to top other photogs. . . . Roger Miller has taken another spill from his motor scooter, this time with injuries which hospitalized him for several days. . . . Jim Denny's Cedarwood Publishing Company is talk of the local trade, thanks to its plush new home on 16th Avenue South. New building also houses the Jim Denny Artists Bureau. Pat Twitty.

### Verve's 'Lucky Seven' Spots Ella Fitzgerald

NEW YORK—Seven new packages have been set for Verve Records' "Lucky Seven" June promotion. The release is highlighted by three separate Ella Fitzgerald packages, "Get Happy," "Ella Sings Cole Porter" and "Ella Sings More Cole Porter."

Other sets are by Paul Smith, Jimmy Giuffre, Ella Lanchester and the newly signed comedienne, Phyllis Diller. A special radio campaign will be conducted by distributors to supplement trade and consumer advertising. Featured on the radio build-up will be an EP of six cuts taken from the Diller album to be mailed to 2,000 deejays.

Zenith again this year is offering a series of pairs of radial speaker units, for optional use with stereo phonos. The range in price on the three sets is from \$29.95 to \$54.95.

## Garner's View Highly Praised

Continued from page 1

entire recording industry and its distributors.

"Mr. Garner can be sure that the members of SORD will be informed of his forward-looking position. Many of them are already planning full window displays of Garner releases. We also wish to congratulate Garner on his move to Am-Par and we wish him continued success on the new label."

### Special Displays

At week's end, Shapiro was in touch with Garner's personal manager, Martha Glaser, discussing ways and means of making special display material on Garner available to dealers.

Meanwhile, in Philadelphia, strong support for Garner was voiced by Stanley J. Lupin, record buyer for the John Wanamaker department store. Referring to a story in *BMW* June 5, Lupin declared: "I wholeheartedly endorse your current article, 'SORD Applauds Garner's No-Club Am-Par Contract.' I hope, in the near future, to read of other artists doing the same."

From Boston, came still another favorable reaction. The Associated Record Dealers of Boston chapter of SORD went on record officially with a congratulatory wire sent to Garner. In the wire, Boston SORD chapter head, and operator of Medford Music Centre, Carl J. Gustafson, said: "We are proclaiming the week of June 26 'Erroll Garner Week.' Your new album will be displayed in all member stores and demonstrated continuously. Thank you for your faith in the retail dealer; we wish more artists felt as you do."

## Col. Reorganizes Info Services Dept.

NEW YORK — Columbia Records has reorganized its Information Service department. Debbie Ishlon, head of creative services for Columbia, has appointed Jack Frizzelle as manager of Information services. Bob Corcoran has been named manager of popular and trade information. Frizzelle will handle general activities of the firm as well as Columbia Masterworks and Epic classical artists and records. Corcoran will take care of Columbia and Epic popular artists for the consumer and trade press. The firm has also hired Billy James as a copywriter for the department.

## Instant Learning Issue In 5 Juvenile Packs

NEW YORK — Pickwick Sales Corporation, producer of Instant Learning language records, has released five new courses, aimed at the juvenile market. The packages include "Instant French," "Instant Spanish" and "Instant Spelling" for grade brackets two and three, four and five, and six and seven. Packages sell for \$5.95. Each of the four-color boxed sets contain a 12-inch LP, progress control charts and an illustrated manual. Special displays are available for dealers with each pre-packed assortment.

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JUNE 18

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	1	TRAVELIN' MAN	By Jerry Fuller—Published by Golden West Melodies (BMI)	6
2	2	RUNNING SCARED	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	6
3	12	MOODY RIVER	By Gary Bruce—Published by Keva (BMI)	3
4	8	WRITING ON THE WALL	By Barkan-Baron-Eddy—Published by Winneton-Glenville (BMI)	2
5	7	STAND BY ME	By King-Glick—Published by Progressive-Trio (BMI)	3
6	14	EVERY BEAT OF MY HEART	By Johnny Otis—Published by Valjo (BMI)	2
7	16	RAINDROPS	By Dee Clark—Published by Conrad (BMI)	3
8	5	ONE HUNDRED POUNDS OF CLAY	By Elgin-Dixon-Rogers—Published by Gil (BMI)	11
9	3	DADDY'S HOME	By James Sheppard-Clarence Bassett-Charles Baker—Published by Keel-Betalbin (BMI)	9
10	24	QUARTER TO THREE	By Barge-Guida-Anderson-Rayster—Published by Pepe (BMI)	2
11	11	I FEEL SO BAD	By Chuck Willis—Published by Berkshire-Elvis Presley (BMI)	4
12	30	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)	2
13	—	THOSE OLDIES BUT GOODIES	By Paul Politi-Nick Curinga—Published by Maravilla (BMI)	1
14	15	HELLO MARY LOU	By Gene Pitney—Published by January (BMI)	5
15	21	BARBARA ANN	By Fassett—Published by Cousins-Shoestring (BMI)	3
16	19	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)	2
17	17	HELLO WALLS	By Willie Nelson—Published by Pamper (BMI)	6
18	18	YOU ALWAYS HURT THE ONE YOU LOVE	By Fisher-Roberts—Published by Pickwick (ASCAP)	3
19	20	EXODUS	By Gold—Published by Chappell (ASCAP)	28
20	23	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Steven (BMI)	2
21	6	MOTHER-IN-LAW	By Allan Toussaint—Published by Minit (BMI)	11
22	9	MAMA SAID	By Dixon-Dennison—Published by Ludix-Betalbin (BMI)	7
23	13	PORTRAIT OF MY LOVE	By Cyril Ornadel-David West—Published by Piccadilly (BMI)	10
24	—	YELLOW BIRD	By Luboff-Keith—Published by Frank (ASCAP)	1
25	22	TRAGEDY	By Nelson-Burch—Published by Bluff City (BMI)	5
26	4	RUNAWAY	By Max Crook-C. Westover—Published by Vickie (BMI)	12
27	27	PEANUT BUTTER	By Barnum-Cooper-Smith-Goldsmith—Published by Arvee (BMI)	2
28	—	DANCE ON LITTLE GIRL	By Paul Anka—Published by Spanka (BMI)	1
29	—	LITTLE EGYPT	By Lieber and Stoller—Published by Progressive (BMI)	1
30	29	I'M A FOOL TO CARE	By Ted Daffan—Published by Peer (BMI)	2

## 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. MOODY RIVER—Pat Boone, Dot 16209; Chase Webster, Southern Sound 101.
4. WRITING ON THE WALL—Adam Wade, Coed 550.
5. STAND BY ME—Ben E. King, Atco 6194.
6. EVERY BEAT OF MY HEART—Pips, Vee Jay 386; Gladys Knight, Fury 1050; Midnighters, Deluxe 6190.
7. RAINDROPS—Dee Clark, Vee Jay 383.
8. ONE HUNDRED POUNDS OF CLAY — Gene McDaniels, Liberty 55308.
9. DADDY'S HOME — Shep and the Limelites, Hull 740.
10. QUARTER TO THREE — U. S. Bonds, Le Grand 1008.
11. I FEEL SO BAD—Elvis Presley, RCA Victor 7880.
12. BOLL WEEVIL SONG — Brook Benton, Mercury 71820.
13. THOSE OLDIES BUT GOODIES—Little Caesar and the Romans, Del FI 4158.
14. HELLO MARY LOU — Ricky Nelson, Imperial 5741.
15. BARBARA ANN — Regents, Gee 1065.
16. NEVER ON SUNDAY—Don Costa, United Artists 234; Melina Mercouri, United Artists 304; Lale Anderson, King 5478; Chordettes, Cadence 1402.
17. HELLO WALLS — Faron Young, Capitol 4533.
18. YOU ALWAYS HURT THE ONE YOU LOVE—Clarence Henry, Argo 5388; Ada Lee, Atco 6189.
19. EXODUS—Pat Boone, Dot 16176; Ferrante and Teicher, United Artists 274; Eddie Harris, Vee Jay 378; Legends, Columbia 41949; Mantovani, London 1935; Medallion Strings, Medallion 602; Edith Piaf, Capitol 4564.
20. TOSSIN' AND TURNIN' — Bobby Lewis, Beltone 1002.
21. MOTHER-IN-LAW — Ernie K-Doe, Minit 623; Four Sportsmen, Sunnysbrook 2.
22. MAMA SAID — Shirelles, Scepter 1217.
23. PORTRAIT OF MY LOVE—Steve Lawrence, United Artists 291; Matt Monro, Warwick 624; Bob Wilson, Decca 31212.
24. YELLOW BIRD — Gary Crosby, MGM 13017; Arthur Lyman Group, HI FI 5024; Lawrence Welk, Dot 16222; Roger Williams, Kapp 408.
25. TRAGEDY — Fleetwoods, Dolton 40; Wayne Thompson, Fernwood 109.
26. RUNAWAY—Del Shannon, Big Top 3067.
27. PEANUT BUTTER — Marthons, Arvee 5027; Vibrations, Argo 5389.
28. DANCE ON LITTLE GIRL—Paul Anka, ABC-Paramount 10220.
29. LITTLE EGYPT — Coasters, Atco 6192.
30. I'M A FOOL TO CARE—Joe Barry, Smash 1702; Oscar Black, Savoy 1600.

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.

## 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	Tune	Weeks on Chart
1	1	EXODUS (Chappell, ASCAP)	29
2	3	CALCUTTA (Pincus-Symphony House, ASCAP)	24
3	2	NEVER ON SUNDAY (Esteem-Sidmore, BMI)	7
4	4	PORTRAIT OF MY LOVE (Piccadilly, BMI)	7
5	5	APACHE (Regent, BMI)	14
6	7	HEY, LOOK ME OVER (Morris, ASCAP)	20
7	14	TRAVELIN' MAN (Four Star Sales, BMI)	2
8	13	MISTY (Octave, ASCAP)	51
9	10	WHEELS (Dundee, BMI)	17
10	8	LAST DATE (Acuff-Rose, BMI)	26
11	12	WRITING ON THE WALL (Winneton-Glenville, BMI)	3
12	11	SECOND TIME AROUND (Miller, ASCAP)	14
13	—	MOODY RIVER (Keva, BMI)	1
14	—	HELLO WALLS (Pamper, BMI)	1
15	9	WONDERLAND BY NIGHT (Roosevelt, BMI)	21

## First Big Price Slash on Albums

Continued from page 3

high LP list price, charging it was "watered."

"Instead of a high list price and all this wheeling and dealing, we should have a more realistic structure," he charged.

Kaplan said he felt there was a definite place for the rack jobber and the discount house but that it was the independent dealer who was "able to carry huge manufacturer catalogs and provide the many services the record customer demanded."

Kaplan predicted a lower price would help manufacturers since it would create a healthier dealer, spurring the record business in general.

Kaplan leveled a blast against one of his former lines—20th Century-Fox—saying he had canceled the line because the manufacturer was selling to rack jobbers and discounters at a lower price than to him.

### Bought Direct

Kaplan cited a double-pocket album that he was buying for \$2.40 and selling for \$3.10, that

a rack jobber and a discount house bought from Fox direct for "well under \$2."

Kaplan said the explanation he got from Fox was that the product was sold to the rack jobber and discount house as two separate albums and hence was a different product. Kaplan said, however, the merchandise was identical.

As to comments on the price slash from other manufacturers, Kaplan said the reaction had been very favorable. He noted that "Mercury, Dot, Atlantic and Vanguard" were with him all the way.

At Cadet, Iz Levin said they had cut their price on \$3.98, \$4.98 and \$5.98 albums a flat 10 per cent since May 26.

He said it was in an effort to make the independent dealer as strong as possible, adding this would stimulate the entire record business.

Levin noted that last year he and many of the other Detroit distributors had cut their price for about two months, but that this was a permanent move.

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A New Jersey dealer reported selling \$400 worth of stereo equipment to a customer who came in for HIGH FIDELITY, took his copy home, read the HF Reports section and came back to buy three of the items reported on. . . . An Illinois dealer tells of selling a HIGH FIDELITY buyer seven new record releases reviewed in the magazine—before the customer left the store!

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c/w

**Make Me Believe**

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• BALTIMORE • WASHINGTON



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ANGEL, ANGEL**

c/w

**Throwin' Kisses**

**HICKORY 1144**

*Hickory*

**Records**

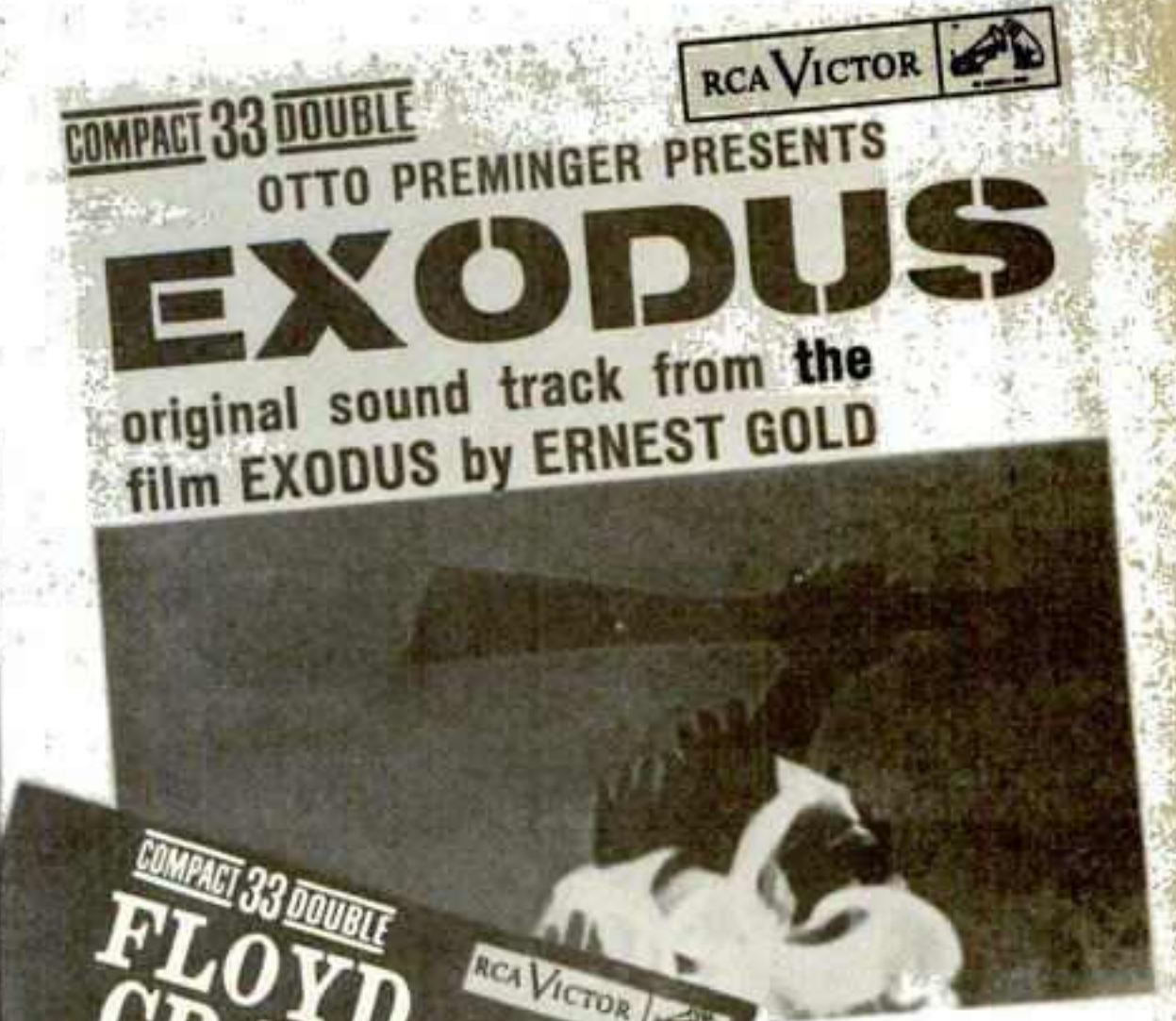
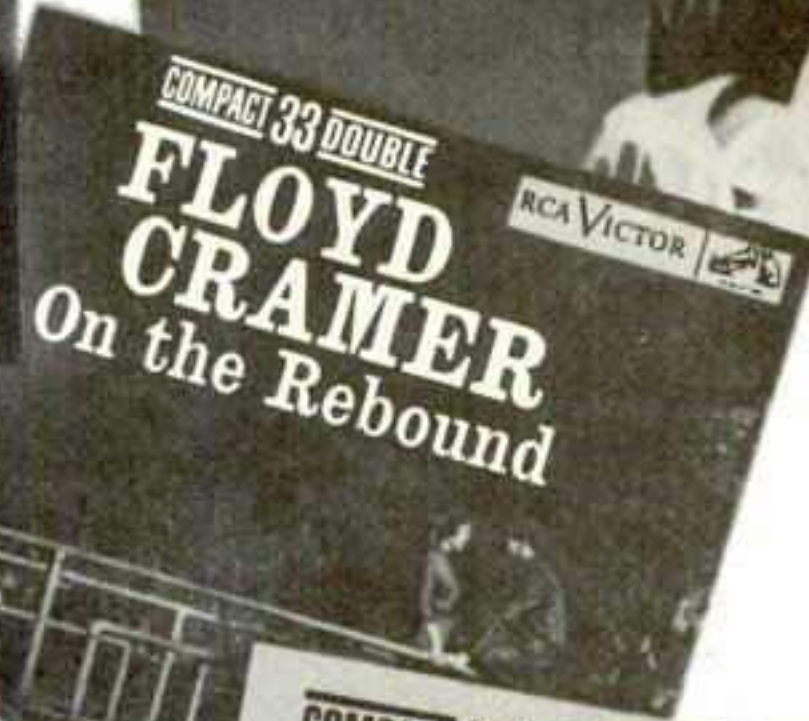
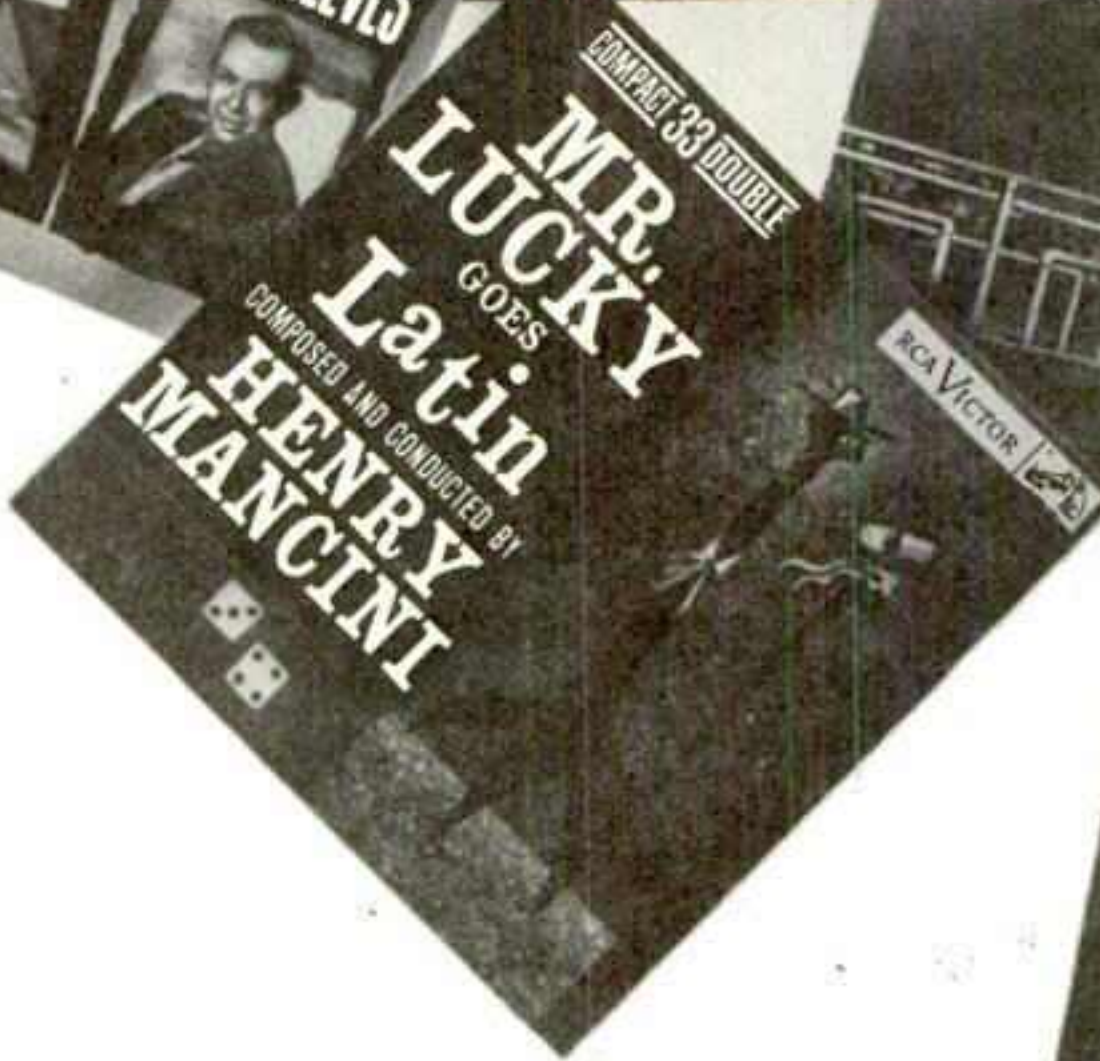
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Cornbread  
and  
Jerry  
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**WE'RE  
HATCHING  
HITS AT  
LIBERTY**

**DOWN ON  
MY KNEES**

Walter Vaughn  
#55330

**"NAKED  
CITY"  
THEME**

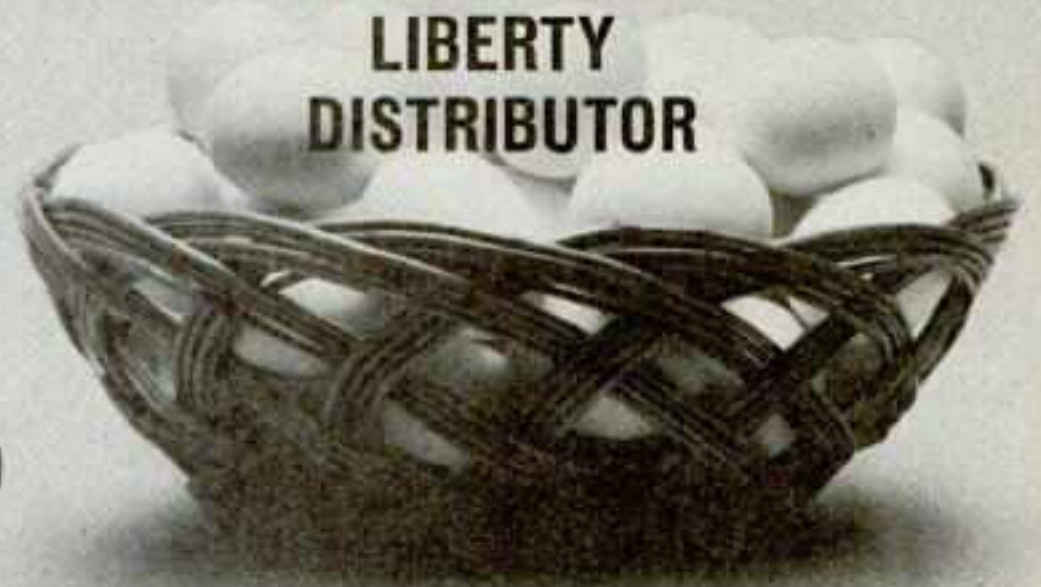
Jack  
Costanzo  
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**ADRIFT ON  
A STAR**

