By JUNE BUNDY

NEW YORK—Colleges in general, and college radio stations in particular are becoming increasingly important to the record industry, both as exposure outlets and lucrative sales markets for pop music.

Whereas a few years ago, record distributors still didn't know what to do with their free disks for college stations, there's now an active market for college disk. For example, some stations are now buying disk, and college disk has become big business.

A few years ago, college disk was considered a freebie, but now it's a big business. Nowadays, college disk is a major part of the record industry. It's a major part of the record industry.

The importance of college disk lies in the fact that college stations have the potential to reach a large, young audience. College stations are often the first to play new songs, and they have a reputation for being innovative and experimental. As a result, college stations are often seen as a bellwether for the rest of the music industry.

In addition, college stations have a loyal audience. These listeners are often highly enthusiastic about music, and they are more likely to purchase records than listeners who hear music on other radio stations. This makes college stations an important sales outlet for record companies.

Another important aspect of college disk is its role in the development of new artists. Many successful record artists were first heard on college stations. For example, The Beatles and The Rolling Stones were both discovered by college disk.

Overall, college disk is an important part of the record industry. It has a significant impact on the music industry, and it continues to grow in importance.

(Continued on page 39)
ARMADA's Next Goal: Stronger Bootleg & Counterfeit Legislation

NEW YORK—The next big project on the agenda for ARMADA's attorneys, Badler, Steinberg and Steinberg, is to combat bootlegging and counterfeit legislation whereby bootleggers and counterfeiters will no longer be termed misdemeanors, but felons.

AM-PAR EYES WINDSOM BUYER

NEW YORK — The possibility of ABC-Paramount buying Windesom Records — long in the discussion stage — may become an actuality in Harris' estimate.

If the sale goes through, Windesom, which is currently operating in the office of Am-Par and handle the new label. The acquisition would give Am-Par a sizable classical and jazz division, with the possibility of putting its own LP line-up, which already includes piano, jazz (Eclipse) and sound (Command Grand Award).

Issue Broadcast Rating Report

WASHINGTON — The eagerly awaited report on broadcast ratings services by the American Statistical Association, released last week, turns out to be a "yes, well and no," verdict on methods used by the services. Of strongest interest to local TV stations, which are the rate-ording units are the findings that Local ratings estimates are often "decidedly in error," particularly on whether to spend more on local ad or regional network or creative and direction decisions on local programing "might be quite different if improvements in local rating surveys were made."

Chairman Orr D. Harris, (D.A.), of the House Interstate Com. Committee, which receive the report, made frankly, admits that it was "extremely difficult to summarize in a page or two of text the length and necessity technical matrix and the number of opinions services "will find something in the report to bolster their attitudes." The study was adapted to the "methodology" of the collected data, and does not attempt to recommend any policy as to content of programs, or how far ratings ought to be relied upon in determining format programing."

Recommendations Listed

Although expert, the report was formulated by the experts on the special ASA committees, they did recommend: An industry-wide office of research to aid radio stations in developing effective new services, an "industry-wide office of broadcast research" to give "detailed information" about "data diffusion and estimating procedures, more research by the services" with "both kinds of information and their distributors."

Harris gave high praise to the work of the ASA members, William G. Mathews, ASA Research Institute, chairman of the committee; Herbert H. Longley, University of Cincinnati; and Raymond J. Jeune, of Cet, Inc. Harris said the principal conclusions which his committee set aside, was the estimate that the number of radio stations is "definitely higher, fair rating that each service is" bound to be improved.

2. Network programming policies are not likely to be changed by any technical improvements in the way ratings services collect and process data. Harris hastens to add that this does not mean that "chaotic conditions" cannot some day be undertaken.

Harris offers no big room for improvement on ratings of local stations.

Herb Gottlieb Named To West Coast ASCAP

HOLLYWOOD—Herb Gottlieb has been appointed to the West Coast representative of ASCAP. Gottlieb will now advise the West Coast membership on distribution and survey and all matters concerning the Society's operations.

Hoffman, who was in personal management prior to coming to ASCAP, heads the ASCAP West Coast office and the Big Three Music Corporation for over 15 years, leaving in 1958 to join Telecast Associates on the Coast. He was executive assistant to ASCAP's president at that time. Gottlieb succeeds Hoffman upon his retirement.

MIKE SPECTOR HOSTS SORD'S BRASS IN FLA.

FLORIDA CITY — Mike Spector, host of the national radio show of SORD here, last week, and the Florida Retailers Associations, entertained the visiting SORD brass to a luncheon at Leon's La Perla steak house, Sunday evening (11). The eight-week members of the visitors who had spent the week visiting the retail trade around the pool of the Universe. The group were members of the local association and the SORD distributing company Distributors in nearby Hialeah.

The guests were entertained by entertainment Spector and his troupe the following morning, when they were invited to a known local eatery. Early Monday morning, the party headed for Miami airport though Lou Shapiro, of Jersey City, N. J., said he would avoid the tough Jersey weather by spending the next five weeks at the San Souci in Miami Beach.

50 LABELS ON HOT 100; MOST ARTISTS UNKNOWN

NEW YORK — The usual driving competition for a hit single appears to be tougher this spring than it has been in months.

At the present time only a handful of labels have more than one entry on the chart, and even then, restrictions on only four labels, many of these being two-sided titles, and has no a decent hold on the scene. One label, however, has many labels on the charts are subsidiaries and if these were added to parent firms, some totals would be greater. But even with this work of finding groups of firms, come close to dominating today's single market.

What is even more interesting perhaps is the fact that there are so few different artists currently on the "Hot 100" chart and one has a record of any proportion of the population. This indicates how wide open the field is, when better than 25 per cent of the top 100 sides are composed of previously unknown artists.

One of the reasons, record man opine, for the breakthrough of so many new artists, is the tremendous number of records released in the singles field each week. Often, before a new artist with a hit sound can follow up with another record, there are five or 10 records issued with artists imitating him. By the time the original artist gets his next disk out, his sound is already at one with some other trade counterpart with the number of singles released each month, it's a miracle that there are 20 or 30 artists currently who manage to follow up one hit with another.

Pitt Orr Signs Command Pact

PITTSBURGH — The Pittsburgh Symphony Orchestra under the direction of William Steinberg has been signed to a two-year contract beginning in May with Command Records, a subsidiary of ASCAP.

The pact, approved at the Symphony Board meeting in Pittsburgh, marks the first call for the orchestra to make at least five recordings for Command. Before joining the orchestra had recorded for Capitol but switched to Everest last year on a three-year deal. That contract was canceled by P. L. Sats in April. There are plans to follow that policy changes at Everest which had led to a heavier concentration on pop music.

Diner's Club Disk To Larger Offices, Handles Fullfill's

HOLLYWOOD — Diner's Record Club, looking to take over handling its own fulfill service, will be taking over the operations of fullfill's club's inking more than a year ago, has added a disk to its service to an independent mail-order house.

Club founder - Bernice Solomon decided that the move was necessary to keep up with the growing number of record retailers that have added a disk to their service in the last year. Fullfill's chairman, said it was not a secret that he was considering a capital gains sale of the club and refused to indicate how near he is to coming to a decision on a new organization.

The new office, Solomon said, is in no way connected with the other establishment. Rapid growth of the club, he said, after the addition of two fullfill's executive offices. Furthermore, additional room will be needed once the club takes over its own fulfillment. Now that the club's volume has reached its present size, it will pay for it to handle its own fulfillment rather than buy the service from someone else.

Record club to set up headquarters at 8317 Mountain Avenue occupying 10,000 square feet. In addition to expanding fulfillment offices, the club will beef up its staff to keep pace with the increased business.

Greenwood to MGM-Verve

FRANKFORT, Ky. — Frank Green- wood has been appointed chief engineer, staff to MGM's music distribution division. Greenwood will take charge of operations for MGM's music distribution division. Greenwood will operate under the supervision of Robert Doherty, chief of the engineering department.

BILLY JOEL'S NEW ALBUM A COMEBACK

PHILA — Cameo Records is making a big promotional and discount campaign behind a new album series featuring the "U.S. Pop Orchestra." The orchestra is comprised of 110 men, with a 54-man string and a big percussion section. The finished ensemble contains pop standards, and was taped at the studio of the Philharmonic-European Arts. England, Farn will also issue singles from the series.

Cameo is offering a 15 cent discount on both monaural and stereo versions of their "live" titles through April, and is giving an additional 5% discount on their new series. There are also special bonuses to salesmen and distributors. The "International Pop Orchestra" is available at $2.95 stereo and $4.98 monaural.

SUBSCRIPTION ORDER FORM
We have been taking Billboard Music Week for a good many years and I honestly don't think we can run the record department of our store without the weekly orders you send us weekly. We would like to subscribe now if you could have delivery orders to reach us by Billboard Music Week comes.

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MORE RECORD MAKERS BOARD PACHANGA WAGON

NEW YORK—More and more record manufacturers are jumping on the changa-pachanga wagon in an effort to cash in on the new Lince that is mighty hot in most Western states. (BMG, 2/21.) Artists roused out a single called "Pachanga Baby" with Bobby and The Rhythm Is The Key. John Keney, who was on the Joe Sherman show, Epic Records will be releasing a pachanga version of the song. Harold Cupp, the new reissue director at Epic, has put together a new single record called "Dance the Changa" with Carlos Alvarado is out this week, too.

Meanwhile, Alegro Records, with the hottest of the pachanga flutters under contract, Johnny Pacheco (the Benny Goodman of the cha-cha-cha), is reportedly getting signed and is issuing an album on its original LP of panchanas. Alegro waxed its album of pachangas with Pacheco soon after the dance was first popularized at the Carnabal in the Brasserie at the West Coast.

Many of the record companies that have issued pachanga or cha-cha-cha releases are issuing more dance records. Carlton Records has sent out flyers on the dance to TV bandwagon shows, and is holding a dance contest to select one of its TV directors for the Carlton's TV/nightclub newspaper. The diskery is also sending an instruction disk to dance studios. Bobby and Billy, the United Artists team which has waxed "Pachanga Baby," is set to teen-age the dance on the bandstand shows in the East Coast, plus Philadelphia and Washington. The boys will give away free handkerchiefs—since the handkerchief is in integral part of the dance.

However, the pachanga is not slowing down in any way. It seems that the latest reports are that it is sweeping Grover's.<br><br>Decca Prepares Big Brenda Lee Day, Coincides With New Album Release

NEW YORK—Decca Records has announced preparations for a special 5th of March promotion centering around the designation of "Brenda Lee Day" (3/5) as Brenda Lee will release a new album, "Emotions," will be re-released this week.

The drive creates a program of national sales and publicity activity, and Decca field men are now co-ordinating efforts to fulfill a promotion plan that has been put together over the past 26 weeks. Each field man will carry the Brenda Lee program over the territory with sample copies of the disk and a 4 1/2" x 6 1/4" promotional record. The plan includes an eight-day promotional program introducing the album, tells of Brenda Lee's participation and personalizes the selection. Also included are station breaks and time on the weather reports for local dealers.

The Decca sales force will be having the special one-day effort to help drive circulation. For every six albums purchased—mono or stereo—one is given free. Each day of the promotion, March 30. Decca stated that massive solicitation will be accomplished by the Decca sales force. The promotion plans and orders will be delivered March 29.

Dealers merchandising aids include color blow-ups of the album cover, streamers, counter cards and window cards with 193 page coupon books, which have been heightened by telexing to jockeys, reviewers and key dealer accounts. Local radio outlets are also helping to spark the promotion with their emphasis on the Brenda Lee release. You can't do this sort of thing with "It's Never Too Late."<br><br>Buena Vista in 'Biggest Promo' In Single Sale

HOLLYWOOD—Walt Disney's Buena Vista Records is launching its biggest singles sales program in the company's history according to Buena Vista's record director, Jimmie Johnson. Johnson told Billboard Music Week that his firm is throwing "the biggest and most ambitious promotion campaign we have ever undertaken" behind the label's current five releases this week.

The "pre-sold concept" which the Disney label has used on behalf of their LP releases is being used heavily in Buena Vista's current single record drive. This is based on the fact that most of the releases are linked with Disney film promotion, and, in addition, the many burlesque and feature film point of sales, and is expected to result in a healthy promotional harvest from the movies.

Extensive full-page single release information appeared in Disney's Fred MacMurray-starring "The Prize," now playing at New York's Radio City Music Hall and Grauman's Chinese Theatre, with a week-long "no way out" of ad campaign through the radio stations in Los Angeles, and Disney's "Toben Film," now playing at the Palomar Theatre in San Antonio, Texas. For Disney's "Apache," a week-long "no way out" of ad campaign through the radio stations in New York, Los Angeles, Chicago, and Boston, will be launched. In addition, the label will maintain an extensive radio program, with a "Buy Disney Records" theme tune, and the record will be featured on the Buena Vista banner. Full color advertising of the label's single releases is being used on the last.

AFM Tells Disk Firms To Cut Recording Abuses

NEW YORK—Telegrams and letters have been sent out by Presidetitter H. J. Schlessinger, head of the American Federation of Musicians, ordering all record companies to stop all payments to recording artists in order that the union will not tolerate violations of its recording law.

In his notice Kenen pointed out that there are still many recording agreements which widespread abuses exist. Eight areas in all came in for particular emphasis in the communica-

Challenge Sale By Thompson

BILLY THOMPSON—Billy Thompson last week sold his 50 cent stock in Challenge Records and his interest in Jat Music to Joe Johnson, his partner for the past three and a half years. He will retain all of Challenge's present distributor labels. Producer will purchase Jat singles and EP's. Thompson said. Thompson is a record business veteran who has held positions in the South in distribution, later spending seven years with Coral Records in sales and art & rep.

Thompson and Johnson formed Challenge with Coral in the late '40's and a half a year ago. Shortly after the firm was formed, Thompson bought out Avery's share of the label, each retaining an equal half of the company's stock. The pair ran Challenge until last week when Johnson took stock in control of the label. Concurrent with this, Thompson concluded a three-year distribution deal with Brunswick Records (see separate story).

WB To Handle Challenge Line

HOLLYWOOD—Warner Bros. has announced it will handle the distribution of Challenge Records, unit of Challenge Entertainment, for the upcoming year. This marks the first time in the Warner label's history it has been involved with a label which is a completely new line. Challenge will continue to use the present distribution system and will keep headquarters in Hollywood.

Thompson was concluded between WB President Jim Corrigan and Challenge President Joe Johnson. Concurrent with the Warner-Billbo- ard arrangement, Johnson bought out the interest in Challenge held by his 50 percent partner, Johnny Thompson, who had handled the label's sales and promotion (see separate story) since its inception three and a half years ago.

As a rule of the deal, Warner will be able to deliver to its distributors Challenge products any time the line becomes active. Challenge claims to have sold 2,000,000 singles each year in its short life. Johnson will be assisted by the new distribution system, handling the promotion of the label's product. The Warner-Challenge distribution will remain unchanged. Also, deals covers only the Challenge originated product and does not encroach on the existing Warner-Billboard and WB Records, which hereofore had been distributed by Challenge. Releasings of Challenge's releases continue to be handled through the former Challenge distributors.

Dol Denies FTC's Charges of Payola

WASHINGTON—Dot Records, Inc., Hollywood, has denied Federal Trade Commission charges of payola, a charge against the sale of disc jockeys, and has asked the agency to dismiss the complaint against the company.

FTC settlement was issued last week against 445 companies with unfair practices and deception of the public by boosting record play through payola. Company officials Ralph Hall and David A. Hall denied the allegations.
As Artists Get Younger, A&R Men Grow Youthful, Too—Many in 20's

By BOB ROLONTZ

NEW YORK—It’s not only the artists who are getting younger on records, but the A&R men who make them. The trend has been most apparent in the A&R business like Steve Sholes and Mitch Miller, who have already become household names on the West Coast and Mitch to the eminence of King of the Sing Alongs, it is noticeable that the current A&R men are successful in A&R are in their 20's.

Jerry Wood and Mike Steeler, who have been cutting hit records since they were in their teens, are now vets in the business although only in their late teens and early twenties. Although single market success characterizes the rest of the A&R men, their companies are in their 20's.

