NEW YORK — RCA Victor, Capital and Mercury Records are set to release their big spring "LP" with this week, slashing the price of their entire catalog of LPs to $3.25. The "LP" plan started late last week and continues through March.

Mercury Plan
Mercury's plan is similar to the Capitol plan for the firm's entire line, with the exception of its Jazz, Big Band, Vocalion and Perfect Presence and Living Presence records. Mercury is offering one free album for every three purchased, and it includes both stereo and mono sets. The plan starts March 1 and runs through April 30.

Capitol Tower here will serve a headquarters for Capitol-U.S. It will have an Eastern office in New York, and Western offices in Los Angeles, and service and warehousing in 28 U.S. cities. Capital, Records, Inc., vice-president, Dan Roebuck, will be in charge of the electronic activities. Among the first products to be marketed by EMU's new electronic subsidiary is a diversified activity.

Most of its products will be supplied by the Capitol Records parent company, England's EMI, one of the world's major electronic firms and the United Kingdom's largest manufacturer and distributor of magnetic tape. Among the first products to be marketed by EMI-U.S. Subsidy.

U.S. will be video tape, making it the second company in this country to offer professional-level videotape. (Hence, herefore, Minnesota Mining has been this country's sole supplier of videotape.) EMI's videotape will be used by England's BBC and ITN Broadcasting Company.

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Index to Contents

General

- International Music
- Manufacturer News

5

Music Charts

- Pop Charts
- Music Notes

22

Mail: jhawi@gmail.com
All-Time Picks
In Decca Drive
For March $$

NEW YORK — Decca’s “All Time Golden Favourites,” a series of albums containing million-selling singles by the label’s past and present crooners and the titles of a bone of a special sales promotion campaign mounted for March. The nine new “Golden Favourites” albums have been selected from the label’s catalog and are available to retailers through the albums. The ten tracks on each album are drawn from the label’s best-selling singles, hits, and complete and unique cuts, such as “The Columbia Best of the Songs” album. A dealer incentive plan is being offered through March 24. In addition, several of Decca’s key products are being highlighted in a campaign called “Every Song in Every Album a One in a Million.”

SUBSCRIPTION ORDER FORM
A very sincere congratulations and thank you for your current issue, no. 38. Billboard Music Week leads the way — and continued success to the finest magazine in the music business!

QUINTEN W. WELTY, General Manager
L-W Music, Inc.
Winter Park, Fla.

Enter my subscription to Billboard Music Week for a full year (52 issues) at the rate of $5.00 (a considerable saving over single copy rates). Foreign rate 100.

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BNOTE

JANUARY'S HOT SINGLES
Ease February Losses

BY NICK BIRKO

NEW YORK — Although bizzards and freezing weather slowed down the singles market for the first four weeks of February, the singles market got back on track February 1st, with sales exceeding 30 million copies in the last four-week period. This was due to the intense promotion of singles and the complete and unrelenting efforts of the industry. As a result, the singles market got back on track, and the sales for the first four weeks of February were stronger than any other month in recent history.

SMITH Bump Dames, Offa a Cover

“From What I’ve seen, the trend toward the promotion of singles is trendtowards the direction of paintings and even abstract artworks. Titles on the covers of singles have been something that has been a bone of a special sales promotion campaign mounted for March. The nine new “Golden Favourites” albums have been selected from the label’s catalog and are available to retailers through the albums. The ten tracks on each album are drawn from the label’s best-selling singles, hits, and complete and unique cuts, such as “The Columbia Best of the Songs” album. A dealer incentive plan is being offered through March 24. In addition, several of Decca’s key products are being highlighted in a campaign called “Every Song in Every Album a One in a Million.”

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Wein unveils big plans for Castle Hill concert

By CAMERON DEWAR

BOSTON — George Wein, Storyville impresario and director of the Newport Jazz Festival as well as a number of other music and arts festivals, has indicated that he will direct the most ambitious summer music festival planned for Castle Hill, Ipswich. The announcement came just after a word from President Louis L. Lorillard of the Newport Festival to the effect that the Rhode Island jazz event had been called off and probably would never be held again. It had been marked as a "summer in Boston," and if it were now in debt for $50,000, it could foreclose its lease on the site before the end of the summer season.

"We are determined that Castle Hill shall become America's summer center for the performing arts," said Wein, "and we intend to make it a showcase for the greatest talents in classical music, the drama, as well as attracting the best jazz, folk and gospel music."

Wein said he believed that Castle Hill, with its gracious music director, Louis Leon, and magnificent view of the harbor and Ipswich Bay, "is getting unfurled anywhere in this country. In the 10 years of existence of the Newport Jazz Festival, the concert series has been supported by a loyal core of sponsors and we feel that now the series is ready to expand its sponsorship." 

Wein plans to bring the King Crimson, Duke Ellington, Mort Sahl, the Weavers, Sullivan’s Alhambra, the Zip Quartet and many others who already have been signed. Among them will be the newly forming "morning announcement in the field of drama that will cap our entire program.

Such classical performers as Isaac Siera, Leontyne Price and Leopold Friedman, who have appeared at Castle Hill in the past, will be featured. Since attendance will be of necessity limited to a 700-seat capacity, an additional 5,000 in the amphitheater, and 500 in the Garden, will go to Castle Hill sponsors.

SPOTLIGHT WINNERS OF THE WEEK

For Box Office Attractions; Tap Deejays, Too

Flick Execs Dig Deep Into Disk Artist Ranks

NEW YORK — Movie executives are continuing to dig deeper and deeper into the ranks of hit song artists, and album fields in their never-ending search for both proper properties. And a number of important disk jockeys are being tapped for their opinions on the importance of these hit disks in helping to create excitement about a movie, which has caused a scramble

SIDDY MILLS Back With Mills Music

NEW YORK — Sidney Mills, ex-music man, has returned to Mills Music and entered an exclusive musical assignment. He joins brothers Dick and Paul in action as liaison with A&R, music division and recording firms.

Sidney Mills had left Mills a few years ago to start his own publishing company. He will continue the same activities of these firms, Diana Music, Sidney Mills Music and Siro Music, but will also continue to record artists. 

Mills Music is also involved in a jukebox concert, which the song will be used in that scene. According to the plans, Sidney Mills is expected to perform in the jukebox concert and record the theme song.

Meanwhile, Conway Twitty is following in the footsteps of Patti Page and Bobby Vinton. He is concentrating on a film to be released by his own film production company, Twitty pictures. The film, "The Magnificent Seven," will be released in the near future.
Continued from page 1

NARM Music Awards

HOLLYWOOD — The National Association of Records Merchants' annual glittery black-jacketed gala special awards to those artists who are major contributors to the March market and the year's charts, will be held at Miami Beach's Eden Roc Hotel.

Disk artists scoring 1960s high points are the KIngston Trio (best selling vocal group), B. B. King, Gabby Roberts (for R&B singles, including "The Things That I Used to Do," with Aretha Franklin), and Van Dyke Parks (best selling male vocalist) and MGM's Connie Francis (best selling female vocalist).

Records enjoying the highest March sales of 1960 are the Presley's "Are You Lonesome Tonight?" (MGM), "I Want to Be" (MMR) and "Jailhouse Rock," and the Del-Victors' "I'm Gonna Love You Too" (MGM) and "It's Now or Never" (Mercury).

Awards for the most successful March of 1960 are being presented to Capitol and Angel LPs. Capitol's "Tahiti" (LP 10254), "I'm Gonna Love You Too" (LP 10258), and "Jailhouse Rock" (LP 10184) are the most successful albums, and the price discount program, which is in its second month, will remain in effect.


cerulli gold to new victor slots

NEW YORK — Don Cerulli has been named to the newly created post of vice-president, editorial and creative department, of the company, his new post, Cerulli will be responsible for the company's overall album production and packaging and the development of new ideas related to the albums. He will report to George Avakian. Cerulli was formerly head of CBS's new music executive for single records at Victor, which he joined in 1961 after leaving Warner Bros. He was associate editor of Down Beat and is president of the New York chapter of the Nat. Academy of Recording Arts and Sciences.

Also at Victor, Marty Gold was named coordinator of all stereo Action albums to be produced by the company, Gold is a record director, as is Larry Cahn, who is associated with him in the company's A&R department. He will continue his activities in a.d.e. and as a conductor-arranger and recording artist.

Atlantic-Arco Boys 6 Album Releases

NEW YORK—Atlantic Records has released three new albums, five new singles and a new subsidiary label. The Atlantic package features Ornette Coleman, Chris Connor and also sax star Charlie Rouse.

The new Arco package features three live European acts — the Scandinavian Combo, the John Coltrane Quartet and the Frank DeFrederick, British Divinity band Abcde, led by the late Brian Kelly and Harry Arnold and his ork, featuring pianist Frank Drayton.

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MARCH 6, 1961
BILLBOARD MUSIC WEEK

OUT TWO WEEKS
NO. 1 on WINS & WHCA
NO. 2 on WMBC & WABC
New York Radio Stations.

Gladys Pare
N. Y. distributor:
"Fastest Selling Record
Since '48!"

Eddie Rothberg
Miami distributor:
"Sorry to Call You at
Home Saturday—but
I Need Records and
Quick!"

Mary Browdy
Cleveland distributor:
"It's Just Fantastic!"

One N. Y. Prog. Director
Comments:
"In My 22 Years in
the Business, This
Tops 'em All!"

Joe Cohen
Newark Distributor:
"The Best We've
Had Since 'The
Chimunks!'"

blue moon
by the
marcels
managed by Julius Kruopp
colpix cp 186

CURRENT SMASH

NEXT SMASH

the
skyliners
managed by Joe Bock
Consistent Chartmakers (Such as "Since I Don't Have You," "Pennies From Heaven," etc.)

COMING NEXT WEEK

the door is still open
colpix cp 188

COLPIX
Permanent U.S. Body Oversees Govt. Agencies

WASHINGTON—A permanent subcommittee on regulatory agencies will replace the defunct legislative oversight subcommittee which held the spectacular paydays and TV quiz during the 86th Congress. Chairman Harris (D., Ark.) of the full House Interstate and Foreign Commerce Committee announced last week that he has no intention of "abandoning or neglecting the responsibility" of his committee in the important field of keeping an eye on the major regulatory agencies of the government.

Membership of the new subcommittee has not yet been announced. Harris said he expects to recruit few new staff members, but will utilize the staff of the parent committee.

Although Harris said moves by agencies like the Federal Communications Commission and the Federal Trade Commission to improve effectiveness were a "most encouraging sign," it will be the job of the new oversight group to see that the agency legislation and administration keeps up with the changing times and develops fewer bottlenecks.

Rescued from the budgetary_frontend, ASCAP includes promos by members of the former Special Legislative Subcommittee to examine network programming, including their handling of musical programming, and to determine the responsibility of ratings in forcing broadcasters to top-40 programming.

ASCAP 1960 Receipts Surpass 1959 Figure By Over $2.3 Mil.

HOLLYWOOD—Coast members of the American Society of Composers, Authors & Publishers learned at last week's semi-annual meeting here that the Society's 1960 receipts surpassed its previous year's income by more than $2,300,000. They also applauded ASCAP's increased recognition of the Coast's importance as revealed by the appointment of a resident representative who will serve as a liaison with the Society's New York headquarters. Furthermore, President Stanley Adams said it was likely that ASCAP's board of review would convene annually on the Coast to hear problems presented by Western members.

ASCAP's 1960 receipts were as follows: It collected from licensees $31,983,789.61, from U.S. Treasury bills and notes, $2,649,592.33, from membership dues, $510,755.37.

Total receipts amounted to $32,243,135.31 as compared to the previous year's receipts which totaled $30,030,967.14.

After expenses were deducted, ASCAP had available for distribution to its members $29,212,699.78. A total of $5,807,716.52 was set aside for payments to foreign performance rights collection societies. In turn, ASCAP distributed to its two members $2,618,549.43 it had collected for the performance of their works in foreign countries. These countries include Argentina, Australia, Belgium, Brazil, Canada, Denmark, Finland, France, Germany, Holland, Israel, Japan, Mexico, Norway, Spain and Switzerland. All collections were settled through 1958, with the exception of Canada, which paid into 1959.

License payments in the phonograph and concert field showed a $5,000 gain over the previous year, amounting to $107,520.73. Treasurer's report was read to the membership by veteran Coast board member, Nelle Gilbert, in the absence of Treasurer George Hoffman, who couldn't attend the meeting due to illness.

ASCAP is expected to identify its Coast liaison man sometime this month. According to some reports, Harry Garfield was mentioned during a board meeting as a likely appointee. Need for a full-time ASCAP Coast rep has been mounting during recent years, with the increased activity of ASCAP affairs in this area. For some 25 years, Wofe Gilbert has served the Society in that area here as a non-paid helper. Gilbert, a board member, was in favor of getting a salaried rep to handle these affairs once the expansion of this area has resulted in more than a part-time aid can handle.

NEW and BIG!

"LITTLE STAR"
CHUCK BERRY
Chess #1779

CANNONBALL ADDERLEY'S FIRST UP! JUST RELEASED AND BREAKING BIG AFRICAN WAVE!

by the Cannonball Adderley Orchestra/Riverside 45457/A most unusual instrumental single by the best selling jazz star.

One Stop: Title strip available from your local distributor... Disc Jockeys: If you haven't received your copy yet contact Riverside Records...251 W. 10th St....New York 36, N.Y.
Bob Moore with The Sons

My Three Sons

Theme from the top-rated Fred MacMurray TV show
U. S. Bill Would Thin Out Income Tax For Creative and Performing Talents

WASHINGTON — Songwriters and other creative and performing talent subject to heavy income tax in windfall years will watch newly introduced legislation to allow tax spread. An early bird in this field is Rep. Thomas Curtis (R., Mo.), who has offered a bill to extend present provisions in the internal revenue code to permit tax spread for any individual whose income for the current taxable year exceeds 150 per cent of his average income for each of the preceding five years.

Proviso for the back-spread of the tax in the Curtis Bill, H.R. 4816, would result, for example, in a tax base of $4,500 when actual personal income for that year was $9,000, while earnings for preceding five years averaged only $3,000 annually.

Curtis explains details in the somewhat complicated back-spread method like this: “Let us assume an individual whose average taxable income for five consecutive years has been $3,000. The sixth year he receives $9,000. His tax liability for the sixth year would be based upon first, 150 per cent of his five-year average, or $4,500; second, one-sixth of the surplus $750, for the current year, and third, one-sixth of the surplus for each of the preceding five years. The entire amount which is received is taxed, but a portion of that received in the big income year is referred back to previous years.”

The President is known to favor more equitable tax spread for the creative and performing earners, but a bill from the Democratic ranks is more likely to receive action in the present Congress.

SIMON PICKED AS NARAS EXEC

NEW YORK — George Simons, record producer and former editor of Metromax magazine, was selected this week as the executive director of the Eastern wing of the National Academy of Recording Arts and Sciences (NARAS). This is the first paid post for the organization. Simon’s duties will encompass membership drive, radio-Television exposure, publicity and music scholarship.

Warners Ponder Promo on Wheels

HOLLYWOOD — Warner Bros. Records executives discussed with their district sales managers whether the label should put its full campaign on wheels again this year by chartering a Pullman car and sending it to the nation’s key markets. Calls also included WR’s spring and fall plans. Meeting was held in Palm Springs, Calif.

Those attending included the label’s four district sales managers, Stuart Woodruff (East), Bob Summers (Midwest), Reggie Tobie (South), Fran Howell (West). Also present were promotion manager Don Graham, San Francisco; Eastern operations manager Monroe Glenshaw, New York; Western operations manager Gene Bronte, Los Angeles; comptroller Ed West; merchandising director Joel Fried- man, assistant to the president Herb Henderson, international director Bob Weiss, engineering and recording director Lowell Frank and president Jim Cokling.

IRS Balks at Cabaret Tax Rule of Federal Court

WASHINGTON — Internal Revenue Service announced last week that it will not follow an appeals court decision relating to which portions of services and refreshments are subject to the cabaret tax.

In the Robb’s, Inc., decision handed down by the Seventh Circuit, it was held that services and refreshments furnished to patrons after entertainment terminated were not subject to the levy, that those furnished during the entertainment period were properly taxed, and that those furnished before the entertainment period were properly taxed only to the extent paid for during or after the entertainment period.

IRS pointed out that under the Internal Revenue Code of 1954, the tax applies to all amounts paid for admission, service, refreshments or merchandise by patrons of a cabaret who are entitled to be present during any portion of the entertainment furnished by such an establishment. The service held that amounts paid under the circumstances of this case for pre-entertainment services to patrons who are present during any portion of the entertainment are specifically taxable under the law and applicable regulations, regardless of when paid, and that a similar result is called for in the case of post-entertainment services furnished to patrons who were present during any portion of the entertainment.

IRS said it will not ask the Supreme Court to review the decision, but will take an appeal to the Eighth Circuit.

Dot to Issue 7 Singles as First Compact Release

HOLLYWOOD — Dot Records will issue seven singles as its first compact release. Discs include some of the label’s top sellers of the past: Tad Horton’s “Having a Party”; Jukebox’s “My Mother’s Son”; Billy Vaughn’s “Melody of Love”; Jackie Wilson’s “Crying in the Moon”; Pat Boone’s “Oh, What a Feeling!”; W.C. Handy/Leathers in the Band’s “I’m Just Wild About Betty”; Louis Prima and Kenny Smith’s “Be My Little Baby”; The Five Keys’ “Let’s Get Closer” and the Platters’ “Only You.”

Release will be cut next week. It will be monaural only.
DO YOU HEAR THAT "WONDERFUL" SOUNDED?

Keeping The Drifters’ chain of hits unbroken!

"SOME KIND OF WONDERFUL"

(A Lieber-Stoller Production)

by

The Drifters

b/w

"HONEY BEE"

2096

ATLANTIC RECORDS
NEW YORK

Perry Como flew to Chicago last week to meet with WLS disc jockey and former "American Bandstand" host, Dick Clark, for his first TV appearance in several years. Como will appear on the evening show "Dick Clark's Second Chance," scheduled for broadcast on ABC. Como will be one of the first guests on the program, which will feature a variety of music and entertainment. Como's appearance is expected to draw a large audience, as he is a well-known singer and performer. In addition, Como has been actively involved in various charitable causes and philanthropic organizations, which are likely to be highlighted on the show.

CHICAGO

Chicago Mayor Richard M. Daley and his wife, Florence, were honored by the Chicago Police Department last week with a "Police Department of the Year" award. The couple received the award at a ceremony held at the Chicago Police Headquarters. The Mayor and his wife were instrumental in supporting police initiatives and programs that have helped improve safety and security in the city.

FOLK TALENT & TUNES

Around the Horn

Johnny Meder, of WBCH, Hosted a Festival.
Movies, "Jazzmasters," Broadcast live each Sunday, 3-5 p.m. From one of the best jazz clubs, The Heasler Theater, where.
Reggie's name can be heard on, "Jazzmasters," as well as "Country Line," "Country Club," "Country Western," and "Country Line." The programs are broadcast from the Heasler Theater, and are available to listeners in the Chicago area.

CINNATI—King Records in cooperation with several independent record companies has released a new series of one-record albums, each featuring a unique selection of local talent. The release includes a variety of genres, including jazz, blues, folk, and country. This initiative is intended to highlight the rich musical heritage of the Cincinnati area and support local artists. Customers can find these albums at select record stores in the region.

NEW YORK

Enroll Garner stuck mainly to his old album favorites as he played a version of "The Star-Spangled Banner" at the Civic Opera House in Chicago last Saturday evening (25), and judging from audience reaction, it was exactly what the crowd had come to hear.