Gogi Grant  
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# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

### NEW YORK

- TONIGHT (COULD BE THE NIGHT) Velvets, Monument
- BOBBY Neil Scott, Portrait

### LOS ANGELES

- YOU CAN'T SIT DOWN Phillip Upchurch Combo, Boyd

### DETROIT

- RIGHT OR WRONG Wanda Jackson, Capitol

### BOSTON

- NEVER ON SUNDAY Chordettes, Cadence

### SAN FRANCISCO

- WATCH YOUR STEP Bobby Parker, V-Tone

### PITTSBURGH

- I LIKE IT LIKE THAT Chris Kenner, Instant

### CLEVELAND

- YOU CAN'T SIT DOWN Phillip Upchurch Combo, Boyd
- DAYDREAMS Johnny Crawford, Del-Fi
- I LIKE IT LIKE THAT Chris Kenner, Instant

### BUFFALO

- THREE HEARTS IN A TANGLE Roy Drusky, Decca

### BALTIMORE-WASHINGTON

- THE GIRL'S A DEVIL Dukays, Nat

### DALLAS-FORT WORTH

- I LIKE IT LIKE THAT Chris Kenner, Instant

## 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

- \*TEMPTATION ..... (Robbins, ASCAP)
- \*STICK WITH ME BABY, EVERLY BROTHERS. (Cedarwood, BMI) Warner Bros. 5220
- TELL ME WHY, BELMONT'S ..... (Lion, BMI) Sabrina 500
- HEART AND SOUL, CLEFTONES ..... (Famous, ASCAP) Gee 1064
- \*IT KEEPS RAININ', FATS DOMINO ..... (Travis, BMI) Imperial 5753

### C&W

- \*FLAT TOP, COWBOY COPAS ..... (Starday, BMI) Starday 542
- \*OKLAHOMA HILLS, HANK THOMPSON ..... (Goldson, ASCAP) Capitol 4556
- FROM HERE TO THERE TO YOU, HANK LOCKLIN ..... (Coldwater, BMI) RCA Victor 7871

### R&B

No selections this week

Paid Circulation This Issue

21,958

Including 1,891 Overseas

### REVIEWS OF

## THIS WEEK'S SINGLES

the pick of the new releases:



### SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### BRENDA LEE



EVENTUALLY (Champion, BMI) (2:54)—DUM DUM (Metric, BMI) (2:27)—The canary has another smash in "Eventually," a moving ballad. Flip is a catchy item with gospel-flavored organ backing. The young star is in top-flight vocal form on both sides. Decca 31272

#### HANK BALLARD AND THE MIDNIGHTERS



THE SWITCH-A-ROO (Ha-Lo, BMI) (2:35) — THE FLOAT (Lois, BMI) (2:43)—A bouncy blues with a sock dance tempo is accorded solid ork and vocal treatment by Ballard and the boys. Flip is another danceable side with effective novelty sound gimmicks. King 5510

#### JOHNNY AND THE HURRICANES



OLD SMOKIE (Vicki, BMI) (2:16)—HIGH VOLTAGE (Vicki, BMI) (2:13)—The group contributes a rocking performance on the oldie "Old Smokie," featuring fine tenor sax and organ solo work. "High Voltage" is a super-charged rocker—based on "Stagger Lee"—with a fast-driving tempo. Big Top 3076

#### RAY CHARLES



I'VE GOT NEWS FOR YOU (United, ASCAP) (3:48)—I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN (Leeds, ASCAP) (3:38)—Here's another standout disk by Charles on Am-Par's jazz label. "I've Got News For You" is a strong blues, featuring big band and organ backing. Flip spotlights the great oldie with swinging backing. Charles warbles with verve and excitement on both sides. Impulse 202

#### THE TOKENS



DRY YOUR EYES (Bright Tunes, BMI) (2:20)—WHEN I GOT TO SLEEP LAST NIGHT (Greta, BMI) (2:25)—The group follows up its recent hit with two fine debut sides on its new label. The wildly rocking first side shows off the group's dynamic style. The flip is another teen slanted rocker that should get the kids dancing. RCA Victor 7896

#### PAUL REVERE AND THE RAIDERS



LIKE CHARLESTON (Maverick, BMI) (2:05)—The boys follow up their last chart item with a brightly swinging instrumental here that sports hard-driving piano in the boogie-woogie style, and solid tenor sax work. Flip is "Midnight Ride." (Maverick, BMI) (2:21). Gardena 118

#### THE SPINNERS



DREAM (Michael H. Goldsen, ASCAP) (2:25)—The vocal group here has a mighty potent and unique sound on the fine evergreen. They sing in a falsetto gospel groove with the lead man starring. Fine lush support. Reverse side is "Till the End of Time." (Joe, ASCAP) (2:40). Liberty 55339

#### NAT KING COLE



TAKE A FOOL'S ADVICE (Sweco, BMI) (2:21)—Nat Cole has one of his most appealing pop items in some time in this lovely ballad that's sung against a wonderfully rhythmic string background. Flip is "Make It Last." (Commet, ASCAP) (1:52). Capitol 4582

#### PANAMA FRANCIS



YUMMY (Ben Ghazi, BMI) (2:07)—YOU CAME A LONG WAY FROM ST. LOUIS (Jewel, ASCAP) (2:21)—The Panama Francis group has two swiny, unusual sounding instrumentals that should be destined for action. The first is a brightly styled original, and the second is the catchy oldie in modern dress. Epic 9448

#### THE FLAIRS



THE MEMORY LINGERS ON (Trinity, BMI) (2:19)—SHAKE SHAKE SHERRY (Trinity, BMI) (2:15)—This is one of the wildest diskings to come out since the Marcel's "Blue Moon." Both sides are frantic, gimmicky items, with lively vocals by the group. And both have enough excitement to happen. Epic 9447

(Continued on page 35)

NO. 2 AGAIN!

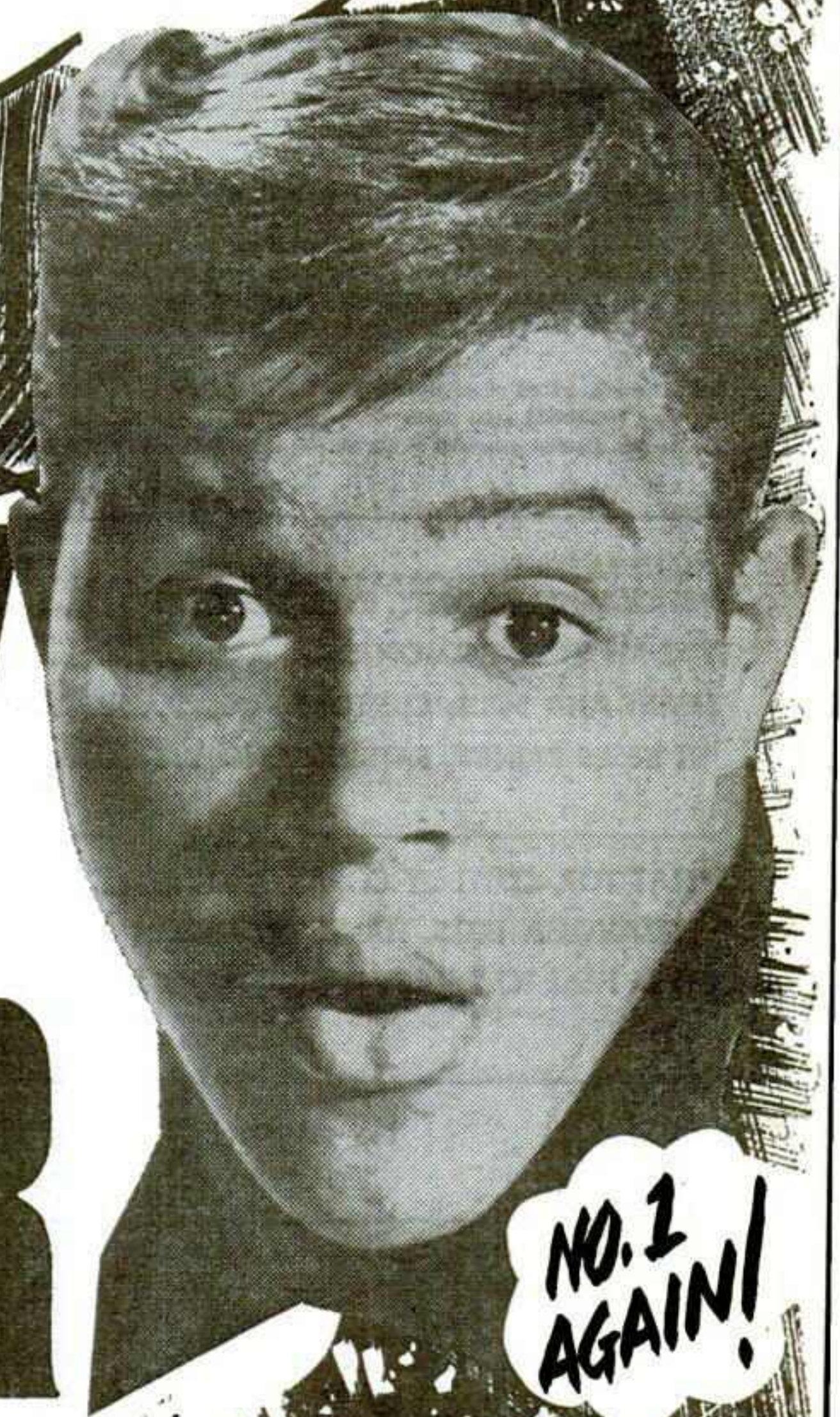
# 'LET'S TWIST AGAIN'

PARKWAY #824

NO. 2 AGAIN!

# CHUBBY CHECKER

NO. 2 AGAIN!



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**COMEDY SWEEPSTAKES**

**SCATMAN CROTHERS**  
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Current Sellers

THIS IS FOXX—Redd Foxx 809  
BELOW THE BELT—Rudy Moore 808  
FOR A PIECE—Roscoe Holland 812

★ **OTHER BIG DOOTO EVERGREEN HITS** ★

WILD PARTY .....	Redd Foxx	804
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 24

Documentary

**NUREMBERG WAR CRIMINAL TRIALS**



Forum F 32001—Fascinating documentary study of the trials after World War II, which convicted the top Nazis of war crime. Include some horrifying evidence of Nazi brutality and murder, plus the pleas of the accused, excerpts from their testimony, pronouncement of the sentences, and an eye-witness account of their final words and execution. Produced by Bud Greenspan, who also wrote the narration that ties the package together, the disk should benefit from the reawakened interest in historical matters concerning the Hitler era.

**THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS**



Mantovani and his Ork. London PS 242 (Stereo & Monaural)—Here's a fine show album for musical comedy collectors. In addition to the title theme of Broadway's latest hit, "Carnival," Mantovani includes tunes from 11 other hit shows "Sound of Music," "Fiorello," "Camelot," "Kiss Me Kate," "My Fair Lady," etc. Listenable, lushly orchestrated mood music.

**CAMARATA CONDUCTS THE MUSIC FROM WALT DISNEY'S "THE PARENT TRAP"**



Tommy Sands, Annette, Original Cast, and Camarata Ork. and Chorus. Vista BV 3309—There is already some action on the single by Tommy Sands and Annette of the main title on this highly rated new Disney film, and this, plus five other selections, including "For Now for Always" (Maggie's Theme), sung by Maureen O'Hara, are also here. On the flip side, there are selected themes from other motion pictures. Fine packaging and the children's market will enjoy the reappearance of the delightful young British actress, Hayley Mills. This should sell plenty of copies.

**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.

Jazz

★★★ STAN KENTON PRESENTS THE NORTH TEXAS LAB BAND—North Texas Lab Band, 90 Floor Records SLL-904

**POP LP'S**

★★★★  
**STRONG SALES POTENTIAL**

★★★★ FIVE MEN PLUS GIRL

Colleen Lovett and the Phillips Quintet. Carlton STLP 12-131 (Stereo & Monaural)—Here's a pleasant group that makes a lot of danceable, listenable sound. The lead work is carried out by the interesting harmony structure consisting of Teddy Phillips' sax blended with Colleen Lovett's voice, used without lyrics. An organ is also heard along with drums, bass and guitar. The unit achieves a fresh sound indeed and the recording quality is excellent. Selections are mostly standards. Disk would be good for dealer demo purposes.

★★★★ THE HAPPIEST GIRL IN THE WORLD

De Vol. Columbia CL 1629—Composer-arranger Frank De Vol and his orchestra offer sparkling instrumental arrangements of the bright and lively Jacques Offenbach score from the hit Broadway show, "The Happiest Girl in the World." Some of the highlights are "Vive La Virtue," "Never Trust a Virgin," "Adrift on a Star" and "The Happiest Girl in the World." This pleasantly listenable package has solid sales potential. Excellent item for show music enthusiasts.

★★★★ FLAPPER FADS

Lizl Doyle and her Stereo Stompers. Carlton STLP 12-137 (Stereo & Monaural)—This is the new sound line of Carlton Records. Disk has a good sound. Performances by Lizl Doyle are reminiscent of

Beatrice Kay—belting and with a touch of satire, backed by a Dixieland-type band. A happy disk. "Row, Row, Row," "True Blue Lou" and "Ma" are examples of the nostalgic material.

★★★★ 'ROUND THE OLD STRIPED POLE

Schmitt Brothers, Barbershop Quartet. Decca DL 74136 (Stereo & Monaural)—The Schmitts are easily one of the best of the barbershop groups on the scene today. They've cut albums frequently but this new entry is one of the few of these in stereo, a factor which seems to make that familiar big tone ring out even more clearly than before. Here the boys focus on the usual batch of oldies like "Wabash Moon" and "That Old Gang of Mine," with the addition of one new tune, "Til Tomorrow," from "Fiorello." Pleasant, listenable program.

★★★★ JANE MORGAN SINGS THE GREAT GOLDEN HITS

Kapp KL-1246—The thrush sings a collection of well-remembered songs of varying tempos and moods. The backings, provided by the orks of both Marty Gold and Frank Hunter, feature a soft, string sound, often highlighted by an accordion as in earlier albums with accompaniment by the Troubadours. The hit songs recreated here, each of which was once a golden disk in its own right, include "Arrivederci Roma," "Tammy," "Young at Heart," "Everybody Loves a Lover," etc.

(Continued on page 38)

**ONE STOP MAN WANTED!**

Are looking for a man extremely well experienced in the complete operation and management of a phonograph record one stop and rack business for the Southern California area. Must be familiar with all phases of this type of business. Send complete resume and photograph. Mail to Box A-240, Billboard Music Week 1520 N. Gower Hollywood 28, Calif.

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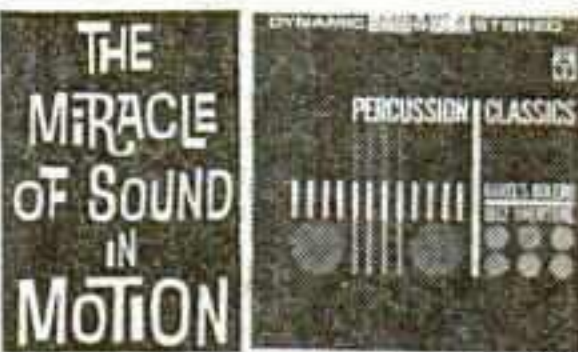
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**"THAT'S MY DESIRE"**

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For That Happy Change of Pace  
**"HAPPY POLKAS and DREAMY WALTZES"**  
New Frank Yankovic Album  
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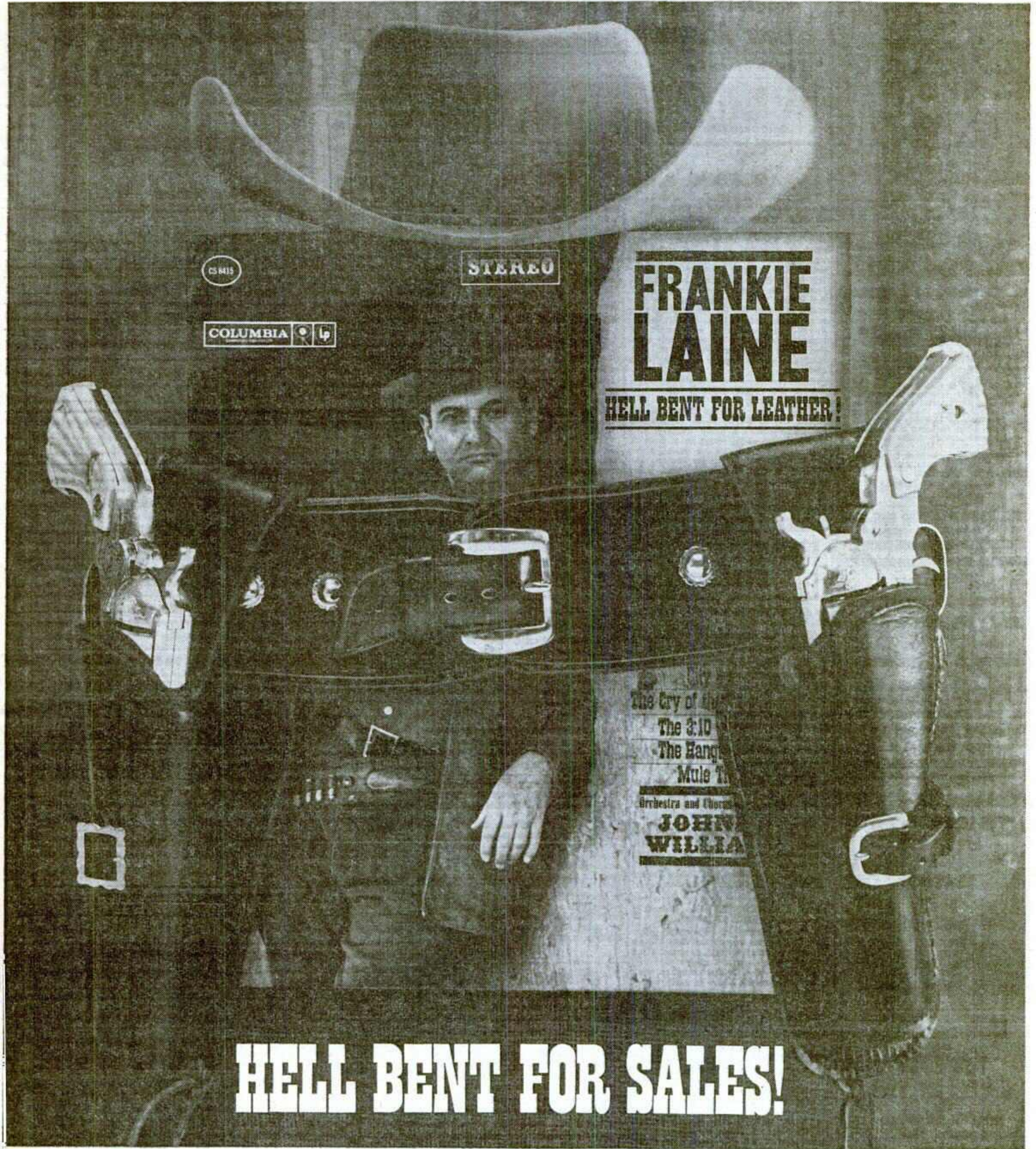
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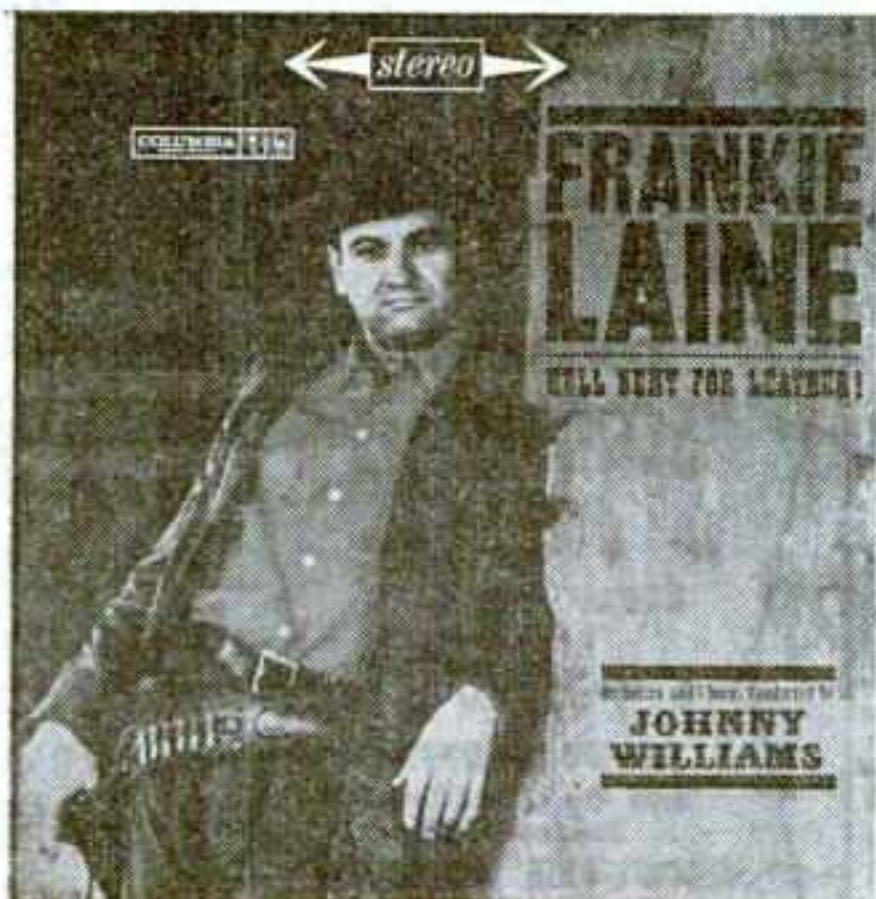
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CL1615/CS8415

**FRANKIE LAINE...**

*galloping up  
the sales charts!*

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**RONNY DOUGLAS**

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EVEREST  
19413

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'Quarter to Three'"**

5:30 PM, Mon., June 5, 1961. Philadelphia, Pa. Bob Heller is proud to announce that he has passed the 37,000 mark in record sales on Mr. U. S. Bond's fabulous blockbuster recording of "Quarter to Three" on the LeGrand label. This record was broken for a hit in Philly where Bob is a specialist in being a hitmaker, and record-breaker distributor. P.S.: Mr. A.G.R. Man: Swing into summer with a slugger by calling PO 5-1010. We have a few openings for swinging lines.