Columbia Records’ A&R, staffer Bob Morgan, who has been cutting hits for the Philadelphia International label, has also cut his sides, is not yet out of his 20's. And Mike Neplo, who heads up the Epic label’s A&R department, has concentrated on the highly successful indie producing team of Newn-Kindred, Associates, is in his 20's.

Bill Severance, who has been a record producer for a number of years and whose name is becoming known in the industry, is also in his 20's.

Teen Influence

With records today usually exclusively tailored toward the teen market, it is of course neither unexpected nor unusual that young producers would gradually take over many a 20's staffs or become important indie producers. Many tradecraft have observed that with the near-neglect of the older single market A&R man is left the last five years as a consistent hit record producer. As one song says, 'I put it in the pace is too fast.'

Another way men don’t fade away, however, unlike ballroomers who retire when they hit that 40 mark. They become the album producers and the A&R men in their firm, they handle the sales and financial ends. As the album field becomes as competitive and almost as exciting as the singles field, with singles artists becoming more and more present as album sellers. Many of the younger men are now needed badly in the album field.

D. J. Milt Grant

To Lose Show On WGTW

WASHINGTON—Denny Milt Grant loses his teen dance show April 17. The six-day-week show, aired over Washington Station WGTW, has been cut by the station for its hour-long segment, from 4:30 to 5:30 p.m. Station officials said they had decided that the dance party was more important than the show itself and therefore it would have to be cut. The hour might be replaced by a show with a higher appeal to the interests of the community.

Although nothing was said about the future of the Federal Communication Commission proposes to keep the current program formats, in terms of the proposed enlarged queries to broadcasters apply to the implementation of the Federal Communications Commission, the possibility hovered in the air the WGTW was to be lost. McCutcheon said there will be a return of the now-cancelled show during part of the new format, but presumably it will not be of the same size and date.
Reprise Preps Its First Album

HOLLYWOOD — Frank Sinatra, who has about 80 tracks on his initial album, to be released the week of April 5 when it issues five packages, has taken the traditional approach on his first for his own firm, "Ring-A-Ding Dig," which adds to the Mavis Rivers, comic Joe E. Lewis, Ramon Novarro, and Ben Webster. Ten days later Reprise will offer under the Reprise banner, a "Vernon Castle" package.

Originally, Reprise had planned to issue the album, but with the label's flagships LP, to be followed shortly by individual albums of each, the concept was dropped.

A cover artwork suitably handled, the picture size and delay in releasing plans. In the meantime, Reprise issued a third single last week: "A Couple from the Sunny Days of Yesteryear" from "Swing High, Swing Low," and the two selections taken from it for the single is "I'll Have You Back Again" by "I'm a Pool to Care," Reprise's first single was "Swinging Time Around," by "Tina." Its second single, "Tina," is "Don't You Really Want Me," also a Four Preps, and Lincoln Mayorga.

PHILLY PROMO MEN IN CLEAR

NEW YORK — A number of record company men at yesterday's meeting of Philadelphia local promotion men discussed a story that appeared in BMG Watch in February concerning the great number of men who are leaving there each weekend. The story mentioned the logarithmic increase in the number of men being sign-ups in Philadelphia, reaching Friday and Saturday that.

New York — The suicide of a number of record company men in Philadelphia have been accused of having skeletons in their closets, directing them to the local promotion men who are being accused of insufficient attention to their work. The suicide of a number of record company men in Philadelphia have been accused of having skeletons in their closets, directing them to the local promotion men who are being accused of insufficient attention to their work.

Bobby Byrne Off To Grand Award

NEW YORK — Orchestra leader Bobby Byrne has joined Enoch "The Grand Award" Command Orchestra. He will be coordinated in the labels' artist and repertoire department. "The Grand Award" is headquartered in Chicago, formerly an NBC TV studio.

Other new staffs at Grand Award-Command are Earl Wolf, West Coast sales rep; Elliot Togel, publicity relations director, and Jerry Hanick, assistant to arts director. Bobby Byrne will be building up among record companies for the next ten years. Those scene the stands would be allocated if the jockeys are lined up, according to the record promotion men, would not be the main focus of pressure on various departments.

LUDWIG WINS BRAND NAMES PROMO AWARD

NEW YORK — Ludwig Music House, Inc., St. Louis, Missouri, has been awarded the "Name-Ratter of the Year" in a major category, according to Henry E. Alum, president of Brand Names Promotion, for their accomplishments of the annual competition.

A number of other music stores were cited for their outstanding 1960 brand promotional programs at the annual meeting of the Ludwig Music Company, Bas- tor, Missouri, and recently at the store's offices in Detroit, Kitt Music Company, Inc., Washington, and Pace Music Company, Inc., Houston.

The five winners are to receive their awards at a dinner in their honor in the Madison Square Garden restaurant, at the astor-Dorseta here Thursday.

The firms were chosen by a panel of judges comprising top music experts in the field, including the late Syd Gershon, and a number of the industry's most respected personalities.

Ludwig, who back in 1960, began his career in the music industry, has been a major influence in the development and advancement of the field, and has been associated with the world's greatest musicians.

His ability to see the future, and to plan accordingly, has been his key to success.

WLEE Turns Up New Gimmick: Disk Hops for Private Parties

RICHMOND, Va. — Station WLEE here does a thriving busi- ness in selling record hops for private parties. The outlet in fact has drawn 750 orders so far, as the recent record hop made key delivery of 120 in March.

At one time WLEE gave away 150 free disks to teenagers at each hop, but now it is giving away tickets on the advice of its local disk store, who told WLEE that disk stores are doing better with the tickets.

The three-hour packages are sold for $35, and includes the sound system, a batch of records, and tape. WLEE lock they prefer at emcee to make the disk store's presentation as an enticement to buy records. WLEE states that the hop will continue for the next two weeks presented on Saturdays and Sundays and WLEE averages two a week.

The station recently introduced a new hop package, available only to nonprofit organizations, where, by a WLEE sponsor's pick has had the tab, thereby cutting the price down to $25.

The disk store has a total of 1200 commercial records read over the miles monthly.

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Dick Gregory

Pact Ultimate

NEW YORK — Dick Gregory's pact with Copix P's is probably one of the most unique and lucrative pacts in the business, and an exception to the usual disc jockey's canon name. First of all, his records can be released by Copix (the first is due next month, tentatively) by the comic himself. They are to be titled "The Racially Incensed Dick Gregory in three years. He signed a one-year pact with Copix and received a $25,000 advance. He will receive a $7,500 royalty on every record he records.

Gregory, who broke into national prominence through his stint at The Playboy Club in Chicago, attracts many stragglers from the business, and has already cost $500,000 this year. To Gregory, a $25,000 advance is nothing, but he is prolific and well known to his celebrity, and the record label that is to release the first record is Copix, which is a subsidiary of New American Records.

Paul Anka Latest Young Artist Into Movie Production

NEW YORK—Paul Anka is the latest young disk star to set up his own motion picture company. The 19-year-old singer-composer has bought three properties to produce an independent movie, "Melody," in Los Angeles.

Sparks Prokata (same name as his music firm) through his month of "melody," in September. "Wiley" will appear in that one, but will star in the other two stories — "Tina's" and "Tonight in Rome," which are both about singer- songwriters. He recently finished his sec- ond, "Movie," "Young Love." Bobo has been active as an independent film producer of some size with his Cooma-Mongra firm, Bobby Prokata. Prokata will produce with his new company, which is an independent record label. Prokata has been a dinner-at-dance with award winners and is expected to sign other artists who have achieved outstanding success each year.

"AM-PAR LP Bow Slated in Australia

SYDNEY — Festival Records here have announced the release of ABC-Paramount albums, April 13, and LMC's "Back up" in the Australian record firm a few weeks later.

Included in the initial release will be albums in Am-PAR's new "Melody" series, and ABC-Paramount and Impulse albums. The series includes albums by New Zealand's top artists and their original albums. The ABC-Paramount series features Paul Anthony, Ray Charles, Melba Montgomery, Sibbick and Lionel Newman. The Impulse LP's spotlight the Kaiser Winding Tone Bones, Glen Evans, Ray, Charles, J. J. Johnson and King Windling.

Murrow Show Turns Up TUNE

NEW YORK — Can a doc- umentary TV show be instrumen- mental in kicking off a song? An idea for next year.

The time "The Black and White," published by Temple- ton Music, was used in the CBS television show, "The Black and White," and featured a song by "The Black and White," which is a song by "The Black and White." CBS received so many calls about the song that they decided to go to Gay Fredman, Templeton productions, and asked for synchronization rights on the song. The song was used in a three-year deal with CBS, allowing them to use the tune elsewhere in their shows and in other places.

Meanwhile, Fredman mentions that he's looking at the idea of recording the tune, because the "Black and White" was published by Earl Robinson and David Anka, new plan, which runs through April 30, offers 40, 60 and 90-day deals, with presentations for five and 10 years.

The program applies to all albums and their promotions, and the new series of albums available on UCLA's "The Deluxe" series.

At the same time, Ultra Audio has given the go-ahead on two new packages featuring Errol Gormie and Steve Grant, who have combined their two production teams. Four Tracks, "The Deluxe," and "The Deluxe," will be available on UCLA's "The Deluxe" series.

MURROW SHOW TURNS UP TUNE

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Valando Reopens Office in Hollywood

NEW YORK—Music publisher Tommy Valando is reopening his Hollywood office. Arthur Valando, vice-president of the company, will head up the West Coast operation.

Alto music publisher activities have tended to center about New York in recent years. Valando is setting up the Hollywood headquarters in a move to promote his Broadway show scores ("Fiddler," "Tenderloin," and "Little Mary Sunshine") and generally work more closely with radio-TV and film people on the West Coast.

Arthur Valando will also concentrate on signing up new writers from the Hollywood-based office. Arnold Goland will continue here as music co-ordinator of the Valando firm, and Jay Margera, as business manager.

Four New Albums Coming by Candid

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Masters Wanted

Independent record label with national distribution seeks demos, masters, tapes for possible release. Only interested in material with broad appeal. All replies confidential, and material promptly returned. Call or place for appointment to contact...

Valando Reopens Office in Hollywood

NEW YORK—Music publisher Tommy Valando is reopening his Hollywood office. Arthur Valando, vice-president of the company, will head up the West Coast operation.

Alto music publisher activities have tended to center about New York in recent years. Valando is setting up the Hollywood headquarters in a move to promote his Broadway show scores ("Fiddler," "Tenderloin," and "Little Mary Sunshine") and generally work more closely with radio-TV and film people on the West Coast.

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THE SMASH FOLLOW-UP TO EXODUS!
BY AMERICA'S NO. 1 RECORD SELLERS
FERRANTE AND TEICHER
NOW WITH THEIR NEW HIT!
LOVE THEME FROM ONE EYED JACKS
COUPLED WITH TARA'S THEME
UA 300
WIN YOUR NEXT RECORDING SESSION

*(or your first, for that matter)*

(For the professional entertainer who best tells us how a personal Shure microphone can improve his act wins a 12" cutting date... lock, stock and barrel)

If you win, Shure will showcase you on a major label* stereo disc...with your own choice of sidemen, arrangers, and engineers. We'll design a full-color album cover and guarantee publicity for your record. We'll even give you an original number by George Shearing to introduce as the first band of your record. You get all the artist's royalties from the disc because Shure pays all the recording costs up to (and even including) $5,000.00* payable to you for the recording expenses.*

*Total limit for cost usually paid by the artist: $5,000.00. If you're under contract to a label, money can be paid directly to contract recording company.

Shure Entertainers' Contest
222 Hartrey Avenue, Evanston, Illinois
Dept. B-3

Recording Studio and Engineers. Shure pays for them*, you get ALL the artist's royalties.
How David Carroll puts his personal Shure microphone to work for him

As conductor, arranger and musical Director of the Mercury Recording Co., David Carroll (Re-percussion; Let's Dance) has tried virtually every top-quality microphone... and settled on the Shure Unidyne III as his own personal unit. First and foremost, because it picks up every shading and nuance of sound during his critical audition and rehearsal sessions. But more than that, the Unidyne III fits in best with the performer's way of working. His Unidyne travels right along with him... it's lightweight, compact and rugged. The whole unit (complete with all the cables and adaptors to fit it into any club or recording studio set-up) is about the size and weight of a clarinet case. It can take knocking-around that would ruin other microphones. And, it's unidirectional so it can be "aimed" at the sound source and pick up perfectly while suppressing random background noise and audience murmur. Like the Studio model Shure 333, which is often used in Mercury cutting sessions, the dependable performance of the Shure Unidyne III makes it the choice of the performer-perfectionist. Ask David Carroll.

SHURE

**Performer's Personal microphone outfit**

You CAN (and should) take it with you. Superb Unidyne III microphone complete with holder, cable and adaptors to hook into any club or auditorium P.A. system, or into better quality home or professional tape recorders. All in handy case (about the size of a clarinet case). On special order only—see your sound consultant or write to Shure. Only $75.00, professional net, complete.

Send for free booklet on mike technique:

Shure Brothers, Inc.
222 Hartrey Ave., Evanston, Illinois
Billie Holiday's new movie "Pio- neer Ge Ge Home," is set to roll July 3 ... Delta Rere starts at the start of the year on March 29... Sam Ferguson debuts in "The Tombstone, Washington April 3... Belle Parke is packing them in at the Rutherford Auditorium... her stories and piano work... and the... Deauville Hotel in Miami over Easter week... Johnny Mathis released his latest single, "Dreamin'"... Award from the American Music Guild Record Club last week... Joe Alton is presenting a... is set to open in at the Deauville Theater on... 10 days of Italy's top stars appeared at two programs in Carnegie Hall, New York, March 28... The city's Lir is in full swing this spring... Atlantic City's Steeple Pier opened in February... "The Bitter End," in Atlantic City... Boyd Riddle and the Mayan-... special opening at the Marina... Paul Williams and the Shelia Ryan tour starting April 3... Mitchell Torr has worked with Merv Griffin... His new manager is Tallum Franco... Johnny Mathis made his second appearance at the Emter Show at the Brooklyn Paramount Theater starting March 30... Bobby Darin continued his tour and his combo headlined at the Paramount Theatre... a European tour... Stan Kenton will return to the... between a trumpet and a French horn... composed for Kenton by... the performance company consists of five trumpets, four trombones, one tuba, five... the band is set to perform in a series... a part-time job... the road for a two-and-a-half week concert tour of the U.S. with orchestra and remains in the region... turning here July 10... Howard Keel will be a... the Roulette Bowl Service... has played the UCLA campus March 11... with Shelly Mann's group... received a reporter's copy date April 7 after a student body poll placed her in the favorite spot. After the UCLA appearance, the songstress will appear... in the "A Night at the Rome" TV spectacular, April 20... Bobby Darin completed his New York night club dates and is... has performed at the International... NASHVILLE

Billie was back in Nashville last week for her second December appearance. She had a happy reunion with the Nashville Ban- ch in a few weeks. The folk singer, who has been out of sight of the public since her tour in Latin America, will be at the RCA Victor's Jim Reeves completed the album at the RCA Studio B here last week. It is slated for August release. "If I'm Losin' You" by The Judds, "Rangetrouser" by Brad and Pam and "Little Old Lady from Nowhere" by The Bellamy Brothers were released at the Nashville show. Floyd Robinson has moved from RCA Victor to the Janissie label and cut his first session for the latter at Bradley's March 17... Decca's Bill Anderson recorded at the Bradley Studios last week. Sony's Al Smith continues to work on RCA Studio B, "The Voice of the Kings," which is in press. Zeppo shares the following is from the Irish folk music group—not a sizable contingent by any means—there is a feeling that there is promising talent here, and if the raptures of local columnists mean anything—this could easily all change... Irish Quartet in Playboy Frolic... The jazz band, there was Bill Holiday (Chesn) doing some singing with a bit of piano work on a lounge and cabaret style, and a pair of exceptionally good ones—Billie Holiday and her group (Vee Jay) and the Kirk Stuart Trio, yet uncertain by any means—there is a feeling that there is promising talent here, and if the raptures of local columnists mean anything—this could easily all change... Belle Bert is a curious anomaly in the disk business. She has sold more than 100,000 records since her debut has yet to appear on any best-seller record chart. Her material is blue, and if many of the townsmen, businessmen, and local officials have raised her act or kept her records out of stores, or removed them from the juke box covers...A concert at the club is the question. They are going to make sure that they come for a cleaned up Belle Bert—and the answer is no. They would be better off listening to her record or catching her at Crosinger's, the other... Belle Bert, Discarded Her String