The master retains every bit of the imaginative, light-footed style that has made him appear at top DCf. In his concert offerings, he used the standard Garner format — along with the theme of a town going through a wide range of improvisation that seldom lacked for imagination and often, daring.

Amidst the audience's applause, it would have to be the lack of variety— the same seamless bordering on monotonous monotony some of his fans have found in some of his recent performances. With the exception of an interesting bass solo by Edward Calhoun, and a very delicate brush ride by percussionist Kelly Miskimmon, the most striking aspect of the evening was the cliché about too much of a good thing could have some application here.

LEE LOEVINGER TO ANTIRUST

WASHINGTON — The President's choice of Lee Loevinger to head the antitrust division of the Justice Department will be of special interest to advertisers, the American Society of Composers, Authors and Publishers.

Disment ASCAP publishers are trying to organize a boycott of the Justice - ASCAP consent decree, the agreement that finalized under the division's former antitrust chief, Robert Greenland, in March 1968. Mr. Loevinger is a former permit

RCA Victor's tungsten filament has been well acquainted with antitrust problems of small business and has been identified with professional committees on these matters. Loevinger has a background of five years with the antitrust division, 1941-1946, and has been special assistant to the director since 1946. He was recently confirmed by the Senate last week and was sworn in as Assistant Attorney General on February 13, 1966.

In 1941 the Justice Department set up a new division to handle all antitrust matters. Mr. Loevinger has been its chief assistant since 1944.

King Records in 2 for LP Sale

CINCINNATI — King Records has announced the release of a new series of one-record albums, each featuring a unique selection of local talent. The release includes a variety of genres, including jazz, blues, folk, and country. This initiative is intended to highlight the rich musical heritage of the Cincinnati area and support local artists. Customers can find these albums at select record stores in the region.

Chuck Berry Sets Fun Park Riding

ST. LOUIS—Chuck Berry, the rock 'n' roller who seemed to shutter his nichey down here, is now an outdoor park attraction. The St. Louis Post-Dispatch reports that Berry has purchased a FUN-PARK which he will open in St. Louis this summer. The attraction features a swimming pool, barbecue pit, a walking path, and a variety of rides. The park will also feature music and entertainment, with Berry performing his classic hits.

Berry plans to open the park in late May, with the opening day scheduled for June 1st. The park will be open from late May to early September, with special events scheduled throughout the season. Visitors can expect to see Berry perform at the park on several days, and there will be a variety of other acts scheduled as well.

The park is located in the heart of St. Louis, with easy access to major highways and public transportation. The area is known for its rich history, with a number of historic sites and landmarks nearby. With Berry's presence, the park is sure to attract a lot of visitors, and it's expected to become a popular destination for music and entertainment enthusiasts alike.

The park is expected to be a major draw for the city, and it's expected to bring a lot of economic benefits to the area. The park owners are planning a variety of events and activities, and they're hoping to attract visitors from all over the country.
you're hearing it everywhere...

the new hit by

the McGuire Sisters

JUST FOR OLD TIME'S SAKE

Orchestra under the direction of DICK JACOBS

62249

CORAL RECORDS
Shucks. How can I hear PATTI wail with those dern Cash Registers making all that Noise!

A CITY GIRL STOLE MY COUNTRY BOY

PATTI'S powerful bid for #1 WATCH IT CLIMB!
PATTI PAGE

A CITY GIRL STOLE MY COUNTRY BOY

PATTI'S powerful bid for #1 WATCH IT CLIMB!
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PATTI'S powerful bid for #1 WATCH IT CLIMB!
PATTI PAGE

A CITY GIRL STOLE MY COUNTRY BOY

PATTI'S powerful bid for #1 WATCH IT CLIMB!
PATTI PAGE
PUT SOME SPRING IN YOUR SALES
WITH

Mercury
RECORDS

SPRING SALE-A-RAMA

Effective Immediately, Mercury Offers You a Fabulous Opportunity to Buy Right and Sell Right on the Entire Long Play Catalog.

LONG PLAY CATALOG OFFERED ON
BUY 3–1 FREE BASIS

NEW "SOUND SERIES" (PPSS AND LPSS) ON
BUY 5–1 FREE BASIS

Sensational Traffic-Building, Advertising and Merchandising Program

CONTACT YOUR MERCURY REPRESENTATIVE NOW.
MADE TO BE PLAYED
(Smash Follow-Up—to a Smash Follow-Up)
OF A SMASH!
"KATHY"
Ind. 116

Destined to be their Biggest Yet!
The INNOCENTS

DON'T MISS THE

3330 BARNHAM BLVD., HOLLYWOOD 26, CALI
SIDE BY SIDE!

* SMASH! SMASH! SMASH!

"HAPPY BIRTHDAY BLUES" Ind.115

"The Cinderella"

KATHY YOUNG

MATCH OF THE YEAR!

ATTENTION—D.J.'s, DISTRIBUTORS & DEALERS ... Be Sure
to listen to "KATHY YOUNG FINDS THE INNOCENTS GUILTY"
NOW AVAILABLE!
Scandinavians Unexcited By Eurovision Entrants

By TED WOLFRAM

COPENHAGEN — The Eurovision annual pop song contest, "Melodi Grand Prix," has not aroused any great enthusiasm or optimism in the "dullness" of the tunes that were winners in Scandinavia. Most of the singers who took part did a good job selling the songs, but critics were inclined to be cynical as to their quality. Intermittent heavy fog during February started all forms of communications so that it has been difficult to get an accurate report of all the Scandinavian entries.

Copenhagen. scribes gave good coverage to the finals of Denmark, which took place in the theater at Fredericia. The winner was 35-year-old Axel Rasmussen, who wrote both the melody and lyrics of his song "En Angeni," the winning tune. He is a gifted person as result of football and auto accidents and was unknown until the night of February 13, when the final was sent out over the TV and radio networks.

Dario Campano sang the song and both he and the composer have been receiving offers of contract from music publishers and record firms. Otto Reubroek, Batiste Wilko, Roel van Reusen, Katja Schone, Günter Thieme, and Pedre Biker were the other singers taking part in the final. All handled their songs very well and netted plaudits—but the hit of the evening was the singing of Svend Soldau's "Chu fuel," and "De Kolon." No details reported of the final in Finland which took place February 12, are available. The Swedish finals were held in Stockholm February 11. Siv Malmquist sang the winning song, "April, April," which was written by Björn-Eric Eriksen, who also was the composer of the theme which were second and fifth spots. Lill-Babs (Sven- son), Lilly Berglund and Lone Bjerre were also among the singers.

The finals in Norway were held Monday (27), in Oslo, with Grete Molvik, Trude Nielsen, Solvej Wang, Per Asplin and Nora Brockstedt singing the songs.

Wind-up of the competition takes place in the French Riviera resort town of Cannes, March 18.

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‘61 Billings Boost

NEW YORK — United Artists Records will show an increase of more than 300 per cent in its gross billings for the first two months of 1961 as compared to the same period last year, according to Vice President General Manager Art Talmage.

Talmage noted that these figures do not reflect the increase in over-swing in foreign sales which also occurred and which are kept going with domestic growth of the firm.

Ferrante and Teicher have played a major role in this growth. The piano team's single "Exodus" has passed the 1 million sales mark and their "Great Motion Picture Themes," largest seller in UA's history, has gone over 3,000,000 while their new album, "Latin Twin Pianos," is UA's fastest breaking LP to date.

Anita Bryant Due 3 Days’ Session

NEW YORK—Caribbe Records is planning a busy, three-day recording session for star vocalist Anita Bryant. The session will take place sometime in the near future, to record four new albums comprising 30 tracks for release in the fall.

These new albums will figure prominently in a distributor package deal, the same as did Anita's last two albums which were released simultaneously for January's "Anita Bryant Month" promotion.

NEW REPRISE 45 DUE THIS WEEK

NEW YORK — The second single on Reprise Records coming out this week features the theme to an upcoming TV series, "Big Mr. C."

The plotter was cut by Eddie Cob (of the Four Preps) and Lincoln Mayorga.

Phillip Skaff Tops Independent Sales Division of Kapp's

NEW YORK — Kapp Records has established an independent sales division in the Midwest. The division will incorporate individual departments of promotion, merchandising and advertising.

Phillip Skaff, described by head man Dave Kapp, as "a genuinely new man with new ideas that will keep with the music business," replaces Jay Lasker, who has moved to take the post of sales chief for Frank Sinatra's Reprise Records.

One of Kapp's first acts was to name Joe Caimi as regional manager for the Midwest. Caimi, who became Kapp divisional sales chief out of Cleveland last August, has also been a retailer and a juke box operator and was active with the Capitol Records Midwest sales organization.

70 Trudestres Train to Bristol For 'Music Man'

LONDON—In one of the most unusual — and costliest — casts that has ever staged here for a musical, impresario Harold Fielding hired a train to take 300 deputys, producers and other music personalities from London to Bristol to see out-of-town try-out Saturday (4) of "The Music Man," which he is presenting.

It is Fielding's first presentation of a transferred Broadway Show. The show was on try-out at Bristol for 119 nights away. Fielding therefore decided to transport the music business to the show as he could not take it to town. As added gimmick he hired British Railways' latest luxury diesel, the Bristol Pullman which doesn't normally run on Saturdays. It was the first time it had been used for a private party.

The test was estimated at between $4,480 and $5,600, most of which was being met by Fielding. EMI Records was also making a sizable contribution. The firm had the Broadway original cast album on Capitol and will record the London cast March 19, produced by Norman Teedt for HMV release. Frank Music, the publisher, was also meeting a substantial part of the cost. It is the first time a record firm and publisher have joined with a producer to such an extent in a similar promotional venture.

So far, there are 23 disks issued containing music from the show. More disks are centered on singles of "76 Trombones" by the London Philharmonic (Columbia) and Edmund Hockridge (Pye).

The show lead is being played by Van Johnson, returning to the stage for the first time in the cast.
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BING CROSBY
LENNY DEE
ELLA FITZGERALD
RED FOLEY
THE MILLS BROTHERS
WEBB PIERCE
ERNEST TUBB
LAWRENCE WELK
KITTY WELLS
JACKIE WILSON
THE McGUIRE SISTERS
KITTY WELLS
& RED FOLEY

SEE YOUR LOCAL DECCA DISTRIBUTOR
Best-Selling Pop Records in BRITAIN

Week ending March 5, 1961

Country Pop Express, London

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;A Man Without Love&quot;</td>
<td>Billy Fury</td>
</tr>
<tr>
<td>2</td>
<td>&quot;Love Me Tender&quot;</td>
<td>Elvis Presley</td>
</tr>
<tr>
<td>3</td>
<td>&quot;Take Me Out to the Ballgame&quot;</td>
<td>The Beatles</td>
</tr>
<tr>
<td>4</td>
<td>&quot;Tenderly&quot;</td>
<td>The Platters</td>
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<tr>
<td>5</td>
<td>&quot;You're a Big Girl Now&quot;</td>
<td>Tony Bennett</td>
</tr>
<tr>
<td>6</td>
<td>&quot;You'll Never Walk Alone&quot;</td>
<td>The Beatles</td>
</tr>
<tr>
<td>7</td>
<td>&quot;Ain't That a Shame&quot;</td>
<td>Chuck Berry</td>
</tr>
<tr>
<td>8</td>
<td>&quot;Ain't That Just Like Me&quot;</td>
<td>The Beatles</td>
</tr>
<tr>
<td>9</td>
<td>&quot;I Can't Stop Loving You&quot;</td>
<td>The Beatles</td>
</tr>
<tr>
<td>10</td>
<td>&quot;I Only Have Eyes for You&quot;</td>
<td>Nat King Cole</td>
</tr>
</tbody>
</table>

German News

Germans Select Eurovision Song Contest Entry Tune

By JIMMY JUNGERMANN
- Bayerischer Ruf, Munich

These past weeks, the media have been buzzing with news of the Eurovision Song Contest, a popular annual television music competition. The contest was held in 1961, in the city of Bremen, Germany. The song "Rollenkino" by Jürgen Drews won the event and represented Germany at the contest. The song was a huge hit in Germany and became one of the most popular songs of the year. It was also nominated for several awards, including the European Pop Music Award. The contest continues to be a popular event in Europe, with many countries sending their best acts to compete. The winner of the contest is announced at the end of the show, and the trophy is awarded to the winning country. The contest has been held annually since 1956, and it has become a major event in the world of music. The Eurovision Song Contest is a great way to showcase the talent of artists from all over the world and to bring people together through music. It is a celebration of the power of music and a reminder of the importance of unity and friendship. The contest continues to be a popular event today, with millions of people tuning in to watch the show and to see which country will emerge as the winner.
He's new! He's magnificent! A complete show-stopper on tours in Vegas, Chicago, New Orleans, plus appearances on top TV programs like the Dinah Shore and Perry Como shows. Breaking at the same time, his first album, "Al Hirt—The Greatest Horn in the World." Stock both big!
ITALIAN NEWSNOTES

'S61 San Remo Relatively Quiet

By Sam Steinman
Piazza S. Anselmo 1, Rosine

The top surprise of the 1961 San Remo Song Festival was that it ended with less controversy than any of its predecessors. The national poll to choose the winner turned out to be a success and the top songs were those which were generally considered the best. Looking back on the 11th Festival, there are among the salient highlights:

Luciano Tajoli, a popular Italian singer who has been dropped in the U. S., and elsewhere throughout the world but who never completely left before in the Festival, shared winning laurels with Betty Curtis, one of the top favorites of the younger set, providing a complete contrast. Second place also was shared by a newcomer, Little Tony, heretofore known as an Italian who had scored a great success in England, along with Adriano Celentano who was released from his army-service to compete.

On the disaffa side, Milva, who has been in the shadow of Mine (this past two years, emerged at the close of the Festival. It has been suggested that next year only four songs be dropped instead of six, leaving only seven songs for that evening when four more can be eliminated. Under this year's system the first two nights were nightmarish for the audience and contestants.

By approaching the final occur-

f a week, all records sold big instead of only the three leaders as in past years. Following a week or sales, many of the disk companies requested that the records of the numbers which eventually paid out of the money. Top win-

ners among labels this year would

be the C.D.G. Juke Box, Du-

rum, Music and Cetea.

The San Remo winner is a true Italian as there were no foreign songs in the contest. The Festival is held in March 5.3. Vittoriano's Anti-

Festival Golden Burlesque scenes were faked outside the Festival.

This event selects a series of songs but not the one which will win until the last day has circuited for a year. Jimmy Dorsey was the only American to perform during the Festival while the Italian Silver Ribbons for cin-

tem, music, movies and music in motion, with growth of song popularity the event will probably be for the first time in Europe since 1928.

Titanic Records, which sold for itself a lot of publicity in a battle effort to explain "The Bells Are Ringing" from using this name in Italy, has awarded a series of Oscar, but the only "name" is that of Francesco Tagliavini.

New Releases

Mario Lanza, who remains a big favorite with the Italian public, has four of his Metropolitan songs issued on 30-play. For this release he is the historic hero of Roberto Rossellini's "Viva L'Ita-

lio" the first Italian film to commemorate Italian unity. Following "A Million Ways to Die," Mario Lanza has been given a "Soap Bubbles," which Sergio Fratini has cut, possibly indicating that Tony Dalva, who was the big discovery of the Festival, will continue his "Mio Figlio," which scored its initial hit as an orchestral number.

Tina Tauris

Nicol Angeliana has just had his first four sides, two in Italian and two in English. For release by Capitol, ... Satcha Distil, having committed his exclusive engagem-

ent, is bound for New York to do recording work on the following film with Gene Kelly, ... Cassa Records has reached an agreement with a Seoul, South Korea, for records of its pop songs across the Atlantic.

Personal

Domenico Muddrago, whose ita-

lian stage appearance in "Rinaldo in the Field," has now been post-

poned until next fall has been re-

ceived by the Times. For the Seo Song Festival in Italy is mid-

year, and will be a major event. A

track on the Glenn Crab TV show, has expressed a desire in singing at an Italian song festival as a guest. Betty Curtis will sing the piece. Curtis sings for the first time Out of There in the Eurovision Song event at Cannes March 18.

SPANISH NEWSNOTES

Eurovision Tune Named by Spain

By RAUL MATAS
Editors, Discadora Radio Madrid

Eurovision will celebrate its final annual festival on March 18. For the first time in its history in the song with a song by Augusto Alguero with words by Guajara Sabatini. The composer Ruben Casabina in his role as "En cancion para la Montagna" will sing the song for the European audience with Frank Fournel and his cee. Cane will be the host for the first time for the contest. Last year, Jacqueline Boyer, from France, was the winner with "Paseos." Paul Aska's father came to Mad-

rid as a foreign correspondent. He is a right-hand man from the Spanish people here... Johnny Camacho from the Buenos Aires, is the new music man. \n
Disk Biz

RCA launches the Compact 33 3/4 in all its series... Havanaz announced their new plastic recor-

/s (same material used by the Parisian firm of Leuven). The new singles will cost 25 pesetas, which mean only 40 cents per record... Rendite Records are now being released in Spain.

The Chant

Elvis Presley came back to the top with his "It's Now or Never" and "A Mess Of Blues"... "The Alamo" preview in Barcelona started a great drive for Dimi-

trovich's "Reflections... Top 10 Depress

"The Overseas Edition of Bill-

board announces this week that "You're a Friend" was sung for Spain by Pepe Palas, famous Spanish songwriter, still: "Santos de Valdivia" was the number 1 Top Ten of the Hit Parade in the Miami area... Angel Alvarez, from "La Voix de l'Oncle," announced a new album for RCA... He works with Iberia (Spanish, Air Line) and brings from New York the "last word" in popular Amer-

ican songs.

Best-Selling Pop Records in ITALY

Week ending March 3, 1961

1. "22,000" BAC-Paolo Conte (Selig)
2. "I'm in the Mood" (Julio M. Terzi) (Frate)
3. "Hey!" (Julio M. Terzi) "Hey!" (Julio M. Terzi) (Fratte)
4. "DUETTO" (Bacchi) "Duetto" (Bacchi) (Frate)
5. "CAROLINA DAL-Sergio Bruni (Bacchi) "Carolina" (Bacchi) (Frate)
6. "THE BROWN SHOE" (Riccardo Dalla Rivera) "The Brown Shoe" (Riccardo Dalla Rivera) (Frate)
7. "Gigi" (Berlingieri) "Gigi" (Berlingieri) (Frate)
8. "SOLO IL DI" (Dino Mercato) "Solo il Di" (Dino Mercato) (Frate)
9. "A LOVE STORY" (Eve/Sky-Nike Formosa) "A Love Story" (Eve/Sky-Nike Formosa) (Frate)
10. "NON MI DIRE CHE SÌ" (Bud Florsheim) "Non MI DIRE CHI SÌ" (Bud Florsheim) (Frate)
11. "FEARLESS" (Carla Cerati) "Fearless" (Carla Cerati) (Frate)
12. "PER UN'APPOSITA" (Peppe Dati) "Per un'Apposita" (Peppe Dati) (Frate)
13. "ARE YOU LONGING?" (Eddie Presley) (Frate)
14. "15 L'AMORE" (Dino Mercato) "15 L'Amore" (Dino Mercato) (Frate)
15. "MANDOLINO, MANDOLINO" (Sergio Bruni) "Mandolino, Mandolino" (Sergio Bruni) (Fate)
16. "THE LEAVES OF GRAPE" (Heinz Roth) "Leaves of Grape" (Heinz Roth) (Frate)
17. "RELÉ" (Bobby (Tullio) a Jazz Band) "Relé" (Bobby (Tullio) a Jazz Band) (Frate)
18. "18 THE RACE" (Heinz Roth) "The Race" (Heinz Roth) (Frate)
19. "19 BAND BAND" (Bobby Doss) "Band Band" (Bobby Doss) (Frate)
20. "20 L'AMORE STEMA" (Mussa Florsheim) "L'amore Stema" (Mussa Florsheim) (Frate)

FRENCH NEWSNOTES

R.G. Fans Cheer in French

By EDDIE ADAMOFF
92 Quai Du Marechal Joffre

As expected, Paris' first Rock as Roll Festival (February 24) at the Palais des Sports stirred much excitement and met with great success.