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**"I'VE SEEN EVERYTHING"**

b/w TINY CLOUD

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**THE ELEGANTS**

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**Delores Hill**

Sings

**I COULDN'T BELIEVE MY EYES-**

b/w

**ROLLER COASTER**

Companion #104

**COED**

RECORDS  
1619 Broadway  
New York, N. Y.

**Reviews and Ratings of  
New Albums**

Continued from page 36

**JAZZ LP'S**

★★★★

**STRONG SALES POTENTIAL**

★★★★ STAN KENTON PRESENTS NORTH TEXAS LAB BAND  
North Texas Lab Band. 90 Floor Records SLL 904—A rather remarkable young band is presented here. The group has won numerous accolades in and out of the music trade and was a winner this year at the Notre Dame Collegiate Jazz Festival. Many of the arrangements are right out of the Kenton book (Kenton does the liner notes, too) and the big group plays them much along Kenton lines. Soloists Ronnie Powell and Dee Barton on trumpet and trombone respectively are particularly effective. There are 10 selections in all, spotlighting a standout group of young musicians.

★★★★ THE NEW SOUND OF COLLEGE JAZZ  
Chuck Speas and the American Jazz Septet. Carton STLP 12-135 (Stereo and Monaural)—Here's a group which gives a good modern, swing sound to a basically Dixie commodity. There are drums, piano, trombone and trumpet as the nucleus, with others alternating on bass and tuba, guitar

and banjo, and sax and clarinet. The broad base of sound made possible by all the doubling, gives the up-dated effect. Repertoire includes "Avalon," "Honeysuckle Rose" and "Jada." Many interesting, varied stereo effects of movement and different placement are to be heard here, too. Good product that will sell as well to the audio fan as to the jazz buff.

★★★★ "PRES"  
Lester Young. Charlie Parker PLP 401—As in the case of the Charlie Parker record reviewed elsewhere in this issue, Charlie Parker Records in conjunction with their selling agent, Carlton, have done an exceptional job of tape editing to bring the sound of Lester Young clearly and succinctly out of a tape that was made on a home machine. The tenor sax sound of the late and inimitable "Pres" comes through in previously unreleased performances of tunes like "Lester Leaps In," and "Sunday." He is accompanied by rhythm and trumpet. A solid item for the collector who must have everything.

**CLASSICAL LP'S**

★★★★

**STRONG SALES POTENTIAL**

★★★★ PIANO MUSIC OF MANUEL DE FALLA  
Alicia de Larrocha. Columbia ML 5640—Alicia de Larrocha, the Spanish pianist, turns in a satisfactory reading of a collection of De Falla works for piano. Selections include dances from "La Vida Breve," "El Amor Brujo." Fourth selection is the different "Fantasia Betica." They are played with high technical skill and much feeling. Set should be of strong interest to piano fans, and piano students.

CHAMBER MUSIC FROM MARLBORO  
BRAHMS: HORN TRIO, Op. 40; SCHUBERT: AUF DEM STROM, Op. 119  
The Marlboro Music Festival (Serkin) Columbia ML 5643—This version of the popular Brahms Trio could well become the most successful one, commercially, with the benefit of Rudolf Serkin's name at the keyboard. Myron Bloom plays the French horn and Michael Tree the violin. The record is filled out with a lovely, seldom-recorded Schubert work for soprano, French horn and piano, with Benita Valente especially effective in the vocal role.

★★★★ ALBENIZ: IBERIA (Complete)  
RAVEL: RAPSDIE ESPAGNOLE  
LSC 6094 (Stereo & Monaural)—Here is the first known recording of the complete "Iberia," in orchestral form, in stereo. There are, of course, numerous earlier monaural performances of both the complete work as well as excerpts. There is much moody impressionism here and interesting percussion effects as well. The Ravel work is already available in numerous editions and the attention here will rightly focus on the "Iberia."

★★★★ DELIBES: SYLVIA & COPPELIA  
Paris Conservatoire Orch. Hugo Rignold. RCA Victor LM-2485—The Paris Conservatoire, under the direction of Hugo Rignold, presents a stimulating and technically satisfying performance of these two highly melodic and popular ballets. Maestro Rignold offers a delicate "Piziccate" and a majestic reading of "The Cortège" from "Sylvia." The popular "Valse de la Poupee" from "Cortège" is also given a vibrant and colorful performance. Although there are numerous recordings of program, the RCA Victor version recorded in France should attain a healthy share of market.

★★★★ BEETHOVEN: STRING QUARTET No. 11 IN F. MINOR, Op 95; HINDEMITH STRING QUARTET No. 3, Op. 22—  
The Knoll Quartet, Epic BC 1133—The Knoll Quartet plays both these works with a conviction and delicacy of technique that brings the exquisite writing of both composers into sharp focus. The Beethoven 11th or "Serious" Quartet is performed in a strikingly dramatic fashion, while the moody tensions and dissonances of the Hindemith work emerge with depth and clarity. The Quartet is composed of William Stone, David Manovitz, and Avron Twerdowsky besides the leader, William Kroll himself.

★★★★ STRAVINSKY: FIREBIRD SUITE; KHACHATURIAN: GAYNE BALLETT SUITE; ENESCO: ROUMANIAN RHAPSODY NO. 1  
The Hague Philharmonic Orchestra (Rowicki) Epic BC 1132—Another highly competent performance of the music from Stravinsky's "Firebird" ballet score is contained on this LP. Withold Rowicki puts the Hague Philharmonic through its paces with much sensitivity and attention to detail. Equally good is his conception and performance of the Khachaturian and Enesco works. Each of the writings has a variance of rhythm pattern which makes a highly interesting and listenable classical disk.

(Continued on page 40)

**LP REVIEW POLICY**

All albums received by Billboard Music Week are listened to and reviewed by the BWV Reviewing Panel. LP's are rated, within their respective categories, according to their commercial potential, based upon such factors as performance, material, artist's name value, recording quality, etc.  
SPOTLIGHT WINNERS are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. FOUR-STAR albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.  
THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's, with limited sales potential, are listed following the Three-Star albums.  
SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.  
All LP's intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.

**BILLBOARD MUSIC WEEK  
HOT C&W SIDES**

FOR WEEK ENDING JUNE 18

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	1	HELLO WALLS, Faron Young, Capitol 4533	13
2	4	4	10	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31P93	14
3	3	3	6	I FALL TO PIECES, Patsy Cline, Decca 31205	11
4	2	2	2	FOOLIN' AROUND, Buck Owens, Capitol 4496	20
5	10	12	23	LOOSE TALK, Buck Owens and Rose Maddox, Capitol 4550	4
6	5	8	5	HEART OVER MIND, Ray Price, Columbia 41947	13
7	8	—	—	SWEET LIPS, Webb Pierce, Decca 31249	2
8	17	22	22	MENTAL CRUELTY, Buck Owens and Rose Maddox, Capitol 4550	5
9	12	24	—	HEARTBREAK U. S. A., Kitty Wells, Decca 31246	3
10	23	28	—	FLAT TOP, Cowboy Copas, Starday 542	4
11	14	11	16	HAND YOU'RE HOLDING NOW, Skeeter Davis, RCA Victor 7863	8
12	29	29	—	OKLAHOMA HILLS, Hank Thompson, Capitol 4556	3
13	22	—	—	FROM HERE TO THERE TO YOU, Hank Locklin, RCA Victor 7871	2
14	9	6	7	WINDOW UP ABOVE, George Jones, Mercury 71700	32
15	6	5	4	THE BLIZZARD, Jim Reeves, RCA Victor 7855	12
16	11	13	24	BEGGAR TO A KING, Hank Snow, RCA Victor 7869	5
17	19	26	—	DON'T LET YOUR SWEET LOVE DIE, Don Reno and Red Smiley, King 5469	3
18	—	—	—	WRECK ON THE HIGHWAY, Wilma Lee and Stony Cooper, Hickory 1147	1
19	15	15	—	RAGGED BUT RIGHT, Moon Mullican, Starday 545	3
20	—	—	—	THREE STEPS TO A PHONE, George Hamilton IV, RCA Victor 7881	1
21	7	7	3	DON'T WORRY, Marty Robbins, Columbia 41922	19
22	27	—	—	WHEN TWO WALLS COLLIDE, Roger Miller, RCA Victor 7878	2
23	—	—	—	YEARNING, Benny Barnes, Mercury 71806	1
24	—	—	—	THE REBEL—JOHNNY YUMA, Johnny Cash, Columbia 41995	1
25	20	17	12	I LOVE YOU BEST OF ALL, Louvin Brothers, Capitol 4506	14
26	21	9	9	SLEEPY-EYED JOHN, Johnny Horton, Columbia 41963	8
27	16	—	—	THOUGHTS OF A FOOL, Ernest Tubb, Decca 31241	2
28	24	—	—	JIMMY MARTINEZ, Marty Robbins, Columbia 42008	2
29	—	—	—	DIME A DOZEN, Shirley Collie, Liberty 55324	1
30	13	10	8	I'LL JUST HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732	23

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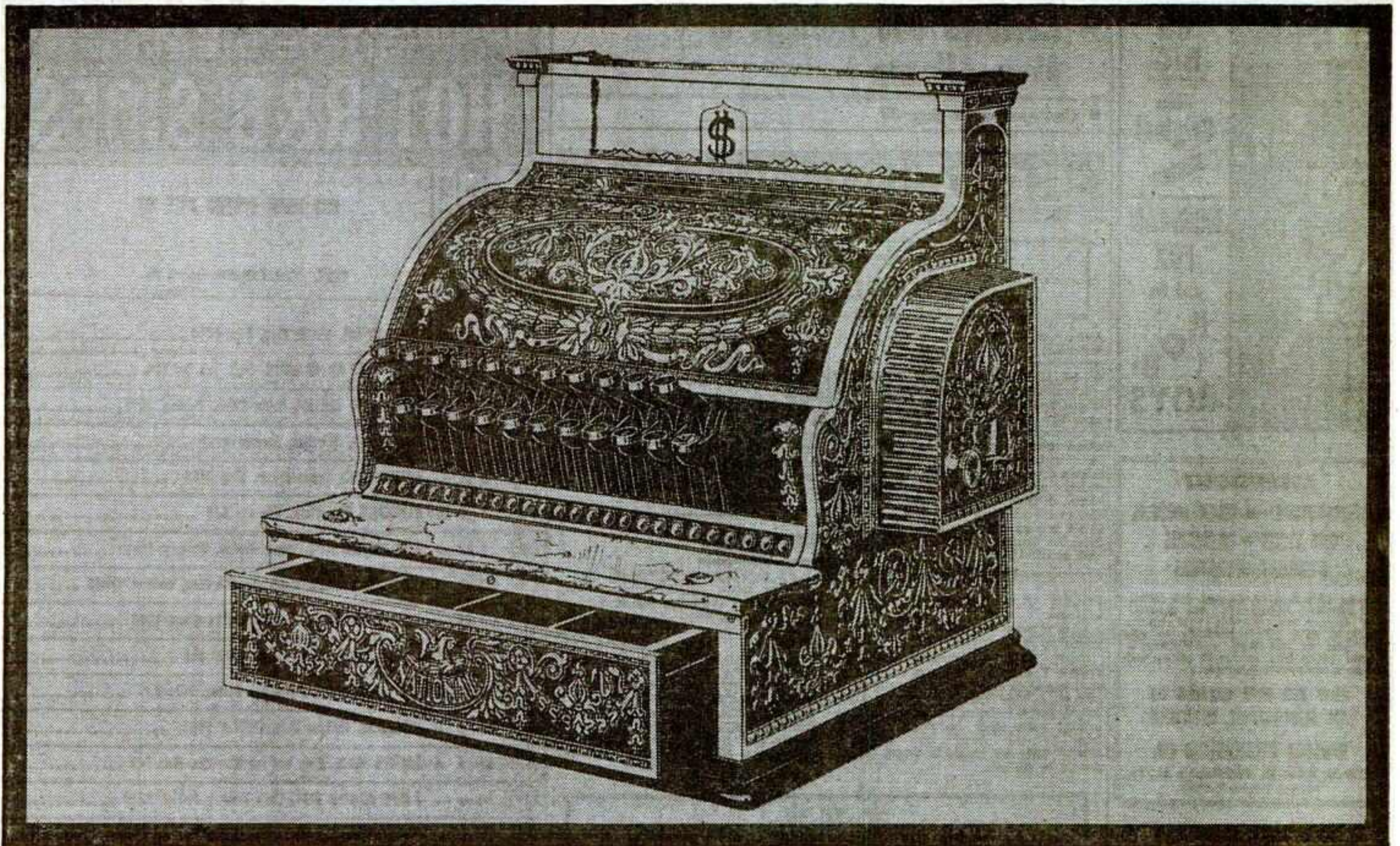
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639 Madison Memphis, Tenn.

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"SWEET GEORGIA BROWN"  
b/w  
"MY HOW THE TIME GOES BY"  
**BILL HENDERSON**  
VEE JAY 391  
(both from his hot LP—"Bill Henderson" VeeJay LP 1031)

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**"YOU BROKE MY HEART"**  
The Rosettes  
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"Skin Tight, Pin Striped, Purple Pedal Pushers"  
**SHEB WOOLEY**  
K 13013  
**MGM Records**

**Reviews and Ratings of New Albums**

Continued from page 38

**SPECIALTY LP'S**

★★★★  
**STRONG SALES POTENTIAL**

**COMEDY**

★★★★ **SELECTED SHORT SUBJECTS**  
Wayne and Shuster, Columbia CL 1636—Wayne and Shuster, the Canadian comedy team who have had a strong impact both in night clubs and on TV, have a strong album here, containing a lot of their familiar skits. They range from routines on talking dogs, Scotland Yard inspectors, and memory experts, to dentists and vampires. Many of them are very funny, and even the weaker skits are still worth a chuckle. Could sell steadily to comedy fans, especially the younger ones, and in Canada as well as the U. S.

**POLKA**

★★★★ **HAPPY POLKAS AND DREAMY WALTZES**  
Frank Yankovic, Columbia CL 1620—Frankie Yankovic's new album should have solid appeal to his many followers in polka markets, in New York, Pennsylvania, Ohio, Illinois and Wisconsin. Tunes include many original polka items, as well as waltzes, from "Cherry Poka," to "Dreamer's Waltz." They are played in bright, spirited fashion by the ork.

**COUNTRY & WESTERN**

★★★★ **EVERYBODY'S HITS BUT MINE**  
Billy Walker, Columbia CL 1624—Walker is in feelingful, sincere vocal form on a group of hits sliced by other c.w. stars. Spinnable wax for country jocks. Selections include Eddy Arnold's "Just Call Me Lonesome," Faron Young's "Alone With You" and Hank Williams' "Jambalaya."

**INTERNATIONAL**

★★★★ **SAN REMO FESTIVAL 1961**  
Various Artists, Epic LN 3784—A collection of 12 of the songs presented at the 1961 San Remo Festival in Italy are performed here by various Italian vocalists and orchestras. The set includes impressive renditions, including the three top songs of the Festival: "A Di La" or "Beyond Everything"; "24 Mila Bacì" or "24 Thousand Kisses," and "Il Mare Nel Casseto" or "My Sea." The package should pull coin since the Festival has become more known to American each year. In addition, the sultry Italian girl on the cover won't hurt sales.

★★★  
**MODERATE SALES POTENTIAL**

**POPULAR**

★★★ **SPICE ISLAND**  
Ed Kenney, Columbia CL 1491.  
★★★ **THROUGH SICK AND SIN**  
Fay DeWitt, Epic LN 3776.  
★★★ **BYRD OF PARADISE**  
Jerry Byrd, Steel Guitarist, Monument M 4003.  
**THAT SWINGIN' STYLE**  
Dick Style & Don Sitterly Combo, Radar RL 201.

★★★ **RITORNO ALL OPERETTA**  
Cesare Gallino, Vesuvius LP 1306.

★★★ **MONITOR PRESENTS SWITZERLAND**  
Landler Bands (Heiri Meier & Jost Ribary), Monitor MFS 335 (Stereo & Monaural).

**SPECIALTY**

★★★ **CHANTONS EN FRANCAIS VOL. II**  
Allan Mills & Helene Baillargeon (2-12"). Folkways Records FC 77212.

**CLASSICAL**

★★★ **CHAMBER MUSIC FROM MARLBORO BRAHMS: LIEBESLIEDER WALTZER, OP. 52; SCHUBERT: THE SHEPHERD ON THE ROCK, OP. 129**  
The Marlboro Music Festival (Serkin), Columbia ML 5636.

★★★ **DEBUSSY: SONATA NO. 3 IN G MINOR; FAURE: SONATA NO. 1 IN A**  
Gary Graffman, Piano; Berl Senofsky, Violin, RCA Victor LM-2488.

**LIMITED SALES POTENTIAL**

**ANTHOLOGY OF 20TH CENTURY ENGLISH POETRY (PART I)**  
Read By: Jill Balcon, Clinton-Baddeley, Glen Hassall, Hobbs, Lewis, Murray and Sitwell, Folkways FLJ 9886.

**ALL THE HOMESPUN DAYS: A NARRATIVE POEM**  
Norman Studer, Folkways FS 3853.

**Reviews of New Singles**

Continued from page 35

do with the girl who didn't wait quite long enough for her lover. (Sherman-DeVorzon, BMI) (2:10)

★★★ **Lindy Lou**—There's a distinct country feeling to this disk, but it is solidly in the groove for the current pop market. Lad sings it well, but flip is stronger. (Sherman-DeVorzon, BMI) (2:00)

**BILLY BORLYNN**  
★★★★ **A Day in My Life**—COLUMBIA 42033 (33)—The song receives an English-language treatment on the flip. Again fine orchestration and the boy's wide voice make the side a good piece of programming material for stations with an ear for pretty ballads. (Dymor, ASCAP) (2:30)  
★★★ **Cada Dia De Mi Vida**—The Spanish beat and language are used to great effectiveness on this ballad by Billy Borlynn. Wide use of strings and haunting sound of the melody could get it some plays both in the pop and international markets. (Dymor, ASCAP) (2:39)

**THE RONDELS**  
★★★★ **Back Beat No. 1**—AMY 825—Strong guitar and tenor work make this medium-up tempo side swing in the instrumental groove. This could catch coins. (Republic, BMI) (2:09)

★★★ **Shades of Green**—The old folk-melody, "Greensleeves" gets the rocking treatment on this instrumental. The group uses a Latin beat and the side features some choral work and fine tenor and guitar. (Republic, BMI) (1:59)

**JOANIE SOMMERS**  
★★★★ **Serenade of the Bells**—WARNER BROS. 5226—The familiar oldie is handed a good performance by sweet-voiced thrush Joanie Sommers. It's one of her better sides in the pop field, though she's at her best on jazz tunes. Worth jockey spins. (Melrose, ASCAP) (2:23)  
★★ **The Piano Boy**—Joanie Sommers tries hard here but she isn't much of a rock and roller. (E. B. Marks, BMI) (2:05)

**GENE BIANCO**  
★★★★ **Wallflower**—FLEETWOOD 1913—Cascading harp sounds by Bianco set this side moving. The instrumental is done in the ballad style with a slight shuffle feeling in the rhythm. Fine bowing by the string section adds classy embellishment (Bee-Jay-February, BMI) (2:05)

★★★ **Heavenly Swing**—The harp swings in a medium tempo on this side. The groove is in the blues vein and strings support. (Havenbrook, ASCAP) (2:08)

(Continued on page 41)

**BILLBOARD MUSIC WEEK**  
**HOT R&B SIDES**

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	FOR WEEK ENDING JUNE 18	WEEKS ON CHART
TITLE, Artist, Company, Record No.					

1	1	1	7	STAND BY ME, Ben E. King, Atco 6194	5
2	2	4	—	EVERY BEAT OF MY HEART, Pips, Vee Jay 386	3
3	3	6	—	TOSSIN' AND TURNIN', Bobby Lewis, Belltone 1002	3
4	5	3	2	MAMA SAID, Shirelles, Scepter 1217	7
5	6	11	—	I DON'T MIND, James Brown, King 5466	3
6	4	9	18	RAINDROPS, Dee Clark, Vee Jay 383	4
7	8	12	—	BOLL WEEVIL SONG, Brook Benton, Mercury 71820	3
8	12	18	—	LONESOME WHISTLE BLUES, Freddie King, Federal 12415	3
9	7	15	—	QUARTER TO THREE, U. S. Bonds, Le Grand 1008	3
10	9	2	1	MOTHER-IN-LAW, Ernie K-Doe, Minit 623	11
11	16	21	5	DRIVING WHEEL, Little Junior Parker, Duke 335	5
12	10	8	9	HIDEAWAY, Freddie King, Federal 12401	14
13	11	5	4	DADDY'S HOME, Shep and the Limelites, Hull 740	11
14	14	—	—	I LIKE IT LIKE THAT, Chris Kenner, Instant 3229	2
15	29	—	—	FOOL THAT I AM, Etta James, Argo 5390	2
16	—	—	—	SOMEDAY, B. B. King, Kent 360	1
17	13	19	16	BIG BOSS MAN, Jimmy Reed, Vee Jay 380	7
18	28	24	—	YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388	3
19	—	—	—	RAININ' IN MY HEART, Slim Harpo, Excello 2194	1
20	23	30	—	A LOVE OF MY OWN, Carla Thomas, Atlantic 2101	3
21	15	27	—	EVERY BEAT OF MY HEART, Gladys Knight, Fury 1050	3
22	17	—	—	FLAMINGO, Little Willie John, King 5530	2
23	21	—	—	NOBODY CARES, Jeanette (Baby) Washington, Neptune 142	2
24	24	—	—	I FEEL SO BAD, Elvis Presley, RCA Victor 7880	2
25	18	10	—	HEART AND SOUL, Cleffones, Gee 1064	3
26	—	—	—	LITTLE EGYPT, Coasters, Atco 6192	1
27	—	—	—	THE WRITING ON THE WALL, Adam Wade, Coed 550	1
28	30	28	—	I'M SO YOUNG, Students, Argo 5386	3
29	19	7	—	BARBARA ANN, Regents, Gee 1065	3
30	25	—	—	PEANUT BUTTER, Marathons, Arvee 5027	2

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# Reviews of New Singles

Continued from page 40

**PAUL REVERE**  
is back with the  
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of the year!  
**"MIDNITE RIDE"**  
b/w  
**"LIKE CHARLESTON"**  
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**THE KANE TRIPLETS**  
★★★★ Love Message—RCA VICTOR 37-7898 (33)—The girls create an infectious swing here. Tune has a good dance beat and special whistle effect in an attention-getter. Rocking combo makes the side swing. (Daywin, BMI) (2:02)

★★★ Oh Ricky—The girls implore Ricky not to leave and a male voice does some appealing voice takes. Side swing a bit and makes good coupling for the flip. (Janon, ASCAP) (2:12)

**THE CHANTERS**  
★★★★ No. No. No.—DELUXE 6191—This was a substantial rock hit about three years ago and it's now re-released as a result of action in New York. It's a swinging piece of rockin' wax with the meshuga-style lead. Kids will dig it all over again. (Constant, BMI) (2:14)