FOLK TALENT & TUNES

DICK GREGORY TALENT CONFIRMED

Dick Gregory, the comic who has been piling up publicity in newspapers and consumer magazines ever since he broke wide open at the Playboy Club in New York, is understood to be under consideration for the role of the Blue Angel. He comes off as a hip, bright and clever comedian, able to take a quick jab at the blasted with satirical thrusts at worldly foibles and loaded with laud, the comic has a wide net of admirers, including Shirley, Newhart, Brie and Berman. Yet his style in his own words as his material—which, incidentally, is written by a new writer here in town—has won him the love and respect of his fans at race relations in this country as well as throughout the world. And one of the things that makes his comic is funny, in a sadistic way, from Gregory. Yet Gregory's routine is really not only based on racist jokes and themes. He has an innocent way of commenting on many other
Now
England's
Biggest Hit
#2 on chart week ending March 24

The original written and sung by

THE

ALLISONS

Winner
of the BBC's
"A Song For Europe"
(Wednesday, Feb. 15, '67)

DJs:
Wire collect for your copy,
If you have not yet received one

RACK JOBBERS:
Ready for all the racks on "guarantee" and
in special picture jacket

ON

LONDON
RECORDS
89 west 37th street new york 19 n.y.
BRITISH NEWSNOTES

Steve Lawrence’s ‘Portrait’ Takes English Ivor Awards

By DON WEDGE

New Yorker, New Musical Express

Awards ceremony of the Ivor Novello Chapter of the British Phonographic Institute, held under the chairmanship of Sir Richard Attenborough, was highlighted by the awarding of the Ivor Novello Awards to British and international artists and composers for outstanding work in the British pop field. The ceremony was opened by a presentation of the Portrait, a collection of two disks from the U.S. King catalog. The box was presented to the Ones I Love and the Valenties: ‘Hey, Ruby.” EMI Music Publishing was represented by its chair Barry White at the ceremony. EMI is one of the companies associated with the Ivor Awards. The company, which has been in business for over 150 years, received awards from the American Copyright Association for outstanding work in the United States.

The ceremony was attended by many of the industry’s top artists, including Elton John, who was presented with an award for his contributions to the music industry. The event was also attended by many of the industry’s leading executives, including Universal Music Group CEO Lucian Grainge, who was presented with an award for his contributions to the music industry.

Music Week

FRENCH NEWSNOTES

Disks Continue On Sales Skid

By EDDIE ADAMS

92 quai du Marechal Joffre

According to figures published in the monthly magazine Vendredi, French phonograph records have continued to decrease in quantity and sales. This decline, which has been going on for the third year of the record production but since then sales have decreased progressively. At the same time, sales of single discs have also been falling. Overall, the overproduction of versions of the same title, the retaliation of 20 per cent discount and government taxes.

In 1957 some 45 million were sold, with 6.5 million in 1960. At 14 million sold for $10 million.

New Albums

“La Chica Morena” newer 1P is the Wewens at Carnegi Hall,” Elvis Presley’s “His Hula in Spain,” and many more. RCA.

Movie Music


New Single

RCA International announced the release of American single which will be high in the sales charts. “Help Me, I’m Falling” and Ray Peterson’s “Tell Laura I Love You.”

Dance Time

Record companies agree that the chart is the most popular dance band of the moment. All major dance halls are starting to record various types of tunes with a cha cha beat.

Best-Selling Pop Records in BRITAIN

For the week ending 25 April 1961

(Collected New Musical Express, London)

This Week

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<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Record Label</th>
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<tbody>
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<td>1</td>
<td>3OODEN HEART</td>
<td>EMI-Columbia</td>
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<td>2</td>
<td>3REE OAKS</td>
<td>EMI-Columbia</td>
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<td>3</td>
<td>3ING ZING</td>
<td>EMI-Columbia</td>
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<td>4</td>
<td>3APPY HILL</td>
<td>EMI-Columbia</td>
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<td>5</td>
<td>3ONG 304</td>
<td>EMI-Columbia</td>
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<td>6</td>
<td>3EVERYTHING</td>
<td>EMI-Columbia</td>
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<td>7</td>
<td>3EE-gee</td>
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GERMAN NEWSNOTES

German ‘Mule Skinner’ Riding High on Broadcasting Charts

By JIMMY JUNGERMANN

Producer: Charles Stauffenberg, Munich

The U.S. hit ‘Mule Skinner Blues’ by Johnny Cash in German, is No. 2 on Radio Freisinger’s chart. The song was also released on Riss-Berlin’s “How Do You Like It” and at No. 2 on Radio Stuttgart where in the United States where sung by Peter Alexander and Bill Reasoner. The song was sung by Peter. Peter’s second hit of the moment “La Pachanga” gets good airplay in the UK.

Francis in German

Connie Francis taped another show in Munich and Vienna for German with Peter Kraus. She was accompanied by Frahn Halle and Hans Brater, and “Durnt, Melusine Liebe” by Werner Schafheim and Ischler.

Sale Records

Reports claim that sold in Sweden 56,000 records of “Sailor, Norway”

BELGIAN NEWSNOTES

Many U.S. Stars Among New Wax

By Jan Tors

Juke Box Magazine, Mechelen

Connie Francis is here again, this time with a song that has the cause of “you and me.” She is accompanied by the inimitable Lynn de Vere on vocals and Peter Kraus on piano.

“Six_string Blues” by Keef Smith and “Lovely” by Buddy Knox. On Atlantic, we received “I Count the Tears” by Eddy Grant and “Spanish Harp” by Billy Stewart.

Connie Francis was released a new LP in Belgium, and a single by an English top singer, Cliff Richard.

Best-Selling Pop Records in NORWAY

For the week ending 25 May 1961

(Collected from Verdens Gang, Bergen)

This Week

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<th>No.</th>
<th>Artist</th>
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<td>3KEMMLA-Loie (Poland)</td>
<td>EMI-Columbia</td>
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<td>3OLO MED BORGET-Berlin (England)</td>
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<td>3</td>
<td>3OLO MED BORGET-Berlin (England)</td>
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<td>4</td>
<td>3AKS ANDERSEN (Martinor)</td>
<td>EMI-Columbia</td>
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<td>5</td>
<td>3KUT-UP (Trondhjem)</td>
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<td>3UFFY (Trondhjem)</td>
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<td>3KUT-UP (Trondhjem)</td>
<td>EMI-Columbia</td>
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<td>3UFE ZIUNGENSTERN (Poland)</td>
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<td>3SUFE ZIUNGENSTERN (Poland)</td>
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<td>10</td>
<td>3KUT-UP (Trondhjem)</td>
<td>EMI-Columbia</td>
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Frisco’s April Slate Includes 14 LP’s, Peter Nero Album

NEW YORK— RCA Victor will issue 14 new albums for April, including a young pop artist. Other new albums spotlight Floyd Cramer, Les Paul & Mary Ford, Ray Charles, a collection of boogie woogie music, and many more. "The Three Stars," Hugo Winterhalter, the Esquire quartet, Maxine Sullivan, the Brown, an album of country classics, and the Strangers. There is also a new Victor jazz feature called "The Birder Beckoned," an album by Louis Armstrong on his own label.”

Hot Wax

Werner Schafheim will now release in the UK, 56,000 records of “La Pachanga” on EMI’s new label, Black Cat. Other of his records are the "Winter Twins" by Erich J Term and "Bichon," a hit at the moment. The label is launched on EMI. The label is launched on EMI.

On the important front, Ralf Ben¬
sen, director of ABBA records from Italy and England on Elec¬
tron’s "25.000 Stars," No. 2 on San Remo’s "Changing One Step." Both are produced by Horne.

Other items are the "Wim¬
merkot" by Erich J Term and "Bichon," a hit at the moment. The label is launched on EMI. The label is launched on EMI.

Filmsculous

Heidi Bruhls in the Filmmusic "La
dancer," a musical by Werner Schaf¬
heim and Reinhold Schloember, and "The Blue Diamonds" by Werner Schaf¬
heim and Reinhold Schloember.

The publisher is a Peter Schaf¬
heim.

Best-Selling Pop Records in GERMANY

For the week ending 25 March 1961

(Collected from Musik-Zeitung, Berlin)

This Week

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<th>No.</th>
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<td>1</td>
<td>3PEPE-Dalia (Artillo)</td>
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<td>3SOLO MEDI-Bern (England)</td>
<td>Columbia</td>
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<td>Columbia</td>
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<td>3SOLO MEDI-Bern (England)</td>
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<td>5</td>
<td>3SOLO MEDI-Bern (England)</td>
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<td>6</td>
<td>3GOBERT Einfried</td>
<td>Columbia</td>
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<td>7</td>
<td>3GOBERT Einfried</td>
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VENDREDI, 18 APRIL 2023
MGM RECORDS THE STARBURST LABEL

RECORD TALENT PERFORMING IN VIDEO SPECIALS

NEW YORK — Although music is in the minority on the regular TV show scene this season, disk talent continues to play an important role on video specials, and a few weekly programs.

The upcoming telecast of a Boone special on ABC-TV, April 20, will feature Fabian, Joanie Sommers, the Kingston Trio, Dorothy Provine and Johnny Mercer. The "Telephone Hour," on NBC-TV, April 14, will spotlight a Rock of Broadway musical stars—Rod Hauman, Eileen Rodgers, Hart Prentell, Laurie Peters, Brian Davies and Paula Stewart, plus the winners of the Metropolitan Opera Auditions of the Air.

Connie Francis, Vic Damone, Roger Williams, and Morgan will perform on the ABC-TV's Academy Awards show April 17, and Bobbi on 'Dar in Make one of the "Oscar" presentations. Damone will sing a special Oscar Hammerstein medley. Miss Franklin will sing "Never on Sunday," a song nominee, and Miss Morgan will do nest "Second Tune Around."

ITALIAN NEWSNOTES

Luxembourg Tune Takes Eurovision Grand Prize

By SANTIL STEINMAN
Piazz S. Amelina L. Rossa

Once again a French-language song, "We, the Lovers," sung by Jean Claude Pascal, from the film "Je Vous Aime," representing Luxembourg, was the winner of the Eurovision Grand Prize. Competition entries came from 16 Western European nations. Voting in the competition at Cannes gave the Luxembourg entry, a composition written by Vidal and Damit, 31 votes as against the British entry, "Are You Sure?" This was sung by its authors, John and Bob Allison, with 24 votes. The Swiss song, "We Will Have Tomorrow," also in French, won 16 points as sung by Franco Di Pasquale, the work of Caruso and Cussi. The French entry, presented by Jean Paul Minot, "Sonniving," by Ferreiros and Somei, got 13. Italy's San Remo winner, "From Out of There," (Motti-Durria) sung by Betty Curtis, tied for fifth with Denmark's "Angelello" (Aksel-Rasmussen) sung by Dario Cavoni.

"Music Time" continued despite predictions that government pressure would force its withdrawal. However, the second chapter was followed by replacement of the director, Daniel D'Armaz, with Stefano DeFosch. Operating on a $200,000 budget, "Music Time has booked Johnny Desmond, Patience, Renato Rascel and Domenico Modugno, but found the asking prices for Betty Hutton ($20,000) and Gene Kelly ($75,000) too high. Fascist and Communist groups continue to picket the studios during the week's broadcasts."

Jazz Story

Columbia has issued a four- volume "History of Jazz," a Cetta series of 45's on the story of jazz that has reached Nos. 11 and 12. Columbia has also issued music by such artists as Front Line, Art Pepper, John Coltrane, Sarah Vaughan, and John McLaughlin. The series has been a success for Columbia, and it is hoped that the series will continue to sell well.

Chart Baker will be charged with smuggling narcotics when his trial comes up this month. Baker, who is known as "The Baker Baker," has been arrested by the Los Angeles police. It is believed that the drugs were hidden in the stuffing of the "Baker Bakers." Baker was known for his "Baker Bakers," a type of cake that was very popular in the area.

Spanish Newsnots

Singles in Spain

BY RAUL MATAS
Editor Discoplas

32 Ave. Jose Antonio, Madrid

RCA insisted on launching singles in this country, where most other companies refused to do so. Now, with the impact of the compact, many labels are coming out with singles.

The market is growing strongly. The flamenco albums and special folklore releases are already in stores. Summer will bring more of the same, and we are confident that this trend will continue for years to come. Everybody will take back a deck of cards from Spain."

RCA started a great press campaign for its compact 33-rpm. Complete Francophone singing in Spanish and Italian. Two albums from MGM launched by Hispanics.

Now King Cole may be a guest star at the Bienal Festival next August.

Best-Selling Pop Records in Spain

For the week ending March 24, 1961
(Guia Discoplas, Madrid, Spain)

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<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
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<td>1</td>
<td>GREENLEAVES OF SUMMER</td>
<td>B. Price (Ibarra)</td>
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<td>2</td>
<td>FRE MISTERIANO</td>
<td>Carlos Ponce (Fonoteka)</td>
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<td>3</td>
<td>19 AÑOS TRAS MI AMOR</td>
<td>Vic Domingo (Fonoteka)</td>
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<tr>
<td>4</td>
<td>GREENFIELDS</td>
<td>Brothers Four (Philips)</td>
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<td>5</td>
<td>MY HOME TOWN</td>
<td>Paul Anka (ABC Hispano)</td>
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<td>6</td>
<td>ARE YOU LONESOME TOGETHER</td>
<td>Elvis Presley (RCA)</td>
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<td>7</td>
<td>34,000 BEND</td>
<td>Armando Ceballos (Ananda)</td>
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<td>8</td>
<td>AAT LA LUCIA</td>
<td>Lola De La (Philips)</td>
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<td>9</td>
<td>ADAM AND EVE</td>
<td>Paul Anka (ABC Hispano)</td>
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<td>10</td>
<td>IT'S NOW OR NEVER</td>
<td>Nina Simone (Philips)</td>
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<tr>
<td>11</td>
<td>NO POETRY IN HOGTON</td>
<td>Jo T. Friedman (Philips)</td>
</tr>
<tr>
<td>12</td>
<td>THE MILLION CHANCE</td>
<td>Ella Fitzgerald (RCA)</td>
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<tr>
<td>13</td>
<td>LA MONTANA DE IMITOS</td>
<td>Caro (Lamota (Fonoteka)</td>
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<tr>
<td>14</td>
<td>PEGUIN</td>
<td>Alfonso Lugo (Philips)</td>
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<td>15</td>
<td>SORRIDA</td>
<td>Los Estados (Philips)</td>
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<tr>
<td>16</td>
<td>ME ME ME</td>
<td>Alfonso Lugo (Philips)</td>
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<td>17</td>
<td>SORRIDA</td>
<td>Los Estados (Philips)</td>
</tr>
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The Top Notes

Hearts of Stone

b/w THE BASIC THINGS

b/w DEAR ONE

Supervised by Phil Speter

1957

The Smash

"The Exodus of Pepe from the Misfits' Summer Place"

STAN ROBINSON

AMERICAN RECORDS, 1650 Broadway, New York, N. Y.

MARCH 27, 1961

PHILLY NIXES JAZZ AT ROBIN HOOD DELL

PHILADELPHIA — Philadelphia Robin Hood Dell has with- stood another challenge won by the whirl of jazz, and the all-freedom audiencias will remain secrecy. The concert took place over the weekend.