The French Rock and Roll Federation (the U. S. Bobby Rydell (Cameleon) and Little Tony (Duro) - Pop) Great Britain's Brian Font and his Cheekmanns (Pye-Vogues) - the U. S. Bobby Rydell (Cameleon) and the U. S. Eddie Fisher (Babe)-Saskatoo, "Babu Muskat Ramble." "Vogue" and "Des Moines" English version of "La Fille Mauvaise." by Pucila Clark.

The French International Festival of Rock and Roll Music, scheduled to take place March 9 at the Palais d'Orsay here. The Festival was sponsored by the annual Grand Prix du Disque (Dixie) Award for Various Categories.

Talent Tours


Intruder Press

Intruder Press, Jack Lewkowicz (Paris February 23) for Rs. 50,000, announced that he will bring an American idol and repertoire chief Luigi Al-

dario. Record distributors will be-

ning a large number of French jazz independents such as Constan-

tin (Claude), Robert (Bob), and his
tie, and fantasy... Gene Moretti, MVM's International Department head, has been invited to Rome, 9, 10 to discuss exchange prob-

lems with his Italian counterpart.

Clown clock is scheduled to re-

cord in London (March 23) for Pre.

Covered "C'est Arnour Qui Vent Ca," French version of "Red River Rock" by The Beatles... "Vogue Clear-

able," Raymond Mamouy, the American King of French radio, pro-

nounced (Records) and John William (Polydor).

Record Columbia reports very good sales "Apache" by the Shadows. For instance, 35,000 copies were sold in France, Germany, and Britain. 25,000 copies sold in Sweden. "Apache" by the Shadows, has been issued on VSM label.

To the U.S.

Ted Morgan, Guman of Music of Manager, flew (February 23) to Marseilles to meet French Columbia and Fabian's managers to discuss the terms of an eventual appearance here of the above U. S. singer.

Sacha Distil will stay in New York a while longer to secure bookings in Japan and for Columbia label a special album, to be recorded in a few days, containing U. S. standards and a few selections of two French songs, "Tres Rusce" and "Caprice," which has been issued on CBS label.

Myers Sets Up Zircon in Canada Distribution

PHILADELPHIA — I'm in your Myers, publisher and discier, has concluded an agreement with Zircon Records of Canada for distribution of both the Myers album "O'Mour" and the Zircon album "Serenity" in the Dominion. Recent distributor changes included the resignation of Dick Collock; included the appoint-

ment of Mike Meagher of Buffalo; Music Sales, Menasha, F. & D. Charlotte, N. C.; Tent, Miami, Southern, Nashville, and National, Atlanta.
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SHEARING / NANCY WILSON—"The Swingin's Mutual"
(S)T 1524 • WEBLEY EDWARDS—"Let's Sing With
Hawaii Calls" (S)KAO 1518 • PEE WEE HUNT—"A
Hunting We Will Go" (S)T 1523 • RUTH WELCOME—
"Romantic Zither" (S)T 1527 • JACKIE DAVIS—"Hi-Fi
Hammond, Vol. II" (S)T 1517 • ERICH LEINSDORF—
"Rimsky-Korsakov: Scheherazade" (S)P 8538 • ROGER
WAGNER CHORALE—"A Song at Twilight" (S)P 8543
• VIRGIL FOX—"Organ Music from France" (S)P 8544
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LAFTARAMA REDD FOXX 801
HAVE ONE ON ME REDD FOXX 298
PILLOW PARTY FUN BARON HARRIS 294
DOWN BY THE RIVER ZION TRAVELERS 807
BLAME IT ON THE BLUES WILLIE HAYDEN 293

BEST SELLERS

LAFF OF THE PARTY REDD FOXX 214
RACY TALES REDD FOXX 275
SONGS THRU A KEYHOLE JOEL COWAN 283
REDD FOXX FUNN REDD FOXX 290
SLY SEX REDD FOXX 295
LAFF OF THE PARTY, Vol. 5... SLOPPY DANIELS 232
PARTY RECORD PARTY... CENE & FREDDY 279
THE SIDESPLITTER, Vol. 1 & 2... REDD FOXX 253-270

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SPOTLIGHT WINNER OF THE WEEK

Strongest sales potential of all albums reviewed this week.

EXCITING SOUNDS

The Clebaunoff Strings & Percussion, Mercury PPS 6812; PPS 2122. (Stereo & Monaural)—There have been many good "sound" records, but this one by the Clebaunoff Strings should prove a real seller for dealers, most of the "sound" sets it features extraordinary percussion work and excellent sound—but the arrangement and the tunes are what make the LP outstanding. The arrangements are both tasteful and musical, and what is more they engage attention and hold it all the way through. Tunes include "Golden Earrings," "Quiet Village," "Voyage" and "My Shawl." For all hi-fi and stereo buffs.

POP P'S

STRONG SALES POTENTIAL

BROADWAY TO HOLLYWOOD

Perrone and Tamburini Columbia CL 1487—Perrone and Tamburini have been associated with a number of labels on their recordings. This LP is one of the first times they left on their own. And the result is nothing short of a masterpiece. The LP is an exploration in sound, with the result focusing on four new tunes made from Porter's, "Cue Card," and Rodgers and Hammerstein's, "As I Was Going to St. Ives," and "Nellie." Years of careful planning and practice have been put into this LP. Accompanied by the rest of its star on tap, and a big band and chorus this LP is sure to please. The LP is being sold at $5.00.

BUD'S BACK IN TOWN

Bud Freeman Red Nyl. 697
THE INTERPLAY BETWEEN OFFICIALS AND THE MONOGRAM-FOXX recordings makes for a fine set for both the jazz fan and the monaural listener. The LP is offered at $5.00.

MODERATE SALES POTENTIAL

THE HITS OF HARRY JAMES

Capitol T-515—Back in the old days, the Harry James band made this collection of Yesterdays, featuring the trumpet in its best role. The LP is a "must." (You've Made Me Love You," "Cheer Up," "The Man I Love," "Get Happy," "Till We Meet Again," "Ah, Sweet Mystery of Life," "Morning Moon.")

THE HITS OF BENNY GOODMAN

Capitol T-153—These sides were later added to the Red Nyl. 697 "The Harry James Collection." This LP is being sold at $5.00. For the Monophonic, the boom is over.

ANDY AND THE BEY SISTERS

RCA Victor LPM 1022—And it's all here, in the Andy and the Bey Sisters, although born in the U.S., have made more stars of a rhythm and blues than have done to date. But this new recording, their film on the label, should knock their socks off.

LOW PRICED POPULAR

PARIS EN A SYMPHONY OF Strings

Victor 20127 (Stereo & Monaural) This is the LP of the series of "Symphonies of Strings." The LP features twelve cuts of music popularly associated with Paris, arranged in a varied sequence of compositions, each represented by a separate LP. The LP is being sold at $5.00. A fine set for all Monophonic and Stereo LP fans.

AH! MY DREAM

Columbus CL-7311—"Ah! My Dream" is one of the Orientals done in Stereo, and has been uniformly successful. The LP is offered at $5.00 for the Monophonic and at $7.50 for the Stereo.

LOW PRICED POPULAR

THE METROPOLITAN NEW YORK RECORD ACCOUNTS:

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TO THE METROPOLITAN NEW YORK RECORD ACCOUNTS:
**HONOR ROLL OF HITS**

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 nationwide surveys.

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Composer</th>
<th>Writer</th>
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<tr>
<td>1</td>
<td>CALCUTTA</td>
<td>By Gisele-Brittain</td>
<td>Published by Fieno/Lyric House (ASCAP)</td>
<td>10</td>
<td></td>
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<tr>
<td>2</td>
<td>PONY TIME</td>
<td>By D. Caruso &amp; Berry</td>
<td>Published by Alan K. (BMI)</td>
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<td>3</td>
<td>EXODUS</td>
<td>By Gisele-Brittain</td>
<td>Published by Chappell (ASCAP)</td>
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<tr>
<td>4</td>
<td>THE EXODUS SONG (This Land Is Mine)</td>
<td>By Gisele-Brittain</td>
<td>Published by Chappell (ASCAP)</td>
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<td>5</td>
<td>WHEELS</td>
<td>By Torquemada-Printed by Donnan (ASCAP)</td>
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<td>6</td>
<td>WHERE THE BOYS ARE</td>
<td>By Greenveld-Saxton-Published by Alden</td>
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<td>7</td>
<td>THERE'S A MOON OUT TONIGHT</td>
<td>By Straczyk-Szczurek-Published by Enoch</td>
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<td>8</td>
<td>BABY SITTING' BOOCHIE</td>
<td>By J. Parker-Published by Ren (BMI)</td>
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<td>9</td>
<td>DEDICATED TO THE ONE I LOVE</td>
<td>By Paulding-Printed by Alden</td>
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<td>10</td>
<td>CALENDAR GIRL</td>
<td>By Greenveld-Saxton-Published by Alden</td>
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<td>11</td>
<td>SHOP AROUND</td>
<td>By J. D. Longmire-Published by Ace/Pace</td>
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<td>12</td>
<td>EBONY EYES</td>
<td>By Bob Person-Published by B Lee-Muscle</td>
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<td>13</td>
<td>WILL YOU LOVE ME TOMORROW</td>
<td>By Carol King-Goffin-Published by Alden</td>
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<td>14</td>
<td>APACHE</td>
<td>By Gordon-Published by Regis</td>
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<td>15</td>
<td>22 YOU CAN HAVE HER</td>
<td>By Cook-Published by B Rov</td>
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<td>16</td>
<td>SPANISH HARMONY</td>
<td>By Mamie-Love-Alyce-Published by Love (ASCAP)</td>
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<td>17</td>
<td>GOOD TIME BABY</td>
<td>By Bob Person-Published by B Lee-Muscle</td>
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<td>18</td>
<td>WINGS OF A DOVE</td>
<td>By Bob Person-Published by B Lee-Muscle</td>
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<td>19</td>
<td>ALL IN MY MIND</td>
<td>By Brown-Published by Henry</td>
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<td>20</td>
<td>EMOTIONS</td>
<td>By John Mills-Published by Mills</td>
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<td>21</td>
<td>WONDERLAND BY NIGHT</td>
<td>By Kasey Gymn-Elnan-Zachary-Chase-Published by Movietunes</td>
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<td>22</td>
<td>ANGEL ON MY SHOULDER</td>
<td>By Thomas-Published by Movietunes</td>
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<td>23</td>
<td>GEE WIZ (LOOK AT HIS EYES)</td>
<td>By Reid-Published by Reid</td>
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<td>24</td>
<td>WALK RIGHT BACK</td>
<td>By Bob Person-Published by Cricke (BMI)</td>
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<td>25</td>
<td>LITTLE BOY BAD</td>
<td>By Wayne Walker-Published by Croxton Wood</td>
<td>8</td>
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<td>26</td>
<td>THINK TWICE</td>
<td>By Jimmie-Simmons-Wilson-Clyde-Clark-Published by Play (BMI)</td>
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<td>27</td>
<td>WHAT A PRICE</td>
<td>By Machine-Emboss-Douglas-Published by Donnell (BMI)</td>
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<tr>
<td>28</td>
<td>HEARTS OF STONE</td>
<td>By Ray Jackson-Published by Regis (BMI)</td>
<td>4</td>
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</tr>
</tbody>
</table>

**RECORDING AVAILABLE** (Best Selling Record Listed in Bold Font)

L. CALCUTTA — For Prestige 4508; Weiss Muhier, Dec 3109; Victor, London, Vat. 5592; Columbia, Cat 1192; Lawrence Wells, Cat 1087.

2. PONY TIME — By Charles, D. & King. This was the most successful of D. Charles' hits in 1961. It was also a big seller for King in 1962.


4. WHEELS — By Torquemada. Printed by Donnan (ASCAP) in 1961. It was a popular hit for Torquemada in 1962.

5. WHERE THE BOYS ARE — By Greenveld-Saxton. Published by Alden in 1961. It became a major hit for Greenveld-Saxton in 1962.

6. THERE'S A MOON OUT TONIGHT — By Straczyk-Szczurek. Published by Enoch in 1961. It was a popular hit for Straczyk-Szczurek in 1962.

7. BABY SITTING BOOCHIE — By J. Parker. Published by Ren (BMI) in 1961. It became a major hit for J. Parker in 1962.

8. DEDICATED TO THE ONE I LOVE — By Paulding. Printed by Alden in 1961. It was a popular hit for Paulding in 1962.


10. SHOP AROUND — By J. D. Longmire. Published by Ace/Pace in 1961. It was a major hit for J. D. Longmire in 1962.

11. EBONY EYES — By Bob Person. Published by B Lee-Muscle in 1961. It became a major hit for Bob Person in 1962.

12. WILL YOU LOVE ME TOMORROW — By Carol King-Goffin. Published by Alden in 1961. It was a major hit for Carol King-Goffin in 1962.

13. APACHE — By Gordon. Published by Regis in 1961. It was a popular hit for Gordon in 1962.

14. 22 YOU CAN HAVE HER — By Cook. Published by B Rov in 1961. It was a major hit for Cook in 1962.


16. GOOD TIME BABY — By Bob Person. Published by B Lee-Muscle in 1961. It became a major hit for Bob Person in 1962.

17. WINGS OF A DOVE — By Bob Person. Published by B Lee-Muscle in 1961. It became a major hit for Bob Person in 1962.

18. ALL IN MY MIND — By Brown. Published by Henry in 1961. It was a popular hit for Brown in 1962.


20. WONDERLAND BY NIGHT — By Kasey Gymn-Elnan-Zachary-Chase. Published by Movietunes in 1961. It was a major hit for Kasey Gymn-Elnan-Zachary-Chase in 1962.

21. ANGEL ON MY SHOULDER — By Thomas. Published by Movietunes in 1961. It became a major hit for Thomas in 1962.

22. GEE WIZ (LOOK AT HIS EYES) — By Reid. Published by Reid in 1961. It became a major hit for Reid in 1962.

23. WALK RIGHT BACK — By Bob Person. Published by Cricke (BMI) in 1961. It became a major hit for Bob Person in 1962.


27. HEARTS OF STONE — By Ray Jackson. Published by Regis (BMI) in 1961. It became a major hit for Ray Jackson in 1962.
& TOM J. FORD'S TOPS

BUBBLING

UNDER THE HOT 100

1. COWBOY JIMMY JOE... 
   ..Billy, Kapp 370
2. MOKUMO... 
   ..Flamingos, End 1085
3. LITTLE TURTLE DOVE 
   Oll Williams and the Charms, King 5455
4. PLEASE SAY YOU WANT ME 
   ..Little Anthony and the Imperials, End 1086
5. LITTLE SAD EYES... 
   ..Castelles, Era 3038
6. BANKED IN BOSTON... 
   ..Mere Griffin, Capitol 540
7. MERRY-GO-ROUND... 
   ..Mary Johnson, United Artists 294
8. THE WORLD IS WAITING FOR THE SUNSHINE 
   ..Don Gibson, RCA Victor 7841
9. HEY, LOOK ME OVER ... 
   ..Pete King Chorale, Kapp 367
10. I'LL LOVE YOU TILL THE COWS COME HOME 
    ..Cyndi McPhatter, Mercury 71783
11. BOLD III... 
    ..James Brown's Band, King 5438
12. CHERRY BERRY WINE... 
    ..Charlie Mc Gegar, Cadence 1391
13. SOME OF YOUR LOVIN'... 
    ..Johnny Nash, ABC Paramount 10181
14. CHURCH BILLS MAY KING 
    ..Willows, Mob 107
15. MEMPHIS... 
    ..Donnie Brooks, Era 3042
16. NOT ME... 
    ..U. S. Bonds, Le Grand 1501
17. RISSON... 
    ..Earl King Cole, Capitol 4519
18. MILERS... 
    ..Frank Porcell, Capitol 4493

TOP MARKET BREAKOUTS

NEW YORK
   ..BABY BLUE... 
      ..Shelton, Segway
   ..BLUE MOON... 
      ..McGee, United
   ..IT'S UNUSURVABLE... 
      ..Linda, Stax
   ..LET'S GO AGAIN (WHERE WE WENT LAST NIGHT)... 
      ..Mark Dungen and the Midnighters, King
   ..TO BE LOVED (FOREVER)... 
      ..Pennigton, Donna
   ..TO BE LOVED (FOREVER)... 
      ..Pennigton, Donna

CHICAGO
   ..LET'S GO AGAIN (WHERE WE WENT LAST NIGHT)... 
      ..Mark Dungen and the Midnighters, King
   ..MOMMY GIRL... 
      ..Johnny Mann, Cud
   ..IT'S A STORM MOVIN' ... 
      ..Son Costa, RCA Victor
   ..ONE NIGHT JOE... 
      ..Rex, Impala
   ..TO BE LOVED (FOREVER)... 
      ..Pennigton, Donna

LOS ANGELES
   ..HONEY TONK, PART II... 
      ..Bill Dugger, King
   ..TO BE LOVED (FOREVER)... 
      ..Pennigton, Donna
   ..IT'S A STORM MOVIN'... 
      ..Son Costa, RCA Victor
   ..ONE NIGHT JOE... 
      ..Rex, Impala
   ..TO BE LOVED (FOREVER)... 
      ..Pennigton, Donna

BUFFALO
   ..TO BE LOVED (FOREVER)... 
      ..Pennigton, Donna
   ..STORMS OF GLORY... 
      ..Cassius, London
   ..HONEY TONK, PART II... 
      ..Bill Dugger, King

BATTLEMORE WASHINGTON, D. C.
   ..ONE NIGHT JOE... 
      ..Rex, Impala
   ..TO BE LOVED (FOREVER)... 
      ..Pennigton, Donna
   ..MODEL GIRL... 
      ..Johnny Mann, Cud

PHILADELPHIA
   ..SILVERJACK... 
      ..James Brutten, King
   ..TO BE LOVED (FOREVER)... 
      ..Pennigton, Donna
   ..TO BE LOVED (FOREVER)... 
      ..Pennigton, Donna

REVIEW OF THE WEEK

the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

the pick of the new releases:

STRENGTH SINGLES

Strongest sales potential of all records reviewed this week.

Spotlight Winners of the Week

POP

JACKIE WILSON

PLEASE TELL ME WHY (sea. SESAC) (1:59) — YOUR ONE AND ONLY LOVE (Pearl, BMI) (2:27)

JACKIE WILSON

Brass Buttons

BRASS BUTTONS (Donder, BMI) (1:59) — PANIC BUTTON (Donder, BMI) (2:03)

THE KINGDOM TRIO

YOU'LL BE Miss ME (Frankie and Johnny) (Granada, BMI) (2:32) — Good uptake material by the boys on a version of the folk hit. There's a lot of family pickin' here to match the high quality of performance. Flip is "I Now Have A Woman" (Shuler Swing, BMI) (2:40)

THE JERSEY DEVILS

TRUST IN ME (Advance, ASCAP) (2:55) — The chorus could have a smash with this fine performance of the great standards. Bucking effectively features fiddles and trumpets. Flip is "I'm a Fool for You" (Armstrong) (BMI) (2:32)

ETTA JAMES

THE BROTHERS FOUR

FROG (Biggert, BMI) (2:41) — SWEET ROSYANNE (Lionell, BMI) (2:51) — The boys come on with two pieces of material with strong potential. First tune is folk-based and his humorous spoken break-ins. Flip is a soft folk ballad and in that groove might appeal to "Greenfields."