★★★ I Make This Pledge (To You)—A slow, pulsing ballad again with the lead in a virtuoso performance. There's a lot of sincerity here but the flip is the side. (Jay & Cee, BMI) (2:47)

**ALVINO REY**  
★★★★ The Original Mama Blues—DOT 16227—Rey's old talking guitar gimmick is spotlighted effectively on the novelty oldie. Spinnable nostalgia. (Algonquin, ASCAP) (2:22)

★★★ Steel Guitar Rag—Rey's fine guitar solo work highlights this lively ork treatment of the oldie. Nice jockey side. (Bourne, ASCAP) (2:13)

**MEL SANGUINETTI**  
★★★★ I Don't Wanna Go—LAS VEGAS 104—Plaintive warbling stint by the singer on a bluesy, country-styled theme with same flavor of "Travelin' Man." (Las Vegas, BMI) (2:20)

★★★ Why Don't You Love Me—Sanguinetti sings with sincerity and feeling on an okay weeper, but flip is better side. (Las Vegas, BMI) (2:16)

**KEELY SMITH**  
★★★★ Little Lover Boy—DOT 16228—This is the old "Down by the Riverside" with new lyrics, and Keely hands it a propulsive performance over big band swinging backing. Side has a chance for a lot of spins on jock shows. (Enterprise, ASCAP) (2:16)

★★★ I Keep Coming Back for More—On this pretty tune the thrush comes through with a tender and warm performance and the ork arrangement is appropriate. Also spinnable. (Kahj, BMI) (2:46)

**ROBIN LUKE**  
★★★★ Part of a Fool — DOT 16229 — Luke explains on this medium-tempo effort that he has played the part of a fool for

love. A good side that could bring the singer back to his teen fans. (Aldon, BMI) (2:26)

★★★ Poor Little Rich Boy—Robin Luke tells this tale of a poor boy who has found riches with love of a good woman. Very nice side that could get some action. (Aldon, BMI) (2:07)

**CORRADO LOJACONO & HIS FIVE MINSTRELS**  
★★★★ Giugliola — COLUMBIA 42039 (33)—The Italian tune gets a singing, swinging interpretation in the native language here by one of the composers. The side is catchy and its a nice programming item, especially on stations trying to break top 40 habits. (Comet, ASCAP) (2:27)

★★★ Non Commuoverli Così—Flip is a slow ballad nicely sung by Lajacono. Simple backing and use of male chorus add to the effectiveness of the side. (Scope, BMI) (3:08)

**LEE CURTIN**  
★★★★ Hot Dog—GIZMO 003—A rocker, with a world of beat. Guitars have a funky, bluesy quality. (Gizmo, ASCAP) (2:00)

★★★ Gee I'm Sorry — Another good medium-tempo side—although flip has more potential. (Gizmo, ASCAP) (2:02)

**AUTRY INMAN**  
★★★★ Too Blue to Care — UNITED ARTISTS 303—Heartfelt reading by Inman on a moving country weeper with pop appeal. Could get action due to Inman's fine vocal. Watch it. (Big Bopper, BMI) (2:47)

★★★ Let's Take the Long Way Home—Solid warbling stint by Inman on another catchy country ditty. (Peer Int'l, BMI) (2:17)

**THE TEEN STARLETS**  
★★★★ Theme From Two Loves—RPC 505—Haunting MGM film title theme by Liszt is handed a lushly effective ork treatment. Nice jockey side, featuring choral sounds along with the large ork. (Robbins, ASCAP) (2:16)

★★★ The Children's Picnic Song—Happy piping by young group on bouncy ditty from same movie. Good wax for deejay programming. (Robbins, ASCAP) (1:47)

**EARL CONNELLY**  
★★★★ Just to Hold My Hand—ALTO 2003—A rocker, with the chanter displaying a touch of church-styled technique. Sharp rhythm adds an attractive touch. Good debut wax by singer. (Lion, BMI) (2:28)

★★★ I Know I Know—Also nice wax, but the flip takes the marbles. (Tannen Music, BMI) (2:24)

**ROY HAMILTON**  
★★★★ No Substitute for Love — EPIC 5-9449—Hamilton starts in a soft-pedaled way here on a blues and builds neatly, in a gospel framework. He works with a chorus and gets a solid arrangement. This could easily go. (Big Bill, BMI) (2:42)

★★★ Please Louise—A pleader ballad, sung with style and class by Hamilton. Well done and the side could also grab exposure, though the flip may have the edge. (Suffolk, BMI) (2:15)

**JACKIE DE SHANNONS**  
★★★★ Heaven Is Being With You—LIBERTY 55342—Pop and country meet with the r.&b. sound on this all-encompassing tune. The chick does an appealing job on the rhythm ballad and it could cause some action. (Aldon, BMI) (aldon, BMI) (2:10)

★★★ Think About You—The girl has a solid rocker that jumps right along on this side. Support from the vocal group and rocking combo make for effective assist. (Metric, BMI) (1:51)

**BABS TINO**  
★★★★ If Only for Tonight—KAPP 388—Strong thrashing stint by the gal on an emotional tune. Lass has a sharp sound and side could pull coins. (Trio, BMI) (2:10)

★★★ What's Wrong With Me and You—Feelingful piping by the canary on a bluesy theme. Nice wax. (Trio, BMI) (2:19)

**HUGO MONTENEGRO AND HIS ORK**  
★★★★ The Young Savages—TIME 1040—Montenegro has a powerful side in this instrumental. The side thunders at a fast Latin tempo with precision. The David Aram theme from the movie is a strong programming item—full of dynamics in the large ork. (Express, ASCAP) (2:11)

★★★ Majorca—The Latin beat is prominent on the flip. This easy-listening side with its mandolins and strings should make varied programming material. (Admont, ASCAP) (2:11)

**DAVID DANTE**  
★★★★ See You In September — RCA VICTOR 37-7897 (33)—Summer vacation is the theme of this liting Latin-tempo side tune sung nicely by the boy. Side has good feeling and might get some action, especially since it was a hit some years ago on the Climax label. (Jack Gold, ASCAP) (2:03)

★★★ I'm Getting Married—The boy has a fierce rocker here. The side swings against a rocking beat spelling out the June-marriage theme. Femme vocal effects and strong ork work add to the side. (Trinity, BMI) (2:10)

**JUDEE PERSIA**  
★★★★ You Invented Love—COLUMBIA 42037 (33)—New thrush bows on the label with a very exciting reading of a swinging novelty effort that shows off her warm set of pipes. Side has a gospel flavor that is infectious. (Shepley, BMI) (2:10)

★★★ Please Love Me—Lass sells this up-tempo pleader in which she asks her boy friend to love her much. Backing has a beat and the disk has an unusual sound. Both sides are worth a listen. (Shepley, BMI)

**DR. HORSE**  
★★★★ Think I Know—FIRE 501—An infectious blues. Dr. Horse's vocal is showcased by an arrangement carrying a world of beat. (Fast, BMI) (2:53)

★★ I'm Tired of It—Okay side, but flip is stronger. (Fast) (4:22)

**GEORGIE MANIS**  
★★★★ Oriental Rock — GIZMO 1 — A novelty rocker. Manis' vocal is backed by instrumentation with an Oriental quality. Deejays will be likely to give it a whirl. (Gizmo, ASCAP) (2:14)

★★ High School Love—Manis performs this side with charm. Flip means more, however. (Gizmo, ASCAP) (2:00)

**JAZZ**  
**BILL HENDERSON**  
★★★★ Sweet Georgia Brown—VEE JAY 391—Henderson sings up a swinging storm on this reading of the traditional tune. He does it against a smart, sneaky jazz piano and rhythm backing. For jazz boxes. (Remick, ASCAP) (2:41)

★★★★ My How the Time Goes By—Henderson sings this Carolyn Leigh-Cy Coleman ballad blues with a knowing feeling. Stylish rippling piano and horns are neatly scored in the backing. (Morris, ASCAP)

**ART BLAKEY AND THE JAZZ MESSENGERS**  
★★★★ Yama—BLUE NOTE 1795—The Messengers take the soft route for this easy-to-listen-to jazz instrumental. The tune is in an easy-floating medium tempo and spots some highly listenable piano by Bobby Timmons. Side should appeal particularly to jazz juke and deejay programming. (Groove Music, BMI)

**COUNTRY & WESTERN**  
**JOHNNY & JONIE MOSBY**  
★★★★ Ain't You Ever—TOPPA 1039—Country ballad gets a performance in the traditional style. The duo belts it out in happy fashion. (Mixer, BMI) (2:30)

★★★★ Making Believe—The fine Jimmy Work tune gets a solid performance. Traditional style. (Acuff-Rose, BMI) (2:36)

**BILL MACK**  
★★★★ Please Don't Let Her Know—MGM 13015—A weeper sung with sincerity and style by Mack, abetted by a chorus. Good strong material and a nice arrangement. Could score in country marts. (Glad, BMI) (2:30)

★★★ You're Not the Kind—She's giving him a bad time, the chanter complains in this medium-beat tune. Chorus is again worked in well. (Glad, BMI) (2:22)

**JIMMIE DAVIS**  
★★★★ Twenty One — DECCA 31270 — Jimmie Davis does an exceptional talking version of a touching story about a son reaching maturity. Davis does the reading against a simple backdrop of male voices. This side should prove a strong item in country areas. (Jimmie Davis, BMI) (2:52)

★★★ Get on Board, Little Children—The old spiritual gets a romping treatment from Davis and the singers. The side sails along in a traditional vein. (2:02)

**(LITTLE) JIMMY DICKENS**  
★★★★ Talking to the Wall—COLUMBIA 42013 (33)—The girl won't listen to Dickens as he tells her of the other man's faithfulness. Vocal is effective in the country vein and this side features some mighty smart fiddle work in the backing. (Red River Songs, BMI) (2:33)

★★★ Farewell Party—Weeper on this side is handled with much feeling by Dickens. Traditional backing featuring fiddles should make the disk attractive in country areas. (Western Hills, BMI) (2:50)

(Continued on page 42)

**MORE FROM**  
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b/w  
TALK TO ME, TALK TO ME  
**Jean Du Shon**  
ATCO 6198  
Supervision: Phil Spector

**I DIDN'T BELIEVE**  
b/w  
YEAH, YEA-AH  
**Rufus & Friend**  
ATCO 6199

**BABY I WANT TO MARRY YOU**  
b/w  
**NEVER LET ME GO**  
**Chuck Jackson**  
ATCO 6197



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GIVE TO DAMON RUNYON CANCER FUND



# R.&B. Singles Surge on Hot 100

Continued from page 1

Cletones, Fats Domino, Gladys Knight, James Brown, Carla Thomas, Baby Washington, the Drifters, Sam Cooke, Slim Harpo, Chris Kenner, Jimmy Reed, Etta James, Freddy King, Bobby Parker, and Little Willie John.

### Label Line-Up

A study of labels currently represented on the Hot 100 also is revealing. For one thing, there are 61 separate labels with at least one record on the chart this week, as high a total as at any time in recent years. This, like the resurgence of r.&b., is a reflection of the earlier hey-day of the indie movement five to 10 years ago, when r.&b. began breaking down its geographical barriers, and when dozens of indie producers across the land had a taste of success.

### Victor Ahead

As for a number of months, RCA Victor continues to lead in the derby with five sides on the list. It's closest competitors, how-

ever, are Vee Jay, Atco and United Artists, with four each. This is without a doubt the strongest showing ever for Vee Jay, whose material is generally of an r.&b.-jazz and gospel nature. Imperial has three on, while Atlantic has two. A number of others with r.&b. roots are on with one disk each.

Individual chart leader would be the Decca axis, with a total of seven, including three from the parent label, and two each from Coral and Brunswick. A former r.&b. singer, Jackie Wilson, helps this total, with both of the Brunswick sides. Next nearest contender is Atlantic-Atco, with a combined total of six.

"It's certainly good that rock is dead," the reviewer repeated, as another savage blues side was put on the turntable.

# FOLK TALENT & TUNES

Continued from page 8

"Out," makes its bow this week. . . . Rex Allen makes his debut on the Mercury label soon with a tune called "Marines, Let's Go," from the 20th Century-Fox picture of the same name. Shelby Singleton a.&r.'d the session. . . . Lester Flatt and Earl Scruggs and the Foggy Mountain Boys guestar on Carlton Haney's "New Dominion Barn Dance" at the WRVA Theater, Richmond, Va., Saturday (17). Ray Price occupied that slot last week-end (10).

"Grand Ole Opry" bookings, as arranged by Ott Devine, "Opry" manager, stack up as follows: Roy Acuff, Lexington, Ky., June 13; Huntington, W. Va., 14; Roanoke, Va., 15, and Asheville, N. C., 16; Carl Butler, San Angelo, Tex., June 14; San Antonio, 18, and Lake Charles, La., 23; June Carter, Houston, June 12-13; Gate City, Va., 20; Chattanooga, 21, and Springfield, Mo., 23; Cowboy Copas, Green Bay, Wis., June 12; Appleton, Wis., 13; Manitowoc, Wis., 14; Rockford, Ill., 15; Wausau, Wis., 16, and Madison, Wis., 17; Roy Drusky, Hammond, Ind., June 18; Flatt and Scruggs, Hickory, N. C., June 15-16; Richmond, Va., 17; West Grove, Pa., 18; Hillsville, Va., 19; Fairfax, Va., 23-24; Berryville, Va., 25; West Liberty, Ky., 28; Jackson, Ky., 29, and Columbia, Ky., 30; Hawkshaw Hawkins and Jean Shepard, Cleveland, June 17; Kansas City, Mo., 21-24; Johnny and Jack and Kitty Wells, Lexington, Ky., June 13; Huntington, W. Va., 14; Roanoke, Va., 15; Asheville, N. C., 16, and Oakdale, Wis., 18; Grandpa Jones, Anderson, Ind., June 25; George Morgan and Stringbean, Moose Jaw, Sask., June 12; Regina, Sask., 13; Swift Current, Sask., 14; Medicine Hat, Alta., 15, and Lethbridge, Alta., 16; Jim Reeves, Panama City, Fla., June 12; Savannah, Ga., 15-16; Columbia, S. C., 17; Houston, 28, and Austin, Tex., 30; Willis Brothers, Green Bay, Wis., June 12; Appleton, Wis., 13; Manitowoc, Wis., 14; Rockford, Ill., 15; Madison, Wis., 16; Russellville, Ala., 26; Knoxville, 27, and Morristown, Tenn., 28.

A "Grand Ole Opry" package, spotting George Jones, Stonewall Jackson, Justin Tubb, Rex Rinehart, Billy Walker, Norma Jean and Georgie Riddle, which kicked off a tour in Nebraska April 27, wound up the trek in New York State last week. . . . Ferlin Husky and Simon Crum, the Hush Puppies and Smiley and Kitty Wilson played Norfolk, Va., June 2 and 3, sponsored by Station WCMS, with hot weather and rain serving to crab the box-office take. The 4 p.m. show Friday (2) drew a small crowd, due to the heat, but the two night performances pulled good houses. Another good crowd saw

# ROCK—ON THE BONES

## Red's Bootleg Racket Is Rough, But Unique

Continued from page 1

related, with evident relish, a significant, off-beat vignette of the cold war. "We don't like your Western broadcasts to Russia, particularly the Voice of America, not because of what you say about us politically—but because of the Western music you play. This music causes us a lot of trouble. It's not only that people listen to it—and then listen to your political talk. Nor is it because our people, after hearing your music, demand that we begin playing it in Russia.

"Let me give you a typical case of what we call 'jazz on the ribs' or 'on the bones.' Your Voice of America will broadcast music from, say, 'My Fair Lady.' At once our music black marketeers set to work making their own records of it out of used X-ray film. This seems fantastic, but it's true."

### Official Consternation

The official said these X-ray records of Western music have become a major source of official irritation, and the Soviet press inveighs vigorously against this bizarre bootlegging of capitalistic cool cat cream.

The "jazz on bones" is the product, ironically and frustratingly (for the Reds) of the inflexible capitalistic law of supply and demand. VOA and other Western broadcasting to Russia has created a demand for Western music which the Communists have been unable and unwilling to satisfy.

"We have racketeers (although they are petty by your standards) in Russia as well as in America," the Soviet cultural official continued. The official explained that the bootleggers profit from the fact that the VOA's jazz program, "Music, U.S.A.," is not jammed by the Kremlin because it is broadcast in English, and therefore, in theory,

does not reach the Russian masses. The two-hour program reaches Russian listeners with reasonable clarity, a boon to the bootleggers.

### Not the Greatest

Members of the U. S. Embassy staff in Moscow, who accompanied Ambassador Llewellyn Thompson here for the meeting, said the fidelity of the bootlegged X-ray disk was comparable to an American-style 10-inch disk from the pre-hi-fi era. This particular official had heard a disk cut from an X-ray of someone's chest. It was a square piece of film with circular grooves in the middle.

Soviet publications speak openly and indignantly of the "degradation of jazz on the ribs." Komsomolskaya Pravda described a trash-littered vacant lot in Lvov as a "black market department store . . . where they sell things at a whisper, with many careful glances around."

The paper said that "a sloppily dressed man in a beret busies himself over a rusty phonograph. He puts on a disk cut from an X-ray film with traces of somebody's cervical vertebrae. The hoarse voice of a jazz singer comes out the horn."

Komsomolskaya Pravda then proceeded to supply some detailed, albeit unwitting, background on the Kremlin's decision to import Western pop platters. The magazine's story was titled "Case No. 31277," involving one of the X-ray records. A woman, it said, went into a Moscow music store but could find nothing "worthwhile." "She turned regretfully toward the exit," the article said. "But a brisk fellow in tight-fitting trousers stopped her. After a furtive glance around him, he said quietly: 'We have some rock and boogie, sweetheart.'"

The magazine said that "for 20 rubles, the woman bought two 'rocks on the bones'."

# Disk Firms Heavy on Broadway

Continued from page 1

ducer royalties, a preferred treatment clause, and a special advertising budget.

"Do Re Mi" is also one of the season's biggest clicks, and Victor's original cast package was No. 62 on the same chart. However, "Do Re Mi" showed up the same week in the No. 18 slot on BMW's best selling stereo LP chart—a paradox which may be attributable to Victor's recent all-out stereo promotion.

Carol Channing's "Show Girl" was rated a hit this season, but Roulette's original cast album has yet to move into the top-seller category.

In spite of mixed notices, "Camelot" is a hit and Columbia's original cast album was the No. 1 monaural album seller last week. However, writers of Lerner and Loewe's stature are asking and getting as high as 28 cents in mechanical

the Saturday matinee (3) performance, but rain virtually washed out the two night shows. In Norfolk at the same time for the Annual Mobile Home Show, also sponsored by WCMS, were Johnny Humbird (Columbia) and Joe Franklin. A gospel sing held in connection with the show Sunday (4), found the Cavalier Quartet, the Dominions and the Harmonettes displaying their vocal wares.

royalties on each LP sale these days, which cuts into profits considerably. Columbia has \$425,000 in "Camelot," and has a good chance of coming out ahead on the investment.

MGM Records has one of the newest and biggest hits, "Carnival," and will probably do as well—if not better—than any other label this season since they didn't have to invest any money in the show. MGM studios owned the original film property, "Lili," on which the musical is based.

Mercury Records also stands to do well on another of this season's hits—"An Evening With Mike Nichols and Elaine May"—because no investment was involved and recording costs on the two-person revue were relatively low.

Meanwhile, a flock of old original-cast albums continue to show up regularly on the best selling album charts. Last week, "The Sound of Music" was No. 14 after 77 weeks on the chart; "My Fair Lady"—released early in 1956—was No. 32; "West Side Story" was No. 40; "South Pacific"—released in 1949—was No. 57; "Bye Bye Birdie" was No. 65; "Fiorello" was No. 79. Also holding down best seller slots were "Flower Drum Song," and—on the stereo chart—"Music Man."

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## BILLBOARD MUSIC WEEK

One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS



# 1960 Juke Box & Game Exports Jump 7.6% From 1959; Games Lead Advance

By **KEN KNAUF**

**NEW YORK**—U. S. export of juke boxes and coin games in 1960 eclipsed the 1959 trade by 7.6 per cent, U. S. Department of Commerce figures indicate.

A total volume of \$20,248,147 was notched during the year, compared to a slimmer \$18,808,766 the previous year. In terms of unit shipments, the record again favored 1960, 68,788 units to 51,829.

It was in the game category, however, that exports showed their 1960 climbing power. Juke box shipments (both new and used) fell slightly off the 1959 pace.

Game exports hit the \$7.8 million mark, compared to just \$5.6 million in 1959. But new juke box volume managed only \$10.3 million in 1960 compared to \$11 million in 1959; and used boxes followed the same pattern, slightly behind 1959's \$2.1 million volume.

**More for Less**

In quantity terms, more new juke boxes (16,133) were shipped last year, for a slimmer price, compared to 1959's run of 15,940, for more dollars. Average price per box, of course, was below the 1959 level. About the same picture developed in the used juke box category: a climb of 6,396 boxes from 1959's 5,790, but a lower dollar figure registered.

The game field, too, turned up

an increase in quantity — 46,259 machines shipped compared to 30,099 the year previous—but here, more lucrative results occurred in the dollar column.

West Germany led all other markets for U. S. machines in 1960, posting a \$4.8 million volume in new, used juke boxes and games combined. Runner-up was Belgium's \$3.9 million (see accompanying chart). Close behind was the United Kingdom (\$3.5 million). Farther back was Canada (\$1.4 million). Other leading markets in order of dollar volume (all under the million mark) were: Australia, Venezuela and Switzerland.

**New Phono Leaders**

West Germany and Belgium dominated the markets for new U. S. juke boxes, ringing up volumes of \$3.7 million and \$2 million, respectively. Next best was Canada's \$681,000.

Belgium was the only market above the million mark in used juke box imports, posting a figure slightly above that level. West Germany's \$244,000 was the next best effort for the year in this category, with just one more market, Australia, above the \$100,000 level.

In the burgeoning amusement game export field, the United Kingdom turned in a whopping \$2.8 million volume, exceptional in this

category and largely accounting for the climb in game volume during the year. From there on, the markets were more normal, Belgium coming in just under \$100,000, West Germany close behind Belgium, and Canada within striking distance of the runners-up.

**Major Changes**

Major changes from the previous year were in the United Kingdom market (booming since import restrictions were lifted), in Australia, where additional expansion in coin trade seems evident from 1960's performance, and in Italy, where game imports dropped heavily from past years.

Other markets showing unaccustomed strength in 1960 were Sweden and Norway. Markets declining from past performances included Venezuela (once a strong juke box market) and Canada (still good, but off from its 10-year average).

Showing signs of gradual improvement were France, the Philippines and Austria.

Mystery market remained the Nan Islands, a Pacific base, according to reports. This market has consistently turned in healthy monthly import figures over the past year and one half, and totaled enough in 1960 to put it among the top 15. A check of the Atlas fails to disclose the geographical position of the Nan Islands.

EDITORIAL

## A Show of Confidence

Barney Sugerman and Abe Green, heads of Runyon Sales, the New York Rowe-AMI distributor, Saturday night (3) demonstrated their faith in the coin machine industry.