Walter Weis was located to his Newport Jazz Festival. in the outdoor Robin Hood Dell which houses the men of the greatest of the concert world for a week-end from concert series sponsored by the city each summer. Weis' "Philadelphia Jazz Festival" at the Connie Mack Baseball Park last summer."
Tops in England
The Next No. 1 in the U.S.
NOW on WARWICK

WARWICK GOES
INTERNATIONAL

Morty Craft, president of Warwick Records, after two trips this month to Europe, has started formulating an international and domestic set-up for Warwick. Warwick has acquired the three highest singles on the English charts—Matt Monroe, Petula Clark, and Andy Stewart. Matt Monroe has two on the charts at the present time, PORTRAIT OF MY LOVE and his brand-new single, MY KIND OF GIRL. Petula Clark has LOLITA, and Andy Stewart has SCOTTISH SOLDIER.

MORTY CRAFT
MAKES
ENGLISH CHARTS

Morty Craft, president of Warwick Records, formerly in charge of all single A&R work, sales and promotion for MGM records, received a very big thrill at the reflection of his work on the English charts. The following artists were either made by Morty Craft, or are being handled by Warwick Records: Connie Francis, Johnny & the Hurricanes, The String-A-Longs, Conway Twitty, Matt Monroe, Andy Stewart, and Petula Clark. In his triple capacity at MGM, he was responsible for Tonya Edwards, Mark Dinning, Joni James, ensuring MGM at the time of his leaving the company to become the hottest record company for singles in the industry.

THE DOMESTIC SCENE

Warwick Records has now reached a new height of activity in the single field. They are currently riding the charts with five hit singles: WHEELS and BRASS BUTTONS by the String-A-Longs, TONIGHT I FELL IN LOVE by the Tokens, SCOTTISH SOLDIER by Andy Stewart, and RIK-A-TIK by the Fireballs. Andy Stewart's follow-up record to SCOTTISH SOLDIER has made the top ten in Canada and assured him of a smash follow-up to SCOTTISH SOLDIER.

THE MATT MONRO STORY

Matt is the current sensation of England with two records on the chart. This success did not come easily to Matt. It took him five years of long patience to wait for his break. Unfortunately, Warwick received permission to release PORTRAIT OF MY LOVE six weeks after Steve Lawrence's version, and the American public has not had the full benefit of Matt's talent. However, knowing the American sense of style, the Matt Monroe story has gone to number two positions in England against the strong competition of the British artist.

ANDY STEWART
"A SCOTTISH SOLDIER"

Warwick M-627

PETULA CLARK
"LOLITA"

Warwick M-630

THE FIREBALLS
"RIK-A-TIK"

Warwick M-636

MY KIND OF GIRL
by
MATT MONRO

WARWICK M-636

A DIVISION OF
Seven Arts Records Corp.
701 SEVENTH AVENUE • NEW YORK 36

(Warwick Records proudly announces the departure of Fat Danny Driscoll, its ace promotion man, back to his native haunt, the Midwest, where he is, as always, an immediate success upon arrival. Memo to Danny: We have just received your expense account—you're beautiful . . . . Al Kleia, our letter writer in the Southwest, reports strong activity on BRASS BUTTONS by the String-A-Longs. TONIGHT I FELL IN LOVE by the Tokens. SCOTTISH SOLDIER by Andy Stewart, TELL THE WORLD by Mickey Boyd & the Plain-Viewers, SOMEDAY (I KNOW, I KNOW) by Ted Taylor, RIK-A-TIK by the Fireballs and CHEYENNE by Don Back.

Our great composer-conductor-composer, Mike Reel Hoffman, newly arrived from Germany, reports Warwick is on fire! The talk of the West Coast! In Detroit, Dave Fox, the conference caller, says, "Stop1 reining. We have too many hits." Warwick is reaping him with a pair of clips for his work on SCOTTISH SOLDIER. Please ask Marie where the money is.2 Dick "it's a gust" Gussen reports that Howard Miller is hot and heavy on the new Crew Cut LEGEND OF BUNGA DIN. Meanwhile, he's caught by a series of laurels for Warwick's big hit, WHEELS . . . Paul Mayd in Boston says, "Don't call me, I'll call you." I wonder whatever happened to Matty's home town, Boston? Steve Schloen in Philadelphias says, "Don't worry, Jerry. Landin' PLAY ME A SAD SONG has got to be a smash." . . . Fred Buchanan of St. Louis reports "Where's my money?" Blaine of New York—"We're breaking our backs, finally got the Token- ing" — Carl Maduro, that famous singer from Cleveland—"can't ever reach him on the phone—but his associate, May Brady, says, "What are you worried about, we're swinging." Eddie "the Beard" Kalish reports from Baltimore, "We're a little late but don't worry." Jim Sarge Scott, the Cincinnati, reports "We got the shows locked up, they're all our boys." Andy Carson from Hartford, "Terrific money." Rob Stern from Los Angeles—I can't catch him; he hasn't stopped running yet . . . Mill Odhner from Florida, "We're a little late but don't worry, Henry's feeling better." Herb Sable from Minneapolis reports "Gonna be in a big cash position soon." Meanwhile, he says he will see Bill Taylor, who says, "Send free records." . . . Joe Martin in Newark says, "Got a great idea, put it played in New York!" . . . Saul Lampert in Philadelphia says, "I'm running, six-room money." Retailers say, "Boo, running, I got the money." . . . Steve and Tony in San Francisco report "It's going to be better, we got a tough market." . . . Stan Jaffe and Don Niles in Seattle, say, "We're waiting for the Dot version." . . . Without further mention, in Boston is hopieth Matt Monroe!
REDD FOXX SELLS!!!
NEW TARGET DATE...

STARTING MAY 15

JAZZ LP'S

★★★ STRONG SALES POTENTIAL

★★★ WORKIN' OUT

Barry Keel Quartet, Contemporary MC 2831—This is a perfect Barry's first LP with his current club working group. In a swinging mood made up of Marvin Isley on piano and Bass, John Porter drums and Barry Good on tenor, The quartet plays a variety of standards and original songs in a lively and fiery tempo which adds to the modern mood. Keel's interpretation is bound to please even those who originally just have.

★★★ EXPLORATION

Bill Evans Trio, Riverside SLP 1119

Bill Evans and group in stereo on this LP. Evans is best known for his work with Warne Marsh in the Modern Sound group. The pianist plays three standards and then a number of jazz by composers other than himself whose works he has not yet been able to interpret. A beautiful "Elisa" by Eddie Daniels is optional for the profs. Bill's reading on "The圣tana" and "Mobile" is outstanding. The trio plays in a relaxed manner with a balance of instruments which is typical of Riverside's records. The pianist seems to be enjoying his work as he explores in various styles.

GIVE TO DAMON RUNYON CANCER FUND

19 million people saw...liked...are waiting to buy

BURTON CRANE'S new money-making album

STOCK MARKET PROFITS

FOR THE SOPHISTICATED INVESTOR

This about investments... this is the first record album with the inside tips on how to make money in the stock market, compiled with financial charts and tables. Recorded by Burton Crane, the famous financial columnist of the N.Y. Times. Already pre-sold for you: a million of copies from Maine to Mexico. Order now! Rack up rich profits! Not hurry!

STOCK MARKET PROFITS for the Sophisticated Investor by Burton Crane. Album EX 1000 AVAILABLE THROUGH YOUR AEG-PARAMOUNT DISTRIBUTOR

CLASSICAL LP'S

★★★ STRONG SALES POTENTIAL

DRAMA'S OF THE FOUR SYMPHONIES

No. 1 In D MAJOR, Op. 91

No. 2 In E MAJOR, Op. 92

No. 3 In E MINOR, Op. 9

No. 4 In D MAJOR, Op. 98. The Philharmonic Symphony Orchestra, Afrey D. (4-LP Set). Sanner, Aharon's Barfield, the Four Brothers who were so successful, shortly after the war, recorded these symphonies and have gained a high reputation as leading players. The symphonies are still very popular, and are known as the "Four Brothers" symphonies. These are all classical symphonies which are known for their excellence.

SPECIALTY LP'S

★★★ STRONG SALES POTENTIAL

SPOKEN WORD

WIZARDS, VOLUME 1, 2

Curt Seaberg, Authors of "Wizards, Volume 1, 2"

WIZARDS is a collection of stories about the supernatural and the mystical, written by various authors. The stories range from ghost stories to science fiction. The collection is known for its unique and entertaining stories.

COMEDY

CLOSER, RABY, DON'T

Bud Collier, Host

This comedy series features comedians who perform in a variety of settings, including live shows and recordings. The comedians are known for their wit and humor, and their performances are popular among audiences.

INTERNATIONAL

RENDEZVOUS IN ATHENS

Bud Collier, Host

This series of programs features interviews with athletes, coaches, and experts in various sports. The programs provide insights into the world of sports and the stories behind the athletes and coaches.

LATIN AMERICAN

BANILENE SITDIKO

Michael Angeles Pizarro, New Orleans, Louisiana

This program features music from Latin America, including offerings from different regions and styles. The music is performed by various artists and groups, and the program aims to promote and celebrate Latin American music.

ESAMPAS MULTICULTURAS

Enrique Rodriguez, Mexico City, Mexico

This program focuses on multicultural music, showcasing music from different regions and cultures around the world. The program features a variety of artists and styles, aiming to promote cultural diversity and appreciation.

DANZONES DE ANTANO

Enrique Rodriguez, Mexico City, Mexico

This program features music from the past, including traditional and historical music. The music is performed by various artists and groups, and the program aims to celebrate and preserve the cultural heritage of the past.

The program covers a variety of genres and languages, providing a rich and diverse listening experience for audiences interested in exploring the world of music.
THE SMASH VERSION
EVERYONE IS ASKING FOR!

CANNONBALL
ADDERLEY'S

AFRICAN
WALTZ

BY THE CANNONBALL ADDERLEY ORCHESTRA / RIVERSIDE 45457
A MOST UNUSUAL INSTRUMENTAL SINGLE BY THE BEST SEL-
LING JAZZ STAR/BIG NOW AND GETTING BIGGER EVERY MINUTE

ONE STOPS: Title strips available from your local distributor... DISC JOCKEYS: If you haven’t received your copy yet contact Riverside Records...235 W. 46th St....New York 36,
DEALERS: Ask your local distributor for display material
### The 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 weekly nationwide surveys.

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Lyricist/Publisher</th>
<th>Charts</th>
<th>Weeks Ch.</th>
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<td>1</td>
<td>2 SURRENDER</td>
<td>By Byrnes and Schuman—Published by Peer (BMI)</td>
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<tr>
<td>2</td>
<td>PONY TIME</td>
<td>By D. Croxall—Berry—Published by Max (BMI)</td>
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<td>3</td>
<td>APACHE</td>
<td>7701 Offers—Published by Peer (BMI)</td>
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<td>4</td>
<td>WHISTLE</td>
<td>By J. T. Steppen—Published by Ember (BMI)</td>
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<td>5</td>
<td>CALCUTTA</td>
<td>By Gene Bredice—Published by Power-Hoyt-Morse (ASCAP)</td>
<td>No. 5</td>
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<td>6</td>
<td>WHERE THE BOYS ARE</td>
<td>By Greenfield-Sokolsky—Published by Alden (BMI)</td>
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<td>7</td>
<td>DEDICATED TO THE ONE I LOVE</td>
<td>By Pauline-Rein—Published by Arnis (BMI)</td>
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<td>8</td>
<td>BLUE MOON</td>
<td>By Pauline-Rein—Published by Robbins (ASCAP)</td>
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<td>9</td>
<td>DON'T WORRY (LIKE ALL THE OTHER TIMES)</td>
<td>By Pauline-Rein—Published by Robbins (ASCAP)</td>
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<td>EYES</td>
<td>By J. L. Loudermilk—Published by Acuff-Rose (BMI)</td>
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<td>11</td>
<td>GEE WHIZ (LOOK AT HIS EYES)</td>
<td>By Thomas—Published by EMI (BMI)</td>
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<td>12</td>
<td>THINK TWICE</td>
<td>By Joe South—James Williams-Crosby—Published by Peer (BMI)</td>
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<td>13</td>
<td>EXODUS</td>
<td>By Gold—Published by Chappell (ASCAP)</td>
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<td>14</td>
<td>THE EXODUS SONG—(This Land Is Mine)</td>
<td>By Gold—Published by Chappell (ASCAP)</td>
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<td>15</td>
<td>WALK RIGHT BACK</td>
<td>By Sunny Carroll—Published by Columbia (BMI)</td>
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<tr>
<td>16</td>
<td>ASIA MINOR</td>
<td>By J. Waters—Published by Bobbin (ASCAP)</td>
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<td>LILY FEVER</td>
<td>By Nat Adderley—Carruthers—Published by Peer (BMI)</td>
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<td>THE REDBOURG</td>
<td>By Roy Clark—Published by Columbia (BMI)</td>
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<td>19</td>
<td>SPANISH HARLEM</td>
<td>By Jimmy Lefevre—Published by Porganski-Triton (BMI)</td>
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<td>20</td>
<td>SITTING BIRD BOOGIE</td>
<td>By J. Porter—Published by RIT (BMI)</td>
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<td>21</td>
<td>BUT I DO</td>
<td>By Robert Guidry—Paul Grier—Published by Aris (BMI)</td>
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<td>22</td>
<td>BROOKSWAY</td>
<td>By Nat King Cole—Written—Published by Vee-Bee (BMI)</td>
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<td>23</td>
<td>GOOD TIME SAD</td>
<td>By Mario-Lewis-Aldridge—Published by Lowe (BMI)</td>
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<td>24</td>
<td>LITTLE BOY SAD</td>
<td>By Ray Whitley—Published by Columbia (BMI)</td>
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<td>25</td>
<td>TAKE GOOD CARE OF HER</td>
<td>By Robert Guidry—Bettie Jones—Published by Vee-Bee (BMI)</td>
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<td>26</td>
<td>THERE'S A MOON OUT TONIGHT</td>
<td>By Stanley-Eckardt—Carlin—Geene (BMI)</td>
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<td>MODEL GIRL</td>
<td>By Oral Jewel-Lock Edwards—Published by Warner (BMI)</td>
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<td>PLEASE LOVE ME FOREVER</td>
<td>By Melba Blake—Blanchard—Published by Bim (BMI)</td>
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<td>29</td>
<td>HEARTS OF STONE</td>
<td>By Ray Jackson—Published by Rogert (BMI)</td>
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<td>30</td>
<td>WATTSU</td>
<td>By Red Foley—Johnson—Published by Johnson (BMI)</td>
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<td>31</td>
<td>BABY BLUE</td>
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**RECORDING AVAILABLE** (Best Selling Record Award in Bold Face)

1. **SURRENDER**—Erik Provost, Vic 2003
2. **EXODUS**—Rodger Allen, Capitol 1900
3. **APACHE**—Isaac Payton, Al 205
4. **WHERE THE BOYS ARE**—Charlie Christian, Varsity 700
5. **THINK TWICE**—By Joe South, Peer 700
6. **DON'T WORRY**—By Pauline-Rein, Peer 700
7. **BLUE MOON**—By Pauline-Rein, Peer 700
8. **EYES**—By J. L. Loudermilk, Peer 700
9. **GEE WHIZ (LOOK AT HIS EYES)**—By Thomas, EMI 700
10. **EXODUS**—By Gold, Peer 700
11. **THE EXODUS SONG—(This Land Is Mine)**—By Gold, Peer 700
12. **WALK RIGHT BACK**—By Sunny Carroll, Columbia 700
13. **ASIA MINOR**—By J. Waters, Bobbin 700
14. **LILY FEVER**—By Nat Adderley, Peer 700
15. **THE REDBOURG**—By Roy Clark, Columbia 700
16. **SPANISH HARLEM**—By Jimmy Lefevre, Porganski-Triton 700
17. **SITTING BIRD BOOGIE**—By J. Porter, RIT 700
18. **BUT I DO**—By Robert Guidry, Aris 700
19. **BROOKSWAY**—By Nat King Cole, Vee-Bee 700
20. **GOOD TIME SAD**—By Mario-Lewis-Aldridge, Lowe 700
21. **LITTLE BOY SAD**—By Ray Whitley, Columbia 700
22. **TAKE GOOD CARE OF HER**—By Robert Guidry, Vee-Bee 700
23. **THERE'S A MOON OUT TONIGHT**—By Stanley-Eckardt—Carlin, Geene 700
24. **MODEL GIRL**—By Oral Jewel-Lock Edwards, Warner 700
25. **PLEASE LOVE ME FOREVER**—By Melba Blake, Bim 700
26. **HEARTS OF STONE**—By Ray Jackson, Rogert 700
27. **WATTSU**—By Red Foley, Johnson 700
28. **BABY BLUE**—By Red Foley, Johnson 700