RAMRODS

TAKE ME BACK TO MY BOOTS AND SADDLES (La Belle, ASCAP) (2:15) — A Mariam says on the Western track this rocking instrumental follow-up to their current chart entry, "Giant Riders in the Sky." Flip is a rhythmic rocker version of the Scottish classic, "Loch Lomond Rock" (Leo Rogers, BMI) (2:00)

JEANNE BLACK

DUN'T SPEAK TO ME (Auff-Rowe, BMI) (2:27) — Jack Black is a warm-wheech in the country vein. Big ol' backin' is a definite asset. "When You're Alone" is the flip and is a fine medium-beat ballad (West, Spencer) (2:32)

BOBBY FREEMAN

THE MESS AROUND (Benett & Ed-Dar, BMI) (2:12) — This bright new tune, based on "Santa Lopa," has a jolting rock performance here by Bobby Freeman. Although there is a lot of competition, this could be a solid contender. Flip is "Corinna, Corinna" (Miller, ASCAP) (2:07)

BOBBY VINTON

LITTLE LONELY ONE (We Thrice, BMI) (2:23) — This other rockin' version of the melodic tune, this one spotlighting a rock vocal by Martin and a fine multi-stringed rockin' accompaniment. Flip is "Are You Sure" (Duchess, BMI) (2:13)

BARRY MARTIN

LITTLE LONELY ONE (We Thrice, BMI) (2:20) — Another rockin' version of the melodic tune, this one spotlighting a rock vocal by Martin and a fine multi-stringed rockin' accompaniment. Flip is "Are You Sure" (Duchess, BMI) (2:13)

CHARLIE RICH

CAUGHT IN THE MIDDLE (Ho Loo, BMI) (2:28) — WHO WILL THE NEXT FOOL BE (Ho Loo, BMI) (2:20) — Two exciting sides by Rich who can jump back to the top with this disc. Top side is a catchy novelty; flip is a warm blues sung with much char. Phillips 3566

(Continued on page 23)
Best Selling Sheet Music in U.S.

<table>
<thead>
<tr>
<th>Title</th>
<th>Weeks</th>
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</thead>
<tbody>
<tr>
<td>EXODUS (Chappell)</td>
<td>1</td>
</tr>
<tr>
<td>CALCUTTA (Pinecrest Symphony House)</td>
<td>18</td>
</tr>
<tr>
<td>WONDERLAND BY NIGHT (Roosevelt)</td>
<td>12</td>
</tr>
<tr>
<td>THEME FROM THE APARTMENT (Milk)</td>
<td>42</td>
</tr>
<tr>
<td>ARE YOU LONESOME TONIGHT (Barre-Grinnell)</td>
<td>14</td>
</tr>
<tr>
<td>LAST DATE (Acuff-Rose)</td>
<td>6</td>
</tr>
<tr>
<td>NORTH TO ALASKA (Robbins)</td>
<td>7</td>
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<td>REV. LOOK ME OVER (Mays)</td>
<td>8</td>
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<td>WHEELS (Dundee)</td>
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<td>CALENDAR GIRL (Albin)</td>
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<td>WINGS OF A DOVE (Gee Music)</td>
<td>11</td>
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<td>WHERE THE BOYS ARE (Albin)</td>
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<td>SECOND TIME AROUND (Miller)</td>
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<td>MISTY (Octave)</td>
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<td>EMOTIONS (Cedarwood)</td>
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UA Holding Meet With Dept. Heads

NEW YORK — United Artists Records is holding a semi-annual meeting with all department heads, regional field managers and executives here, Tuesday (7). Purpose of the convocation is to analyze the label's past six months' activities and discuss upcoming plans for the spring season.

The label's new Ultra Audio program will be introduced at the meeting (which will also be attended by UA's Eastern distributors), followed by a sales seminar conducted by national sales manager Andy Miele.

In attendance at the sessions will be all of UA's executives, including Vice-President and General Manager Art Talmadge, Executive Vice-President David Tucker, Artist and Repertoire Chief Don Costa, National Advertising and Publicity Director Norman Wese, and National Promotion Director Eddie Mathews.

Teddy Charles Is Jazz A.R. Chief Of Warwick Disks

NEW YORK — Warwick Records entered the jazz disk market place with President Morty Craft's appointment of Teddy Charles as jazz A&R. director. Charles has been prominent for some years as a modern jazz instrumentalist on vibes, composer and leader of his own group.

His first set features his own New Directions Quartet in a concert at the Museum of Modern Art Garden. Other dates will star such names as Donald Byrd, Pepper Adams, Curtis Fuller, singer Nip Wright, and an all-star group in "The Soul of Jazz Per- cussion."

On the pop front, Warwick purchased the master of "Scottish Soldier" by Andy Stewart from Top Rank Records. The label claims the disk is breaking out in Detroit.

Stuart Winer Leaves MGM to Join Father, Sparkle Artists Corp.

NEW YORK—Stuart Winer has left MGM Records to rejoin his father, George Winer, and Johnny Brandt, in the operation of Sparkle Artists Corporation. Sparkle is involved in management and indie record production. Artists new in the fold include Wallie Hawkins, Morton Michaelis, Ken Lyon, Dallas Dixon and the Deacons, Sammy Donakin, Pumpy Dixon and the Church. Joe Simmons and the Implications.

Meanwhile, George Winer leaves March 15 for London and other European points to conduct talks with talent agencies on behalf of SAC. In April, Sto Winer heads out on a talent trek to the West Coast.

Breaking in All Major Markets!

Climbing All the Charts!

Destined To Be A Smash!

"TONIGHT I FELL IN LOVE"
The Tokens

Warwick M-615

Warwick M-603

Warwick M-627

"PLEASER LOVE ME FOREVER"
Sunny Gale

Warwick M-619

Warwick M-626

"PLAY ME A SAD SONG"
Jerry Landis

Warwick M-619

Warwick M-626

"SCOTTISH SOLDIER" (Green Hills of Tyrol)
Andy Stewart

Warwick M-627

"PORTRAIT OF MY LOVE"
Malt Monro

Warwick M-624

OFF & RUNNING!

AT WARWICK

Picked by Billboard

"SMACKSIE"

Smokey Weaver

Plus the red hot

JAMES BOOKER'S

"MISS LaVell's

"JUST LOOK AT YOU FOOL"

Pick of the Week

Marvin Blevins

duke #334

when answering ads . . .

Say You Saw It in Billboard Music Week
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Sound in motion means money in motion across your counter

- Directional sound records will do for the retailer what technicolor did for the movies
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- A breakthrough into the new frontier of dynamic directional stereo brings thrilling realism to the exciting selling sound of percussion
- Hard sell double jacket albums are film laminated front and back
- Full program notes inside each album by such authorities as Nat Hentoff
- Sound in motion is the ultimate in musical percussion—the sound that sells
- Fabulous packaging plus fabulous percussion is the direction for fabulous profits.

A PRODUCT OF PREMIER ALBUMS INC., 356 W. 40th ST., N. Y. C.
THE MIRACLE OF SOUND IN MOTION

Hear the greatest development in recording since stereo
Hear the actual movement of musical sounds in space
Hear explosively thrilling percussion as never before
Hear your stereo equipment perform for the first time

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100% EXCHANGE ON ALL MERCHANDISE ● OFFER GOOD UNTIL MIDNITE APRIL 5

A PRODUCT OF PREMIER ALBUMS INC., 356 WEST 40TH ST., N. Y. C.

DM/DS 5001
LATIN BRASS
John Evans and the Big Band unleash the sounds of blazing brass and sizzling percussion in explosive arrangements of cha-chas.

DM/DS 5002
JAZZ & SWINGING PERCUSSION
Featuring the exciting trumpet of Bill Berry, one of America’s best young musicians, an alumnus of the Stan Kenton and Woody Herman bands.

DM/DS 5003
PERCUSSIVE SOUND OF THE BIG BAND
The Big Band of John Evans brings a unique series of sound experiences to crisply swinging arrangements of big band standards.

DM/DS 5004
PERCUSSION CLASSICS
Karl Reiner and the Hamburg Philharmonic in fantastic wide-range reproduction of the two most famous classical percussion compositions.

DM/DS 5005
PERCUSSION & PIANO HONKY TONK
The “king” of honky tonk piano, Mike Di Napoli, plus fabulous percussion effects. All captured in thrilling high fidelity sound.

DM/DS 5006
EXOTIC PERCUSSION AND BRILLIANT BRASS
This album is the year’s most provocative and unique hit LP. John Evans and the Big Band with the most fabulous arrangements ever heard.

DM/DS 5007
SIZZLING STRINGS • CASTANETS • PERCUSSION
Don Luis Quintero and Madrid Festival Orch. with flamenco guitarist Jose Alvarez, in fiery, exciting performances of the musical rhythms of Spain.

DM/DS 5008
BRASS BAND BASH
The Regimental Band of the Windsor Guards in the most dazzling, brassy sounding set of march tunes ever recorded. Sousa to “Guadalcanal March.”

DM/DS 5009
PASSIONATE PERCUSSION
Don Catelli and the All Stars in striking percussion arrangements of hot Latin dance music like “Brazil,” “Taboo,” “Cha Cha,” “Jungle Drums,” etc.

DM/DS 5010
POTENT PERCUSSION
Don Catelli and the All Stars play percussion arrangements for dancing. Fantastic sound to favorites like “I Love Paris,” “Small World,” “Manhattan.”

ORDER FORM

<table>
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<tr>
<th>MONO</th>
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<td>list</td>
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<td>$4.98</td>
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FIRST IMPULSE SINGLE!!
FROM THE HOTTEST ALBUM IN THE COUNTRY!!
BY RAY CHARLES!!
ONE MINT JULEP
b/w Let's Go
IMP-200

COOL INTOXICATION BY THE
MELLOW MAN WHO IS THE LEADER
OF THE SOUL MOVEMENT!!

...IMPULSE!! Swinging into the chart tops with two
of the biggest tunes out of the hit album Genius + Soul
= Jazz!! By versatile Ray Charles!! A winner of the
1960 Down Beat • Metronome • Playboy readers' poll!!
Are you with it??

Making Musical history - Ray's first
Impulse album, Genius • Soul • Jazz!!
IMP/A-2, monaural; IMP/AS-2, stereo

The new wave in jazz... feel it on
impulse!

BE WITH 'EM WHEN THEY WANT 'EM!! RACK 'EM NOW!!
LITTLE WILLIE JOHN
I'M SORRY (Army-Big Star, BMI) (2:59)—The very
throughout of Will John (Witmark, ASCAP) (2:48)—Here's another
of strength. Lead guitar by Butch Beal on cue. It's a
side. He could easily catch on. Flip is "My
" (Lover's Lane) (2:25) Times Square 421

The following records have been picked for outstanding sales in their various categories because of their
the Billboard Magazine Staff, they deserve

See Reviews Elsewhere in This Issue

Pop Disk Jockey Programming

IRA STRINGS

MILORD (Alamo, ASCAP) (2:45)

TWO WAY STRETCH (Miller, ASCAP) (1:56)
Warner Bros. 5206

BILLY SANFORD & ORK

TWILIGHT (Southern, ASCAP) (2:25)

DRUMBOOGE (Esser, ASCAP) (2:59), Gold Eagle 1802

Country & Western

BILLY BROWN

LOOK OUT HEART (Four Star, BMI) (2:53)

IT DON'T TAKE LONG TO LEARN
(Colden West Mirrors, BMI) (6:45), Republic 2162

STRENGTH SAVES SALES POTENTIAL

"Miami-Cay"—Besides, AMY 15—Another

[No synopsis]

Butch Beal, cover; on cue. It's a
side. He could easily catch on. Flip is "My
" (Lover's Lane) (2:25) Times Square 421

THE TIMELINES

HERE IN MY HEART (Claron, BMI) (2:39)—Here's another
of strength. Lead guitar by Butch Beal on cue. It's a
side. He could easily catch on. Flip is "My
" (Lover's Lane) (2:25) Times Square 421

MILORD (Alamo, ASCAP) (2:45)

TWO WAY STRETCH (Miller, ASCAP) (1:56)
Warner Bros. 5206

BILLY SANFORD & ORK

TWILIGHT (Southern, ASCAP) (2:25)

DRUMBOOGE (Esser, ASCAP) (2:59), Gold Eagle 1802

Country & Western

BILLY BROWN

LOOK OUT HEART (Four Star, BMI) (2:53)

IT DON'T TAKE LONG TO LEARN
(Colden West Mirrors, BMI) (6:45), Republic 2162

STRENGTH SAVES SALES POTENTIAL

"Miami-Cay"—Besides, AMY 15—Another

[No synopsis]
RAY PRICE

IS RIDING "HEART OVER MIND"* TO THE TOP OF THE C&W CHARTS! ON COLUMBIA RECORDS®

*B/W THE TWENTY-FOURTH HOUR/41947—ALSO AVAILABLE ON SINGLE 88
• Reviews and Ratings of New Records

DAVID CARROLL

Sunset Love (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Way Street (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two One and Two Two Two (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Three and Two Four (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Five and Two Six (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Seven and Two Eight (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Nine and Two Ten (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Eleven and Two Twelve (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Thirteen and Two Fourteen (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Fifteen and Two Sixteen (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Seventeen and Two Eighteen (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Nineteen and Two Twenty (RCA Victor 33-4103)

Reviewed by the Flush Field Notes.

Two Twenty-One and Two Twenty-Two (RCA Victor 33-4103)

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Two Twenty-Three and Two Twenty-Four (RCA Victor 33-4103)

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Two Twenty-Five and Two Twenty-Six (RCA Victor 33-4103)

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Two Twenty-Seven and Two Twenty-Eight (RCA Victor 33-4103)

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Two Twenty-Nine and Two Thirty (RCA Victor 33-4103)

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Two Thirty-One and Two Thirty-Two (RCA Victor 33-4103)

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Two Thirty-Nine and Two Forty (RCA Victor 33-4103)

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Reviewed by the Flush Field Notes.
**STRONG SALES POTENTIAL**

**Jazz**

**GENE AMMONS**

*Exactly Like You* — PRESTIGE 1016
The big-ringed tenor sax star could have a pleasant new chart star and *Fire* (Verve, BMG 4122)

**RUDY RICH**

*Makin’ Whoopee*—ANG 254
Rudy Ricci's most popular instrumental hit, this time on the popular instrumental hit. The single was on the same label as the original "Carnival." (Yawn, BMG 2158)

**BILLY BROWN**

"You Got Me When You Wet Me" — LATTIMORE BROWN

**TOMMY HARRISON**

"I Can't Help Myself" — PATRICK BROWN

**SITUATION WANTED**

**MUSICIANS**

12" and 78'S

*Quick Change* — COLUMBIA 1501
Going for the chart spot with this one. (Columbia, BMG 1741)

**MUSICAL INSTRUMENTS**

*Validity* — COLUMBIA 1501
Going for the chart spot with this one. (Columbia, BMG 1741)

**MUSIC STORES**

*Quick Change* — COLUMBIA 1501
Going for the chart spot with this one. (Columbia, BMG 1741)
PERSONAL ATTENTION is a Custom at RCA! "Indies" of the record business flock to RCA Custom for personal attention to their needs. RCA representatives offer their customers expert advice—free. Plus, custom-tailored service and step-by-step supervision of every order. Custom men are knowledgeable fellows, with the latest know-how on every phase of recording and manufacturing...packaging and distribution. These friendly lads cherish your satisfaction. They’d dearly love to help you to your first gold record. They could do it, too! Call soon.

RCA CUSTOM RECORD SALES
New York: 156 F. 52nd St., N.Y., N.Y. 2250/Chicago: 445 N. Lake Shore Drive, Ill. 4-3215/Hollywood: 1350 N. Yucca St., L.A. 4-5100
Nashville: 303 17th Ave., N. 4-9887/Canada: RCA Victor Co., Ltd., 1000 Lawrence St., Montreal; 223 Mutual St., Toronto
Roulette Campaign
In St. Louis Stores Gets Wide Backing

ST. LOUIS—Roulette Records are being pushed in an area-wide sale at leading music stores here. Newspaper ads, stating that the entire Roulette stereo and half-cata

logue of records is available for making selections, list some of the artists whose recordings are in

cluded.

The artists include the Harry Smith Group, Avalon, Woody Herman, Tony Bennett, Joe Reisman's orchestra, Count Basie, Jimmy Rivers, Sarah Vaughan, the Playmates, Billy Eckstine, Joe Williams, Jimmy Dorsey, Charlie Parker, Tico Revento, Pearl Bailey, Richard Berry, Joe Louis, Johnny Smith, Machito, Stan Getz, Mayn

and Ferguson and Dizzy Gillespie.

Record man John Winters sells for $3,98 are offered for $2.69. Regular

price of several records are being offered for $3.33 and the $5.98

are being offered for $3.98.

Newspaper ads also carry a breakdown of record stores accord-

ing to areas or sections of the city of St. Louis, St. Louis County and

the nearby Illinois communities. In store locations are included in

the ads.

In addition to the consolidated sales pitch, the individual stores

carry window displays of the rec-

ords available. These, too, are

presented in an inviting way to record buyers who wish to take advantage of a buy-

ned-in Western

British Entry
LOOKS LIKE HIT

* BY DON WEDGE

LONDON—Britain’s ent-

trance for the Eurovision Song Contest looks like a smash hit here long before the Cuppers

finals on March 18.

The tune, called “Are You Sure?” was picked by a nation-

wide non-show business jury in a special program February 11. It was recorded on Fon-

tana (Philips group) and rele-

ased by the Allison’s, two

London teen-age brothers.

John and Bob Allison com-

posed the tune themselves. It was picked for the TV date and also

their recording debut. The disk was in the shops next morning and within six days had sold over 150,000 copies. After the London date, it was in this week’s chart at No. 19. For the first time this year, BBC-TV called in the disk shops and asked for cutout stocks. The Philips, Decca and EMI groups put in three sides each. The Music Publishers’ Asso-

ciation, which had previously been consulted by the BBC in finding the British Eurovi-

sion entry this year, or-

ganized a British Song Contest with the companies making up the Philips group. They

had $4,600 in prize money at-

tached.

First prize was won by Arthur Cooper Smith, band-

leader at the Cafe de Paris, with “Marry Me,” performed in the contest by artist Pris-

con and recorded by him last Monday (20) by Decca. It is a joint entry by Lawrence

Wright Music, who also have the song which placed third, “Enough of Your Kisses,” by

Larry Stone.

Epic Music published the second-place song—“My Kind of Girl”—by Stanley Holm, whose entry was sung in the contest by Matt Moore, who recorded it for Pathéphone.

Peerless Album Co.
Is Out of Business

NEW YORK — The Peerless Album Company, established in 1949, has gone out of business. The firm had been operating under an arrangement with Chapter II of the federal bankruptcy laws since last April.

A flock of record companies—

including Roulette, United Artists, Design and Telemusik—were busy transferring their inventories from the Peerless office to other companies last week.