While the traders throughout the nation are grumbling about falling collections and anemic sales, Sugerman and Green decided that the time had come to show that they had no serious doubts about the ultimate growth of the industry.

So the boys from Runyon threw a party. And what a party! Some 840 persons—operators, competing distributors, manufacturers, and their wives—jammed the grand ballroom of the Hotel Astor. For five hours they socialized, broke bread and talked trade. And when the party broke up, there was little doubt that the coin machine industry would be around for some time, and that it would continue to support operators, distributors and manufacturers and their families.

It is difficult to classify the party. Although equipment sold by Runyon Sales was on display on the floor, it could hardly be called a showing. Although AMI sent its top brass in from Chicago, the affair could not be termed a company get-together.

The closest category that comes to mind is the old-fashioned revival meeting. Runyon invited every operator in the New York metropolitan area to be its guests. It also invited every local distributor, even though these distributors are in direct competition with Runyon.

Our unofficial estimate is that the tab ran to five figures, and there is no way of measuring what portion of this Runyon will get back in sales.

Why the party then? For one thing, it demonstrated what two astute businessmen feel about their industry. For another, it showed that operators are willing to take off a Saturday night to learn something about their business.

But most important of all, it proved that coinmen are still capable of enthusiasm about their business, and that they are not willing to accept rough times with a shrug of their shoulders.

Saturday night's affair is the harbinger of things to come. Next month, Runyon plans to run an industry forum, with everybody invited. Barney Sugerman says that he expects about 1,000 to show. Before Saturday night, we would have termed this estimate a bit on the optimistic side. Right now, it seems realistic.

While the agenda at the forum will be decided largely from the questions from the floor, we have little doubt that not only Runyon Sales, but the entire coin machine industry will gain some benefits from from the session.

We hope the example of Runyon Sales will be emulated elsewhere in the country. While we hardly expect to see any more parties like the one Saturday night, we hope that distributors and manufacturers will organize more industry clambakes where operators can discuss their mutual problems and find the answers.

One operator summed things up pretty well. "If Sugy and Abe are willing to go for a party like this, things can't be too bad."

They aren't.

## COIN MACHINE EXPORTS 1960 YEAR

COUNTRY	NEW PHONOGRAPHS		USED PHONOGRAPHS		AMUSEMENT GAMES		TOTALS	
	No.	Value	No.	Value	No.	Value	No.	Value
W. Germany	5,778	\$ 3,750,199	518	\$ 244,083	2,953	\$ 826,789	9,249	\$ 4,821,071
Belgium	3,130	2,002,755	3,474	1,035,156	7,486	917,018	14,090	3,954,929
Un. Kingdom	3,116	699,989	131	47,317	13,215	2,809,580	14,462	3,556,886
Canada	970	681,608	211	39,317	8,024	701,465	9,205	1,422,390
Australia	237	144,709	343	106,057	2,564	467,569	3,144	718,335
Venezuela	478	366,648	8	6,360	1,522	278,809	2,008	651,817
Switzerland	696	487,652	13	6,631	378	131,507	1,087	625,790
France	118	90,412	109	68,162	1,113	312,359	1,340	470,933
Italy	961	343,761	45	16,518	122	44,449	1,128	404,728
Netherlands	143	93,916	334	97,965	930	140,115	1,407	331,996
Norway	379	254,906	—	—	542	67,812	921	322,718
Sweden	104	75,645	19	5,572	1,303	205,765	1,426	286,982
Nan Island	301	220,763	52	28,210	95	28,213	448	277,186
Mexico	85	72,894	167	49,225	1,041	109,165	1,293	231,284
Phil. Rep.	125	97,170	143	57,969	173	66,443	441	221,582
Denmark	192	134,443	—	—	145	59,619	337	194,062
Austria	13	10,692	54	39,589	—	—	67	50,281
Other Countries	1,307	865,934	775	177,171	4,653	662,072	6,735	1,705,177
<b>Totals</b>	<b>16,133</b>	<b>\$10,394,096</b>	<b>6,396</b>	<b>\$2,025,302</b>	<b>46,259</b>	<b>\$7,828,749</b>	<b>68,788</b>	<b>\$20,248,147</b>

### Edward A. Wiler of Rowe-AMI Joins Automatic Retailers Firm

**CHICAGO**—Edward A. Wiler, head of advertising and public relations for Rowe-AMI Sales Company here, has joined Automatic

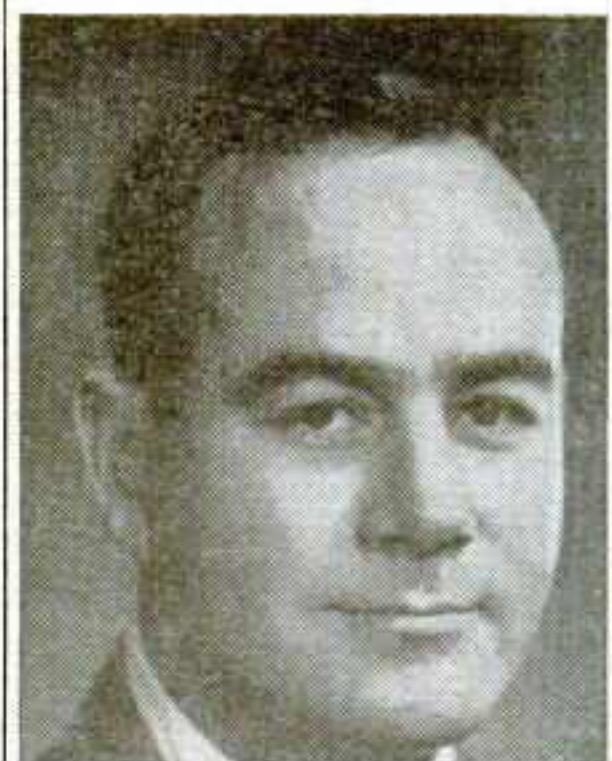
Retailers of America, national vending operating company. Davre J. Davidson, ARA presi-

dent, announced that Wiler has been appointed director of advertising and public relations for the firm. Rowe-AMI Sales has as yet named no replacement.

The Wiler move is the fourth major executive change to take place in Rowe-AMI Sales within the last few months. First to leave was E. R. Ratajack, executive vice-president, who became managing director and co-ordinator for Music Operators of America.

Last month, Charles Brinkmann, Rowe-AMI Sales president, joined ARA as assistant to the president, and Robert K. Deutsch, Rowe-AMI Sales vice-president, joined Interstate Vending Company here.

Before joining Rowe, Wiler held the post of advertising manager for five years with Rudd-Melikian, Inc., Pennsylvania vending manufacturer. Wiler is active in vending trade association activities. Presently he serves on the National Automatic Merchandising Association's public relations committee, the NAMA convention committee and the group's 75th anniversary committee.



**EDWARD A. WILER**

### UNUSUAL-TYPE JUKE BOX DUE?

**CHICAGO** — The local grapevine worked overtime last week over what was described as a radical new concept in juke box design that had been developed by a pair of independent design engineers from Boston and New York. The pair were in town, reportedly contacting several local manufacturers with their development but to date no details are available.

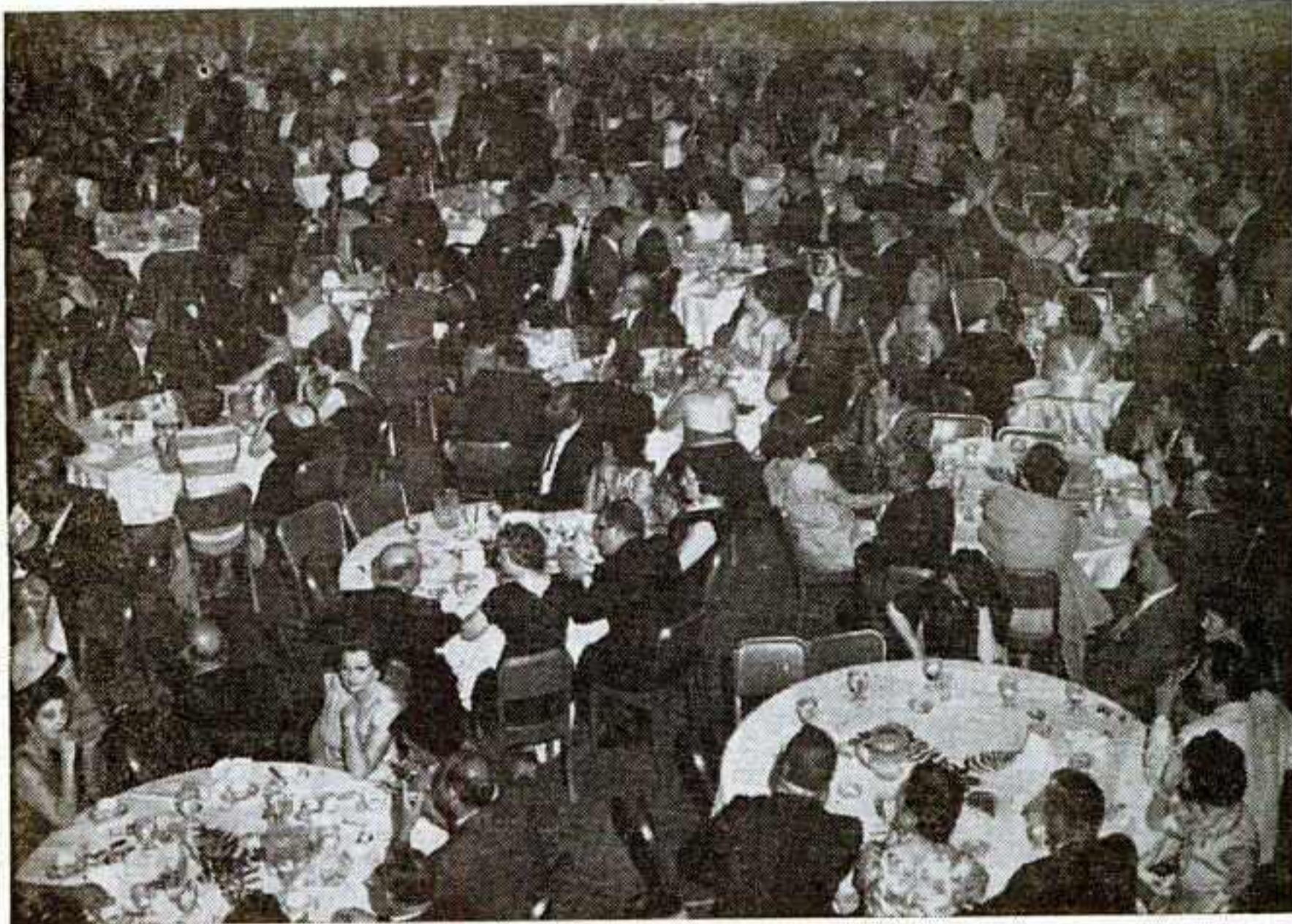
## DOUBLE-PLAY DISKS

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 7800
BOLL WEEVIL SONG AND THOSE EYES	BROOK BENTON Mercury 71820
IT KEEPS RAININ' AND I JUST CRY	FATS DOMINGO Imperial 5753
I'M COMIN' ON BACK TO YOU AND LONELY LIFE	JACKIE WILSON Brunswick 55216
FOOL THAT I AM AND DREAM	Etta James Argo 5390
MOM AND DAD'S WALTZ AND YOU'LL ANSWER TO ME	PATTI PAGE Mercury 71823



# Runyon Hosts Coin Trade at Hotel Astor



THE GRAND BALLROOM OF THE ASTOR was filled to capacity, as 840 persons sat down for a full-course meal.

## RUNYON PARTY RACKS UP ALL-TIME HIGH TURNOUT

NEW YORK—The largest gathering ever to attend a coin machine function here—840 persons—gathered at the grand ballroom of the Hotel Astor Saturday night (3) to enjoy the hospitality of Runyon Sales, local Rowe-AMI distributor.

Guests started off with a two-hour cocktail party, which was followed by a full-course dinner. Purpose of the affair was to demonstrate the faith that Runyon has in the coin machine industry and to announce the Runyon sales contest.

The contest involves monthly drawings, with the winner and his wife getting a five-day January vacation in Miami, courtesy of Runyon. Every piece of equipment bought at Runyon entitles the operator to a certificate. Each certificate is a chance at the drawing.

Hosts Barney Sugerman and Abe Green were joined at the head table by Barney Ross, former boxing champion and long-time friend of the hosts; Joel Kleiman, president of AC Automatic Service; Tom Sams, vice-president of phonograph sales, Rowe-AMI; Dean McMurdy, vice-president, Rowe-AMI; Jack Dunwoody, vice-president of vending sales, Rowe-AMI; Dick Wilson and Aaron Sternfeld, Billboard Music Week, and Joe Orleck and Marty Toohey, Cashbox.

Principal speaker was Barney Sugerman, who explained the Miami vacation plan and cited this plan as evidence that "Runyon has faith in the future of the industry."

Barney Ross explained why he opposed federal control of boxing, then paid tribute to Sugerman and Green for their industry leadership.

Al Denver, president of the Music Operators of New York, and Al (Senator) Bodkin, colorful local operator, were other guest speakers, as was Dave Stern, head of Seacoast Distributors, the local Rock-Ola outlet.

Rounding out the speakers were Ted Blatt, veteran coin machine attorney, and Joel Kleiman.

Dozens of door prizes, including pieces of luggage, casserole sets, clock radios and a television, were given to the ladies, and each lady present was given a prize.

Supervising the drawing for the door prizes was Irving (The Kissing Salesman) Kempner, who personally bussed each prize winner.

Displayed at the showing were equipment of AMI, Rowe, Bally and the Irving Kaye Company. Runyon is distributor for all these lines.

In addition to those already mentioned, distinguished guests included John Bilotta, New York State Wurlitzer distributor; Art Garvey, Bally Manufacturing Company; Irving Kaye, Irving Kaye Company; Mrs. Millie McCarthy, president of the New York State Coin Machine Association; Carl Pavesi, president of the Westchester Operators Guild; Jerry Lambert, president of the Music Operators of Connecticut; Dick Steinberg, executive director of the Music Guild of New Jersey, and Jack Wilson, president of the New York State Operators Guild.



STARTING THE FESTIVITIES was a two-hour cocktail session, with coinmen relaxing and swapping trade tales.



THE COIN MACHINE INDUSTRY'S golden-voiced orator, Al (Senator) Bodkin, reached new heights of oratory in an impromptu speech.



THE OLD PROFESSOR, Dave Stern, president of Seacoast Distributors, Rock-Ola outlet, says a few kind words about his friendly competitor.



BARNEY ROSS, left, former boxing champion, talks things over with Barney Sugerman, right, and Lou Wolberg. Ross was one of the featured speakers of the evening.



AL (SENATOR) BODKIN congratulates Barney Sugerman, as Joel Kleiman, president of AC Automatic Service, looks on.

# Bulk Operators in Midwest Steel Area Look To Sales Boost as Local Economy Improves

By JOSEPH KLEIN

GARY, Ind. — Secretary of the Treasury Douglas Dillon says that the recession is over.

Do Gary operators agree with him?

They do—in varying degrees. All of them feel that this city

of steel, where 12 per cent of the working force was unemployed only two months ago, is finally emerging from its economic doldrums.

What has happened is not recovery, as yet, but it certainly is something in the nature of convalescence, they think.

Gary was rated as a city in "unemployment distress." That is why Secretary of Labor Arthur J. Goldberg came here February 10 to bring cheer and a promise of action.

But now things have brightened. Men are returning to their jobs. Firey smoke billows again from the mill stacks.

"Things are real good," reports a highly optimistic B. J. Setlack, whose bulk vending machine operations are supplemented by popcorn sales at retail and wholesale. "Our business is going well and it will be even better. The future looks just fine."

John LeGette, head of the Dunes Music and Vending Company, feels that the improvement will be more visible in 15 or 30 days.

"There is always a final dip in our business between the end of every recession and the beginning of recovery," he said. "That last dip usually indicates the nearness of better times. It stands to reason that people will spend more time at our locations when they're off from work. At least, as long as their money holds out."

Last week was his worst, LeGette said. But he is not dismayed.

"The fellows are going back to work—and that's the most important thing in this city," he stated. "Our business should be all right again after a brief period of uncertainty and adjustment."

Frank Witecki, a long-time music machine operator, is somewhat less cheerful about conditions.

"We're just beginning to feel the recession," he said. "It may be that all will be well in the near future, but, for the time being, we're really hurting. I know, of course, that people are going back to work. I also know that it is in the nature of our business to remain depressed for a time even after the return of improved economic conditions."

Like other Gary operators, Witecki was quick to recall that the city's economy has been sub-normal for over three years. He pointed out that the 1957-1958 recession was followed by the long steel strike, which, in turn, was followed by what he considers the harshest economic slowdown since World War II.

"I feel that in the coin equipment field the juke box remains the most stable of products," he continued. "People demand frequent changes in arcade equipment and tire of them easily. It is the juke box that holds a location. And the grave competitive problems confronting the independent operator in holding locations bring me more concern than these temporary recessions."

Thad Z. Glowiszyn, Gary bulk operator, sees the certainty of a substantial upturn in a "month or so."

"A few more blast furnaces have started up again and that's what counts here," he said. "It's nothing spectacular, as yet, but

# NAMA Adds Time For Operator Poll

CHICAGO — National Automatic Merchandising Association has extended the deadline for its survey of operating companies from June 15 to July 1.

The survey, prepared by Price Waterhouse & Company, is termed the 1960 Operating Ratio Survey. It is designed to give accurate statistics on operating costs, profits and commissions.

things will start moving again. At the moment, it's still a little slow."

He said that the recession has not slowed his business excessively.

"Good locations remained good," he said. "I can't say that the recession has hurt us too much."

For that matter, he added, there were some notable developments during the months of "hard times."

Slugs no longer aroused the wrath of the operator making his collections for, in fact, they were virtually nonexistent, Glowiszyn said.

Vandalism, formerly a major source of concern, has ceased to be a problem.

What remains to worry the Gary operator, he stated further, are the rising tax assessments on equipment and the high rate of taxation.

"Something should be done about it," he said.

All in all, however, Glowiszyn shares the feeling of other Gary operators that Mr. Dillon didn't become Secretary of the Treasury by talking through his hat—that, indeed, he knows whereof he speaks when he says that the "recession is over."

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Price list for nuts and candy: Pistachio Nuts, Jumbo Queen, Red (.75), Pistachio Nuts, Jumbo Queen, White (.70), etc.

Price list for gum: Rain-Bio Gum, 72 ct. (\$ .30), Malt-ette, 100 ct. per 100 (.35), etc.

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

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Northwestern GOLDEN 60



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Advertisement for American Chewing Products featuring 'BIG SAVINGS on BALL AND VENDING GUMS' with a list of products and prices.

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Latest news on money-making hits like the MOON ROCKET, 60 Quick-Tach, 60—3 for 5c.
The Northwestern, full of news, operating hints, photos, all for the BULK Vending Operator.

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2612 E. Armstrong St. Morris, Ill. Phone: WHitney 2-1300

FOR SALE advertisement for 115 Oak's 'Premier' Card Machines by Phil-Mar Sales Co.



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... or see your distributor.



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# 1,000-Unit Dallas Route Stresses Nuts, Tab Gum

DALLAS — Melvin Wylie, operator of a 1,000-machine nut, gum and charm machine route here, is convinced that nuts and tab gum are the staples of the business because of their rapid turnover.

Wylie is a stickler for cleanliness as well as for appearance; and he doesn't believe that cleanliness and appearance can be attained without effort. "I never clean a machine on location," he explains. "When one has been filled and emptied approximately six times, I put on a new, clean head and bring the old head back to my shop."

He places nut machines in refrigerated bars, not bars which have the water cooler, because humidity will make nuts go stale.

No matter how good the location might appear, if one of Wylie's machines has been there for several months and has not sold out, he pulls the machine out and gives up the location as a bad try. When a machine has been on location for what he considers a reasonable length of time and has not been emptied, he throws the nuts away and fills it with a fresh supply.

Commissions, he says, vary from location to location. For the most part he pays the owner from 10 per cent to 25 per cent. But sometimes, he adds, no commission at all is demanded.

Wylie has little trouble getting locations. While he does do a lot of cold canvassing, he points out that a lot of stops have requested machines. An obvious explanation for this is

the clean, sparkling quality of all his machines; this, plus the fact that on all of his machines he has a sticker containing his name and telephone number.

He feels the best locations for the charm machines are grocery stores and drugstores, whereas the peanut and cashew types go pretty well anywhere.

He dismisses the problem of vandalism as minor, explaining that, after carefully inspecting a prospective location and after talking with the owner, he is able to gain a pretty good idea concerning potential trouble.

Wylie performs the minor operations and services his route from a station wagon. He carries six heads for the penny type machines and four heads for the nickel machines, changing the heads on each machine at least every 90 days. During servicing, he wipes out each head with a rag. His major maintenance, though, is done in his backyard shop.

Wylie has found that the average peanut machine will empty from three to four times faster than will a charm machine.

"And if I gross \$13 on a charm machine and then pay the location owner 20 per cent of this, I don't clear much more than \$5, when all other expenses are considered," Wylie says.

Wylie keeps a sharp eye for new shopping centers when canvassing. And when checking on one of these locations he is convinced of the necessity of going to the top, the owner or manager.

Form for requesting information on Northwestern SUPER-SIXTY Ball Gum-Charms Vender, including fields for name, company, address, city, and a coupon for mailing.

**"Whistle Up More Sales" with MINIATURE POLICE WHISTLES**

These whistles are made with a ball inside for a loud, shrill blast. All kids will flock to your machines to get these desirable miniatures. Each shrill blast advertises your machines.

Available in two-toned plastic. **Only \$3.50 per M** in assorted colors.

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The machine that will bring in extra profits for smart operators is this new Oak Vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 6 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25c or 50c coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

25c mechanism \$29.50  
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**RAKE COIN MACHINE EXCHANGE**

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"Stock is Always On Hand"

**Bill to Exempt Ops Meet \$1,520 in Pledges Ohio Bulk Units To Support Ohio Legal Battle Goes to Gov.**

COLUMBUS, Ohio—The bill that exempts bulk machines from location fees passed another hurdle as it was approved last week by the Ohio House of Representatives by a vote of 119 to 1.

The bill had previously been approved by the Ohio Senate and now goes to Gov. Michael DiSalle for signing.

The measure has been sponsored by the Ohio Vendors' Association and National Vendor' Association, and is a compromise with more restrictive legislation originally sought by the health department.

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 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." (Full discussion of the legislation appears in BMW, June 5).

COLUMBUS, Ohio — Pledges totaling \$1,520 to help Ohio Vendors' Association in its current legal fight were fully met, according to an announcement last week by Leonard Quinn, vice-president of OVA and campaign chairman of the drive. The pledges were made during the National Vendors Association convention in Chicago last spring.