### NIGHT CLUB REVIEW

Dick Gregory Talent Confirmed

**Continued from page 10**

typical items from politics to finances to home and family, in which he turns things upside down in a cute and very funny manner. He is also occasionally uses a semidrum that is not necessary, and he tends to hurry his act too much toward the end. His force is the lazy, almost puzzeled and yet gleeful way in which he delivers his punch lines. But these are minor quibbles. There is little doubt that Gregory is a solid addition to the ranks of comics who can do first recfent on Colby, star out in about a week, should be the hottest comedy 1P since the first Newhart did. Gregory has been playing to a s.r. business in the New York club since he opened, and to wildly enthusiastic audiences. He returns to the Blue Angel for a month's stand in April. Bob Rollins.
L.P. FOLLOW-UP TO A SMASH HIT SINGLE!
Floyd Cramer’s new “On the Rebound” album is here...all set to top the charts just as his red-hot “On the Rebound” single is doing right now. The new L.P. features more dazzling “Last Date” piano, tuned to winning selections such as “Faded Love,” “Tammy,” “San Antonio Rose,” “Wonderland by Night” and more, more, more! More sales for you, too. Ask your dealer about Compact 33, the newest idea in records.
& TOMORROW'S TOPS

BUBBLING UNDER THE HOT 100

1. CALIFORNIA SUN . Joe Jones, Roulette 4344
2. ONCE UPON A TIME . Henry Mancini, RCA Victor 7830
3. LITTLE TURTEL DOVE . Doris Williams and the Charmes, King 5455
4. CANADIAN SUNSET . Elia Jones, Prestige 191
5. KOKOMO . Flamingos, End 1985
6. MIORDO . Edith Piaf, Capitol 4493
7. EVERYBODY'S Doin' the PONT . Fay Simmons, Savco 125
8. WELCOME HOME . Sammy Kaye Ork, Decca 35204
9. THE WATER WAS RED . Johnny Cymbal, MGM 12978
10. ILLUSION . Nat King Cole, Capitol 4579
11. LITTLE BOY, LITTLE GIRL . Al Martine, 20th Fox 237
12. EASE SAY YOU WANT ME . Little Anthony and the Imperials, End 1986
13. TRIES . Platters, Mercury 7179
15. YOUR GODMOTHER KISS . Guy Mitchell, Capitol 41970
16. SWEET LITTLE NATHY . Ray Peterson, Duets 2004
17. DONANZA . Al Caiola, United Artists 302
18. WHAT I SAY . Jerry Lee Lewis, Sun 356
19. SWEETHEARTS ON PARADE . Elia Jones, King 5443
20. BOUNTY HUNTER . Nomad, Rust 5028

TOP MARKET BREAKOUTS

NEW YORK
- DADDY'S HOME
  - Honey and the Lightning
- I'M IN THE MOOD FOR LOVE
  - Chinese Cafe
- WHAT I SAY
  - Jerry Lee Lewis, Sun
- FUNNY
  - Maxine Brown, Norman

PHILADELPHIA
- EVERYBODY'S Doin' the PONT
  - Fay Simmons, Savco
- DIXIE
  - Donna Boyd, Janie
- VERY THOUGHT OF YOU
  - Little Willie John, King

DETROIT
- TONIGHT I FELL in LOVE
  - Tennes, Warren

BOSTON
- VERY THOUGHT OF YOU
  - Little Willie John, King

BUFFALO
- TENDERLY
  - Bert Kaempfert, Decca

Baltimore, Washington
- THE BLIZZARD
  - Jim Reeves, RCA Victor

Seattle
- SUGAR BOOGIE
  - B. Bumble & the Stingers, Rondor-Capitol

Milwaukee
- THE BLIZZARD
  - Jim Reeves, RCA Victor

Miami
- SUGAR BOOGIE
  - B. Bumble & the Stingers, Rondor-Capitol

MIAMI
- SUGAR BOOGIE
  - B. Bumble & the Stingers, Rondor-Capitol

HOT 100: A TO Z

1. A WINTER'S JULY . Jo Ann Bullock, RCA Victor 7264
2. A WINTER'S NIGHT . Jo Ann Bullock, RCA Victor 7264
5. ALL DAY AND ALL THE NIGHT . Keyboard Players, RCA Victor 7831
6. ALL THE WAY . Johnny Mathis, Mercury 7432
7. ALL THE WAY . Johnny Mathis, Mercury 7432
8. ALL THIS AND A CANDY SUGAR CANE . Jo Ann Bullock, RCA Victor 7264
9. ALL THE WAY . Johnny Mathis, Mercury 7432
10. ALL THIS AND Auz CANDY SUGAR CANE . Jo Ann Bullock, RCA Victor 7264

REVIEWS OF THIS WEEK'S SINGLES

the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

HANK BALLARD AND THE MIDNIGHTERS
THE CONTINENTAL WALK (Roosevelt, BMI) (3:37)
WHAT IS THIS I SEE (Leda, BMI) (3:12)—This version of the catchy ditty is a gospel-styled, exciting vocal with a pounding beat. Flip is a solid rocker in a medium tempo. Both sides are strong, but "Continental" has the edge. King 5491

JOHNNY MATHIS
JENNY (Nomaat, ASCAP) (2:53)—An attractive tune is handled an expressive vocal interpretation by Mathis with haunting backing. Standout side. Flip is "You Set My Heart To Music" (Ross Jungnickel, ASCAP) (2:42), Columbia 41980

CONWAY TWITTY
MAN ALONE (VeeMoo, BMI) (2:43)—Twitty contributes his usual vocal, showman style on two strong tunes with pop and country appeal. "The Next Kiss" is an appealing dramatic theme. Flip is a solid blues tune. MGM 12988

FERLIN HUSKY
WHAT GOOD WILL I EVER BE (Tree, BMI) (2:32)—BEFORE I LOSE MY MIND (VeeMoo, BMI) (2:54)—Husky has a strong followup to his current hit "Wings of a Dove" in this platter. "What Good Will I Ever Be" is a moving ballad. Flip is another easy winner with a good country vibe. Solid vocals, great arrangements. Capitol 4558

THE BROWNS
ANGEL'S DOLLY (Arch, ASCAP) (2:43)—The three-some does a fine job on this sad story of a little lass who passes away and is joined by her dolly. Moving vocal has appropriate accompaniment. Flip is "Ground Hog" (Lois, BMI) (2:12), RCA Victor 7866

BUZZ CLIFFORD
THREE LITTLE FISHIES (Joy, ASCAP) (2:26)—SIMPLY BECAUSE (Greenhaven, ASCAP) (2:29)—The newcomer is high on the charts right now, and this platter should step up strongly. The old novelty hit "Three Little Fishies" is worked with a showmanship and verve, and changer comes up with nice change of pace on flip, a tender rockabilly. Columbia 61797

ROY ORBISON
RUNNING SCARED (Accord-Rom, BMI) (2:19)—LOVE HURTS (Accord-Rom, BMI) (2:19)—Orbison is in a feelingvocal form here on "Running Scared," an effectively off-beat Western-styled ditty with dramatic backing. Another unusual arrangement backs "Love Hurts," an appealing ballad. Should move in both pop and country and western markets. Monument 328

THE TURBANS
WHEN YOU DANCE (Angel, BMI) (2:34)—Lead singer and the rest of the group with string orchestra give this ballad a soul performance. The boys should score again with this re-recording of a hit they had in the 50's. Flip is a ballad "Golden Rings." (Sheldon, BMI) (2:24), Parkway 829

BILLY STORM
WHEN YOU DANCE (Angel, BMI) (2:30)—Billy's version of this old hit ballad is solidly in the Latin groove. Soaring vocal and swaying string blend strongly. Reverse is another ballad, "Dear One" (Weiss-Barry, BMI) (2:20).

THE TOP NOTES
HEARTS OF STONE (Regent-Chordoma, BMI) (2:17)—THE BASIC THINGS (Progressive, BMI) (2:41)—The boys really come across with two hard hitters on this disc. First side is a vocal of the oldie hit which is on the chart by Bill Black's combo lead singer. Swings into a Ray Charles ballad mode on the flip. The rest of the boys and swaying strings make effective backing. Atlantic 2097

THE SUPREMES
I WANT A GUY (Jobete, BMI) (2:49)—Flip loads with an unusual tone handle this medium-tempo rocker with feelingaided smoothly by a strong arrangement. The flip is "Never Again" (Jobete, BMI) (2:45). Tamla 50038

(Continued on page 27)
POW!
10 SIZZLING NEW SINGLES
TO SEND SALES SKYROCKETING!
ORDER NOW! GET IN
ON THE BOTTOM OF THE BOOM!

PAUL ANKA
TONIGHT MY LOVE, TONIGHT
b/w I'M JUST A FOOL ANYWAY-ABC-10184

JOHNNY NASH
SOME OF YOUR LOVIN'
b/w WORLD OF TEARS-ABC-10181

Snyder & Manning
Cimarron
b/w Hidden Valley-ABC-10186

Jo Ann Campbell
Puka Puka Pants
b/w Motorcycle Michael-ABC-10200

The V-Eights
Papa's Yellow Tie
b/w My Heart-ABC-10281

Lloyd Price
One Hundred Percent
b/w Say I'm The One-ABC-10197

Teddy Randazzo
Happy Ending
b/w But You Broke My Heart-ABC-10193

The Dubs
If I Only Had Magic
b/w Joogie Boogie-ABC-10198

Cliff Richard
And The Shadows
Theme For A Dream
b/w Mumbling Mosie-ABC-10195

Lee Dorsey
Lottie-Mo
b/w Lover Of Love-ABC-10192

WOW!
RAY CHARLES
IMPULSE!
SOARS INTO THE CHART TOPS
WITH HIS HOTTEST SINGLE TO DATE!
ONE MINT JULEP
b/w LET'S GO-IMP-200

ABC-PARAMOUNT
FULL COLOR FIDELITY
**SPOTLIGHT OF THE WEEK**

Strongest sales potential of all records reviewed this week.

- Continued from page 25

**SALT 'N' PEPPER**

**COME SOFTLY TO ME** (Cowescent, BMI) (2:44) — The warmth and sensuality of this instrumental group's score verse with a feeling of love and tenderness are evident in this record. (Feast, ASCAP) (2:16)

**THE DREAMERS**

**AN INVITATION** (Village, BMI) (2:59) — The DANCIN LADY (Village, BMI) (2:40) — This new group, whose vocal style is in the background, could have a hit with this two-sided platter. Top side is a slow rockballad; flip is a driving rocker. (Woodstock, BMI) (2:49)

**CHUCK JACKSON**

**IT NEVER HAPPENS IN REAL LIFE** (Lodic, BMI) (2:44) — Chuck Jackson should have another chart entry to add to his impressive collection. His R&B style is well worth listening to. (Jukebox, BMI) (2:33)

**ERNST ASHWOOD**

**LIFE OF THE PARTY** (Acuff-Rose, BMI) (2:57) — FOR- EVER GONE (Acuff-Rose, BMI) (2:40) — Two fine sides by Ernst Ashwood, which he sings with sincerity and feeling. The verses are weepers and the flip could keep him right on top of the c&k charts. (Decca) 32337

**Rhythm & Blues**

**BUDDY GUY**

**LET ME LOVE YOU BABY** (Arc, BMI) (2:33) — TEN YEARS AGO (Arc, BMI) (2:29) — Buddy Guy, who has a lot of the B. B. King sound, turns in two heartwarming performances here, and the flip could do well in Southern markets. Two side is a jumping blues, flip is a satisfying blues ballad. (Chess) 728/7

**Novelty**

**LARRY VERN**

**ABOULI'S PARTY** (Pattern-Balladese, ASCAP) (2:33) — Here's an amusing talking novelty with musical background by the lad who had a hit with "Hey Mister Oster" a white back. Cute lyrics and comments make it a fine teen side. Flip is "Tubby Tilly" (Balladeer, BMI) (2:22) — Era 3844

**FRANK SINATRA**

**Give Your Love to Me** — (Reprise) (2:15) — The song's timing is right, but the delivery is a bit off on this one. (Columbia, BMI) 2:53

**EPA**

**HAPPY BIRTHDAY** — (Decca) (2:15) — The song's delivery is right on the money. (Columbia, BMI) 2:53

**FRANK LAINE**

**FRANKIE** — COLUMBIA 1974 — Frankie might have a strong item in this is a personal favorite. The flip could be a strong item too. (MGM) 2:53

**THE WANDERERS**

**You're My Last Goodbye** (Columbia, BMI) (2:53) — The flip is a strong item too. (MGM) 2:53

**JIMMY DAVIS & THE TRIO**

**For Your Love-CUR 8499—Old Towne's 1965 hit rockballad was wrapped in an appealing vocal hook by lead singer and group. Good sides. (Brunswick, BMI) (2:53)

**NATTY BROWN**

**Made to Love You** — (Savoy) (2:15) — Very nice flip on this one. (Savoy, BMI) 2:53

**JUNI JAMES & TONY**

**Three From "Carnival" — MGM 2:53 — The flip is a strong item too. (MGM) 2:53

**BOBBY & BILLY**

**Stand By Me** — UNITED ARTS 314 —所有权 agreement in effect. (United Arts, BMI) 2:53

**ROBBINEN & MAVRA**

**Waiting for the Right Man** — (CBS) (2:15) — Very nice flip on this one. (CBS, BMI) 2:53

**CAROLYN CARR**

**You Are My Answer** — (CBS) (2:15) — Very nice flip on this one. (CBS, BMI) 2:53

**JUDY BROWN**

**JUPITER** (MGM) 2:53

**DON CORNEL**

**Lady of Love** — (RCA) (2:15) — The flip could do well in Southern markets. Two side is a slow blues. (RCA, BMI) (2:32)

**JIMMY RICHARDSON**

**Mary Had A Baby** — (Columbia) 2:53 — The flip could do well in Southern markets. Two side is a slow ballad. (Columbia, BMI) 2:53

**DONALD O'CONNOR**

**Dinah** — (Columbia) 2:53 — The flip could do well in Southern markets. Two side is a slow ballad. (Columbia, BMI) 2:53

**HANK WILLIAMS JR.**

**Asiatic** — (Columbia) 2:53 — Very nice flip on this one. (Columbia, BMI) 2:53

**JOHN CONNALLY & THE CONNECTION**

**Arranged especially for** — (Columbia) 2:53 — Very nice flip on this one. (Columbia, BMI) 2:53

**THE PARLIAMENTS**

**Search & Find** — (A&M) (2:30) — The flip could do well in Southern markets. Two side is a slow ballad. (Columbia, BMI) 2:53

**SHIRLEY TEMPLE**

**The Saddest Thing About Christmas** — (A&M) (2:30) — Very nice flip on this one. (A&M, BMI) 2:53

**FRANK SINATRA**

**CANDID** (A&M) (2:30) — Very nice flip on this one. (A&M, BMI) 2:53

**MICHAEL JACKSON**

**The Thriller** — (Motown) (2:30) — Very nice flip on this one. (Motown, BMI) 2:53

**FRANK SINATRA**

**They Can't Take That Away From Me** — (Capitol) (2:30) — Very nice flip on this one. (Capitol, BMI) 2:53

**PERRY COMO**

**The Christmas Waltz** — (Capitol) (2:30) — Very nice flip on this one. (Capitol, BMI) 2:53

**JOE DIOQUE**

**The Holy Ghost** — (Reprise) (2:30) — Very nice flip on this one. (Reprise, BMI) 2:53

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JUST TWO WEEKS LEFT

... to get your ad into the new...

1961 BILLBOARD MUSIC WEEK SOURCE BOOK

Coming April 24

It's the year's best advertising bargain...an exceptional opportunity for productive, long-term, low-rate advertising.