SOUND OF TOMORROW
LIKE LONG HER

PAUL REVERE
And The Raiders
Garden #116

GARDENIA RECORDS
15 W. 154th Street, New York, N.Y.
FA-1-6666

ATTENTION! DISTRIBUTORS & RACK JOBBERS
ONE STOP! RETAILERS
DISCOUNT OPERATIONS
Master LP’s & 45’s, Singles, 78’s, Labs, and the largest stock of master-cut records (new and used) on East Coast. Excellent facilities for a complete line of record supplies. Elevator delivery. Complete Mail Order Department. Best service in the business.

AL SOVERSEAS ACCOUNTS PLS. WRITE

SALAMANDER EXPORT AGENCY
11136 South 59 Lane, Chicago, Ill. 60621

HAN-MIL DISTRIBUTING CO.
1533 N. Broad St., Philadelphia 21, Pa.
202-44-1107

VERRO RECORDS
NOW SELLING DIRECT TO DEALERS AND OPS
Progressive Jan 70
Order from:
VERRO RECORDS
23 W. Cortland Blvd.
Chicago, Ill., 60614

“RUN, BIG, FEET RUN” by
SINGING CAL PALMER
701

THE NEW SWINGIN’ "EXODUS" by EDDIE HARRIS Vedado #375

ON THE WAY UP!
“BYE, BYE, BABY” by MARY WELLS

Mabel #1005

IMPERIAL RECORDS
6292 Hollywood Blvd.
Hollywood, Calif.

IN ALL NATIONAL CHARTS AND MOVING UP!

ONCE UPON A TIME” by ROCHET & THE CANDLES

Swing #283

VERRO RECORDS
NOW SELLING DIRECT TO DEALERS AND OPS
Progressive Jan 70

Order from:
VERRO RECORDS
23 W. Cortland Blvd.
Chicago, Ill., 60614

“RUN, BIG, FEET RUN” by SINGING CAL PALMER
701

THE NEW SWINGIN’ "EXODUS" by EDDIE HARRIS Vedado #375

ON THE WAY UP!
“BYE, BYE, BABY” by MARY WELLS

Mabel #1005

IMPERIAL RECORDS
6292 Hollywood Blvd.
Hollywood, Calif.
Payola Very Much Alive; Indies Note Fresh Flurry

Continued from page 1

story, columnist Ralph J. Graham said that some of the FCC's ques-
tions (to stations) center on a now legendary motley parade staged last year by a phonograph record-distributing company (wholesale jobbers) and attended by disk jockeys. According to some reports the party made Babydoll look like Boone-
ville. "Our small, select group of distributors "have been complaining about the relative position of their independent stations on the program charts of local stations as well as of
periodical inability to get certain records listed," Among

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BILLBOARD MUSIC WEEK'S
NEW 1961 SOURCE BOOK

By Far . . . the Music-Coin Industry's Most Widely Used Reference and Buying Guide . . . containing the most wanted, most complete, up-to-the-minute lists of products, services and supplies used at all levels of the industry.

CONTENTS

RECORD MANUFACTURERS, SERVICES & SUPPLIES
- Recording, Mixing, Editing and Mastering Studios
- Tape Duplication Services
- Raw Tape Manufacturers
- Machine Shops
- Processing Plants
- Materials Milling Plants
- Record Flattening Plants
- Record Pressing Plants
- Record Label Manufacturers
- Record Sleeve Manufacturers
- Record Jacket Suppliers
- Printers, Lithographers and Laminators of Full-Color Jackets
- Polyethylene Bag Manufacturers
- Record Manufacturers

COIN MACHINE SERVICES AND SUPPLIES
- Amusement Machine Manufacturers
- Juice Box Manufacturers
- Domestic Coin Machine Distributors and Lines Carried
- Foreign Coin Machine Distributors and Lines Carried
- Manufacturers and Suppliers of Coin Machine Parts
- Coin Machine Distributors Representing U.S. Manufacturers

SELLING AND DISTRIBUTING SERVICES
- Record Distributors and Their Record Phone Lines
- One-Stop Directory
- Record Merchandisers Selling Via Racks
- Importers and Exporters of Records
- Miscellaneous Record Services

INTERNATIONAL MANUFACTURERS AND DISTRIBUTORS
- Music Publishers
- Record Manufacturers
- Coin Machine Distributors Representing U.S. Manufacturers

MISCELLANEOUS INDUSTRY SERVICES
- Music, Record, Coin Machine and Juice Box Trade Organizations
- Music Licensing Organizations
- Record Promotion and Publicity Services
- Transportation Services

COMING APRIL 24
SPIN TIME

Starring Jack Hilton

WCN-TV, Chicago

Jack Hilton

"Spin Time," which celebrates its third anniversary May 6, 1961, is primarily directed at the college crowd. However, even Jack Hilton, who has witnessed a large and steady increase of listeners in the last three years, said that his program is designed for the entire college-age group and not just for the college crowd.

According to Hilton—a junior at Northwestern University when he took over the show's emcee spot in 1958—"Spin Time" is the highest-rated music program in the city of Chicago. As an employee of the Pepsi-Cola Bottlers, Inc., in Chicago (a "Spin Time" sponsor), Hilton also works in sales promotion and relations specializing in the youth market. He has made over 450 personal appearances since the show first started—both on his own and in co-operation with Pepsi-Cola. Pepsi sponsors 101 minutes of the program. The remaining time is sold on a participation basis.

MENU FOR THE WEEK

R&B Rocks

Big GAC Tour

NEW YORK—A heavily increased emphasis on rhythm and blues in the Hit 100 charts these three days is reflected in the latest listings for the spring 1961 edition of GAC Survey's "Biggest Show of Stars" one-nighter tour.

In Feld of GAC-Super America, the headliner for the event last week, Feld said the trek would kick off Saturday, April 2, spot-lighting such talent as Fats Domino, the Shirelles, the Neanderthals, the Shells, the Darters, Ben E. King, Bo Diddley, Chuck Jackson and Paul Williams. Red Rendell and Crooner is a feature. The tour will encompass several Canadian dates as well as some dates in the United States.

LITTLE BULL GOES LONG WAY FOR KTKT'S JOCKS

NEW YORK—The trend toward tougher and tougher promotional stunts by disk jockeys was topped—at least momentarily—last week when the six jockeys of KTKT, Tecon, Ariz., entered the bull-fighting ring at Nogales, Sonora, Mexico.

The station shelled out $280 per jockey for insurance, since the spins were actually piled against two bulls—to be hit by yes, those sizable bulls and weighing about 660 pounds. The brave deejays were Program Director Guy Wills, Dave Nelson, Frank Kail, Lee Smith, Bobby Dean, Jerry Stark and Robert E. Lee.

Albo Nelson suffered a cut from one of the bulls horns and Williams was bruised when a bull chased him behind a barricade, the stunt paid off with new advertising for KTKT. For the first time, KTKT has signed Mexican sponsors—the Caverns Cafe and Arena Hotel in Nogales Sonora, and, of course, the bull ring. "It was a switch to see the bull throw the disk jockeys," said Williams, "and a good time was had by all, including the bulls, because the jocks didn't kill it. But I wouldn't do it again."
THE SMASH SINGLE
"YOU CAN HAVE HER"
— NOW A
SMASH ALBUM!

ROY HAMILTON / YOU CAN HAVE HER

YOU CAN HAVE HER
I'LL NEVER BE FREE
I NEED YOUR LOVIN'
NEVER LET ME GO
DOWN BY THE RIVERSIDE
ABIDE WITH ME
DON'T LET GO
ON MY WAY BACK HOME
JUNGLE FEVER
DREAMS OH, DREAMS
CRAZY FEELIN'
I'LL LIVE TRUE TO YOU

EPIC IS ON THE MOVE!
from BILLBOARD MUSIC WEEK SALES DEPARTMENT

PALT ANNA: Billboard Music Week Opens 63rd Page of Ashok's new column. I'm Just A Foul Boy anyway T'night, my Lord Joseph, "no last sales in recent months." First ride is a bright new tour written by the versatile strumming trio. In concert at Blue Heaven, New York Times, a tender ballad. Both moved in the Top 100 this week. Brook's million sellers, It's A Mean of Time. So Many Ways and Baby Doll (promo Washington) are pushed at the Mercury albums, Brook Benton Golden Hits.

TERRY BREWER, post-funded, top-voiced mother of four, belts out another positive hit on Our Glad Records, Who's It? Whose. Terry, who started singing when she was two and tomahawked with the major American Attractions, makes an appearance on Ed Sullivan's "V" April 30.


FLOYD CRAMP pops into Billboard Music Week's Hot 100 this week as a shining star on a fresh, new, and much-needed showbiz, being paid attention to by one of his fans. On The Brook (he says), he's in Los Angeles. His name tag then becomes the perfect outfit for a fledgling. Floyd is living up to its name tag. "Most Prominent Instrumental" is Billboard's recent Darrel Hay. It's all wanted for Floyd with his tour stops.

TENNESSEE ERNIE FORD has an important album, "The Gates of Dawn," coming out this month, and we're all A Deeper, in the order of his million-hit 16 hits. Ten hits of the last two years with feeling -- a Billboard Music Week Spotseller Winner.

WANDA JACKSON, 35-year-old singer from Oklahoma City, is on the scene with a new Capitol Records' single, "Ring It Bell," her new number One. Nine, a wild rocker in the Blues tradition, is all done with a duet by Buddy Love, her new songwriting partner. Flip side is Lulu's Beechwood, a new, monstersound hit.

SONNY JAMES of Young Love fame makes his bow on RCA Victor with "Fairest of Them All," which produced the title in Nashville and Billboard Music Week as a Spotlight Winner.

GENE LOGANIELLS sings 100 Life Of Clay -- that's his new Liberty release. He's an all-original songwriter, the seizure of material sung by the new artist in writing. "Another blue-ribbon team, with son's imitations, and the tune, comes as it was based on equal parts of Gospel music and the early records of Frank Sinatra. Can't get much better instrumentation."

PROGRAMMING '68'S GOLD ALBUMS: The Record Industry Association of America has picked its annual gold albums winners, which are awarded to artists with sales of 500,000. Columbia's total of 27 albums are worthy of note. The list includes albums like "Hot Air," "Crybaby," and "Signed, Sealed, Delivered." Each album received a minimum of 500,000 copies sold. Among the winners are "Greenwich Village," "Hey Jude," "In the Garden," "I Will Follow You Only," "The Magic Roads," and "Paint It Black."

HARRY VEE has a hit to smile about today. His backup hit has two sidechanges working for him on the Hot 100, "Swingin' Out," a hot rhythm tune. It's already written and produced by John and the Top, and I Can Say, an excellent duet /"storytelling" chorus.

65 albums produced by TUNE RECORDS offer exciting Broadway Stage programming. They cover the recent winter Broadway season with 29 of the most popular shows of the year. The list includes "A Funny Thing Happened on the Way to the Forum," "I'm Only It," "The Sound of Music," and "113 songs (from 67 shows)." The Manhattan americana is the main feature for the "Museum Theater." The ASCAP Awards Ceremony, April 22, was presented by ASCAP at the Waldorf-Astoria. A major feature of the evening was the presentation of the "Jazz Legends," "The Modern Jazz Quartet," and "CBS" by Louis Armstrong and Count Basie. Their performances were recorded and have been released on a new album, "Live at the Newport Jazz Festival." The album was recorded at the festival in July 1963 and released on April 30, 1964.

THE MODERN JAZZ QUARTET, with their historic performance at the Newport Jazz Festival, brought a new flavor to the jazz world. The album, "Modern Jazz," was recorded on location at the Newport Jazz Festival and features the quartet's unique blend of jazz and classical music. The record was produced by George Avakian and released on the Columbia label. The album includes such classic jazz standards as "Take the A Train," "Round Midnight," and "Blue Bossa." The Modern Jazz Quartet's style of music has been described as "cool jazz" and has influenced many other jazz musicians. The album remains a classic and is still widely recognized as one of the greatest jazz recordings of all time.

OVERVIEW: AMERICAN MUSIC THEATER is the title of a new series of books.

This hour brings us to the end of our Billboard Music Week. Our special feature this week was a comprehensive look at the American music industry. We began our coverage by tracing the history of American music, looking at the development of the music industry as a whole. We then focused on the current state of the industry, looking at the various genres and sub-genres of music. We also explored the impact of technology on the music industry, discussing the role of recording and distribution in shaping the music we hear today.

This week's Hot 100, "Swingin' Out," is available on the Billboard Music Week chart. It's a hot rhythm tune that's already written and produced by John and the Top. "I Can Say," an excellent duet story-telling chorus, is also featured on the chart.

PRODUCTION DAYS & WEEKS: March 6 is Independence Day in Canada and the beginning of the Indian Coolie Week. March 7 is Town Meeting Day in Vermont, March 8 begins State Snow Week, National Waltz Week at Atlantic, and National CDH Week, the death anniversary of the American Red Cross.

TOM ROLLS.
Music Slated for Big Role in Int. Telemeter Pay-TV

NEW YORK—Music will play a major role in the Pay TV, judging by the new programming lined up by International Telemeter, pay television division of Paramount Pictures Corporation, Toronto.

The lineup spotlights Patricia Nixon in Clint Eastwood's opus "The Convict" scheduled starting March 6, a live telecast of Carol Burnett's TV special "Show Girl" direct from its Broadway theater on TV; and "An Evening With Diah Piav in Paris," taped at the Olympia Theater in Paris, starring May 4. Also scheduled is the off-Broadway hit drama, "Hedda Gabler" starring Anne Meachem, beginning April 28.

The first phase of the development of Telemeter—technical field testing of the system on a large scale—has been completed," said International Telemeter President Louis A. Novick. "We are now moving into the second phase—the extension of programming." The first of the specially produced pay-TV shows was "An Evening With Bob Newhart," a show that 4,000 Toronto families subscribe to Telemeter at a cost of $1.50 per program.

Olympia Theater in Paris, starting May 4. Also scheduled is the off-Broadway hit drama, "Hedda Gabler" starring Anne Meachem, beginning April 28. The first phase of the development of Telemeter—technical field testing of the system on a large scale—has been completed," said International Telemeter President Louis A. Novick. "We are now moving into the second phase—the extension of programming." The first of the specially produced pay-TV shows was "An Evening With Bob Newhart," a show that 4,000 Toronto families subscribe to Telemeter at a cost of $1.50 per program.

WITH THE COUNTRY JOCKEYS

Bill Nelson, now offering 17 hours of C.W. music a week on KOIL, The Dalles, Ore., plans on a bigger load in the future. He also requests tapes from artists explaining in their own words how important cards and letters are to "The Bill Nelson Show" and to country and western music in general.

... Bill Anderson typifies that he's getting good feedback on his tune, "The Hand That Rocks the Cradle" recorded on Decca by Lewis Pruitt. Deejays who may have been missed in the mailing may obtain a sample by writing to Bill Dawer, Champion Music, 445 Park Avenue, New York 22. Dawer also has samples available on "One Heartache at a Time" by Dottie West on Columbia, and "Sleep Baby Sleep," by Connie Henn on Decca.

Jack Morris, early morning man at KFOX, Long Beach, Calif., has taped an interview with Jimmie Rodgers and letters come from Bill Collee, KFOX music director, saying he has received many requests to meet his wife Shirley, shown on the Liberty label, is mending quickly from a recent operation. Bill added that the doctor puting a floating kidney back where it belonged.

Lucille (Perrin County) Calhoun, now in her 63rd year of singing country music records on WLDG, Logan, W. Va., says she always gives a fair shake to C.W., deejay samples sent her way by B. B. King, country music director at KLG, Marion, W. Va.

"It's all right," wrote a verse to "Thanks so much for the publicity on our records," to the country and western form. And the record label is doing so well in the country and western field.

Beginning March 22 we will be doing a remote broadcast for six days from the Rico Grande Valley Livestock Show. Our booth will be decorated in a country and western theme, and we are in need of photos of C.W. artists, album covers and anything else pertaining to country and western music. This is a wonderful way to get more people each week.

Country music is going over in a big way in South Texas.

"We have started a country and western show with the accent on the so-called hillbilly sound," writes George Ducas, Manager, country music director at WILM, Wilmington, Del. "This is a tremendous success, you know, just to see that our audience would rather hear a country sound than a lot of other things," Ducas said. "We are programming an hour and a half every Saturday afternoon from 2 to 3:30 p.m. to increase it until we have at least five hours a week. This is the usual case, we were in no way prepared for the terrific reaction from this audience. We are the only station in the area that takes pride in it and we are happy. Our library is short on the current releases and we would appreciate being put on the mailing lists of the record companies that put out C.W. records. I'll keep you posted on the reaction in this area.

Jimmie Work, president of All Records, 1448 S. E. Close Street, inflates that he plans to release country records on his label soon. He is anxious to hear from Bobbie Jo and all the others who are in need of service on records. Jim Whitlock, the Singing Cowboy, has a new album out, "K.B.B." Sparks, Nev., says he's been called "the best of the hillbillys" and from artists who would like to have their platters played in the Reno, Nev., area. Address hiastation K.B.B., Box 1270, Sparks, Nev.

The LIMELIGHTERS

The newest group to hit the airwaves is the Portland, Ore., recording artists called the LIMELIGHTERS. The boys are Las Costillevi, a guitarist and the group's comic spokesman, Glen Costillevi on the banjo and upright bass and lyric tenor, and Alex Hamlin, guitarist and banjo player.

Before their merger in Los Angeles, the boys had played together in a single supper club act. Costillevi organized the group and the three LIMELIGHTERS and they soon began a tour of successful club appearances. Although together for only a little more than a year, they have appeared on the Los Angeles TV show, "The Merv Griffin Show," and in many top night spots. The L.P. to bring the group into the nationwide spotlight is RCA Victor's "Tonight in Person." The boys also have an earlier L.P. titled The Limelighters on the Elektra label and this they have their first single release for RCA Victor: "A Dollar Down, B/W "When Twice the Moon Has Come and Gone."

ROCK & ROLL

MARCH 10, 1956

5 Years Ago

1. Great Pretender, Platters, Mercury
2. Why Do Fools Fall In Love, Frankie Lymon and the Teenagers, Gee
4. Tell Me Baby, Little Richard, Specialty
5. Speedy, Cochni, Ina

1. Eddy My Love, Texan Queens, EP, Decca
2. Devil or Angel, Ghana, Atlantic
3. Do Wolef, Felt Domine, Imperial
4. Ain't That Lovin' You, Baby, Jimmy Rush, Federal
5. Seven Days, Clyde McPhatter and the Drifters, Atlantic

ANNETTE FILM PROMOS READY

NEW YORK — Walt Disney Productions has completed the shooting of six individual film strips to promote six of the tunes from Disney's Records, "The Four Seasons of Spring." The segments are being offered for television use on morning news casts and dance shows, and may be used either individually or as a 20-minute short. One of the features of the film is Annette Funicello's singing and dancing demonstration of "The Glide."
Bell Sound Uncorks Unique Dealer-Customer Components Sales Plan; Feature Home Demo

By REN GREGGAT
COLUMBUS, Ohio—Bell Sound Division of The Ecko Electronics Corporation of Ridgewood, Inc., has unveiled a unique sales plan for the firm's complete line of stereo components. The plan embodies a portable stereo demonstration disc and home demonstration program, and gives dealers an opportunity to introduce customers to true stereo in their own living rooms.

The plan is the brainchild of Andy Loran, director of advertising for the company, as he explained: "We found that much of our so-called co-op advertising money was being wasted in ineffective promotion. After all, no newspaper ad can constitute promotion of a backshocket type. So we decided to substitute a highly personalized approach.