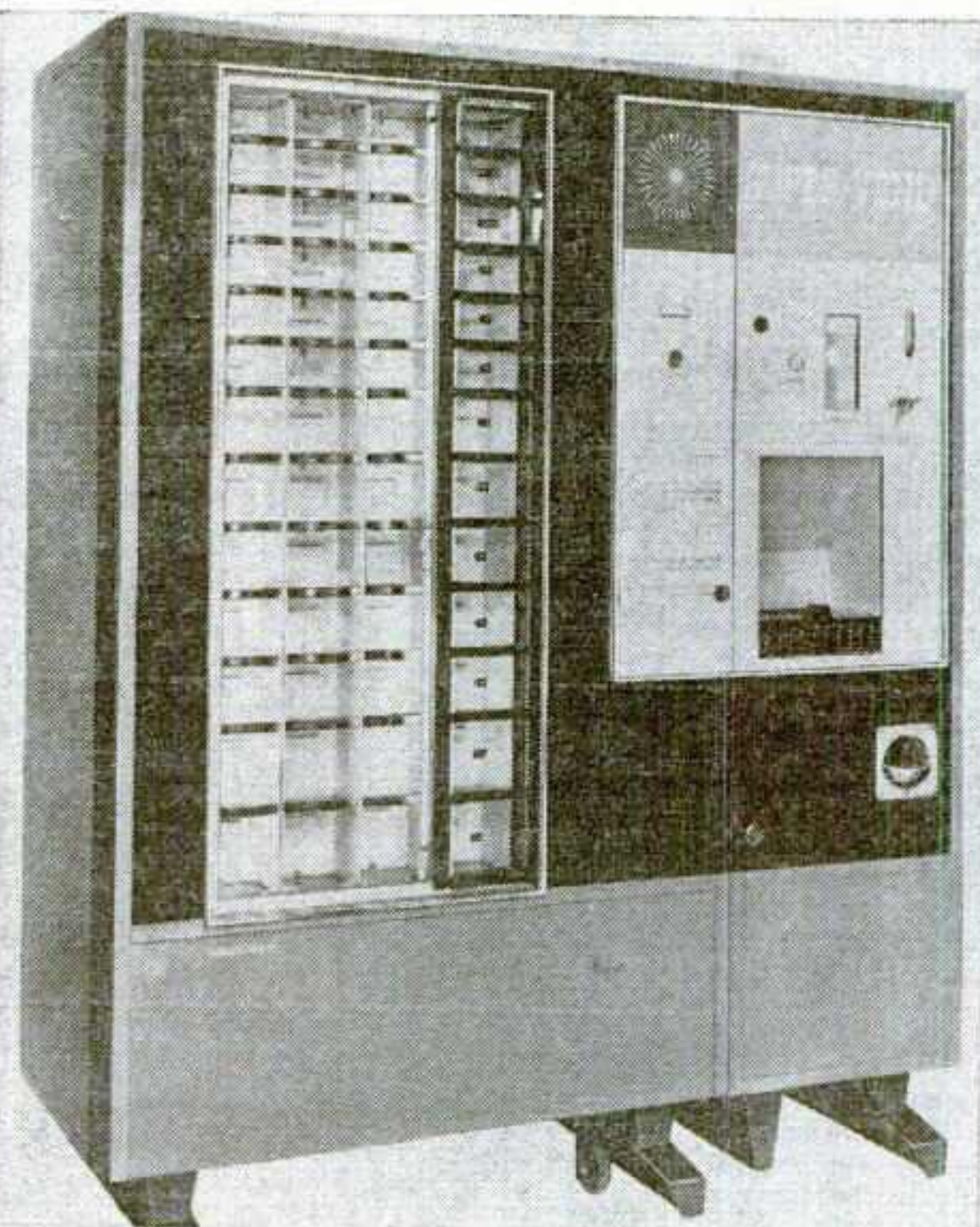
**Sam Eppy on Seven-Week European Vacation Tour**

NEW YORK—Sam Eppy, head of the charm manufacturing company bearing his name, left this week for a seven-week tour of Europe. He was accompanied by his family.

Eppy said the trip was strictly vacation, and that he planned to forget business during his European stay. The Eppys are going both ways by boat.

**Eppy Debuts Soda Charms**

NEW YORK—Two-piece plastic ice cream soda charms are being put out by Samuel Eppy & Company. The units come in Jello colors and are priced \$8-\$10 per 1,000.



**AUTOMATIC CANTEN COMPANY OF AMERICA'S NEW MERCHANDISE VENDER**, developed for the retailing field, vends such products as transistor radios, cosmetics, jewelry, drugs, hardware, toys, film and similar merchandise. Model handles items costing 25 cents to \$5. Machine accepts coins and currency, returns exact change and automatically delivers selected item. It will be available through leasing arrangements only. Several units will be tried out in Chicago shopping areas soon.



**FLOWER BUDS**

VACUUM-METALIZED  
Four (4) Assorted Buds

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**Bulk Banter**

MINNEAPOLIS

The Vendall Company has bought the route of George Harrison here. Harrison had operated for about 15 years. Harrison may re-enter the insurance field after a rest and vacation. . . . Walter Lindahl, new Minneapolis operator, has added 250 gum ball and charm, peanut, and Boston bean machines to his route in the Twin Cities. He also is adding candy bar machines to the route.

—Don Lyons.

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Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample . . . . . \$28.13

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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.

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2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



Penny-Nickel ATLAS MASTER Vendors

# Soviet Coin Games Tout Space Flights

• Continued from page 1

"Anything is possible with the coin-operated game mechanism, in our judgment. We have given close examination to your American pinball machines, and we consider them to be technical marvels of engineering—but of little practical value aside from amusement.

"What we propose doing is no more technically impossible than is the construction of your own more advanced coin games, such as the pinballs and certain target games

based on an electronic scoring mechanism."

## Launch Rockets

The Soviet officials explained that the game now under serious consideration would permit the player to launch his own space rocket. Various calculations are involved, which the player must master in order to put the rocket into space and its payload into orbit.

"We begin development in exactly reverse fashion. We start by selecting the basic educational ideas we want to put across, and then we figure out how to make these principles easy for the player to assimilate.

"With us, education comes first and amusement for the player, second. We find, or at least we believe, that it is possible to educate people while amusing them, if the process is skilfully conducted."

## Teaching Aids

The Soviet officials said the first prototype games would be fairly simple, with the player merely moving a lever to adjust the rocket's blast-off trajectory. But even before the first game has been manufactured and tested, the Soviet coin machine moguls are planning ahead for extremely sophisticated space games, so sophisticated that they seem more teaching aids for an advanced physics course than tavern amusement.

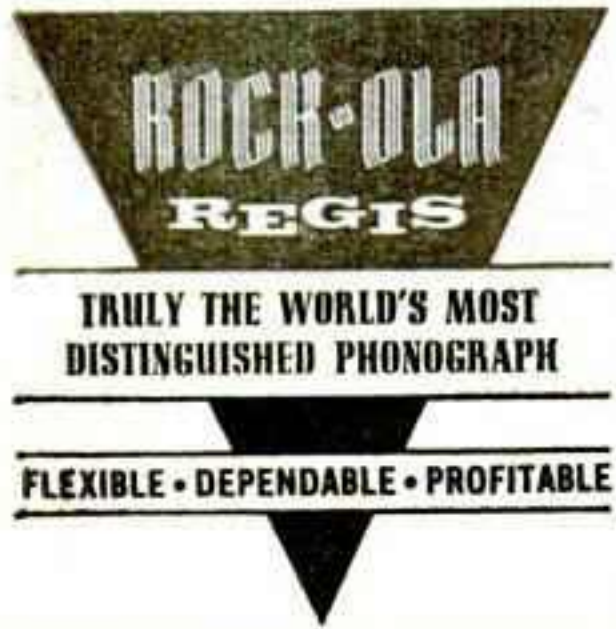
This at least is the impression that a reporter gains from the expansive Soviet space games talk going on here.

In addition to Nikita Khrushchev's conference party, there is a large party of outriders accompanying the Soviet delegation. Most of these outriders have nothing to do with the conference per se, but have merely utilized it, apparently, as an occasion for a general trade and technical reconnaissance of Western Europe.

Most of the party are continuing on to Geneva and Paris on trade matters.

The franker of the Soviet officials explained that education and propaganda, in the Soviet Union, tend to be indivisible. "We aren't afraid of the word 'propaganda,' one official commented, and per-

(Continued on page 50)



## 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 Mate  
(16 Ft. Bowler)..... 650.00  
United Small Ball Bowler..... 135.00  
United Advance (16 Ft. Bowler) 595.00  
United Mini-Bowl League  
(16 Ft.)..... 625.00

United Mini-Bowl Handicap... 675.00  
United Rebound Shuffle Alloys. Ea. 75.00  
United Team Shuffle Alley..... 85.00

Bally ABC Super Delux  
Shuffle Alley..... 225.00

2 Bally Strike 14-16 (As Is)..... 150.00  
United Deluxe Baseball (Used)..... 295.00  
United Yankee Baseball..... 275.00

2 1454 Rock-Ola..... 375.00  
3 AMI K200A (New)..... Write

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reconditioned like new. Have been  
used very little.

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**WILLIAMS' NEW** two-player pin game, **Hollywood**, features a moving target in the center of the playfield that can score the player from 10 to 100 points. Hitting the target also advances high scores and advances bonus values. **Hollywood** can be adjusted to three or five-ball play and has a pair of bonus holes, number match feature, advance bonus lanes, fast action bumpers, two shooting rubbers and two flippers. Game features Williams' modernized cabinet, locked coin box, plasticote playfield and is equipped with slug rejector.

## MONEY Lawyer Godman to Quit

NEW YORK — Joseph M. Godman, attorney for the Music Operators of New York, has announced his resignation, effective June 23. Godman will give up his private law practice to join the legal staff of one of the nation's largest corporations.

The young attorney had been counsel for the Music Operators of New York for more than three years. He was named to the post a few months after the death of Sidney Levine.

In announcing his resignation, Godman explained that the opportunities offered in his new post were such that he felt compelled to accept it. He added that he would miss his many friends in the coin machine industry.

## CMC CHAIRMAN NOTES CHANGE IN OP INTEREST

CHICAGO—Interest in the Coin Machine Council, public relations arm of the coin machine industry, is increasing at the operator level, according to Herb Jones of Bally Manufacturing Company, chairman of the CMC membership committee.

Jones said he hasn't yet compiled figures on members recruited in the last month, but has noted a general "strengthening of interest" in CMC throughout the country.

Jones noted that CMC recently sent out membership mailings and was using distributors throughout the country to recruit operators for CMC membership locally. He added that the recent Music Operators of America convention in Miami helped to stir interest in CMC.

# EUROPEAN NEWS BRIEFS

## Marchant in Export Campaign

PARIS—Marchant is pushing the export of its new 140-selection Emaphone stereophonic juke box to the Common Market countries. The model receiving the most promotion is the "Grace A," which the trade refers to as the "Princess" or "Monaco" model. Marchant's Emaphone has completely automatic selection, and is designed as a rugged economy box requiring minimum maintenance.

With formation of the European Common Market, the highly protected French market is witnessing the crumbling of its tariff walls. French industry, thrust into no-holds-barred competition with its Common Market competition, is recasting its production policies and promotion techniques to meet the challenge of the big market. Emaphone, in the juke box field, illustrates the French readiness to take on Common Market competition.

The French believe that the widely heralded wide-open competition by Common Market producers will rapidly eliminate all but a handful of the largest, most efficient producers. In the coin machine field this would mean, according to speculation here, that two or three European firms will dominate the Common Market juke box scene, together with the big American firms. "It will be dog-eat-dog competition," observed an industry expert. "Real weakest-to-the-wall stuff, and don't underestimate Marchant."

## Saar Ops Elect Karl Feis Pres.

SAABRUECKEN, The Saar — The Saar Coin Machine Operators Association has elected Karl Feis its president. Officers elected to serve with Feis are Dr. Walter Hansberg, business manager; Georg Geber, vice-president; Johannes Eck, treasurer; Fritz Wolfspurger, co-treasurer. The board of directors has been expanded and now has as members Walter Mohr, Clemens Koehler, Cuno Arnold, Karl Loesslein, Alois Krosch, Wolfgang Palluch, Hans Buchheit, Hermann Klein, Hermann Henkel, Paul Kerber, and August Staab.

Saar operators are supporting the introduction of 2-Deutschmark (50 cents) payout machine play, compared with the present 1-Deutschmark limit. Under West Germany's "model" payout machine law, State authorities inspect each payout, fix its payout premium at 80 per cent of the take, and then seal the machine. The machine is thus licensed for a stipulated period, and when the period expires the machine must be withdrawn from play. In the Saar, 1,500 payouts are approaching the end of their licensed periods and must be replaced. Operators, therefore, assert that this is the logical juncture at which to introduce the 2-mark play, enabling operators to replace their old machines with new 2-mark payouts.

## Adickes Moves Gottlieb Pinball

HAMBURG—A. W. Adickes' Nova company is distributing Gottlieb's new Flipper Parade pinball game. This is the game with a cannon that actually shoots extra balls into play, and it appeals tremendously to the cannon-happy Germans. Players can win extra balls by lighting five top rollovers, by hitting roto-targets when matched to top lighted rollover, and by hitting a high score. When any of these happen, the scoreboard flashes, the cannon blasts, and the extra ball is shot out on the field.

## Map Venders Beckon Tourists

BONN—The Bonn city tourist office has installed coin-operated map vending machines to encourage hiking in the hills surrounding the German capital. Maps showing hiking trails through the forests in the Bonn area and suggest hiking itineraries. Map vending machines have been installed at the terminal points of bus lines leading to forest hiking areas. Map machines are the latest in a series of coin-operated tourist aids being installed in West German tourist centers. Other machines include mechanical guides and telescopes.

The guide machines are installed in castles, museums and other tourist meccas. Insertion of a coin activates a tape with a commentary on the particular tourist attraction. Tourist automation is being pressed in West Germany because of this country's severe labor shortage. It is no longer possible to hire guides and staff tourist information centers because of the labor shortage.

## U. K. Firm's Bankruptcy Listing Shows Big Debt to German Co

HAMBURG — Thomas Bergmann & Company of Hamburg is entered as a major creditor of Peter Law's Reading Automatic, Ltd., which has just filed a bankruptcy statement of liabilities amounting to £805,886 (\$2,256,480).

The examination just completed by the Reading Bankruptcy Court reveals the Peter Law case to be Britain's biggest postwar juke box scandal and perhaps the largest coin machine bankruptcy case involving a Continental firm.

Wilfred Whitehead, the office receiver, has fixed Law's personal debt in the Reading debacle at \$44,926.

### Modest Start

Law, 39, formed Reading Automatic Machines in February 1957 with nominal capital of \$600. November 28, 1958, Law's Reading Automatics, based at Brannel, Berkshire, imported 10 Beermann Symphonie juke boxes.

By September 1959 Reading Automatics was in liquidation. (Continued on page 49)

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Overseas  
Circulation!

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### WALLBOXES

Rock-Ola 50-Selection W.B. .... \$ 9.50  
 Seeburg 200-Selection W.B. .... 59.50  
 AMI 200-Selection W.B. .... 57.50

**Bally, C.C. and United small Ball Bowlers ... \$80.00**

United Simplex Bowlers ..... \$295.00

Call, Write or Cable  
 Cable: LEWJO

# Ratajack Raps MOA Critics

CHICAGO—In a stinging reply to critics of the Music Operators of America, Ed Ratajack, MOA managing director, said that any improvement in the national organization "is not going to be done to the tune of the cacophony of calamitous critics whose only stake is sensationalism." The full text of Ratajack's statement follows:



ED RATAJACK

I am more than a little disturbed by the wave of criticism MOA has been getting in recent weeks. Further, while the criticism has been severe, and in my opinion largely unjustified, the critics have criticized but have not come up with any suggestions for the betterment of MOA. They do admit that MOA is a valuable asset to the juke box industry; on the other hand, they fail to realize that their overzealous attacks are hurting the entire membership.

I believe the members of MOA are entitled to some form of rebuttal. As Managing Director of

MOA I will try to do this both from the standpoint of my position with MOA and also drawing on my 12 years of experience of dealing with MOA from the manu-

facturers' side of the fence. Let me try to clarify some points.

The Miami Show: We at MOA are the first to admit that holding the 1961 convention in Miami was a mistake. We learned a number of things. Miami in May is not a drawing card to members and exhibitors. A great number of them spend winter vacations there. Also, under adverse economic conditions, a number of veteran exhibitors passed the show by due to additional costs over Chicago. These same abstainers have assured us that they will be back next year. But if we did goof once in 12 years, does our mistake warrant the severity of the attack? Certainly, if good economic conditions had prevailed we might have broken records.

Our forums are described as a "rehash of former years."

True. However, in all honesty, we tell you that the forums were well attended, which indicates interest on the part of the operators. Also, I might mention that some of the basic problems continue from year to year. We would be more than pleased to accept suggestions for future discussion. We have never had them from our detractors. Baiting the umpire from the stands is safe enough . . . we invite our critics to get into the ball game.

A lot has been said about the failure of three major phonograph manufacturers to exhibit. Quite a bit has been irresponsible and un-knowlegeable. Personally, I believe I qualify as an expert on the subject. For many years I sat in on the manufacturers' meetings. I know their feelings toward MOA. Now I'm associated with MOA. I know the feelings of MOA about the manufacturers. While there are differences of opinion on a number of subjects, there is nothing sinister in these differences on either side. I know that these differences can be reconciled

(Continued on page 51)

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 "Chain Reaction" Booster Ball Feature!  
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--	--

## MOA Officer, William Hullinger, Backs Up Miller, BMW's Stand

NEW YORK—William E. Hullinger, secretary-treasurer of the Music Operators of Ohio and vice-president of the Music Operators of America, this week threw his support behind George Miller with regard to the last MOA convention.

In a letter to BMW, Hullinger said, in part:

"I want to express my thanks to the editorial staff of Billboard Music Week for the diplomacy they have used in publishing the news and results of the recent MOA convention. As we on the board of directors know, you have never concerned yourselves with the problems of MOA as though you had a cure-all or knew all the answers. You have used dignity in this branch of the business which concerns your publishing operations.

"I, for one, as a voter on the board, voted to hold the convention in Miami, against the advice of Mr. George Miller, who expressed his views as in favor of holding the convention in Chicago. But the majority felt a change in location might create new interest in getting more operators to attend by having extra activities for the wives. You know the results."

Hullinger then cites a rather unflattering anecdote about the source which had leveled the charges regarding MOA leadership. In the spirit of charity, we have deleted this reference.

He concludes by saying, "Especially do I like the last paragraph of the editorial (calling for specific recommendations to improve MOA). There is real reasoning. I will appreciate it if you will mention some of these facts."

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## MAX HURVICH GIVES NOD TO BMW VIEWS ON MOA

NEW YORK—The following letter was written to BMW by Max Hurvich, partner in the Birmingham Vending Company, one of the longest-established coin machine distributorships in the nation. It deals with the recent convention of the Music Operators of America and MOA plans.

"We have just finished reading the editorial (BMW, May 29, page 35). We believe you have expressed our sentiments regarding MOA, the convention and personnel."

"Having been on the board for several years, the writer has admired the devotion and dedication of George Miller to the Music Operators of America. While he is a paid director of MOA, we feel he has gone beyond the call of duty in fighting successfully for retention of the present copyright laws, which exempt coin-operated machines from paying tribute."

"The writer attended one of the hearings in Washington, and we know of the high regard in which George Miller is held by important people. After all, millions of dollars are being spent, and plenty of pressure is being exerted, in an effort to change the copyright laws."

"Some have stopped these efforts short of success. All operators in the country know that repeal of the copyright exemption would practically put us out of business."

"Several years ago, when the first suggestion was made to the board of directors that MOA hold its convention in Miami, the writer raised objections almost identical to those mentioned in your editorial."

"We felt then, and in subsequent discussions, that the manufacturers would not spend the money necessary to support exhibits and personnel at a convention in Miami. However, the majority voted for the convention in Miami."

"We think that everyone would be better off if we followed your suggestion of forgetting the past and starting now to enlarge the membership of MOA. Whether personalities are liked or disliked, the operators need an organization to represent them."

"Public relations and copyright legislation are not the only problems. Intelligent membership who supports its organization can get the personnel and directors it wants."

"We sincerely trust that all operators, distributors and manufacturers in the country will now lend their efforts to support their officers and directors of MOA in making the 1962 convention the success it deserves to be."



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# Tighter Gaming Code Is Sought

By DELORES NEWCOMB POE  
WASHINGTON — The 87th Congress will be the one to pass legislation banning the shipment of gaming devices, including pinballs, in interstate and foreign commerce if Attorney General Robert Kennedy has his way.

In an appearance before the Senate Judiciary Committee last week, the Attorney General said that 10 years of experience in en-

forcement of the Johnson anti-slot machine act "shows that there are serious flaws and loopholes, and that a major revision is necessary." As it now stands, the Johnson act applies only to machines of the "one-armed bandit" type and prohibits their transportation in interstate but not foreign commerce.

Attorney General Kennedy urged the committee to give its approval to legislation introduced by Sen. James Eastland (D., Miss.). The Eastland Bill (S. 1658) would ban shipment of gaming devices in both types of commerce, tighten up the registration requirements of the act and allow agents of the Federal Bureau of Investigation to have access to records of those who make, repair, recondition, deal in or operate such machines. It would allow shipment of devices to States or sections of States where gambling is legal. This provision would apply to Nevada and several counties in nearby Maryland. (BMW, April 24.)

With regard to pinballs, the Attorney General said that "only the

broadest kind of definition will overcome the ingenuity of manufacturers in developing devices to circumvent the law." He said that passage of the proposed legislation will "revitalize enforcement of the act which has bogged down" and will "curtail the movement" of gaming devices. "The handicap this will impose upon organized crime is readily apparent," he stated.

Attorney General Kennedy also asked the committee to approve a series of bills that would deny "organized crime the use of interstate communications and free movement in interstate travel and interstate commerce."

Sen. Kenneth Keating (R., N. Y.) commended the Attorney General for the interest he has

shown in up-dating "federal anti-crime measures." In a speech delivered in the Senate, Keating urged congressional action in the field. Earlier this session, Senator Keating teamed with Senator Wiley (R., Wis.) in sponsoring legislation similar to the Eastland Bill.

While proposals of this type have been introduced in the past several sessions of Congress and have died without action, it must be kept in mind that the Attorney General formerly was the counsel of the McClellan Rackets Committee when that group probed the attempted racketeer infiltration of the coin machine industry. He will undoubtedly push for passage of this legislation.

In addition, it is traditional in Congress for the bills introduced

## Royal Distrib Moving To Larger Quarters

CINCINNATI — Royal Distributing Company is moving this month to new and larger quarters at 2070 Seymour Avenue here. Royal recently acquired the local offices of Southern Automatic Distributing Company and the merged firms will be housed in the new premises.

Royal now has one of the most complete lines of music and game products of any distributor in the country. The firm is the distributor here for United, Williams, AMI, Rowe, Midway, Keeney, Gold Medal Products, Gottlieb, Fischer, Chicago Dynamic Industries, Bally and Auto-Photo.

by committee members to be given first consideration. Senator Eastland is chairman of the Judiciary Committee.