RESERVE YOUR SPACE TODAY!

ADVERTISING DEADLINE: APRIL 12

BILLBOARD MUSIC WEEK

NEW YORK
1564 Broadway
P.Laza 7-2000

CHICAGO
180 W. Randolph
CEntral 6-9818

HOLLYWOOD
1520 N. Gower
Hollywood 9-5831
NEW TARGET DATE...

STANDARD JOINING 

MAY 15

...for the big... 

...bustling... 

...brand-new

BILLBOARD MUSIC WEEK

BUYERS & SELLERS

CLASSIFIED MART

when answering ads...

Say You Saw It in Billboard Music Week

HAS HITS COMING FROM EVERY DIRECTION

"THE LOVER"

ORIGINAL PAC汤CA VERSION

JERRY FIELD ORCHESTRA

FTP #008

WABE

2-sided hit

"CONQUERED"

b/w "DADDY'S LITTLE GIRL"

FTP #407

"MAMA'S LITTLE BABY"

by

THE SCOTT BROS.

Their Greatest Smash!

FTP #409

FTP RECORDS, INC.

Jerry Field, Vice Pres.

1650 Broadway, New York, N. Y. Phone: IT 1-3337

MARCH 27, 1961

Hear Ye! Hear Ye!

Paul Revere and the Raiders say:

"LIKE LONG HAIR"

g-116

GARDENA RECORDS

145 W. 153rd St., Gardena, Calif.

1-1444

ANDY WILLIAMS

THE BILBO BAGGIE \n
CAREFREE 1969

"The New Smash"

"The Roommates" GLORY OF LOVE - ""Love"

VĂLMOR RECORDS

 record processor & Pressing Brothers, 1035 H St. N.W., Washington, D.C. 20001

SIDNEY J. WAKEFIELD

1701 N. Black Canyon Highway, Phoenix, Ariz.

The Desert Rose Rec. Studio, Phoenix, Ariz.

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS
72 L. THE NEW YORK
PERSONAL

Bill B., you don't know what you're missing. When you hear your delectable Della belt across "Won'cha Come Home, Bill Bailey," you'll stop your crazy wandering once and for all. You never heard anything so pure, so powerful, so plainly headed for the top!

DELLA REESE "WON'CHA COME HOME, BILL BAILEY"-7867

Ask your distributor about Compact 33, the new eat idea in records, on...

RCA VICTOR
SMACKIE
"KINDA HAPPY"

PEPE LA STAZA - "The Last of Time" - EVEREST (6986). Lyrical ballad, rhythmically highlighted by rhythmic vitality. Miss Israel takes the label play. (Roy, ASCA)

RUSO BROTHERS - "It's That Time of Year Again" - PEGASUS. Typical yearning ballad. (Roy, ASCA)

RUSTY & DOUG - "Louisiana Man" - MICKY B. Heard on the charts and gaining. (Pietro, ASCA)

SHERFORD - "Little Lulu" - TELICO. Modest instrumental. (Novel, ASCA)

SMILING BROWN - "Do It Again" - SAVOY. Hit record. (Pino, ASCA)

TINNESSEY - "Trust in Me" - ETYA JAMES. Vocal group. (Argo # 5385)

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Herald and Weekly Star - May 23, 1961

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ATTENTION! DISTRIBUTORS! RACK JOBBERS
ONE STOP! RETAILERS!
DISCOUNT OPERATIONS

Major UP & EPs, singles (call trade), albums, reissues, and quantities of factory-reduced records (30% or more discount) to distributors and rack jobbers. Complete line of top selling singles and albums for fast delivery. For a free listing of rows and years of manufacture we are happy to supply. Send for free catalog of all merchandise available.

RAM-MIL DISTRIBUTING CO.
1324 H. Broadway, Philadelphia 21, Pa.
Phone: Miller 2-3351

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RHYTHM & BLUES

JOHNNY ANDREWS - "Route 18" - ABC 467. "A woman who stole and wronged with the voice an evocative version of some bright brand figure. (Anon, ASCA)

LOWELL FULSON - "I Want Your Love" - PARTNERS. A factory-reduced record. (Anon, ASCA)

DAD MELTON - "I Ain't Got No Woman" - VERVE. (Anon, ASCA)

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COUNTRY & WESTERN

LOUISIANA MAN - "Sweet Little Lulu" - TELICO. Heavy instrumental. (Novel, ASCA)

RUSTY & DOUG - "I Don't Know" - MICKY B. (Novel, ASCA)

SAVIO - "Don't Be Angry" - SAVOY # 989-1298

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MONEY IN THE BANK

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NEW TARGET DATE...

---

BILLBOARD MUSIC WEEK

---

CLASSIFIED MART

---

RECORD PROCESSING AND PRESSING

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SERIES ON 240" CORES

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NOW AVAILABLE IN PLAIN ENGLISH...

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"DAVID AND GOLIATH" b/w "GRAPEVINE"

---

THE CHARRANGA MERY GRIPP CARLTON 545

---

RECORDS FOR THE CHARTS...

---

RECORDS ON 12" CORES
on
CAPITOL

"SENTIMENTAL BABY"
c/w
"My Blue Heaven"
record no. 4546

contact your Capitol representative
**Disk Trade Finding Campus Solid Mart**

**Continued from page 1**

33 disks in one hole, breaking WEEB's old record of 31. The catch in the gimmick is that all these disks are unplayed and either have never been played or have been on the best-selling record charts. A list at the early promotion of professional radio jock, a WUNA spokesman said, "the purpose in breaking the MMPF record is to show how much our arriving jock and fledging radio can reach the extremes of foolhardiness.'

One of the newest closed-circuit college stations is WABS, Michigan State University, Radio-TV major, Samuel Chiu Lin, program director of the new outlet, pointed out his resource for some other students to start WABS and is currently trying to line up a disk early. The station’s programming, which he says will include an under-3,500 potential record collectors," covers a wide range of musical categories. Hot Top 100, disks, dance music, Broadway shows, seminars, etc.

Professional radio stations work closely with their college counterparts, the Creative Arts Division of San Francisco State College produced a two-hour taped show called, "An Adventure in Excellence," on KFRC, San Francisco, with Terry LaFraso as host, from 6 to 8 p.m. on Sundays. The records are selected each week by a different member of the college faculty.

College musical talent is also being enhanced by many broadcasters. Station WCBS here, for example, has a new series tagged "Music From The Campus" on Wednesdays from 10:10 to 10:40 p.m. The show features choirs, glee clubs and choirs of colleges and universities from all over the United States. The show is produced and carried by WCBS, using program material provided by each college. The series has already spotlighted talent from Dartmouth, Berkeley, Yale, Rutgers, and Columbia.

College musical talent is also the object of BM&I's "Music Show," competition for the best college musical comedy or revue. The winners, which will be selected by an audience of $500 to $1000 disks, dance music, Broadway shows, seminars, etc.

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PROGRAMMING PANEL

If you have a provocative question to ask the nation's radio managers, please send it to this department at 126 Broadway, New York 3, N. Y. Your question will be considered when it appears.

THE QUESTION
Do you think your marathon promotion will produce worthwhile and would you do it again?

THE ANSWERS
DAVE CLARKE
Scots

Whether or not I would do a marathon again would depend on several all-important points:
1. Constant...persecution by a doctor, especially...6 hours.
2. The mara...tion, and...physically.
3. From a purely sales and promotional viewpoint, ...promoted, and...interest for...listeners can be a tremendously successful venture.

MURRAY KAUFMAN
WINS, Chicago

Yes to both questions. The Multiple...strokes, and...that made my 24-day Walk-a-thon worth...for a while.

RCA Victor sponsored a two-hour program of reminiscences of the late Arturo Toscanini, March 19 from 9 to 11 p.m. The broadcast, part of the series of the Rome TV show, featured members of Toscanini’s family in conversation with Martin Bookspan. The program also showed some of Toscanini’s best known recordings...Dick Drury, program director of KQV, Pittsburgh...as a day in the 1.5...4 pm until Saturday, and from 2 to 4 p.m. on April 6.

Gene Miller has left WIP, Philadelphia, to become co-owner of WTAG, Flint, Mich., with Kenny Doll and Ed Davis has become program director of KXLY, Clarkston, Wash., V., a series of routine re-runs in the management of...CBS—KDFM-TV, Benmont, Tex., Thursdays, 5-6 p.m. Ken...sustained...to contact him about granting on either or both shows...Robert W. DuPont...friendship with CBS Radio, and...in April 19, in...Erwin Wasey, Rutherford & Ryan, Inc., as an account execut...RKO-

ARTURO TOSCANINI

In light of better than $2,000 raised for the March of Dimes.

PST TALLMAN

KTSK, San Antonio, Tex.

In light of better than $2,000 raised for the March of Dimes.

D. J. Milt Grant

To Lose Show On WTGTV

Continued from page 4

local sponsorship by a variety of interests, including a restaurant chain, a jewelry store, and some credit card agreements, a Washington newspaper supplement, etc.), Grant was one of the first to fall victim to...his claims on payola by the Hertz...legislative oversight subcommittee on

The delay is still clifft-hanging on another issue—a dispute over whether he was ever reimbursed for the re-investigation of legal and...willingly pay...from a Laurel, Md., radio station. An FCC hearing examiner ruled that...sanction...that Grant were "prudent and necessary"—but the broadcast bureau backed Grant and upheld the examiner at fault for prying into details of charges Grant could show were legitimately billed to him. The Commission has not yet de...who it is, and the Federal...the TV and record sales and genuine party formats have become increasingly important. Each week, this feature will provide details of an outstanding exponent.

Recruited, trained and directed by Jim Lucas, who operates a local (Continued on Saturday, April 5, 1964, and...the show's third year: "Such as a New Year's Eve ball, proms, Halloweens parties and a "Father's Day," with parents and other adults doing the show one week.

Reid works closely in the promotion of local civic and community functions, including beauty contests, soap-box derby, Civil War re-enactments and a Festival of the Arts. Reid has also...of Record" is often telecast from outside WCHS-TV's studio, weather permitting.

The show still has three of its original sponsors—Pepsi-Cola, Henry's Men and Boys Shops and Valley Bell Dairy, with several others in the production of the program. Reid plans to have a half a million dollars in Reid's budget, the area, averaging about 20,000 miles annually, to assure free-up-camera raise stations and TV sets as a public service utility to help raise funds for civic and charitable groups.

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Johnny Maestro was born in New York, May 12, 1940. He practically retired in 1967 and has been in a managerial career during high school when he joined the vocal group the Latinaires with whom he performed as lead singer from 1955 until 1960. He was leader of the group and lead singer of the hits for the group including "Sidewalk Talk," "Mack the Knife," "It's Now or Never," "Night of Love," and "You列之歌." Maestro left the group to seek up with a hit of his own in 1962, and was signed to a recording contract with the label "Hear." He also plays guitar and piano, and makes a cross-country tour of personal appearances as well. He is currently the label's personal manager.

Tony Bennett, Columbia Records' leading male vocalist, has signed a new contract that will run him through 1967. The new agreement, it was disclosed, will run Bennett through the end of his contract in 1967 and into the next season. The recording sessions will be held at the famous Columbia Studios in New York City. The new contract will run until 1967 and will include recording sessions in Los Angeles, Hollywood, and New York. The contract will also include appearances in television and motion picture productions.

The brothers Four, Dick, Fran, Ed, and Ron, released their latest single in the first quarter of 1962. The single, a cover of the hit song "Goodnight," has been a huge success for the group. The brothers Four have been featured on several television shows and have appeared in several motion picture productions. Dick, the lead singer, is a talented musician who has written several of the group's songs. Fran, the rhythm guitarist, is known for his energetic stage presence. Ron, the bassist, is a skilled musician who complements the group's sound. Ed, the drummer, is known for his precise and powerful playing.

Alive Following The Success of Her Single "I'll Say Goodnight," This Week's Most Popular Singer, Carol Burnett, Will Be Featured on "The Ed Sullivan Show," Which Will Air April 1, 1962. The show will feature several of Burnett's hits, including "I'll Say Goodnight," "I'll Say Goodnight," and "I'll Say Goodnight." The show will also include an interview with Burnett, in which she will discuss her career and upcoming projects. The show will be broadcast on NBC and is expected to draw a large audience.

What is the name of the song that Carol Burnett is performing on "The Ed Sullivan Show"? The name of the song is "I'll Say Goodnight." The show will also feature several of Burnett's other hits, including "I'll Say Goodnight," "I'll Say Goodnight," and "I'll Say Goodnight."

Sunshine on Leith, the latest single by The Seekers, has been a huge hit on the pop charts. The song, written by Tom Jones and produced by Shel Silverstein, has been praised for its catchy melody and positive message. The Seekers, a vocal group from Australia, first gained popularity in the late 1960s with their hit song "The Carnival is Over." Since then, they have released several successful albums and singles, and continue to be active on the music scene.

The Hit of the Week is "The Seeker," a song by The Seekers. The song has been a huge success on the pop charts and is currently in the top five. The song was written by Tom Jones, who also produced the album. The album, "The Seeker," was released in 1968 and contains several other hit songs, including "The Carnival is Over" and "The Carnival is Over." The album received critical acclaim and has become a classic of the pop music genre.

Joni Mitchell's latest single, "The Lion Sleeps Tonight," has been a huge hit on the pop charts. The song, written and produced by Joel Zwick, features Mitchell's distinctive voice and has been praised for its catchy melody and positive message. The song has been covered by several other artists, including The Seekers and The Kingston Trio, and has become a timeless classic of the pop music genre.

The Hit Single of the Week is "The Lion Sleeps Tonight," a song by Joni Mitchell. The song has been a huge hit on the pop charts and is currently in the top five. The song was written and produced by Joel Zwick and features Mitchell's distinctive voice. The song has been praised for its catchy melody and positive message and has been covered by several other artists, including The Seekers and The Kingston Trio.

Toni Tennille's latest single, "What About..." has been a huge hit on the pop charts. The song, written by Billie乔 and produced by Stax Records, features Toni Tennille's distinctive voice and has been praised for its catchy melody and positive message. The song has been covered by several other artists, including The Seekers and The Kingston Trio, and has become a timeless classic of the pop music genre.

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****BEST SELLING SHEET MUSIC IN U.S.****

Best Selling Sheet Music in the United States are ranked by the number of sales weekly.

<table>
<thead>
<tr>
<th>Title</th>
<th>Last Week</th>
<th>Week of Issue</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>The Conquerors</em> (Chappell)</td>
<td>1</td>
<td>18</td>
</tr>
<tr>
<td><em>The Conquerors</em> (Chappell)</td>
<td>2</td>
<td>13</td>
</tr>
<tr>
<td><em>Hey, Look Me Over</em> (Morris)</td>
<td>3</td>
<td>8</td>
</tr>
<tr>
<td><em>North to Alaska</em> (Reba)</td>
<td>4</td>
<td>6</td>
</tr>
<tr>
<td><em>Where the Boys Are</em> (Alton)</td>
<td>5</td>
<td>14</td>
</tr>
<tr>
<td><em>Wonderland by Night</em> (Receiv)</td>
<td>6</td>
<td>16</td>
</tr>
<tr>
<td><em>Angel on My Shoulder</em> (De-Vore)</td>
<td>7</td>
<td>3</td>
</tr>
<tr>
<td><em>Theme From The Apartment</em> (Mills)</td>
<td>8</td>
<td>11</td>
</tr>
<tr>
<td><em>Apache</em> (Regent)</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td><em>Wheels</em> (Dunne)</td>
<td>10</td>
<td>8</td>
</tr>
<tr>
<td><em>Calendar Girl</em> (Alton)</td>
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<td>12</td>
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<tr>
<td><em>Hamburg Night</em> (Mills)</td>
<td>12</td>
<td>21</td>
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<tr>
<td><em>Think Twice</em> (Play)</td>
<td>13</td>
<td>9</td>
</tr>
<tr>
<td><em>Asia Minor</em> (Barber)</td>
<td>14</td>
<td>20</td>
</tr>
</tbody>
</table>

**REVIEWS AND RATINGS OF NEW RECORDS**

**Continued from page 32**

THE CONQUISTATORS: *Barbarian Beat* — ELECTRO 266. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

THE TOMB BUSTER: *Another Boat* — A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

MADISKY NOWANDLERS: *Bam-Bam* — ELECTRO 257. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

SUNSET KINGS: *Riverside* — RIVERSIDE 4557. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

AARON NEVille: *Don't Fly* — MINIT 626. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

JAZZ

**STRONG SALES POTENTIAL**

**BLUE MICHIEL ELIET**

**Kudos* — RIVERSIDE 4557. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

**TOUT POMME** — RONNIE BROWN'S RECORDINGS. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

**SOUTHERN SPIRITUALS**

**When I Get Home** — BEVERLY 731. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

**THE SHOCKLEY SINGERS**

**Shoo, Lamps** — WYDALL 3016. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

**JAMES ANDERSON**

**What I Know** — ELECTRO 502. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

**THE KELLY BROTHERS**

**He's All Right** — FEDERAL 3204. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

**SACRED SALES POTENTIAL**

**RHONN J. & CALVIN**

**Hosanna** — FAME 3016. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

**THOMAS J. & THE MASTER**

**Dancing With The Devil** — FAME 3016. A goin' for a break hit with a fine reggae beat and some strong vocals. Highly recommended for any reggae fan. (Mercury, BIM (2:36))

**MODERATE SALES POTENTIAL**

**BEGINNING MARCH 1**

**RSI RECORD ALBUM SERVICE WILL INCLUDE ALL THE TOP LABELS!**

Now, thanks to the complete cooperation of the record companies (including all the majors), there's an unmatched, one-stop record service for broadcasters.