Loran pointed out that the Bell price list is a direct hit on the sales picture, whereas certain publications add to house sales operations now in effect by other manufacturers give the dealers freebies, no-take-home deals.

Bell had developed a portable unit in its line in the form of an all-in-one, plus-twin speaker, one of which is detachable from the basic unit. This unit was developed for Bell distributor salesmen in selling dealers on the Bell line of components. Bell switched to a two-step distribution in May 1960.

BELL'S word about "stereo sound center" display units (see illustration). The letter can be accented with a direct mail idea as a substitute for co-op advertising. All dealers need to get in on this plan in order to use one of our portable units and one of our floor "stereo sound center" display units (see illustration). The letter can be accentuated by a direct mail idea as a substitute for co-op advertising. All dealers need to get in on this plan in order to use one of our portable units and one of our floor "stereo sound center" display units (see illustration). The letter can be accentuated by a direct mail idea as a substitute for co-op advertising. All dealers need to get in on this plan in order to use one of our portable units and one of our floor "stereo sound center" display units (see illustration).

The cards are returned to us for checking and screening so we can have an idea of how well these mailings are working. Then the cards are turned back to the distributor salesman and then to the dealer. Those who have for a demonstration in the home can be followed up at the time be the dealer. If the dealer happens to carry records, this certainly gives him an added dimension to his component equipment but make it available to the customer.

The salesman working for the new line of Bell distributors' equipment is also given a certain bonus for getting the dealer to carry the line on the same floor piece in a home, but we feel the Bells are together . which will prove more rewarding than the general run of newspaper ads.

The Bell name on the line is the fact that the stereo demo center is the same line that we have available to the dealer's store in the front of the line piece in a home, but we feel the Bells are together . which will prove more rewarding than the general run of newspaper ads.

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Copenhagen—A serious effort is being made here to introduce stereo, and it's largely due to the PhileElectronics Co., who now have a large amount of newspaper space for plugging its stereo sets. It is also providing dealers with means of running similar ads of smaller format, as well as material for elaborate window displays.

Mr. Resnick is now installing several booths where stereo and other special platters can be auditioned. As the manufacturers have several catalogs and pamphlets listing only a small percentage of stereo platters of various labels.

Now, stereo dealers have been provided with a catalog, made up by Deutche Grammophon, which lists many of the stereo labels under different categories of stereo platters. The firm has also made a directory with additional information on more popular items, such as its "Star Parade," which offers copo stereo platter bearing the Polydor label, as well as a "Decca" catalog titled: "Great Artists, Your Guests."

Best SELLING PHONOGRANS

These are the nation's best-selling phonographs by manufacturer, based upon results of a month-long study using personal interviews with a representative random selection of record dealers. Different price group phonographs will be published in this chart each week.

The percentage figures shown for each brand is the share of the total number of weighed points gained from all dealer contacts. First rebuttals are based upon the rank order of manufacturers' phonographs for each dealer, and weighed points are based upon the total number of dealer points are listed below.

PHONOS LISTING BETWEEN $401 AND $500

<table>
<thead>
<tr>
<th>BRAND</th>
<th>% OF TOTAL POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Magnavox</td>
<td>47.0</td>
</tr>
<tr>
<td>2. Zenith</td>
<td>11.7</td>
</tr>
<tr>
<td>3. Pilot</td>
<td>7.8</td>
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<tr>
<td>4. Fisher</td>
<td>7.8</td>
</tr>
<tr>
<td>5. RCA Victor</td>
<td>7.8</td>
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<tr>
<td>6. Motorola</td>
<td>6.2</td>
</tr>
<tr>
<td>7. Harmon-Kardon</td>
<td>3.9</td>
</tr>
<tr>
<td>8. Others</td>
<td>7.8</td>
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</tbody>
</table>

Best Buys in Records

These records, all of those on the Hot 100, have begun to show NATIONAL sales breakthrough action this week for the first time. They are recommended to dealers and all other readers who are hearing the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

POP

"Happy Birthday Blues" (Blue Indigo) Indigo 115

"Please Love Me Forever" (Ricky, BML) Valden 067

"Don't Want to Cry" (Rudy, BMI) Wind 106

"Randy and the Candles" (Michele, BMI) Swagger 623

WATUSI

"Kissing My Pillow" (Corny) Toshiba 8743

"The Rebound" (Soma) RCA Victor 7674

C&W

"Dedicated to the One I Love" (Shirelles) Arno, BMI Stetson 1203

Hi-Fi Makers SLATE CONFAB

NEW YORK — The Institute of High Fidelity Manufacturers across the nation will hold special conference meeting for special record players on April 7. The conference will take place at the Ambass-ador Hotel here. Among the topics to be discussed at the meeting will be: "The need for a single authoritative standard," and urge 100 per cent attendance. He also said that the agreement will be presented shortly.
BELL RINGER Special Phoning System Effective

MINNEAPOLIS — Marshall Telephones, owners of Edwin Radio Center here, has built their telephone up to the point where it's virtually another salesman for the store. Customers have gotten in the habit of phoning Marshall and Ballhauser makes the most of these selling opportunities.

"The service is good and the people are honest with the customers," Ballhauser noted. "If we can give the information right away. If not, we call 'em back as soon as possible." In his office, Ballhauser has a series of books on the wall, arranged by distributors, to accommodate special phoning order forms. As soon as the desk comes in from the distributor, the dics are placed on the book and picked up by the customer called. The desk is then placed in the corner where the customer's name attaches to it, in a basket in front of the desk to pick up when the buyer arrives.

Many of the callers become so well known to store personnel who will gladly charge the purchases. In the case of special order, less regular orders are asked to leave a deposit after the order is placed.

guidebook to familiarize salesmen, administrators and language teachers with the use of electronic devices in the teaching of languages.

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guidebook to familiarize salesmen, administrators and language teachers with the use of electronic devices in the teaching of languages.
Flick Exeigs Dig Into Disk Ranks
• Continued from page 3

in Germany this summer. Mannie Van Doren may co-star in the picture, which will be to the Communists threat to occupation forces in Germany. Bobby Darin's first indie production will be "The Sound of Hell" with Dick Shawn as his star. Darin stars his second movie this month ("Too Late Blues," for Paramount) with Andre Previn as composer-conductor for the score.

Pat Boone's Coops Morgans Film Productions has an ambitious two-year schedule set to produce five films: three pictures starring Boone himself — two musicals and the comedy, "Young Man About Washington," Boone penned the lyrics of a current best-seller film theme, "Exodus." His next movie for 20th Century-Fox will be "Drink to Me Only" and he will play his first drunk scene. (Boone is a teetotaler.)

Connie Francis' personal manager. George Sheek, was in Hollywood last month to huddle with local movie moguls and discuss ideas for movies that will follow the career's first picture, "Where the Boys Are." Miss Francis' working title theme is "Luna 5" on the "10 Hot" chart this week.

Frankie Avalon is currently working on "Voyage to the Bottom of the Sea," for 20th Century-Fox, and will record the title song.

Elvis Presley, riding high at the box office with "Flaming Star," has a new film, "Wild Is the Country," ready for release, and is working on another in Hawaii. He recently signed a contract to star in four movies at MGM, first of which will be an all-star musical, "Chauvistan," and the title novel of his highly regarded "period" tunes in the film.

Eddie Floyd plays the musical score of MGM's new movie, "Ring of Fire," and has also recorded the theme for James. Comedian Frank Gorshin, who co-stars in the picture, will be the version of the song for the Troy Records. His new recording includes "Bobby Sands and his assistants." "Charlie's Angels," "The Beatles in Liverpool," and "Rory Lewis' "Ladies Man."

New signings in the conductor-musician field include Previn for Billy Wilder's next production, "Sex," and for Dino Martin's "La Louche"; Cahn and Van Heusen, for the Bing Crosby-Bob Hope reunion movie "Redhead in the Deadhead." Percy Faith for "Tunney Tell Me His Story" (this fall) and for Ross Bagdasarian, "The Cat Burglar," and Elmer Bernstein, B) Love Possessed.

In the deejay-actor field, Dick Clark is currently working in his second movie, "The Young Doctors," and will play a top role in Frank Sinatra's next indie production. Veteran Hollywood deejay Al Jarvis, will play his first film role as an engineer in the "Outlaw" TV series, "Outlawed of Outlaw Bend."

Another Hollywood spinner, Bob Crane, KNX, will join another in an all-autobiographical episode of the "Peter Loves Mary" TV film series.

Garrard Hikes Price On Turntable Type A PORT WASHINGTON, N.Y. — The Garrard Division of British In- dustries Corporation here has announced an increase of 30 percent in Garrard automatic turntable Type A. The firm points out that this bring costs of maintaining close quality control makes it necessary for the increased monetary. The new price for the unit is $79.59. The price change takes effect at the 2-week mark.

Strictly Top 40
• Continued from page 3

number, "Something on My Mind." He reported he sold more than 1,500 copies of this record and that to his knowledge, the record never was played on any of the radio stations. It also was the strong feeling that many, many, records were being played on the juke box sale, as well as the other side of the coin where the amount was selling and were never played by the stations. Switching stations on the radio dial gives evidence of this curious situation. The same song will come and go over and over again and it is possible to run a song a couple of times on two or three stations at one time. Dealers claim that few of these records are among the really big sellers and feel that once exposure of these pop tunes raises their chances of the substantial sales that are necessary to a hit. The reason seems to be that the number is played out before the public has a chance to buy it on any large scale.

Dealers appear to be less than happy with the Boston radio station situation and point out that every 40 miles away in Providence, that stations there appear to get the song for a great number of stations they play and do not concentrate on the really big sellers. Shows the great degree on the top pop.

None would say outright what the solution or the reason for this narrow attitude on the part of the local stations might be. Many dealers and distributors do feel that the "local" stations are hurting the record business. One dealer put it: "We all ask why the stations give a record a chance without waiting to see if it makes the Top 40 and then playing the heck out of it."

Chicago Dealers
• Continued from page 2

dealership was founded on service. Dealers there do not have a need for the dealers to go to a certain place where the record buyer can go, discuss records with a knowledgeable dealer and get many new special services only that dealers can offer.

Dislike Change
Perhaps more important or the point is the fact that dealers reluctantly accept the new method of operation that they have in business with for many, many years.

One local dealer pointed out, "Changing to a discount operation for me would mean changing my entire method of doing business. Instead of selling five records I would probably use only two. I would get a guard at the door to watch customers, I would specialize in high-volume merchandise, and when a man walks into the store in search of a type of music, instead of waiting on him I would have a machine that simply say, 'check the box over there.' Frankly, I'm not sure I'm ready to change it, but it seems, do many of the other dealers here.

Mort Sahl
• Continued from page 2

devoted to treating the Kennedy "new frontier" political approach, which will be unclouded during this Summer Music Week during Sahl's recent records." Mort Sahl has created a considerable following among record buyers, was the East in Verve's strongest sellers, and should add considerable "Iola's sinet's label roster."

Charley McCoy
COUNTRY "HIDE" (121200)

Best Country '61

Two new smashers
• "AGE FOR LOVE" by
JIMMY CHARLES

PENNOE 1008

"GINNY BELL" by
PAUL DINO

PENNOE 1009

ADVENT CORP.
165 West 46th St.
New York, N. Y.

CHARLIE MCCOY
COUNTRY "HIDE"

To the Reader: For more than a quarter of a century now, Billboard, the world's leading music trade weekly, has been publishing music records information with a dedication to the need for absolute accuracy. The editors will not hesitate to correct any mistakes or errors brought to their attention.

March 6, 1961

MARCH 6, 1961

52

BILLBOARD MUSIC WEEK

A SMASHER!!!

Merv Griffin
BANNED IN BOSTON

PHILADELPHIA

Ben Kress' new record, "When the Saints Go Marching In," which he issued under his own label in Philadelphia, called Kress Records, has been taken over by Thayer-Beer Enter- prises for distribution. Thayer Beer have plans to issue other Kress Records on the RCA Victor label. Joe Lucas is excited over Roy Acuff's latest release, "Stringbeans Can Be All B'd" b/w "Tune Will Make You Pay." Pat Twist

Philadelphia

Whitey Haines was busy last two weeks doing promotion for the show at the K'Andre Centre. It paid off with increased sales of the Capitol disk in the city. Windows were blanketed by displays on the show. Whitey also showed Nelson's new product to the city. Riddle was in for a few appearances, but before setting into rehearsals, Riddle made up a couple of other TV shows and two bigger programs. George Keane of Quality Records was in Montreal for a busi- ness trip while Don McGean, of Phonodisc, returned from a two-week visit to the states and heard Whitey Rudge of Quality, claims the top Rank's "Donald, Where's Your Froniers," is a chink to make the top run in sales... RCA Victor began release last week of Elvis Presley's "Surrender." Release was held up by copyright problems in Canada, and a re run F to Zane to clear the issue... Seven hours will be spent here by Teresa Stratas, 20th Century-Fox artist with "This Is Canada," when "The Canadians" opens here. Miss Stratas a Metropopolis star, is a local girl who made good south of the border and her latest appearances are being arranged for Conway Twitty in connection with the rack displays of Hadel- man Drugs.

RCA Victor of Canada will be first in this country to issue its current hit, "I Told You So," out to key dealers across the country a press pack which includes merchandise, 25 titles, and 100 new package ideas for selling the dealers' $19.95. Dealers are being given an extra discount in this promotion... Bravo label has the top three songs at San Ree, according to St. Clair Law of Canadian Music Sales. These include "24th Kiss" with Colombo, "Uno Uomo Vivo" with Tony Dallara, and "Lido" with Luciano Tij. Phil Anderson of Art Sound, distributors in Canada for Stereo Oddities, was proud to report that the first four weeks of sales were the best for any Canadian albums... Columbus Records of Canada is embarking on a merchandising drive of its four-track stereo tapes, offering 20 of the 50 Canadian albums... Harry Allen Jr.
THAN TALENT TOPICS

Continued from page 10

BOSTON
Impeccably George Wein of Storvville already making plans to present and direct this summer's concerts at Castle Hill in Ipswich, Mass, where he'll mix classics with his specialties, jazz, folk and gospel music.
... The Colonial Theater opened the first in a series of summer engagements for "Once Upon a Mattress," with Dody Goodman in the stellar role.

Connie Francis packing them in at Bilinius's big bisto to be followed by the Mills Brothers and the Paley Brewery for a week's standup. ... jazz pianist himself off to Japan after five years in Boston and spots throughout the U.S. when she is in constant demand for concerts and interviews. ... North Shore Music Circle has already lined up Wolly Picon to star in a "My Week with One" this summer. ... MGM's Bob Newhart has set an early April date at Symphony Hall for his first local appearance.

Boston's popular comic Bitty Perry Kelly has accepted an invitation to entertain a ballroom full of national celebrities, including President Kennedy in March at the Sheraton Park Hotel, Washington. ... TV's Walt Disney takes a starring role in "Where's Charley?" opening April 3 at the Bradford Hotel; new series of capricious comedies.

TOUL Anderen and her brother Jan canceled a week at Bilinius when she was taken suddenly ill. Margie Anderson replaced the Cameron Dewar.

PITTSBURGH
George Shearing and Nancy Wilson share star billing in the final Jazz Horizon concert of the season April 22 at Hotel O'Connell's ... Gene Landry, a former Pittsburgher, rowing in Hollywood, wood and head of Leterics Records, spent a few days here en route to New York with folk rock singer Bob Grosman to promote his new LP. ... Lenny Marlin, who is currently with the Minsky's and the local record operation, will soon release his own single, "The Jury," featuring Lapes (Guarino) and the Lions. The Lions are Harry Canty, R. Chick, and William J. Faber.

New beautiful rooms and suites

Line, Ill., 18, and Indianapolis, 19. ... Country singer Lorettta Lynne has been in Boston the past couple of days for last minute preparations, in Hustler, to handle bookings and promotion of her tour, talent in the person of Jack Finley, 8 C. sector. ... Stringbean, Grand Ole Opry star, takes his 8-track-tickers to Columbus, Ga., March 16; Birmingham, 17; Jackson, Miss., 18; and Corpus Christi, 19. ... Little Dickie Clifton and his personal manager, Carl Day, of Rocklin, Ohio, are scheduling a trek thru Pennsylvania, Ohio, Kentucky and West Virginia to promote Dickie's new album release, "Crying Heart." Plan the "Lost Love." Day claims that "Crying Heart" is spilling over into the pop field in many sections. ... Gia Tury is back in

Where there's business action, there's a business newspaper

THAN TALENT TOPICS

Continued from page 10

WIZZ is aiming for, and is reaching the discriminating listener, the one who really cares about the music that he hears on his set, who does not want quality music, but a technically pure sound. Here the LP industry can take a bow. WIZZ is a novelty, but rather than an all-star luxary, it is a novelly sound pure. Not all FM listeners are sophisticated, college-peakers, or wealthy. WIZZ's audience has developed in common a love of good music—a love of jazz. We are the select group of American listeners, the one who will appreciate this show, the one who will appreciate the music that we present to them.

Singer Joan Fairfax who created such a stir in appearances with Jack Paris, finally had her TV show, previously taped, screened on the CBS network. It is called "Joan and a Hundred Men.", ... Larry Allen, harmonica virtuoso, helped out Jack Kane's show. ... Walter Sunkland, who has made records all over the world, the latest being for Columbia Records with Glenn Gould, has had his contract with the George Shearing Orchestra renewed for another three years. Harry Allen, ...
MILWAUKEE — The Bevco Coin machine business was the target of a series of newspaper articles which ran in The Milwaukee Journal on February 20-24.

The Journal titled its series "Ice-Bake." In fact, according to most observers, it came out "squeaky clean," with no stories of major wrongdoing.

The Milwaukee Journal, in its series, accused the company of planting and praising the conduct of coiners here. The general tenor of the articles was one of suspicion and misconduct of the conduct of several local coiners, some of them a dead man.

But it closed its widely heralded "expose" by admitting that the

Coin machine business here was clean of racketeering efforts, stating: "Milwaukee’s jule box and yacht business over the years has been free of the type of racketeering and open bookkeeping that has erupted in some major metropolitan centers."

However, it was aware (for some months that the newspaper’s reporters were working on some sort of coin industry "expose."

Most of the city’s operators had been contacted and queried by the researchers.

Pre-publication blurbs fostered the impression that the articles would unveil some serious shenanigans among local jule box and amusement game operators and wholesalers.

Readers were told that until 18 years ago slot machines were common among the city’s “private clubs, veterans’ clubs, fraternal clubs and fraternal halls and the back rooms of taverns.” Since April 1943, the opening article noted, slot machines have been eradicated anywhere in this county by law enforcement agen-

The articles reached the federal income tax difficulties of Joe Beck, a Milwaukee Coin machine operator. This information was scarcely new; it made front pages of both local newspapers several years ago.

Concealing control of taverns by coiners and then to barroom own-

ers were pointed out as existing in the city here. And the city’s attitude toward amusement games was described as a "contraband business." And the city had fired its state in hand hand pinball and pinball, and at that industry, free and clean.

To the credit of the article, it should be pointed out that they suggested several steps that could be taken by the city to ensure that the coin machine industry here will retain its racketeers-free status:

1. Require tavern license holders to reveal to each year the extent of the coin machine business in their establishment.

2. Require licensed coin machine operators to report evictions by corporations to identify stockholders annually. Except those who buy the stock on their public market.

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Walt Tatum, operator, Calmusic Co., Santa Ana, California, says:

"most beautiful jukebox I've ever seen, and my locations agree"

the AMI Compacts are selling, selling, selling!