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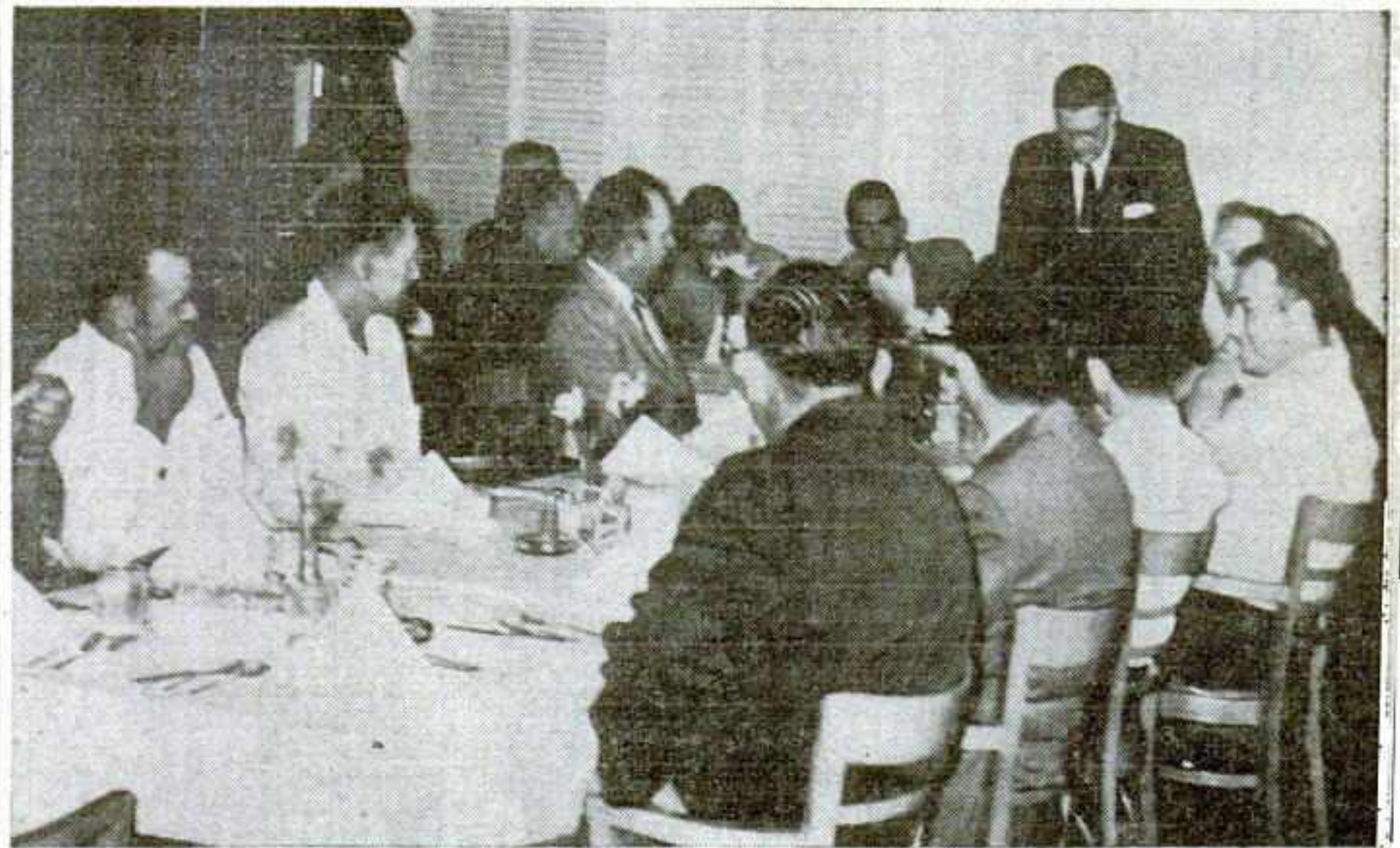
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DuGrenier 11 col. ....\$125	Milk Cup .....\$550	C.C. Twin Hockey ..... 195	Champion Baseball ..... 125
National 9 col. .... 85	Vendo 210 Milk ..... 475	Quarterback ..... 125	Auto Photo #11 ..... 1950
National 9 M ..... 110	Stoner's 4 sel. Pastry ..... 175	Auto Photo #9 ..... 950	Lord's Prayer ..... 175
National 11 LM ..... 125	Keeney Pop-Corn ..... 275	Miniature Golf ..... 95	Miniature Football ..... 95
National 13 LM ..... 210	Automatic Corn Popper ..... 150	Pitch'm & Bat'm ..... 125	Peppy the Clown ..... 195
Lehigh 7 col. .... 85	Hebel 3 sel. Ice Cream ..... 350	Set Shot Basketball ..... 195	Kay Team Hockey ..... 175
Lehigh 10 col. .... 125	Vendo 210 Ice Cream ..... 550	Bally All Star ..... 150	Genco Grandma ..... 195
Lehigh 12 col. .... 145	Vendo Bottle Vendor ..... 195	Bat A Score ..... 125	Undersea Raider ..... 125
Eastern 10 col. .... 65	Cole T.M. 600-3 sel. .... 325	Ex. Space Gun ..... 100	Ex. Silver Bullet ..... 175
Eastern 20 col. .... 125	Cole Special-4 sel. .... 425	Midway Shooting Gallery ..... 395	Keeney Sportsman ..... 195
Smokeshop 18 col. .... 150	Spacarb 3 sel. .... 225	Muta. Skyfiter ..... 135	Coon Hunt ..... 185
Continental 20 col. .... 195	Spacarb 4 sel. .... 295	Vanguard ..... 295	
Continental 30 col. .... 245	Barvend Fresh Grind & Choc. .... 295		
Keeney 9 col. .... 95	Stoner 500 Coffee & Choc. .... 350		
	Mills Hot Chocolate ..... 75		
	Aveno Coffee & Choc. .... 175		
	Hebel Coffee & Choc. .... 225		
	Bevomatic Coffee & Choc. .... 275		
	Fireball Coffee & Choc. .... 225		
	Stoner 6 col. Candy ..... 125		
	Rowe 7 col. Candy ..... 145		
	National 6 col. Candy ..... 75		
	U-Select 72 sel. .... 45		

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HOWARD ROBINSON, Robinson Distributing Company, welcomes some 55 operators and servicemen to a luncheon and afternoon servicing session on the Rock-Ola line, hosted by Robinson at the Albert Pick Hotel, Chattanooga, recently. The gatherings are part of a planned service-school program run by Rock-Ola jointly with its distributors throughout the country.

**UPRIGHT SPECIALS!**

<b>AUTO-BELL HIALEAH</b> BRAND NEW <b>\$345.00</b>	<b>AUTO-BELL Magic Mirror</b> <b>Horoscope</b> <b>\$225.00</b>
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Auto-Bell SUPER CIRCUS .....\$125  
Auto-Bell MERMAID ..... 125  
Games SKEET SHOOT ..... 75

Keeney RED ARROW .....\$310  
Keeney TOUCHDOWN ..... 225

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## Seeburg Appoints Dunlap to Midwest Dist. Managership

CHICAGO — Robert Dunlap, coin machine veteran of some 20 years, has been named Midwest district manager for the Seeburg Corporation, according to an announcement last week by Jack Gordon, sales manager of Seeburg's phonograph division.

Dunlap will cover the following territory: World Wide, Chicago; Philip Moss, Des Moines; Lieberdon Music, Milwaukee; Martin and Snyder, Detroit; and J & J Distributors, Indianapolis. Dunlap attended the University of Oklahoma and lives with his wife and two boys in suburban Wilmette.

## Soviet Coin Games in Space Flights

Continued from page 48

hats that is why we excel at it. To us, 'propaganda' is simply a method of creating incentive, and in the case of coin games it would aim at creating incentive for even greater interest on the part of our people in the space programs of our government."

The Russians apparently have been studying intently a Belgian coin quiz game, and the Soviet officials here indicated that certain features of the Belgian quiz might be incorporated into the space game program.

"I can tell you nothing definite at this point," the official remarked, "but the general idea is that in addition to other features, the correct answer to certain scientific questions involved in space rocketry would contribute to putting the player's rocket into orbit.

Some of the Soviet officials most enthusiastic about the coin space games project believe there is a large potential export market for the right coin space game.


"Everybody's interested in space rocketry now. Look at the way the whole world follows our Sputniks. Obviously, more people are interested in the race for space today

than any other subject," the Soviet scientific attache asserted.

"Since not every country can put their own man into orbit just yet it would be nice if we could offer them a game letting any intelligent citizen be his own space man."

The Soviet officials said the coin space game program has been placed under B. F. Bocharov, a representative of the Ministry of Trade. Bocharov is in charge of general coin machine development.

American's **IMPERIAL** means **BIGGER PROFITS!**



Here, truly, is the ultimate in shuffleboards.

A basic part of the IMPERIAL'S design is Magno Play Control which utilizes magnets under the playing surface to stop or deflect pucks when the game is over or when time expires.

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Welcome Everywhere

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3401 N. California Ave. Chicago 18, Ill.

## Gardner Displays New AMI

HOUSTON — The Gardner Sales Corporation displayed the new AMI Continental 2 phonograph at an open house here recently. Operators from the Houston area were given a barbeque with all the trimmings. Hosting the affair were L. R. Gardner, L. R. Gardner Jr. and Billy Rider.

### N. J. Legislature Adds Penny to Cig Taxes; Ops to Absorb Again

TRENTON, N. J. — The New Jersey State Legislature has added another penny tax to each pack of cigarettes sold in the State.

The tax increase was the second on cigarets in five months. The State put the levy up a cent just last January. At that time coinmen were put in a quandary. They didn't want to absorb the loss so some of them put the machine price for king-size smokes up to 35 cents.

This latest increase will mean a penny less in the pocket of coinmen for each pack of smokes vended.

### NOW DUTCHMEN TRY JUKE BOX IN HEN HOUSES

HAARLEM, Netherlands—A number of Dutch poultrymen are experimenting with juke box music to stimulate egg production. The "experiments" were inspired by a news item published in the March 20 Billboard Music Week from Tupelo, Miss., citing the success of E. E. Steed in coaxing more eggs from his hens with juke box music. Steed, operator of the Steed Amusement Company in Tupelo, was quoted in the news item as saying that chicken farming and juke box operating could be blended into a single harmonious calling. Steed placed a juke box in the chicken house playing soothing background music to get the hens to lay more eggs. Eggs rank just behind dairy products as a principal Dutch agricultural export. Eggs, it is no exaggeration to say, are a main prop of the Dutch economy. Hence, the wide interest generated by Steed's juke box poultry play. If the experiments here prove promising there are several firms prepared to go ahead with development of a poultry house juke box, which would probably operate as a modified background music system with tape.



CHICAGO DYNAMIC Industries is introducing a modernized version of its familiar Pro Basketball game. The unit has a "Flash-O-Matic" feature plus several scoring innovations. In the first half, player gets single score for every odd number shot, double score for every even number. In the second half, it's double score for every shot. Each basket is recorded separately and the player's squeeze-grip controls distance and height of the shot; 20 shots for a dime.

### Universal Match Gets Wittenborg Vend Line

ST. LOUIS — Universal Match Corporation has acquired exclusive rights for manufacture, assembly and distribution of the entire Wittenborg vending machine line throughout North America.

The deal was made with Universal acquiring Wittenborg, Inc., U. S. A., American outlet for the Copenhagen, Denmark, vending machine manufacturer.

Jack Low, head of the Wittenborg operation in this country, will join Universal Match. Universal officials indicated that no personnel changes are contemplated in the newly acquired firm.

Universal already owns National Vendors and the Glasco Corporation, but officials indicated that the Wittenborg line doesn't duplicate existing products.

Wittenborg is a leading producer of hot and cold food and general merchandise vending machines in Europe and its machines are in extensive use in the U. S.

C. C. QUEEN BOWLER B/A	\$695.00
C. C. KING BOWLER B/A	595.00
C. C. PLAYERS CHOICE	445.00
C. C. CLASSIC B/A	325.00
C. C. BOWLING LEAGUE B/A	125.00
UN. BOWLING ALLEY B/A	125.00
BALLY LUCKY ALLEY B/A	395.00
BALLY TROPHY B/A	325.00
BALLY CHAMPION B/A	295.00
BALLY STRIKE	195.00
BALLY ABC S/A	150.00
BALLY DELUXE ABC	175.00
BALLY SUPER DELUXE ABC	225.00
BALLY LUCKY SHUFFLE	325.00
UN. REGULATION	150.00
UN. ZENITH	425.00
C. C. CHAMPIONSHIP	175.00
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**WEEKLY SPECIAL**  
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Games Inc. Wildcat..... 185

Games Inc. Steel Shoot..... 95

Games Inc. Double Shot..... 95

Keeney Little Buckaroo..... 175

Keeney Red Arrow..... 395

Bally Skill Derby (new)..... 195

Auto Bell Circus Play Ball..... 75

Auto Bell Galloping Dominoes..... 85

Auto Bell Circus Wagon Wheel..... 95

**ARCADE**

Bally Sharp Shooter (new).....\$495

ms. DeLuxo Polar Hunt..... 145

Bally Jet Shuffle Bowler, 8 1/2'..... 50

Bally Trophy Bowler, 11'..... 295

Bally ABC Bowling Lane, 14'..... 125

Keeney True Score Bowler, 14'..... 95

Bally Kayo Fleetwood, 6 Pocket-Pool  
(Slato Top)..... 195

**MUSIC**

Bally E-80.....\$145.00

ck-Ola 1485..... 695.00

Burg 3W1 Chrome Wall Box... 39.50

Burg V3WA 200 Selection  
Wall Box..... 65.00

**Mickey Anderson  
AMUSEMENT CO.**  
314 East 11th St. Erie, Pa.  
Phone: GLEndale 2-3207

### Ed Ratajack Raps MOA Critics

Continued from page 49

but this is not going to be done to the tune of the cacophony of calamitous critics whose only stake is sensationalism.

In closing, I, in turn, would like to ask a few questions of the critics.

How do you justify to operators this severe criticism of MOA when this organization has saved the operator at least \$5,000,000 per year for the last 12 years in its fight against copyright royalties?

That's \$60,000,000 hard, cold dollars!

### U. K. Firm's Bankruptcy

Continued from page 48

imported its 750th Bergmann Symphonie juke box. At that time Law proclaimed, "And we have only scratched the surface, although we already have a turnover of a million and a quarter pounds a year."

With Bergmann, Law, in the autumn of 1959, launched a new console background music box, the Courtier, which was developed from Law's idea by Robert Morten of the Bergmann Company. So impressed were the operators who attended the Courtier unveiling that they ordered 112 Courtiers on the spot.

Soon Law became known as Britain's "juke box king." He was importing Bergmann 200- and 80-selection Symphonies literally by the aircraft load, two planes loaded with a total of 36 Symphonies arriving weekly at Gatwick from Hamburg.

#### Bubble Bursts

But Law's bubble burst in October 1960. He was plunged into bankruptcy. He went to Switzerland while bankruptcy proceedings were pending and was arrested when he flew back to Britain in January.

Law alleged that he had bribed executives of finance companies to give his business favorable consideration for loans, and he admitted smuggling jewelry and money in and out of Britain.

It's \$60,000,000 that would have been withdrawn from our industry!

It's \$60,000,000 that would not have been spent on new equipment purchases!

I think that's worthwhile and overcomes one mistake in 12 years on a convention site.

None of us at MOA resent criticism. However, it would be good to keep it at a constructive level. The present pattern is destructive.

I ask the operators to make sound judgment of the facts.

### ATLAS . . . MIDWEST HEADQUARTERS

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STONER 260MSQ CANDY, 386 Items.....	325
SEEBURG 800-E-1.....	225
SEEBURG 800-E-2.....	275
11-Col. NATIONAL (Slant).....	175
CONTINENTAL CORSAIR "30".....	245
CONTINENTAL CORSAIR "20".....	195

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# THE MARK I

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Distribution Still Open In Some Choice Areas

### Greenwood, Miss., Ops Make Route Purchase

GREENWOOD, Miss. — Two Greenwood men made major route purchases recently which put them into the phonograph and game business with one of the largest operations in the rich Mississippi Delta.

They are Dominic Fratesi, former route manager for Abe Malouf, owner of LeFlore Music Company at Greenwood, and Raymond Ristum. Name of their company is Dixie Music Company.

They purchased Tierce Amusement Company at Greenwood from Joe Tierce. A reported 150 phonographs and games changed hands at a price of approximately \$50,000.

Tierce is remaining in the cigarette vending business and will expand into a complete vending line.

### Honor Albert Waxman, Wife

HARTFORD, Conn. — Albert Waxman, of the Capitol-Reliable Coin Machine Company here, and Mrs. Waxman, have been elected permanent board members of the Social Club of the Agudas Achim Synagogue in Hartford.

Fratesi and Ristum also purchased half the route owned by E. J. Tirey of Isola, Miss. The other half of Tirey's route was purchased by W. E. Seale Sr., owner of Holmes Amusement Company at Tchula, Miss.

In another route change reported last week, John Haley, well-known operator at Canton, Miss., who has been expanding his various operations greatly in recent years, bought out Dick Farr's music and game route at Jackson, Miss., the State capital.



HOST LARRY LeSTOURGEON, barely visible in rear, welcomes his guests to the banquet table at the Rock-Ola friendship dinner thrown by his firm in Charlotte, N. C., recently.



SOME 60 OPERATORS AND GUESTS attended a Rock-Ola friendship dinner thrown by LeStourgeon Distributing Company in Charlotte, N. C., recently.

## SPECIAL SALE

EVER SEE LOWER PRICES?  
UPRIGHTS

Keeney Black Dragon (new).....	Phone
Bally Jamboree (new).....	\$375
Super Circus (new).....	160
Hialeah (new).....	275

### RECONDITIONED UPRIGHTS

Red Arrow.....	\$325
Sportsman.....	195
De Luxe Big Tent.....	100
Big Tent.....	75
Double Shot.....	75

Gunsmoke.....	}	\$50 EACH
Big Horn.....		
Skeet Shoot.....		
Circus Days.....		

EXPORT SPECIALISTS FOR ALL COIN OPERATED EQUIPMENT

## REDD DISTRIBUTING CO.

126 LINCOLN STREET BOSTON (BRIGHTON), MASSACHUSETTS

Exclusive Distributors  
SEEBURG FACTORY REPRESENTATIVES IN 5 STATES  
Distributors for BALLY • CHICOIN • FISHER

Cable Address: REDDING      CALL US TODAY!  
ALgonquin 4-4040

### Vending Machine Route

For Sale

Juka Boxes, Cigarette Machines,  
Marble and Bowler Games,  
Gross \$20,000 a year.

P. O. BOX 149  
Ash Fork, Arizona

# ROYAL

## DISTRIBUTING, INC.

Phone: DU 1-5152 until approximately June 15, then our new phone no. will be EL 1-7400, Cincinnati, Ohio.

---

### WE ARE MOVING THIS MONTH

and we would like to sell all of our used equipment.

We have 25 Shuffle Alleys from \$50.00 to \$500.00. Call us collect for any Shuffle Alleys you are looking for.

15 large Ball Bowlers — CC — United — Bally

10 Bally U.S.A.'s converted for Jack Pot Play—\$150.00. We were very successful with this machine with our conversion—no meters — no free play — accurate coin division possible. Look into this game. It is good.

- 2 Used Bally Sharpshooters—Call
- 10 Used Twin Trailblazers
- 10 Used Single Trailblazers
- 5 Like-New Super Wildcats

CALL—WRITE OR WIRE COLLECT  
Ask for Clint or Harold—DU 1-5152

Our new phone number will be:  
**EL 1-7400**

Our new address will be:  
**ROYAL DISTRIBUTING, INC.**  
2070 SEYMOUR AVE.      CINCINNATI, OHIO

DISTRIBUTORS FOR

## AUTO-PHOTO

chicago  
coin

GOLD MEDAL PRODUCTS

UNITED



MRS. LARRY LeSTOURGEON (second from left) and Mrs. Larry Holden (right) chat with a pair of operators' wives attending the LeStourgeon Distributing Company's Rock-Ola friendship dinner thrown in Charlotte, N. C., recently.



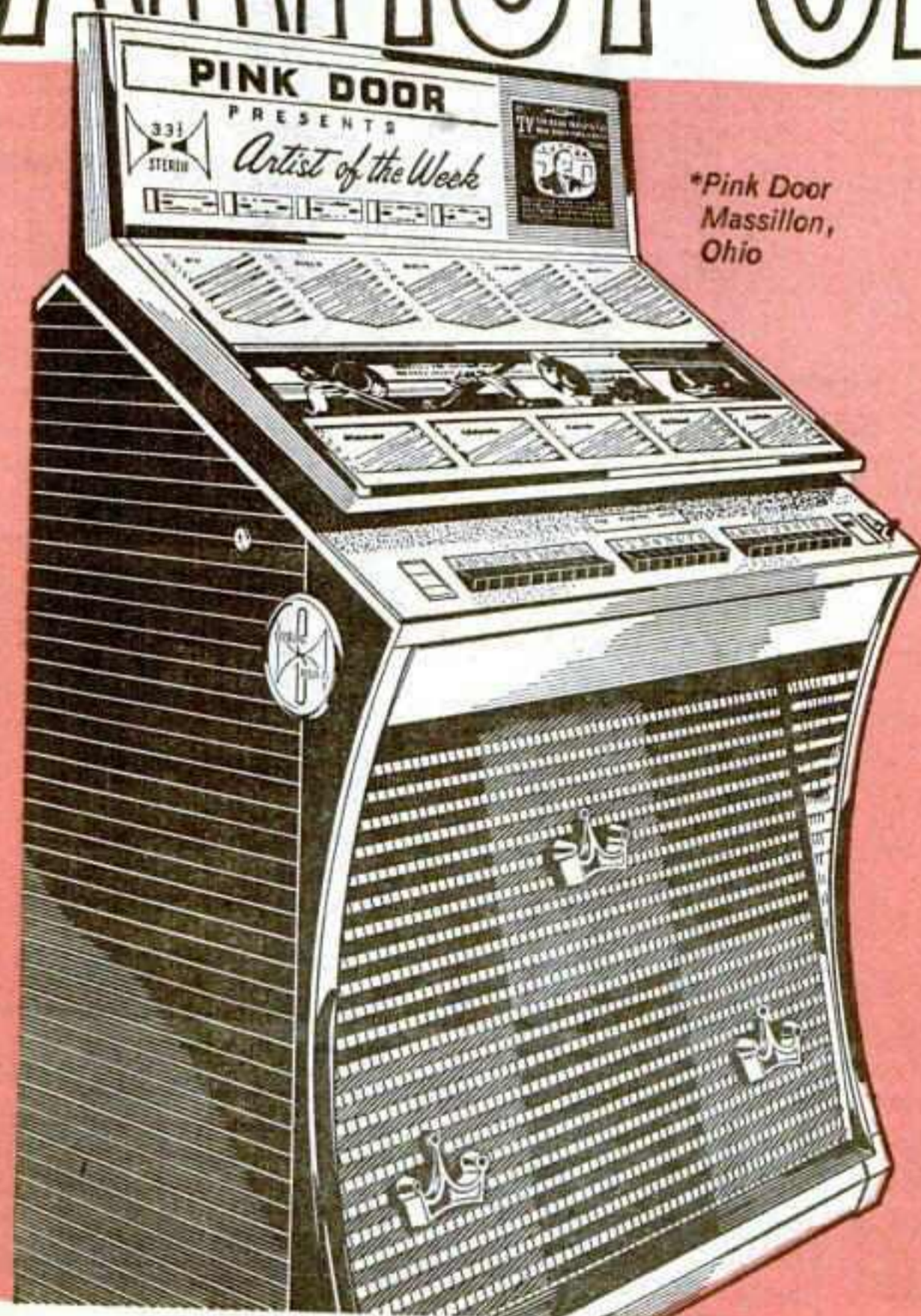
FRANK SCHULTZ (right), service engineer from the Rock-Ola factory in Chicago, presides over a school session hosted by Robin Distributing Company in Chattanooga recently. The operators and guests come for lunch and an afternoon of work and practical sessions.