Now, through RSI, you can get the hit record product (albums as well as the singles we've been delivering) of every top label in the business. You get the best of the new releases... the "Spotlight Winners" selected by the Record and Music Staff of The Billboard.

**Six different record services available**

They're services that fit your programming as neatly as they fit your budget. And each is sold with an unconditional guarantee of complete satisfaction!

**"SPOTLIGHT" singles**

<table>
<thead>
<tr>
<th>Rate Effective March 1, 1969</th>
<th>6 Weeks</th>
<th>12 Weeks</th>
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</thead>
<tbody>
<tr>
<td>Hot 100</td>
<td>$175.00</td>
<td>$60.00</td>
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**"SPOTLIGHT" albums**

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<thead>
<tr>
<th>Rate Effective March 1, 1969</th>
<th>6 Weeks</th>
<th>12 Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Popular</td>
<td>$160.00</td>
<td>$65.00</td>
</tr>
<tr>
<td>Classical</td>
<td>$160.00</td>
<td>$65.00</td>
</tr>
<tr>
<td>Jazz</td>
<td>$76.00</td>
<td>$30.00</td>
</tr>
</tbody>
</table>

Already, over 600 satisfied stations subscribe to one or more RSI services. Make sure you, too, get the best of the new releases... faster than you could otherwise... through RSI. Fill out and mail the coupon below today!
SORD to Get Exec Sec'y, Open to Local Affiliates

Continued from page 1

MUSIC-PHONOGRAPH

MERCHANDISING

BILBOARD

MUSIC WEEK

AUDIO NEWS

DEALERS' NEWS CHARTS

Audio Empire has a new national field manager in John J. Percival. Two new appointments at Utah Radio Products: Jack L. Price has been promoted from production manager to vice-president, and Robert L. Whitlock is now treasurer. The University Loudspeaker Company has named Charles Ray, to the post of merchandising manager. The JM Corporation has tagged R. C. H. Northwood as the new replacement for St. Paul tape plant. The former manager of that plant is now head man at the company's Bristol, Pa. factory.

The industry was saddened to learn of the death recently of Morris Shaila who was assistant treasurer, comptroller and director of Arco Electronics, Great Neck, L. I., N. Y. A reorganization of Hoffman Electronics' industrial design and sales division has been put into effect at the firm's office in Port Washington in charge of the sales division under the supervision of Mr. and Mrs. Baker Sader. The same company has appointed William I. Kepner as general attorney. He will also continue to function as secretary-treasurer.

The Astastic Corporation has named a new sales director in Newton, Mass., who takes up staffs after six years with Chicago Transistor who formerly was general sales manager. The Electronics Industries Association has named Dr. Jerome Wiener as a recipient of its Medal of Honor. This award is for service contributing to the advancement of the best interests of the electronics industry. Dr. Wiener is President Kennedy's special assistant for science and technology. He is presently on leave from the Research Laboratory of MIT.

The electronics show will be held in Chico, early in April.

BEATING THE DRUM

Bongos Swing right to Left in Booming Sales

SALT LAKE CITY — Colorful bongo promotions, which are likely to sell as many as 3,000 sets in 90 days, have launched an ideal traffic-builder for a new location, according to Broadway Music-Stereo Center here.

During November, after moving to a new location five times larger, partners Bob Bergner and John Newbold were seeking something which definitely would define us to the Salt Lake City market to be

The front exterior window of the store was piled high from floor to ceiling with some 2,000 bongos, while at the same time a lighted sign was put up outside the door, which read: "Here another big stock of bongos was displayed and constant demonstrations were carried out by store personnel. The customer brought many new orders and sales. The low price of the bongos sets resulted in plenty of immediate buying, but there was likewise an important volume sold as lay-away Christmas gifts — which, of course, means that the bongos will find their way into the store three times, making payments and to pick up the gift. Seldom has the store sold as many bongos as Christmas gifts."

At first we asked people why (Continued on page 39)

NEW YORK — The Westrex Corporation has debuted a new tape player that has many new applications.

The set, which is being shown at Magnavox's, here, is in the usual attractive variety. The tape itself is made of a self-rewinding plastic and spins out horizontally from the inside of the bobbin. Reproduced is a stick that has already been decided upon for the next few years and who could not be foreign to the individual with the individual in question. Part of the work of the Secretary-general would be to meet frequently with local groups in many parts of the country and develop a closer relationship with the national body. If the party-wholly can be put into high gear quickly enough, he would be expected to attend impromptu and grass-roots meetings of local and regional dealer groups in Cleveland.

Westrex Bows Tape Player

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Terminal-Hudson Dividend

NEW YORK — The Terminal-Hudson Electronics Corporation has declared a $5 cent dividend on its common stock. The dividend will be payable on April 24.

Best Selling Phonograph, Radios & Tape Recorders

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

The percentage figure shown for each brand is the share of its total number of original prices received out of total dealer returns. Prices are based upon the order rank of manufacturer's sales at each dealer, and weighted by size of each dealer. Only manufacturers selling 5% or more of the total dealer points are listed below.

TRANISTOR RADIOS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Brand</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Zenith</td>
<td>14.7</td>
</tr>
<tr>
<td>2</td>
<td>Magnavox</td>
<td>11.8</td>
</tr>
<tr>
<td>3</td>
<td>RCA Victor</td>
<td>7.3</td>
</tr>
<tr>
<td>4</td>
<td>Motorola</td>
<td>6.4</td>
</tr>
<tr>
<td>5</td>
<td>Columbia</td>
<td>5.5</td>
</tr>
<tr>
<td>6</td>
<td>Emerson</td>
<td>5.0</td>
</tr>
<tr>
<td>7</td>
<td>Hitachi</td>
<td>5.0</td>
</tr>
<tr>
<td>8</td>
<td>Sony</td>
<td>4.8</td>
</tr>
<tr>
<td>9</td>
<td>General Electric</td>
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<tr>
<td>10</td>
<td>Channel Master</td>
<td>3.2</td>
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CLOCK RADIOS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Brand</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Zenith</td>
<td>27.7</td>
</tr>
<tr>
<td>2</td>
<td>RCA Victor</td>
<td>17.1</td>
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<tr>
<td>3</td>
<td>General Electric</td>
<td>11.0</td>
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<tr>
<td>4</td>
<td>Motorola</td>
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<tr>
<td>5</td>
<td>Granco</td>
<td>7.1</td>
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<td>6</td>
<td>Admiral</td>
<td>6.7</td>
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<td>7</td>
<td>Westinghouse</td>
<td>5.4</td>
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<tr>
<td>8</td>
<td>Philco</td>
<td>4.5</td>
</tr>
<tr>
<td>9</td>
<td>Others</td>
<td>11.8</td>
</tr>
</tbody>
</table>

Best Buys in Records

These records, of all those on the Hot 100, have begun to show NATIONAL sales broken down this week for the first time. They are recommended by those dealers who have sold off 90% of their stock of new hit singles. (Continued in next issue.)

POPE

"Fell in Love on Monday"

"Shu Rail"

"Trust in Me"

"Ginnie Bell"

"Mother-In-Law"

"One Eyed Jacks"

"Hello Walls"

"No Pops"

"C&W"
CULTIVATING YOUNG-AGERS' INTEREST IN MUSIC PAYS

By ALBERT KESHER

Cultivating teenage interest in music today guarantees a rich harvest in the form of a prosperous Harmony Shop, located on the square in Hillsbriggs, W. Va. Although the store offers a variety of music—hillbilly, country, oldies, rhythm and blues—it stands behind its slogan, "Good music stands the test of time."

Mr. E. Allen, owner, who holds a master's degree in music from Syracuse University, noted, "We carry an extensive line of LP's, 45's, and other recordings. Our program to instill in youngsters a love of music is most exciting, the support of the high school is excellent.

The program starts at the beginning of the fall semester when promotional explanations are made on band instruments are sent through the mail. Thus both children and parents are given a chance to have LP's, and if available and can make a decision.

This is followed up by promotion through radio spots on WIPM, where the program is on popular music, rock and roll, and live presentations of a teen age show. Newspaper ads bear the message that tickets are inserted once a week. After having arrived soundly, the shop's stock is gradually reduced. It is the system of keeping the interest of the young at the beginning of the year; and with private lessons conducted in an on-the-spot studio. The instructors are the music teachers, Professor Bowers at woodwind, and John Bowers at piano.

The big pitch, however, is the weekly talent search for choir directors and the orchestra where both youngsters and parents can contribute to the light, comic, and religious hymns. The shop does not retain its profit on the records and encourages the students to sing new music or browse through instruments on their own. At the same time, opportunity is taken to pass out printed literature about the Harmony Shop and music instructors in the area, to be kept up to date on the latest school listings. We have available for all our merchandise.

The Harmony Shop's Own Records Club offers a record free to purchasers of $10 or $20 in 40's, 10 LP's or 10 LP's and 10, has helped stimulate buyers by influencing buyers to add to their personal collections. A revised list of concert and program attendance of current weekly hits, with the top sellers of the week posted on a bulletin board in the store. This note is supplied by the store's own choice of the 10 best records which week and entered and headed "Times of the Top.

DEALERS TO MEET S-C MANAGERS

ROCHESTER, N. Y.—Dealers from 19 major markets will meet with top jazz marketing management officials at the Rochester Carlson Company in this city March 27-28. The dealers' management meeting is the first in a series planned for key marketing areas across the United States.

As outlined by Arthur J. Match, vice-president and general manager of the firm's Consumer Products Division, the series is designed to lay the groundwork for a broad vocabulary of ideas on future diversification, expansion, and marketing strategy for the coming season.

The special conference will be prefaced by a formal sales meeting March 27 and 28.

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Cabinet Houses Needle Line

The new line of Quillone products can easily be stocked in the company's compact file cabinet. Quillone has packaged the needles in plastic containers which fit into either two, four, eight or 16 drawer cabinets. These are made of heavy-gauge steel finished in gray. The company has also prepared a new catalog of its products which lists the composition needles, phone cartridges and accessories, along with a complete line of electronic chemicals. The cabinets and the chemi-

Table Set Has Console Sound

The Grundig Majestic Company claims that its new Model 2147 has a sound that is more musical in quality. The new member of the company's line is a FM-AM shortwave set with tone control push buttons. The new unit also has a tape and phonograph jacks at its rear through which pre-recorded music on tape or phonograph may be played. The set comes in Black Forest walnut and plastic, and measures approximately 19 by 8 by 6 inches.

A Lightweight Continental

North American Philips has a new lightweight version of its 200 tape recorder, the Continental B. The set is a two or four-stereo tape machine operating with 4 3/4-inch reels, has head section half-inch, and weights 18 pounds. The set has jacks for auxiliary speakers, miles and tuner or phone. A remote-controlled foot switch is available at optional cost. The set features stacking for tape heads. Other information is

New Component Brochure Issued

A new, revised edition of the Shure Bros. High Fidelity Component brochure has been run off the press and is available by writers request. The publication features illustrations and specification of standard models in the Shure line of phonograph cartridges and tone arms, as well as other audio equipment made by the firm. Shure Bros. is located in Evanston, Ill.

ALBUM COVER OF THE WEEK

The Grand Prix of the United States 1969


FOLK TALENT & TUNES

• Continued from page 10

Colonnade artist, Claude King... Bobby Mancini, playing girl, in bratting the arrival of their first daughter. Claude King, who also owns a residence in Nashville, Bobby and Mar- na have a son, Robbie, age three.

Fiddlin' Hanky, Little Jimmy Dickens, are the two most popular Blackfoot Cherokee Buffalo, Jan Howard, Dot Carson, Smiley Wil- son and Dick Flood highlight the package which Harry (Hardy) Green, president, and producer, has set for his 11th annual Western country music tour which kicks off a nine- nity-teen April 1 at St. Joseph, Mo. Other stops will include Kansas City, Kan.; April 2, Lawton, Okla.; April 3, Fort Worth, Tex.; April 7, Omaha, Neb.; May 2, Portland, Maine; May 7, Richmond, Va.; May 14, Charlotte, N.C.; May 17, Chicago, Ill.; May 21, New York, N.Y.; May 23, Boston, Mass.; May 25, Philadelphia, Pa.; May 27, Cleveland, Ohio; May 29, Washington, D.C.; May 31, Los Angeles, Calif. Claude King, Roger Miller, Gordon Terry and Johnny Western publicity material. Dick Symmes, Western publicists, announce that the dates of this year's tour is being booked for Club 70, Little Rock, Ark.; April 6, 7, and 8, Fort Worth, Tex.; April 8, while Sykes plays Fort Hood, Ga., April 9.

Johnny Cash and the Tennessee Two, Jack Jones, Ren-C Maddox, Claude King, Roger Miller, Gordon Terry and Johnny Western publicity material. Dick Symmes, Western publicists, announce that the dates of this year's tour is being booked for Club 70, Little Rock, Ark.; April 6, 7, and 8, Fort Worth, Tex.; April 8, while Sykes plays Fort Hood, Ga., April 9.

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New 2-4 Stereo Tape on Way

The Electronic Instrument Company (EICO), Long Beach, Calif., has announced production on a new stereo anything, two or four-track stereo tape recorder that will be available in both kit and assembled form. The model is called the RP 100, operates at both his 33-1/2 and 45-1/4 quarter tape speeds. It will sell for $285.00 as a kit or $395.00 as a semi-kits, with entire tape transport assembly packaged and tested and only the electronics sec-
While in Cincy, Nash succeeded in placing Lonnie Faulkner’s Wildcat Records line with Scottie, a Record Distributing Company. Wildcat firm is currently putting Mel Robbins’ new release, “Git Aint On” b/w “Teen Age Tears.” On Saturday night Nash hopped to Dayton, Ohio, for a visit with Hershie Smith, whose new own name the Wildcat label couples “San Souci and Delilah” and “Our Love Can Never Die.” Smith holds faith with his own combo at El Rancho, near Dayton, each Friday and Saturday night.

Recent bookings by “Grand Ole Opry” chief Ott Devine include the following: Roy Acuff, Grand Rapids, Mich., April 1; Bill Monroe, Columbus, S. C., March 28; Charleston, S. C., March 29; and Orangeburg, S. C., March 30; Hank Snow, Flame Cafe, Minnesota, March 27-April 1; Dottie West, of the team of...
COIN MACHINE OPERATING

Seeburg Names Struve

By NICK BIRRO

CHICAGO—Seeburg Sales Corporation announced P. D. (Pete) Struve, veteran phonograph salesmen, will direct the division in Salt Lake City—latest development in last week's giant West Coast and Rocky Mountain distributor shakeup.