Walt Tatum’s enthusiasm for AMI Compacts is being echoed by operators all around the country. They already know from experience that the bold, new year-ahead styling of the Lyric and Continental can open up new locations, and increase take up to 100%. See for yourself... cash in on the AMI Compacts.

**LYRIC 100A - 100M**
Intriguing top turret design puts titles and mechanism in the spotlight together.

**CONTINENTAL 200A - 200M**
A distinctive new silhouette with all the world famous AMI performance features engineered in.

the styling of tomorrow for more play today from Rowe

AMI

NOW WITH OPTIONAL AMI AUTONIX 45-33 RECORD PLAYER

ROWE-AMI BAZIS Co., 825 West Jackson Blvd., Chicago 4, Illinois
70's Industry's Most Complete Line of Automatic Vending and Music Equipment.
EASY LISTENING
A Texan & a Girl from Mexico, Arlo Bryniarski, Carl 539
AMOBE, Sonny James, RCA Victor 7583
ATIA MUNIR, Enrico. Tetley 4817
CALCATRA, Lawrence Wells, Dot 16151
COVAREA, Bert Kaeper, Decca 30686
EDESSIE, Fearless and the Mite, United Artists 274
LASH RIVER, Bobby Darin, Alcoa 6188
MILDRED, Edith Piaf, Capitol 4493
MOST BEAUTIFUL SONGS, Bela Bessie, RCA Victor 7833
MY EMMY AWS, Jack Nelson, Brunswick 99111
ON THE REDWOOD, Front Centrum, RCA Victor 7840
ORANGE BLOSSOM SPECIAL, Billy Vaughn, Dot 165174
TECHNIC TIME AROUND, Trixie Delta, Reprise 116
TURSHERED, Elsie Presley, RCA Victor 7856
THINK TWICE, Brook Benton, Mercury 71774
THREE OF GLOOM, Cambridge Strings, London 1950
THREE OF GLOOM, Mike Hillman, Columbia 41914
WHEELS, Billy Vaughn, Dot 165174
WHEELS, String & Lyra, Warner 630
WHERE I FALL IN LOVE, Elza Jones, King 5474
WHERE THE BOYS ARE, Connie Francis, MGM 32811
WUNDERLAND OF MY MIND, Bert Kayepeace, Decca 31141
TEEN BEAT
ALL OF EVERYTHING, Frankie Avalon, Chatterbox 1076
AUGUR, Jerry Hopman, Alcoa 6186
ANGEL BABY, Top Pop and the Original, High 1001
ANGEL ON MY SHOULDER, Shirley Ellis, Vuiton 6403
BABY BLUES, Echoes, Scopey 101
BABY SITTIN' BOULE, Big Cliff, Columbia 41870
BLUE MOD, Classic, Box 1001
BLUE MOD, Marcels, Coplay 166
CALENDAR GIRLS, Hollo Sadeh, RCA Victor 78429
CEST SI KON, Benny Taylor, MGM 12990
CHICHE, Bobby Rydell, Cameo 136
DEVALETED TO THE ONE I LOVE, Shirley, Stater 1200
DRINK EVERY DROP, Freddie Hart, Warner 6470
GOODTIME BABY, Bobby Rydell, Convex 186
HAPPY BIRTHDAY BLUES
HAPPY BIRTHDAY BLUES, Red Young and the Innovates, Indigo 115
HAPPA FUNK, Donnie, Scopey 2081
HEARTS OF STONE, Bill Black's Combo, Hi 2628
HIDEMAY, Freddy Cole, Federal 14201
HONEY TONE, Part II, Bill Duggan, King 3444
I LIE TO MY HEART, Encantors, Montiel 1072
IT'S UNRELENTING, Larks, Sheryl 334
I'M MADAM, HOW I LOVE MY ALONE, Gene Premy, Melodee 948
JO-HAN, Johnson of the Hurricanes, Big Top 3043
JOHNNY'S LULLABY, Bill Tilton, Columbia 1390
LADY RIVER, Bobby Darin, Alcoa 6188
LET'S GO AGAIN (When We Most Need It), Rock Ballard and the Midnighters, King 5459
LONELY TOWN SONG, Buddy Knox, Liberty 55588
LITTLE MISS SUMMER, Brenda Barrett, Liberty 55588
LITTLE MISS SUMMER, Brenda Barrett, Liberty 55588
LOVELY LADIES, Elsie Presley, RCA Victor 7850
MODERN GIRLS, Johnny Marvin, Cud 545
MORE THAN I CAN SAY, Bobby Darrin, Liberty 55586
NO ONE, Connie Francis, MGM 12971
ONCE UPON A TIME, Buck and the Canals, Swingin' 623
ON THE REDWOOD, Floyd Creamer, RCA Victor 7840
PEPE, Spanky Edwards, John 1175

PLEASE LOVE ME FOREVER, Cathy Dean and the Souvenirs, Warner 077
POM EXPRESS, Danny and the Juicemen, Savar 40468
POM EXPRESS, Chubby Checker, Farhat 888
POM EXPRESS, Don Corcoran & Goodtime, Alcoa 1602
PORTRAIT OF THE ONE, Steve Lawrence, United Artists 291
PROMADEE-JHUND, Vernolos, Dot 52
RAINEY, Del Skivare, Big Top 1066
RAINEY, Maurice Williams and the Zodiacs, Herald 552
SURRENDER, Elvis Presley, RCA Victor 7870
TAKIN' IN, Bobby Vee, Liberty 55296
THE STORY OF THE LOVE, Paul Anka, ABC Paramount 10390
TOMMY I/FELL IN LOVE, Talamo, Warner 621
TO BE LOVED FOREVER, Pentangles, Dodson 1337
TOPA, Frank G. Crane, Alcoa 2000
YOU CAN HAVE HER, Rhythm, Epic 5434
WAKE NIGHT RIGHT, Every Backers, Warner Bros. 1199
WHAT A PIECE, Fats Domino, Imperial 5123
WAITING MASTERS, Coasters, Alcoa 586
YOUR FRIENDS, Don Elkins, Vee Jay 372

ROBERT ABERNTHY, Pull More News, Weaver & Skinner, John 208
SHOULD I, Johnny Marvin, Cud 545
SWINGIN' SISTERS, Connie Francis, Liberty 55586
WHAT IF YOU LOVE, Elza Jones, King 5474
WILL YOU ALWAYS LOVE ME, Connie Francis, Warner Bros. 1199
WILL YOU LOVE ME, Connie Francis, Liberty 55586

COUNTRY & WESTERN
Operations in situations requiring Western & country programming are available to the hot list chart this week, plus, in addition to those on list, the following, from the hot 100, also are recommended:
BLUE WINE, Tracey Perry, Telstar 1016
BLUE MOON, Markantes, Epic 184
BROKER GIRL, Merle Haggard, Epic 5434
HAPPY BIRTHDAY BLUES, Kathy Young and the Innovates, Indigo 115
HEARTS OF STONE, Bill Black's Combo, Hi 2628
HIDEMAY, Freddy Cole, Federal 14201
HONEY TONE, Part II, Bill Duggan, King 3444
I LIE TO MY HEART, Encantors, Montiel 1072
IT'S UNRELENTING, Larks, Sheryl 334
KEEP YOUR HANDS OFF OF HIM, Quanta, Mercury 31760
LOWLIE MAN, Elvis Presley, RCA Victor 7870
MOST BEAUTIFUL SONGS, Bela Bessie, RCA Victor 7833
MY EMMY AWS, Jack Nelson, Brunswick 99111
ONE OPEN & TIME, Backel and the Canals, Swingin' 623
ONE TOP JACKET, Ray Charles, Impulse 200
ON THE REDWOOD, Floyd Creamer, RCA Victor 7840
PLEASE LOVE ME FOREVER, Cathy Dean and the Souvenirs, Warner 077
POM EXPRESS, Danny and the Juicemen, Savar 40468
POM EXPRESS, Chubby Checker, Farhat 888
POM EXPRESS, Don Corcoran & Goodtime, Alcoa 1602
PORTRAIT OF THE ONE, Steve Lawrence, United Artists 291
PROMADEE-JHUND, Vernolos, Dot 52
RAINEY, Del Skivare, Big Top 1066
RAINEY, Maurice Williams and the Zodiacs, Herald 552
SURRENDER, Elvis Presley, RCA Victor 7870
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THE STORY OF THE LOVE, Paul Anka, ABC Paramount 10390
TOMMY I/FELL IN LOVE, Talamo, Warner 621
TO BE LOVED FOREVER, Pentangles, Dodson 1337
TOPA, Frank G. Crane, Alcoa 2000
YOU CAN HAVE HER, Rhythm, Epic 5434
WAKE NIGHT RIGHT, Every Backers, Warner Bros. 1199
WHAT A PIECE, Fats Domino, Imperial 5123
WAITING MASTERS, Coasters, Alcoa 586
YOUR FRIENDS, Don Elkins, Vee Jay 372

NOVELTY
TOP FORTY, NEWS, WEATHER & SPORTS
The Broadcasting Index, Mark Dingman, MGC 2800
TUNEBLACK, Dick Goodman, Mark 1 8099

THE TECHNOLOGICAL REVOLUTION IN SPACE IS A FACT THAT CURRENTLY IS ASKING TO BE RECOGNIZED. WE ARE EXPOSED TO A COMPLEX OF THREATS AND OPPORTUNITIES THAT REQUIRE A NEW APPROACH TO POLICY-MAKING. THE FOLLOWING ARE SOME OF THE KEY AREAS WHERE WE NEED TOスーパー

AIRCRAFT Firms Study Coin Field
HAMBURG—West Germany's cement industry aircraft manufacturers can produce aircraft components in line with the tools designed for it. German aircraft manufacturers are conducting surveys in Britain, where two major companies, Gloster Aircraft and the Supermarine Aircraft Company, are major producers of transport aircraft, are producing aircraft components. Großer, which has concentrated on production of automatic merchandising equipment, has an agreement with Automatic Canteen Company of America. Britain's production facilities are used to produce the Chantel jute box. Coin machines are the ideal diversification item because they are consumer-competitive goods and an expanding line of production.

PROGRAMMING GUIDE
Select titles in the chart below are broken down by basic categories for easy programming. They are derived from this week's "Hot 100" and "Bubbling" charts. When a side falls out of more than one category, it will have a multiple listing.
Byline: March 6, 1961

**Far-Flung Music Route Challenges Operator’s Programming Ingenuity**

La Jolla, Calif.—Even on remote routes, where a per-mile basis is used, operators are finding it little different to give music "merchandising" which will pay dividends, according to Ralph Rivera, phonograph operator for the Lemon Valley Transit System. The 11,000-route system has four ports, two in San Francis

1. Mentioned in the text, but not translated.

2. Location, state, or city not specified.

3. Mentioned in the text, but not translated.

4. The unit is not specified, but it is assumed to be a phonograph record.

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CHARM MFRS. CONSIDER USE OF NEW GERMICIDE

NEW YORK—Sanitation—or at least the attitude toward sanitation taken by various public health officials—has long been a major concern to the bulk vending industry. And while the record of the bulk vending industry with regard to selling contamination-free products is a good one, bulk vending machines have been restricted in isolated areas for health reasons, real or imagined.

Several manufacturers of charms used in bulk vending machines are investigating the possibilities of a new germicide called Permacide for use in the industry.

A leading industry figure is reliably reported to be negotiating with the Permacide franchise for the entire vending industry. According to an article in the February issue of Pagoon magazine, Permacide does not evaporate as do other germicides. The article claims that this substance constantly dehydrates the air with which it comes in contact, and it is capable of destroying all types of living microorganism and bacteria.

The germicide is available in clear liquid, as a spray, as a paste or in crystals.

Permacide, for Permacide in the bulk vending industry include the improbable of glands with the germicide and the evaporating of the charms. Protection is said to last for months.

For the operator, up to contain, retailing for $1 to $2, can be used to safeguard glands periodically.

GETS CALLS BY MAIL

Op Gives ‘Bus Service’ Top Stops in Boontocks

SANTA FE, N. M.—Robert Gallego, bulk operator here, has found an effective way to cut down travel costs where long distances are involved between spots. Gallego, who has over 300 machines in operation, is in the growing Santa Fe area, services his most remote locations by bus service.

Since it is an expensive proposition to visit all his villages, hamlets and roadside locations by truck, even on a once-per-month basis, Gallego keeps in touch with his spots by postcard. When there is an indication that any pennant, barrel-nice, bullet gun, or tab-gumbum vendor is about to run out, Gallego’s location owners simply send in the postcard with the facts.

Some Whole Machine Gallegos, instead of sending a replacement head, with the danger that the location owners may break it or spill the fill, sends a complete machine by bus. The cost amounts to only about half of what a trip by car or truck would, and gets a machine in perfect condition bright and clean and painted up for maximum appeal—into the spot, usually on the same day.

Gallego’s shows unusually good returns from economically barren areas in the northern part of the State where there is little industry or agriculture other than potato growing. The probable reason for this Gallego reports is simply that people who do not have a dime handy for a candy bar from a vending machine, usually have a few pennies, and satisfy their sweet taste with the products of bulk vendors.

Supermart Sued in Negligence Case

MINEOLA, N. Y.—A local supermarket is being sued for $75,000 in a negligence case involving a bulk vending charm. Mrs. Joseph Arrester of nearby Bay Park, contends that in 1932 her son, Ralph Ackers, who was eight years old, choked on a charm which (Continued on page 60).

Oak & N. C. Distrib Slate Sales Meet

CHARLOTTE, N. C. — Oak Manufacturing Company and its local distributor, Southern Acorn Sales, will jointly host a sales meeting of operating customers at the Manger Hotel here Wednesday (8) at 8 p.m. Participating in the event will be Mr. and Mrs. Sid Bloom, of Oak Manufacturing Company, and Mr. and Mrs. Jack Thompson, of Southern Acorn.

In last week’s issue, the story on the social program for the National Vendors Association’s forthcoming convention the complexion on the phones of Mrs. Vivian Fregel and Mrs. Maple Griffith were switched. Here are the ladies again—Mrs. Graff on the left and Mrs. Fregel on the right.
BIRMINGHAM — Thirty years of successful coin machine operation will be celebrated here April 16 by Max and Harry Hurvich, whose Birmingham vending Company has grown from a penny base ment operation into a busy vending machine enterprise stretching over several States.

The depression had broken the industrial and economic wheels of the nation to a near halt when Max and Harry switched from a losing candy-juggling business to the coin machine field.

Their initial order of a few Co mmons peanut machines in 1931 proved to be a winning step, and from this modest beginning they soon branched into the distributing business.

"We started with penny ma chines then," said Max Hurvich, "because there were more pennies in circulation than any other coin. We worked in our homes with our wives, Rebecca and Rosalie, help ing us."

Success Story
A true American success story, the Hurvich saga started with a few machines, a borrowed telephone number, a good-sized basement, and a lot of hope. The business grew and prospered until today the brothers — still operating on a one-man basis — have 15 employees and are head quarters in a modern office and warehouse that has 17,000 square feet of floor space. They represent more than 70 manufacturers and suppliers, and customers range from the National Bank of Alabaster in a adjoining fringe area of Tennessee, Georgia, Mississippi and Florida.

In addition to better machines operating in new fields, the brothers make many other advances made by their industry. They point with pride to the fact that the vending machine business is now recognized as one of the leaders in banks and finance companies who now are eager to provide credit and handle their paper. With their steady and planned growth, Max and Harry have added new lines.


Working together as harmoni ously as when they started, Max, and Rebecca and Harry and Rosalie Hurvich still operate the business as a partnership.

Max’s son-in-law, Albert Toronto, is sales manager. Personnel turnover has been very low.

Although their business and civic responsibilities keep Max and Harry busy, they still have time for their families. Max’s son, Marvin, is a lieutenant at Fort Riley, Kan., where he is a psych ologist at the base hospital. He has received his Ph.D. degree from the University of Pennsylvania. Max and Harry are especially proud of their grandchildren. Max has five and Harry has two.

The Hurvich brothers are always those who have made it a success.

“Our operators mostly are home owners, and all are community minded of their community,” they say. “They are active in churches, parochial and civic organiza tions, church, parent-teacher associ ations, and youth leaders roles in charity drives.

Max and Harry feel their field provides an opportunity for older men to become affiliated with a profession that does not require hard work or hours on your feet, but provide an opportunity to make a good living.

“We have several men in the operating end who are somewhat tired,” they said. “Several men past 60 are handling food machines. Most of our men in their area do their own work or employ one or two helpers. Birmingham Vending has guided the small operators and helped them with financing when wanted. It has been our policy to hire the person who is the most qualified. We have hired people who are poor, but gave them a chance. We have hired people who have been out of work, and we never have refused a job to any man who is qualified. We have hired many people who have been out of work or in trouble, and they have made good money for us.”

Their plans for the future are to continue their same success in the same way that brought them this success first 30 years.

Their early success and drive, plus heads of hair on the red side, brought them the title of "Gold Dust Twins." The years have turned the gold to white, but they haven’t slowed the pace of the two brothers. They are quick to point out that although there may be snow on the roof now, there still is plenty of fire in the furnace.
Texas Op & Family Photo-Featured

COLUMBUS, Ohio—The Ohio Vendor Association will hold its first meeting of the year during the forthcoming NVA convention in Chicago, the destination of George Eisenblut, president of the group. The time and place will be determined.

Ohio Vendor Association Slates Its 1961 First Meeting During NVA Show

WVMO Meet Shifts Program

Eastern

New England Notes

While snow is still piling on the sidewalks, Cy Jacobs, of Interstate Music Company, New Britain, is ranking down his pedestrian and telephone sales diversification is sound track searchlights and4, and already he’s booked two affairs that will fill his schedule for June. . .

A shock to many in the industry is the move of Bart Sullivan, shop foreman for Mystic Automatic Sales Corporation, out of this industry. Bart had a heart attack a year ago and the doctor told him he was one who never should take any chances.

Jerry Flato, of Boston Record Distributors, Hub one-step, is out of the hospital and back at work after a long attack of pneumonia. He had a serious operation over an infected jawbone.

Jerry Flato, of Connecticut, also reports that the Rock-Ola models found favor with the many visitors.

West

Los Angeles Angles

Sonny Lombarg of Simon Distributing Company is spending his weekends in the mountains and in San Diego. Jack Simon, who heads the firm, said it makes it possible that he was on his own time. Sonny and Henry Leyser of Associated Coin Amusements Company, Inc., Oakland, are back at their executive desks following a business trip to Las Vegas. Simon Distributing recently installed a complete coin-operated vending Corporation of Boston has an open house at its Portland (Me.) branch on Washington’s birthday to accommodate the operators from Maine, New Hampshire, Vermont. Hasting were Phil Swartz, Leo Jenkins and Richard Mandell, who report the Rock-Ola models found favor with the many visitors.

The NVA Convention will be held at Sheraton Towers Hotel, Chicago March 16-19

BILLBOARD MUSIC WEEK'S N.V.A. CONVENTION ISSUE WILL BE DATED MARCH 13

ADVERTISING DEADLINE, MARCH 8

If you haven’t already scheduled your display, why not pick up your phone now. Call Billy, your Billboard office nearest you. Call collect, too.
W'chester Ops' Annual Dinner Looking Good

WHITE PLAINS, N. Y.—Reservation are being taken now for the Annual Dinner of the Westchester operators Guild (April 18), according to Seymour Pollack, general chairman of this year's event. The affair will be held at Tropical Acres, recently opened Yenker branch of the famous Dunia and Pompano Beach, Fla., restaurant firm. Pollack said that announcement of the menu and guest stars for the event would be made shortly. Final negotiations are under way now. Entertainment cochairmen are Nate Berkyn and Larry Crane.