# MITCH



# ARTIST OF THE WEEK



\*Pink Door  
Massillon,  
Ohio

Mitch Miller, with his Sing Along chorus, is one of scores of top artists featured on Seeburg's exclusive Artist of the Week plan.

Every week, Seeburg "Artist of the Week" phonographs bring in more location customers with a new best-selling LP album in superb 33 $\frac{1}{2}$  stereo hi-fi. Ten popular album hits...all by the same artist and not available on 45 RPM!

And Seeburg intermixes, automatically, both your 45-rpm records and the overwhelmingly popular new 33 $\frac{1}{2}$  LP album records. No adjustments, no conversion kits ever needed.

Your Seeburg music is PERSONALIZED, too, with the location name prominently featured on the Seeburg top panel. All together, it adds up to more play and more profit. For operator and location alike. The Seeburg Sales Corporation, Chicago 22.

# SEEBURG

Watch for Mitch Miller's great new "Sing Along With Mitch" program on NBC television starting this fall.

## ARTIST OF THE WEEK

Ten-selection  
33 $\frac{1}{2}$  stereo  
album packages

### WEEK OF JUNE 5

TV Sing Along With  
**MITCH MILLER**  
Columbia

You're Getting To Be  
A Habit With Me

**RUBY BRAFF**  
Stereo-Craft

### WEEK OF JUNE 12

The Jazz Singer  
**KAY STARR**  
Capitol

Foggy Mountain  
Banjo

**FLATT & SCRUGGS**  
Columbia

### New Device to Beam Music From Juke Box To Automobile Radios

MANCHESTER, N. H.—Three local men have applied for patent rights for a new invention which they call a Milicaster.

The electronic device would operate on a controlled, 100-miliwatt broadcast band, transmitting juke

box music over automobile radios at drive-in restaurants.

The three men, Edward Gagnon, Bruce Clifford and Charles Plante, are associated with the Sight and Sound Service Center, Manchester. Clifford said that two units are already in use, one in Manchester, and another in Hampton Beach, N. H.

The Milicaster has a range of one-quarter mile over a predetermined "dead spot" on the regular broadcast band.



**Valley**

MODEL "7450"  
6-POCKET

**POOL TABLES**

Separate No-Sloop Cue Ball Return  
Coin Chute Free of Operating Mechanism  
Larger, Solidly Anchored Legs

BUILT UP TO VALLEY QUALITY STANDARDS—

PRICED LOW FOR OPERATING PROFITS

**Valley**

See your Distributor or write direct  
**SALES COMPANY**

Sales Affiliate, Valley Mfg. Co.

333 MORTON STREET, BAY CITY, MICHIGAN • TWInbrook 5-8587

### SEEBURG & AMI TRADE DISTRIBS

CHICAGO—Laniel Distributing Company, Montreal, has been named Seeburg distributor for Quebec, Newfoundland, Nova Scotia and Prince Edward Island.

The move amounts to a trading of distributors between Seeburg and Automatic Canteen Company of America, parent company of AMI.

Laniel formerly handled the AMI line in that territory, but gave it up when AMI named Gilchrist Distributing Company its outlet for all of Canada. Gilchrist formerly handled the Seeburg line (BMW, June 5).

Laniel is one of the most highly regarded music and vending outlets in Canada. The firm recently celebrated its 25th year in business and employs some 65 persons in its organization.

Edward Laniel is president; G. Laniel, vice-president; Romeo Laniel, secretary; Peter Laniel, general manager; Jean Coutu, sales manager; E. Renaud, parts manager, and Ray LaLonde, service manager.



(Courtesy Nat'l Cartoonists Society)

### H. A. Franz Hosts Ops, Guests at Open House In New Distrib Offices

HOUSTON — H. A. Franz & Company, local Seeburg distributor, recently held an open house in its new offices at 606 Dennis Street here. H. A. Franz, president, and Hans Von Reydt, vice-president, were hosts to operators. Present for the occasion was J. Cameron Gordon and Edward F. Claffey of the Seeburg Corporation.

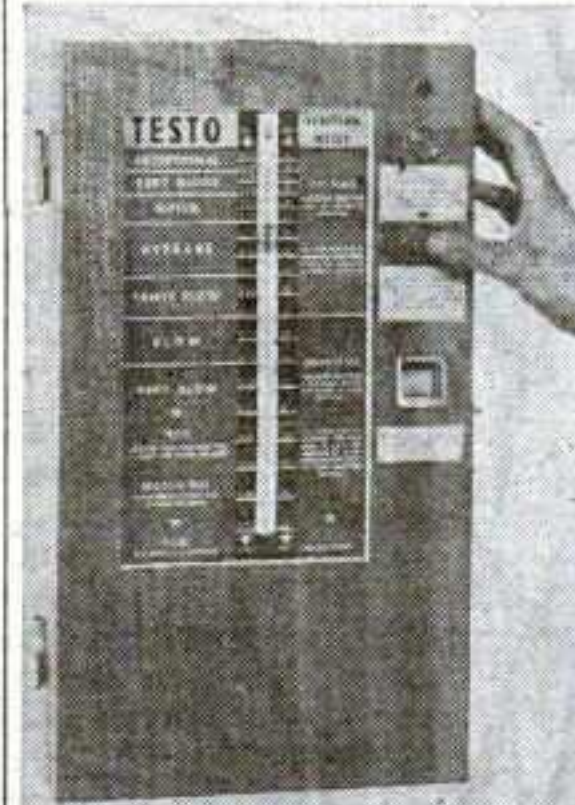
Along with the opening of the new offices came the establishment of two new departments in the company. Wade Gibson is to be in

### Chi Suburb Restricts Pins

CHICAGO — Pinball machines will be restricted to private clubs in suburban Deerfield. That was the proviso of an ordinance passed Monday (5) by the Deerfield town board.

charge of the background music division and Jim McNeely of the vending division.

A barbecue supper was served. Coinman Arthur Dealba, coach of the Yankee ball team in the Good Neighbor Colt League, treated his team to the supper at the open house. These boys, ages 15 and 16, are tied for first place in their league.



COMPACT: Use on wall or stand. Only 12 1/2" x 22" x 3". ATTRACTIVE Dark Mahogany or Light Oak Cabinet.

WE ARE DISTRIBUTORS for INTERNATIONAL NEW TESTO REACTION METER

Measures speed of reflex reactions to light and sound. Accurate!

EARN \$50 A WEEK! up to \$50 5c PLAY!

100% LEGAL EVERYWHERE!

Operate Anywhere: Bowling Alleys, Roller Rinks, Arcades, Hotel and Theatre Lobbies, Bus, Air and Rail Stations, Restaurants, etc.

Price \$150 less stand Stand, \$35 add'l!

Send for further information Distributors: Territory Available—

IMPORTERS! SEND FOR FREE 56-Page Illustrated 1961 CATALOG

**FIRST COIN MACHINE EXCHANGE**  
Joe Kline & Wally Finke  
1750 W. NORTH AVE • CHICAGO 22, ILLINOIS • Dickens 2-0500



Gottlieb's 2 PLAYER

# FLYING CIRCUS

with New "Chain Reaction" Booster Ball Feature!

**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:

- Drop-in holes score 50 to 150 points
- Rollovers score 10 to 100 points for high score
- On-Off cyclonic kickers light alternating pop bumpers
- Match feature ● 3 or 5 ball play

TOMORROW'S DESIGN TODAY!

- High, wide and handsome canted light-box ● STAINLESS STEEL moldings
- Sparking plated legs and front door panel ● Hard chrome finish corner castings



New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

**D. Gottlieb & Co.**

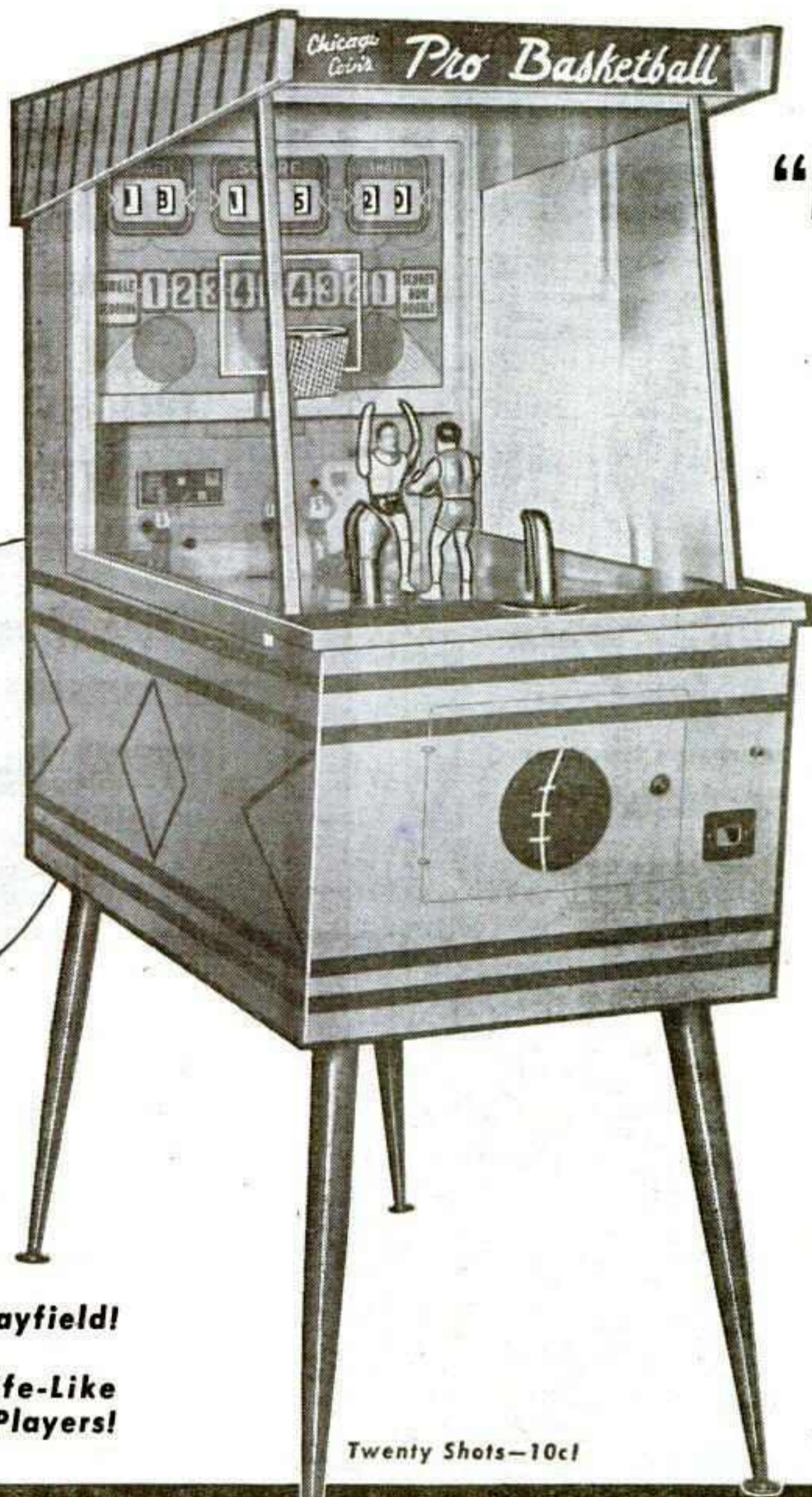
1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

# By Popular Demand *chicago coin's* **PRO BASKETBALL**

**PROVEN  
Heavy-Play  
Favorite  
For 15 Years  
Still Going  
Strong!!**

*New!*  
**Colorful  
Modern  
Cabinet!**



*New* **Brilliant Playfield!**

*New* **Realistic Life-Like  
Basketball Players!**

Twenty Shots—10c!

## NOW With "Flash-O-Matic"

*Plus 5 New  
Player Appealing  
Features!*

*New* **1st Half Scoring**

**SINGLE SCORE** Value For  
Every **ODD** Number Shot —  
**DOUBLE SCORE**  
Value For Every  
**EVEN** Number Shot!



*New* **2nd Half Scoring**

**DOUBLE SCORE** Value  
For Every Shot,



Each Basket is also  
Recorded Separately!

Player's "Squeeze-Grip" skill  
controls power, distance  
and height of shot!

**PRICED RIGHT FOR  
EVERY LOCATION**

When You Think of Profits

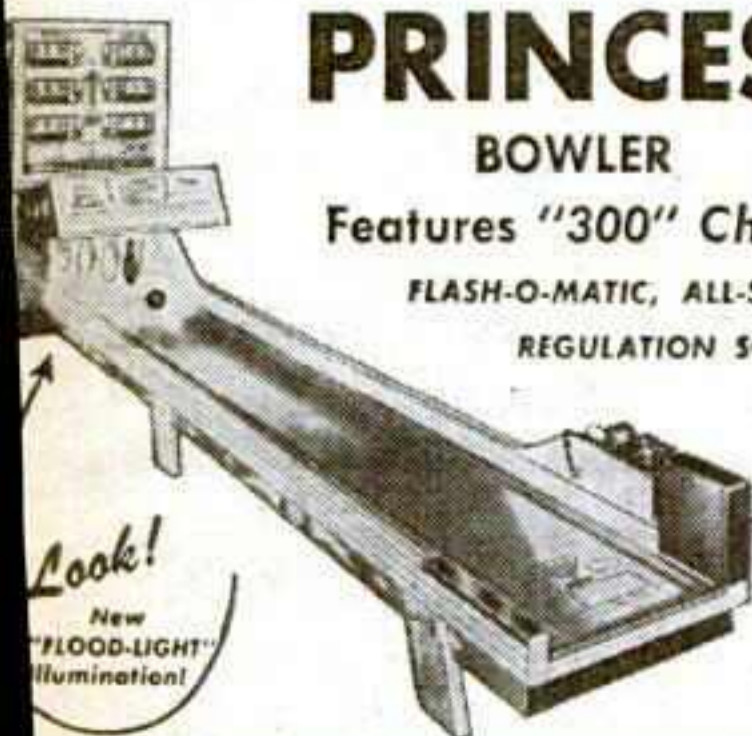
Think of Chicago Coin Games

## PRINCESS

**BOWLER**

Features "300" Champ

FLASH-O-MATIC, ALL-STRIKE and  
REGULATION SCORING!



*Look!*  
New  
"FLOOD-LIGHT"  
Illumination!

## "PRO"

**SHUFFLE BOWLER**

New SIX GAME Combines

300 Champ;  
All-Strike;  
Flash-O-Matic;  
Red-Pin;  
Light-O-Matic and  
Regulation Scoring



## WILD-WEST

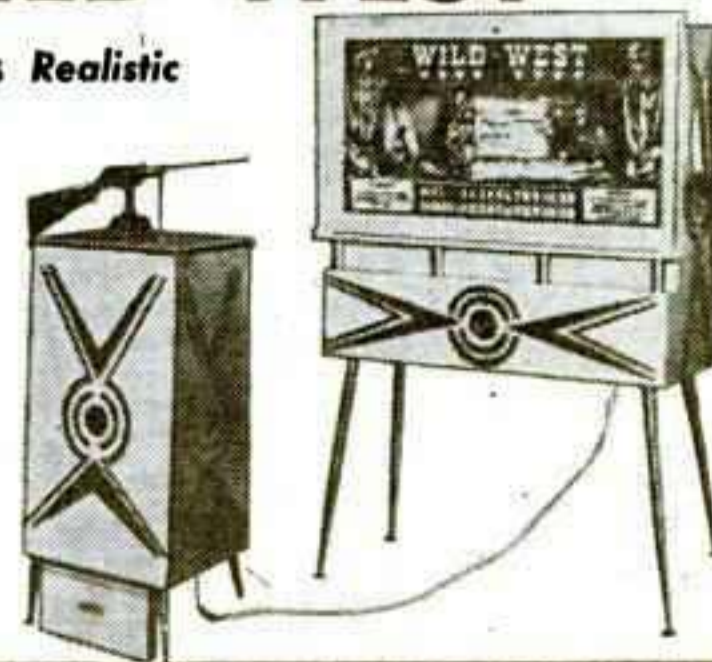
Features *Realistic*

*Moving*

'Injun

Chief'

Target



*Chicago Dynamic Industries, Inc.*

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS



**LARRY GALANTE, President**  
**INTERNATIONAL MUTOSCOPE CORPORATION**

says:

# Our Plasti-Vend'r Ads in Billboard Music Week got:

**International Mutoscope Sales Corporation**

44-02 ELEVENTH STREET - LONG ISLAND CITY-1 - NEW YORK  
 LARRY GALANTE, PRESIDENT

TELEPHONE  
 STILLWELL 4-3800  
 CABLE ADDRESS "MUTOSCOPE"

June 1, 1961

Mr. Richard Wilson  
 Advertising Manager  
 Billboard Music Week  
 1584 Broadway  
 New York, New York

Dear Dick:

I'd like to get together with you within the next couple of weeks to plan our Billboard ad program for the balance of this year.

A couple of months ago, I had no very elaborate ad plans, but things have changed now, based on the several ads we ran in your paper earlier this year. Even as an old-time Billboard advertiser, accustomed to direct sales through advertising, I was astonished at the exceptional response to my ads on the "Plasti Vend'r".

You'll be interested in this response, after just three insertions:

1. Over 700 operator inquiries. An amazingly high percentage of actual sales. Many reorders. As a matter of fact, we are still back-ordered.
2. A check of the response showed that many of the inquiries and orders came from big, well-known music and game operators. That was to be expected. I didn't expect, but got, a lot of additional sales from bulk vending operator readers of Billboard, too, as well as "new-blood" business.

And, best of all, there was no drop off in response from ad to ad. As you keep pointing out, repeat advertising really does pay off--and saves a lot of ad production costs.

So let's get together to keep this exclusive Billboard ad program going. Give me a ring within the next day or two.

Sincerely,

INTERNATIONAL MUTOSCOPE SALES CORPORATION

*Larry Galante*  
 L. Galante  
 President

"OVER 700  
 OPERATOR INQUIRIES"

"AN AMAZINGLY  
 HIGH PERCENTAGE OF  
 ACTUAL SALES"

"MANY RE-ORDERS"

"FROM WELL-KNOWN  
 MUSIC AND GAME  
 OPERATORS"

"BULK VENDING  
 OPERATOR READERS OF  
 BILLBOARD MUSIC  
 WEEK, AS WELL  
 AS 'NEW-BLOOD'  
 BUSINESS"

**PLASTI-VEND'R ... LETS EVERYONE BECOME A "DO-IT-YOURSELF" EXPERT IN THE LAMINATING FIELD**

**THOROUGHLY TESTED**  
 Field tested for months in bus and train terminals, variety and neighborhood stores. Weekly earnings from \$8.00 to \$18.00, depending on location.

**HUNDREDS OF USES**  
 Preserves and protects photos, driver's license, cards, newspaper clippings, identification cards, locks of hair, 4-leaf clovers, etc.

**HERE'S HOW IT WORKS**  
 Customer drops quarter into handsome vending unit and gets two strips of plastic in card folder.

**THREE SIMPLE STEPS:**

1. Customer flips perforated corner of plastic with finger to remove paper backing.
2. Customer places sticky side of plastic over article to be laminated. Same process is repeated with second sheet.
3. Customer presses firmly together with hand and uses cutter on machine to trim. THAT'S ALL.

**OPERATOR MAKES 20c PROFIT ON EVERY SALE**  
 less commission to location.  
 PLASTI-VEND'R holds 250 folders, which, dispensed at 25c each, returns to operator a total of \$62.50.

**IMMEDIATE DELIVERY.** Call, wire or phone today for a PLASTI-VEND'R. You'll receive by the dozen when you realize the profit potential.

**DISTRIBUTORSHIPS AVAILABLE IN SOME TERRITORIES.**

**INTERNATIONAL MUTOSCOPE CORP.**  
 4402 11th Street, L.I. City 1, N. Y. Phone: Larry Galante, President, at ST-4-3800

**PLASTI-VEND'R SPECIFICATIONS**  
 Width 12"  
 Height 15 1/2" (with sign)  
 Depth 9"  
 All Metal-16 gauge steel  
 Stand 21" (included with each Vend'r)  
 Capacity-250 folders, 128 on each side  
 Finish-24 enamel, Red, white and blue  
 Base-Navy grey  
 Coin Chute  
 Double Lock (2), 25c, 10c  
 Waste receptacle attached to side  
 Chrome steel safety trigger  
 Magnet on excellent trim  
 Interlocking edges-Tamper proof  
 Empty lock feature. Returns money if empty.

**YOU DO IT!**  
 SEAL IN PLASTIC  
 25c

Reproduction of Plasti-Vend'r Advertisement. Actual advertisement was 6" deep by 3 columns wide, ran in the February 20, March 27 and May 15, 1961, issues of Billboard Music Week.

**SPECIAL NOTE TO OPERATORS**

You're sure of the newest and best coin machine profit opportunities every week in . . .

**BILLBOARD  
 MUSIC WEEK**

# Circulation Leadership

**BILLBOARD  
MUSIC WEEK**

Billboard Music Week's paid U. S. and Canadian circulation is almost 2½ to 1 over the next music-coin publication. And in overseas circulation — by conservative estimate — the margin is as much as three to one!



**BILLBOARD  
MUSIC WEEK**

Radio-TV PROGRAMMING • Music-Phonograph MERCHANDISING • Coin Machine OPERATING  
New York • Washington • Great Barrington • Cincinnati • Chicago • St. Louis • Hollywood

# BIGGEST STEREO NEWS !N YEARS

*Stimulating as a flamenco dance!*

## NEW CONTINENTAL 2 STEREO ROUND

If you think you've heard the best in recorded sound, get set for a new sensation! Stereo Round is the AMI name for an exclusive stereo system that needs no remote speakers—is self-contained in a single, compact cabinet. Here's exciting new stereo realism that wins the hearts of music lovers... plus the flexibility of Automix to play 33 $\frac{1}{3}$  RPM as well as 45 RPM records interchangeably. Housed in a cabinet of striking beauty, the Continental 2 offers you the additional time-saving advantage of simplified programming. All equipment is standard—no "extras" to buy. Find out why it can make more money for you. Ask about the Big Challenge plan. See your AMI distributor now, or write the AMI sales office, 5075 W. Lexington St., Chicago 44, Ill.