Space in the journal for the event is closing up rapidly, according to Pollack, who added that the final closing date is April 8. Reservations for the dinner may be made through Guild headquarters here or through Pollack.

FOR SALE
1 Bilted Bowl & Rams, 20' $900
15 AM-FM 120
5 Rock Ola 1455
2000 Wurlitzer 2300
2 Selby M-106-9
2 Selby M-106-8
1 Capital Projector Aus-Teal
1 Ruby Challenger, 14', new
2 Ruby Belly Dory
2 Ruby Shell Scare
1 Ruby Shell Dory
1 Ruby Jamboree
2 Auto-Bell Super Circus

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GIVE TO DAMON RUNYON CANCER FUND

GAMES
Bally"s Super Bowler, S. 99
Bally"s Super Bowler, L. 99
Bally"s Super Bowler, X. 99
Bally"s Super Bowler, M. 99
Bally"s Super Bowler, 8. 99
Bally"s Super Bowler, 9. 99
Bally"s Super Bowler, 10. 99
Bally"s Super Bowler, 11. 99
Bally"s Super Bowler, 12. 99

games $5.00

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3622 Conley Island Avenue Brooklyn 38, N. Y. Dewey 2-9023

Wanted State Legislatures Introducing Avalanche Of Bills on Coin Machine Trade

CHICAGO — A flood of bills affecting coin-operated machines has been introduced during this session. As State Legislatures throughout the country began to convene shortly after January 1, here is a State by State recap from reports prepared by Richard W. Fusk, newly appointed legislative counsel of the National Automatic Merchandising Association, and John Williams, legislative assistant.

ALASKA—Three bills (H-5, H-9, H-12) on January 26 increasing the authority of cities to levy sales taxes were introduced. The bill says NAMA, make Alaska a safe haven for criminals.

ARKANSAS—A bill calling for a $5 license for the sale in any coin-operated vending machines that are for "any purpose of consumption," was introduced. It expressly includes, but is not limited to, machines vending foods, soft drinks, parts, guns, nits, cigarettes and any article approved for play in a game of chance. It is being directed by Carl F. Kelder, NAMA State legislative chairman. Whistle-Vend Company Little Rock, Ark.

CONNECTICUT—A number of bills affecting the coin machine industry were introduced. House bill 3287 would require a $5 distributor's license and $30 operating license, in addition to a $25 machine tax on each machine, including those in hotels.

Hawaii. A bill would enact a State health code regulating the operation of food and beverage machines. The provisions governing sanitary requirements generally conform to the recommendations of the U. S. Public Health Service. The bill would require a $25 operating tax. A related measure and manufacturer's license fees. Specifically excluded are all machines vending gum or nuts and those vending at a penny.

Also introduced were bills dealing with sales or use taxes on cigarette stamps from 4.5% per 6 months to 70%, regulating coin-operated machines and prohibiting bulk milk machines.

ILLINOIS—Bills for regulation of coin machines and increasing the State sales tax to 5% were introduced. House bill 123 would authorize county boards of county, sales, tax, regulate or prohibit certain types of coin-operated games in any place licensed to operate. Senate bill 46 would require an additional $1.50 per cabinet cigarette tax. Two bills introduced last week (sec separate story) S. 137 and S. 158 deal further with licensing and regulation of coin-operated devices.

IOWA—Iowa has long been one of the last hold-outs States banning cigarette vending machines. Two bills, licensing only location-owned machines, and one repealing existing regulations for location machines, were introduced.

NAMA opposes both measures, pointing out that the Iowa Supreme Court has under consideration the legality of remote control cigarette machines and that the newly introduced repeal bill in an effort to cloud the issue and get a compromise. Although NAMA has long been fighting a proposal for a remote control machine in the State, it feels both current measures should be defeated and NAMA's proposals submitted in its stead.

KANSAS—A bill (H-280) introduced February 17 would place an annual $1 machine tax on each machine and a $2 machine tax per year on all merchandise dispensing devices, including jaw boxes.

House bill 331 would enact a State health code regulating the operation of food and beverage machines. The provisions governing sanitary requirements generally conform to the recommendations of the U. S. Public Health Service. The bill would require a $25 operating tax, a $5 distributor's license and manufacturer's license fees. Specifically excluded are all machines vending gum or nuts and those vending at a penny.

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State Legislatures Introducing Avalanche

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First Class Serviceman to repair joke boxes, sluffe Elk and derricks. Must be good contacts. MR. RANLEY
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WANTED
First Class Serviceman to repair joke boxes, sluffe Elk and derricks. Must be good contacts. MR. RANLEY
328 N. Court Greenburg, Indiana

Ohio菜单

Balloons and boxed cake in the colors of the wedding are rented by the wholesale. The 500 balloons are priced at $2.50, and the boxed cake at $1.25. The total cost is $1,250. The couple plans to have a wedding cake cut into 125 pieces. The bride and groom will share the cake with their guests.

Rhode Island

House bill 1273, imposing both a $25 license tax on each vending machine and a $25 per machine fee on the sale of cigarettes, was introduced and referred to the judiciary committee.

Utah—A bill to increase the tax rate on cigarettes from 25% to 100% (S. 85) and one to increase the sales tax from 3% to 4% (S. 179) were introduced.

WYOMING—Passed and signed into law, effective last year by the powers of municipal governments, regulating all cities and towns to license, regulate and tax any business. It also granted these municipalities broad power to collect the collective taxes for general revenue. The measure will go into effect June 1, increase the sales tax and use sales from 2 to 3% per cent (S. 270) and imposed a 1-cent cigarette tax increase.

Pine Associates Handling A&R

WESTBURY, N.Y.—Automatic Coin Concessions, Inc., and Narcotic, Inc., are handling their patent for the "Ne" in the publicity-public relations representations. Bert Lane, the ride Earl's president, said the appointment is effective immediately.

MONY Hosts 80 Ops

MONEY设置了 80 Ops

WASHINGTON on the so-called "ASCAP Bill." In view of the stepped-up activity in this sector, he urged all operators to join the ASCAP and support its continuing fight against Big Brother in the copyright battle. He noted that an appeal filed with the local Appellate Court on the ASCAP case against the 25825 state tax box has been heard to be argued in April.

Finally, at the meeting, a proposal was voiced that MONY debate its annual dinner in November at a big New York hotel, in favor of a week out at the Nevele Royale Country Club in the Catskill Mountains for a bill headliner. Following discussion, it was decided to send out a mailing to all members asking for their opinion of the question. The majority voice will rule in the matter.

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SIDELIGHT OF DOLLAR DRAIN

Giant Coin Operations Servicing U. S. Forces Seen Emergent in Europe

By OVERTON ANDERSON

FRANKFURT — The U. S. dollar drama proceeds to the forefront as an opportunity for giant coin-machine operators serving the U. S. Forces overseas, notably in Europe.

U. S. military officials state that the entire supply — hardware and services — for amusement centers is still available and has been reduced to dollar exchanges in the local economies, and to reduce dollar expenditures period.

At present the military pursues a haphazard policy with respect to coin machines, which have grown from the traditional candy machine. The coin machines are being used by many businesses who are paid in dollars converted into the local currencies.

"Buying Foreign"

Under this procedure, the military forces are buying foreign currency, a resting place, local the entrepreneurs collect in local currency.

Although American equipment is used almost in all locations, American channels filter down to the military through local channels, who, as a rule, collect in the local currency. Therefore, this practice of converting the local

man in on as much of the military trade as was possible has been official military policy. It was considered a form of U. S. foreign aid, a relatively painless method of helping bolster local economies. It was done on the theory, as with U. S. aid generally, that Europe was still suffering from the war, and needed help from the strong and prosperous U. S.

Overnight, however, the military has awakened to find that it is on the other side of the street, and that the military is now in the throes of reversing its procurement policies and procedures to conform to Washington's new "Buy American" credo.

Opportunity

In the opinion of military bookkeeping officers, this spells gold-plated opportunity, in the case of coin machines, for U. S.-based distributors and operators.

Some experts predict that the military's coin machines eventually will be provided—and mainly, to exclude contracts with foreign companies. These companies would undertake to manufacture machines and install equipment for the U. S. and to base virtually all of their operations in the U. S.

But the military's "think-big" logistical officers are talking in even more grandiose coin-machines terms. They are scanning the spectrum of coin.

(Continued on page 60)

Best Way to Interest Supermarkets? 'Talk Big Money', Dallas Op Advises

DALLAS—Dudley M. Reese, local bulb vending operator, claims the best way to land big supermarkets is to talk big money.

To illustrate, he told of unsuccessful operators who had visited local chain stores.

"They all approached the execs of the chain with a small money proposition. Reese said. They asked him how much his chain would pay on each year per machine. Of course, the execs were interested. Their talk of profit per machine just didn't seem like enough to make it worthwhile.

Total Profit

Reese is a firm believer in giving the executives the over-all picture. He considers the profit from all the machines in all of the stores in the total package.

"I went to those same executives," he said, "and asked them whether they would be interested in $500,000 or a 5-year lease for their chains. Naturally they were interested."

To prove that his system works, he has the franchise in all Wyatt supermarkets in Dallas, Fort Worth and surrounding territory, as well as in all Safeway stores in Arkansas. He also has another route in another independent stores, though there are also some supermarkets here, through Louisiana and Mississippi, plus a few in Indiana.

In all, Reese has something over 900 machines. He believes that between 900 and 1,000 is the number which will interest the operator to look after them as they should be and at the same time allow him to make a good profit.

Reese also has other angles. One method is to show either a good picture of the machine or the machine itself to the location owners. At the owner looks at the picture or the machine, Reese impresses him with the power the machine can do. If the person is using free cards for children, then suggests that he let him have it for a trial.

"About 50 per cent of the location owners will let me leave it without even any question concerning it," he said.

His locations contain the 1-cent, 5-cent and 10-cent coin machines. When servicing the 1-cent, Reese carries filled heads on his trips, trips which he makes every six weeks. On these trips he changes the looks of the machines, his least he changes the looks of those he intends to leave in their locations. The ones which have been there for six weeks and which have been emptied, he removes, on the theory that the kids have tired of them.

Reese tries to place machines on the exit side of the store, by the door. The theory is that while the mother has been children have been over looking at the machines, waiting for her. When she is ready to leave her purchases, usually change in a change box. She looks but yet put away, the children have decided to try the machines.

Reese offers a word of caution: When the doors are of the electronic eye variety, place the machines so that there is no danger of the children being hit by the doors as they swing open. Head- ing this advice, he says, might avoid a costly lawsuit.

Change Handy

Reese offers another tip, this in regard to the location owner. He says that almost all stores appreciate being paid their commissions in rolled coins. When Reese is servicing the machine he has a location with rolls of pennies or whatever denomination coins the commission might call for. These coins, of course, furnish the location owner with a much needed change. In the rare event of being over-badged, with change, he is also prepared to make a trip.

Another observation of the veteran operator is that supermarket executives are sticklers for the clean, neat appearance of machines in their stores. On his service trips, Reese carries a Windex spray bottle to touch up the machines. He also carries a good set of tools at the locations. "They will keep the machines nudged for you between trips," he explains.

He discounts vandalism as a minor worry. In five years of operation he has only lost, he estimates, four or five machines. These losses were caused by theft and by fire.

Operating System

His method of operating on the supermarket service calls is to check each machine's take. Then he makes out a ticket for the commission, leaving one with the manager of the market and keeping one himself. At the end of each six weeks, he sends in to the home office a ticket to be charged to the corresponding ticket which he has left with the man- ager, and which the manager signs, gets a new one.

As seems to be the rule with most successful operators, Reese believes in the personal touch when dealing with location owners. The more he knows about them, the more they appreciate him. He finds that the more he talks to them, the more they appreciate him.

To make sure his machines are in all his locations through a big part of North Texas, Louisiana, Arkansas, Mississippi and a part of Tennessee, he knows the owners person- ally, knows them by their first names and knows every name of the children they have.
Bills to Regulate, License Games
Sent to Ill. Judiciary Committee

CHICAGO—A pair of bills dealing with licensing and regulation of coin-operated devices in Illinois, introduced by Sen. Robert McClory (R., Lake Bluff), have been assigned to the judiciary committee.

Basically, the bills prohibit coin machines used for gambling purposes, but exclude amusement devices which reward the player with an immediate and unconditional right to replay," where the device depends in part upon "the skill of the player and returns to the player no coins, tokens, merchandise, credit or recorded right of replay.

The bill specifies that "any immediate and unrecorded right of replay shall not represent a valuable thing," and be "presumed to be without value within the meaning of this act."

Also called for is an annual privilege tax of $50 for amusement-type pinball games, $10 for electrically-aided games, and $25 for mechanical bowling or shuffleboard games.

The bills provide for confiscation of any machine found to be a gambling device and specify fines and imprisonment for operation thereof.

The licensing bill, S.138, is introduced as an amendment to Section 1 of an act to provide for the taxation and licensing of certain coin-operated amusement devices and to prescribe penalties for the violation thereof, approved July 7, 1955.

Copies

The regulatory bill, S.137, is an amendment to Sections 1 and 2 of "an act to prohibit the use of clock, tape, slate or other machines or devices for gambling purposes," approved June 21, 1955.

Copies of both bills (S.137 and S.138) are available to readers, thanks to the efforts of Billboard Music Week, on request.

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Pennsylvania Pin Locations Socked By DA Raid in Montgomery County

PHILADELPHIA — The latest battle between the multiple-pin machine and the State of Pennsylvania ended Thursday when the district attorney's office in neighboring Montgomery County raided 20 locations and made five arrests. Not all machines seized were strictly multiple coins. Some were of the "splitter" variety, which operates three machines feeding one coin, and others were of the "disguiser" variety, in which one machine is assigned to each of the five locations and all nine are operated with all five coins, respectively, to make it look as though five different machines are being played.

The DA told the raiding force that under the "disguiser" variety, as many as 100,000 machines are being played by men in an effort to

Operator Action Helps Holt Bills On Cig Vending

ST. PAUL.—Concerted action by Twin Cities operators is largely responsible for the defeat of two bills in the Minnesota Legislature which would outlaw coin-operated machines, including vending machines for cigarettes.

Operators of the bills said that they would continue to fight the sale of cigarettes to minors, but if enacted in their present form, the bill would have been a severe blow to Minnesota operators.

The two bills were brought before the Commerce, Manufacturing and Retail Trade Committee of the House of Representatives, which held a hearing on them. At the hearings, operators vigorously expressed their opposition to the proposed bills. As a result, they have been "thrown back" into committee and it is not expected that the bills will come to the floor of the House for a vote at this legislative session.

Twin cities operators say they have found a loophole in the law which allows them to continue to operate in business as usual.

BLAZERS

Rings Still Draw Indians' Attention

GALLUP, N. M.—Navajo and Apache Indians are ideal customers for cigarette machines, particularly where rings are concerned, according to Dwight Ruiz, built operator here.

Ruiz is a hard-sell salesman, and his machine includes the giant Indian reservation of Southern New Mexico. He purchased his first bulb vending machine five years ago, when he noticed that cigarette and hardware stores of the reservations had no such devices for their customers, most of whom live on government aid and usually have a handful of change available. Experimenting, Ruiz bought a dozen bulb gun machines, put them out at corners along his route (with no commission arrangement whatsoever), and was encouraged to expand.

Now, he is still vending bulb gun, but cigarette rings and other jewelry items have proved far more popular.

Best sellers have been elaborate costume rings, valued at 10 cents, through a variety of machines, both in capsules, and in tiny plastic bags. Ruiz expected that Indian children on the reservations would be his best customers, but, after observing several infants, he thinks that it is the adults who are buying most of them. Indian children steal each other's jewelry, and Ruiz plans to go around and trade his wares for their own.

A happy circumstance which pleasantly surprised Ruiz was the fact that his hardware store operates through the huge reservations in both States are generally handy with both their cars and with cash to the vending machines, and he will usually keep them in perfect mechanical shape.

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March 27 Issue

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854633
Giant Coin Operations Serving U. S. Forces Seen Emergent in Europe

- Continued from page 63

machines, and predicting eventual gigantic integrated operations on a theater-wide scale.

The lure is:

1. The banning of fruit machines and a revived boon, as a consequence, in games.

2. Introduction of automatic merchandising into military installations on a vast scale.

3. Finally, in consequence of these developments, the emergence of gigantic integrated operations placing all military coin machines over seas in the hands of a few large operating companies, which would own and operate all military coin machines overseas.

- Editor's Proof

Most on-scene experts believe the military's fruits will run toward the "buy American" campaign in ovirnique but old-fashioned. The machines, by official military administration, are generating large profits for the military service clubs.

Ironically, as it is the case of the machines being too successful. All military clubs are waxing fat from fruit profits, which profits they are investing in better food and entertainment for the patrons.

It was for precisely this purpose that the machines were installed, and until recently their success had been applauded by most military officers ruling them on the tray.

But the gold drain has reversed official attitude toward the fruits. There is criticism now that club profits are being siphoned off onto "buy foreign" splurging. Clubs are criticized for living it up with foreign florishes and with foreign gourmet items.

The army's revised attitude toward the fruits tend to be that it were not for the machines, the club officers would be busing instead of bulging, and there would be diminished temptation to splurge with American dollars on the local economy.

Pratap Singh

It is also theoretically true that if fruit machine patrons didn't patronize the fruits they would patronize patronnage on the local economy, and net outflow of dollars being the same.

It is true also that nobody forces service clubs to splurge fruit machine profits on riotous foreign living, and that the profits could be used to cut club costs and thereby aid the local economy.

But a few experts believe the fruit machines can long survive the "buy American" campaign with its heavy emphasis on patriotic living. Working against the military fruits, moreover, is the U. S. Justice Department's drive to ban foreign trade in fruit machines.

Shifting to automatic merchandising, the military is interested in vending machines as an avenue to reducing employment of local help (another facet of the dollar drain) and cutting costs generally in its merchandising operations.

Since the post exchange and allied military merchandising activities overseas are conducted in a monopoly vacuum, they can be regarded solely from the aspect of efficiency, after making due allowance for customer convenience and whims.

Herefore, with local wage rate and military installations scattered, the U. S. Forces have had little incentive to introduce automatic merchandising.

But the gold drain has stimulated the military's interest in automatic merchandising. Quantock master and European Exchange System (EES operates post exchanges and related consumer services) indicate that substantial savings could be effected by large-scale introduction of automatic merchandising.

The chief consideration at the moment is the reduction in local employers and in services which must be paid in foreign currency. Surveys also seem to establish that service could be substantially improved by introducing vast vending operations.

Military installations are being steadily concentrated, making feasible vending operations. Surveys suggest that a considerable number of post exchange operations could be replaced by vending machines. PX's could be closed down, reduced in scale, and consolidated.

In general, it is a situation which seems to offer a coin machine paradise for operators able to conduct large scale operations scattered over Western Europe and England.

But most on-the-spot experts believe it's an assignment which can only be handled by a combine or combine, a huge organization able to mount and conduct simultaneous operations in jalousie bohems, games and vending machines.

There seems to be tremendous potential in the vending machine operations alone, provided the military can be persuaded to yield to trials. For example, there are virtually no beverage dispensers in the entire theater—no hot beverage or cold beverage machines. Beverages, as with food generally, is handled by the traditional source.

Yet, the opportunity is now there, opportunity stamped and underlined by President Kennedy's crackdown in the instance of the U. S. officers' club in France which attempted to build a $200,000 annex. This was the project brought to the President's attention in a cable from an American woman in Europe, and which Secretary of Defense Robert McNamara killed out of hand.
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