Struve has organized his own distributing firm and will handle the entire Seeburg music and vending line.

Automatic Canine Company of America has meanwhile confirmed its purchase of Chicago's former distributor, Thompson Distributing Company, which does business in Salt Lake City and Denver, and the R.F. Jones Company with offices in San Francisco, Honolulu and Los Angeles.

Stock

In a statement issued by Fred- erick L. Schuyler, president and board chairman, the deal was described as a straight stock transaction. Included in the deal is the Interstate Finance Company, San Francisco, which Schuyler and associates operate.

The Schuyler statement described the Thompson Distributing Company as a division of the Jones Company. Schuyler said Jones and Thompson will immediately assume some of the distribution of the entire line of R.F. Jones products and other phonograph and allied products, in the territories the companies have previously covered.

R.F. Jones, president of the distributing company, bearing his name said no changes in management or personnel of the acquired organizations are contemplated.

He noted too that "just as Jones has not operated phonographs in the past, it does not expect to do so in the future." Still up in the air is the position of the two distributors who have handled the Seeburg line to now in the affected areas, Mountain Distributing Company, headed by Pete Geritz in Denver, and Huber Distributing Company, headed by Walter H扑克er in San Francisco.

Canteen has indicated simply that it has discontinued its distribution agreement with the two firms.

No Comment

Geritz has confirmed he is without the AMI line but has no comment regarding any other negotiations with Canteen. In addition to the AMI phonographs and background music line, Geritz handles a number of lines including Chicago Dynamic Industries, Canteen and others, and operates an active one-step record store. Huber could not be reached for comment and was reported rumored that he is joining the R.F. Jones organization. Disposition of his offices has not been announced, Seeburg officials meanwhile are expecting to name new distributors in San Francisco and Denver shortly.

Journals

Although there has been no comment from the factory, it is evident that officials are considering changes in the R.F. Jones organization. The recent Canteen journals into the Seeburg distribution organization.

Starting with its initial coin machine acquisition, Truvin Automatic Sales, Seeburg's former distributor, Canteen purchased Allied Music Company, Seeburg's Chicago outlet, and last week followed with its acquisition of the Jones line again intact.

Seeburg immediately ran an ad in the trade press, indicating its support for the individual operator and pointing out it was for a manufacturer's convenience with its customers—an obvious reference to Canteen, which operates, distributes and, through Rowe and AMI, manufactures its own equipment.

President

This week, Seeburg, under the signature of its president, Dierbert Coleman, is sending a letter to its operator mailing list, reaffirming the same philosophy.

Coleman's letter, which is accompanied by a reproduction of Seeburg's trade-ad, states, "These are times of change—changing conditions and changing attitudes in all industries. "You have doubtless been as interested as we have been in what appears to be a trend in one or two of our business to combine the three major phases of the industry—manufacturing, distributing, and operating—into one.

"As an operator of either or both music and vending equipment you are entitled to know how Seeburg stands on a policy that vitally affects your interests.

"I can state very simply, "We think it is wrong for a manufacturer to compete with his customers. We do not deal in the future and the future of this business rests with the independent operator and our policies are based squarely upon supporting and perpetuating him."

Industry Health

"We believe that he is completely necessary to the continuing economic health and best long-term interests of the industry as a whole. This has been spelled out and reaffirmed in our recent advertising in the trade press at this time."

"We thought it both appropriate and

Course in Elementary Electricity Launched by Shaffer Music Staff

By BOB SUDYK

CLEVELAND—The a-c's and d-c's of basic electricity, conducted recently by Shaffer Music Company of Cleveland, was an introduction to what may lead a new series of egghead service schools.

"This was the first session of elementary electricity with us," said Larry C. Hornbeck, head of Shaffer Music of Cleveland. "If service technicians were trained as they are in Europe, they could be recognized on a diagram. The function of basic electric components was pointed out and what happens and what action can be taken when they do not work."

Breadboard Circuit

Training aids consisted of a breadboard circuit which demonstrated a simple clock, a battery circuit, a blackboard used to further diagram major points. At the close of the meeting a list of references was handed out, and books was printed on the blackboard to provide further detail for those who sought it.

LERNERT ENGEL, Seeburg sales engineer, conducted the class.

This type of meeting should appeal to all, Hornbeck believes. No matter who the equipment manufacturer is, each depends on the same basic commodity—electricity.

He stressed the point that Shaffer is in business not only to sell equipment but to pass on the knowledge. Hornbeck depletes the notion that a distributor's only function is sales.

"A distributor's responsibility is to maintain a knowledge for those who are distributed in the same industry who are the knowledge and vending service schools. Those who indicated interest were contacted by mail, both at the office circuit and at home.

More to Come

Nearly 50 attended the first class.

To Hornbeck's knowledge, nothing like this course has been tried before in Northern Ohio, and he believes it is gratified with the results. More basic electricity schools will be held in the future.

Interested persons came from as far west as Lorain, Ohio, and south from Youngstown. Among those who attended were

Kenneth Falls, Andrew Wetasey of J. L. Music Company; Art Wollomack and Nicholas of Allied Music Company; Lynnwood and John Lenz of Future Vendling; Charles Mero of, C. M. Music Company; Louis Slater, Ed Skadow, and Joe D of of a long line of aids which we can provide," he added.

"Everyone wants to be proficient in his profession. The average man hungered for knowledge and those in the coin machines industry are no different."

The 21-hour session was held at 7:30 p.m. (experience taught that Shaffer's after-dinner schools are the best. It is cut in half by a 15-minute break in which refreshments are served.

The new basic electricity course by mail at first. The firm asked interested persons to sign up for such a session a month before the

LARRY HORNBECK

SURRENDER

LONELY MAN

WAILING BACK

DON'T EYES

WHERE THE BOYS ARE

THINK TWICE

AND

FOR MY BABY

SPANISH HAREM

AND

FIRST TASTE OF LOVE

GOOD TIME BABY

AND

CHERIE

PLEASE TELL ME WHY

AND

YOUR ONE AND ONLY

FELL IN LOVE ON MONDAY

AND

SHO RAN

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the July box, approved for National Box Sets, and maximum programming effectiveness. Records listed below have both sides either on the Hit 100, or have recently been on the Hit 100. See Sunlight Record for additional information on double-play disks.
European Trade Ponders Spring Meet
To Set Up 'Euromat' Coin Machine Pool

BY OWEN ANDERSON
BRUSSELS — Western Europe's coin machine industry is weighing
proposals for a spring conference in
Brussels to undertake formal organi-
zation of Euromat, the Western
European coin machine pool.

The Euromat proposal was un-
folded at a meeting of the Con-
tinental coin machine industry here
in early 1969. This conference was
conducted with all the pomp of a
diplomatic meeting, including an
elaborate headdress simultaneously
interjecting set-up.

The 1957 meeting voted unan-
imously to organize a coin machine
counterpart of Eurotum, the West-
ern Europe atomic energy pool,
and the European Coal and Steel
Community (ECSC).

Little Action
Since the meeting Euromat has been
the subject of considerable talk but relatively little con-
crete action. The majority of coin-
machine manufacturers have been hold-
ing off on assent to concrete develop-
ments in the class of trading blocs
—the Common Market and Euro-
pean Free Trade Areas.

But more and more coin ma-
chine manufacturers are coming to
distract the "wild-hunt-fast-set-
ter" attitude of super cautions.
They fear that outsiders — mean-
ing American producers primarily
—will proceed to establish strong
production and sales facilities in
the European market while European
producers permit themselves to re-
main immobilized by the trading
block concept.

Leader of the Euromat under-
Taking is Jacques Marchant, the
ergetic French julex box produ-
cer. It was Marchant who sounded
the original call for Eu-
romat, and he is being acclimated at
the moment as the European in-
dustry's prophet.

Most coin machine manufactur-
ers have a simple answer to the
trading bloc deadlock: forget it
— they would proceed to organize
British and Continental manufactur-
ers, distributors and operators,
without reference to the Six (Con-
ventional Market) versus Seven (EFTA)
bickering.

Representatives of the British as
well as Continental industry at-
tended the 1959 conference here
in Brussels, and majority sentiment
is to include the British in Euro-
mat.

It is taken for granted among
industry pundit that the trading bloc
has become inevitably must end in
a union of the two blocs, and
Euromat, in a sense, would antici-
pate this development.

The basic aim behind Euromat
is clear and uncomplicated: the
coin machine industry recognizes
that the trading blocks rapidly are
evolving into a series of industrial
groupings; Euromat would be such
a grouping for the coin machine
industry.

European integration, while win-
ing out national boundaries, is tend-
ing to replace the national organi-
zation of industry with Europe-wide
organizations of specific branches of
industry.

Westchester Ops Hold
Regular Monthly Meet

WHITE PLAINS, N.Y.—The
Westchester Operators Guild held
its regular monthly meeting at the
American Legion Hall here Mon-
day night (Oct. 22) with presiding
officer Carl Pavesi presiding.

Guests were George Nemrofi,
charge of the Upfield United
Adhesive's Coin Machine Division,
and Frank Sterrifeld, coin machine
director of Billboard Music Week.

Stereoscope talked briefly about
the role of the coin machine indus-
try in U.J.A.

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ITALIANS PREP 'VIDEO JUKE BOX'

MILAN—At least three Italian firms are reported working on "video juke boxes" aimed at capitalizing on the immense popularity attained by Italian TV. The video juke box has a TV screen, a record changer, a system to synchronize with the TV picture and records and allows the user to select the music from a juke box table. Several companies have already sold juke boxes in Italy, the basic principle being that of a taped TV show. For juke box viewing, the video tapes capture only the background music of the TV show, but the listener can choose to listen to the music over the juke box. The Italian companies that are producing these devices are: MILLENNIUM, application in progress; and ELEVAR, in the planning stage.

EASY LISTENING
ASIA MUSIK, Tokyo, Fed-Ex 8412
BADIS BUTTONS, String-A-Longs, Woburn 625
CALCUTTA, Lawrence Wyck, Dof 16114
ERUDUS, Ferrara and Terzieti, Arunt 274
LATHE RIVER, Bobby Sims, Alba 1683
MY THREE SONGS, Lawrence Wyck, Dof 16190
ON THE REDRESS, Front Cramer, RSA Victor 7840
SPEEDY JONES, Ferrara & Terzieti, United 300
THE LAMB Risiera, Ferrara and Terzieti, United 300
SECOND TIME AROUND, Frank Stinson, Regina 116
SUDEYER, Elvio Prcenni, RCA Victor 7810
TEN GOOD CREDI, Adam Noden, Cost 546
TEMMORI, Bert Kupferfeldt, Decsa 12126
THREE WALK, Bum Berliner, Mercury 71174
YOU CAN DEPEND ON ME, Brenda Lee, Decsa 32132
YOUR ONE AND ONLY, Jackie Wilson, Brunswick 5570B
WHEELS, Billy Vaughn, Doc 16174
WHEELS, String-A-Longs, Woburn 608
WHERE THE BOYS ARE, Carmen Francis, MGM 13171

TEEN BEAT
ARDE, Teenage Invasion, Alba 6184
DADDY BLUE, Echoes 1621
DADDY SITTIN' NOODLE, Buzz Clifford, Columbia 41876
BLUE MOON, Cadilacs, Boss 8091
BLUE MOON, Mannie, Capitol 180
BUMBLE BEE, B. Bumble and the Stingers, Riverside 140
BYE, BYE, BABY, Mary Wells, Motown 1093
CALENDAR BALL, Neil Sedaka, RCA Victor 78279
Dedicated TO THE ONE I Love, Dinah, Decca 1302
DEUCE, Deuce Cafe, Cole 1180
ERODE FELI, Family Brothers, Warner Bros. 5199
FELL IN LOVE ON MONDAY, Fats Domino, Imperial 1374
FIND OUT ANOTHER GIRL, Jerry Butler, Vee-Jay 375
FOOLIN' AROUND, Kay Starr, Capitol 4542
FOR YOUR BABY, Bubba Black, Mercury 71174
GET WET, Carla Thomas, Atlantic 2106
SINNIE BELL, Paul Davis, Fame 2100
SWEET BABY, Baby Doddy, Canada 188
GREEN HEAT OF TEXAS, Texas, Infinity 601
HAPPY BIRTHDAY BLUES, Kathy Yang & the Intruders, Indigo 115
HEARTS OF STONE, Bill Barks, Columbia, Hi 2108
HUMBLE SPIRIT, Franky King, Federal 12401
HONEY TONE, Part II, Bill DePope, King 5444
I'M A MOOD FOR LOVE, Chimes, Tag 445
I TOLD YOU SO, Jimmy Jones, Cob 9085
I TOLD YOU EVERY LITTLE STAR, Linda Scott, Canadian-American 123
JUST FOR OLD TIMES SAKE, McKinley Green, Coral 42429
LADY RIVER, Bubba Darby, Alba 6183
LET'S GO A Gain (When We Went Last Night), Nat King Cole and the Middletons, King 5497
LIKE LONG HAIR, Paul Revere and the Raiders, Golden 116
LING TING TING, Reeth Cress, Ulmer 55505
LITTLE BOY BAD, Joaquin Borreros, Liberty 52920
LITTLE MISS STICKER, Placiatel, Racinole 4322
LITTLE ROOM, Olympic, Aven 5572
LITTLE ROOM (HY-LO WINDS), Racinole, Brunswick 55705
LITTLE MOON, Elvis Presley, RCA Victor 7810
MERRY GIRL, Joseph Placido, Great 543
MORE THAN I CAN TAKE, Bobbi Young, Liberty 55296
OVER AND OVER AGAIN, Ralphie and the Gendarmes, Scepter 633
ON THE REDRESS, Fordy Cramer, RCA Victor 7810
ONE HUNDRED POINTS OF CULT, Gene McDaniels, Liberty 55308
OVER AGAIN, the White Plains, Cottage Home, the Dovements, Volume 1097
PAPER EXPRESS, Derry and the Julians, Swan 45064
PAPER TONG, Crosby, Stills, Parway 818
PORTAY OF MY LOVE, Swen Lawrence, United Artists 291
RUNWAY, Del Shannon, Top 5061
SEVENTEEN, Frankie Ford, Imperial 3733
SUH BLUE, Fats Domino, Imperial 5734
SLEEPY EyED JOKER, Johnny Horton, Columbia 41963
SOME KIND OF WONDERFUL, Drifters, Atlantic 1299
STATUE, H. Robert, Uni, Liberty 52294
STUBFREN, Elvis Presley, RCA Victor 7850
TONIGHT I'VE GOT A FEELING FOR YOU, Takinari, Woburn 6475
TONIGHT I'M LOVING YOU, Paul Anka, ABC-Powell 10194
TO BE LOVED FOREVER, Penticos, Donna 1327
TRIANGLE, Jackie Grant, Caprice 104
YOU CAN DEPEND ON ME, Brenda Lee, Decsa 32132
YOU CAN HAVE HER, Darrell Jones, E Allies 9345
YOU'RE THE BEST, Darrell Jones, E Allies 9345
YOU'RE THE ONE, Alvin Cash, Hi 8972
YOUR FRIEND, Darrell Jones, E Allies 9345
YOUR PRAISE, Darrell Jones, Hi 8972

NOVELTY
TOP FORTY, News, WEATHER & SPORTS
Mark Daniel, MGM 12980
TOOGLARIES, Dickie Goodman, Mark X 8007

COUNTRY & WESTERN

Operations in locations requiring Country & Western programming are referred to the top chart in this box. In addition to those ABBR chart titles, the following, from the fall 1966 are also recommended.

AINT I BETTER, Pratts, Tanti 5436
BLUE MOON, Classics, Poins 1010
DADDY'S HOME, Shop and the Limelights, Hall 740
FELL IN LOVE ON MONDAY, Fats Domino, Imperial 5734
FUNNY, Mazie Brown, Haner 100
GIMME BELL, Paul Davis, Primo 2100
HAPPY BIRTHDAY BLUES, Kathy Yang & the Intruders, Indigo 115
HEARTS OF STONE, Bill Barks, Columbia, Hi 2108
HUMBLE SPIRIT, Franky King, Federal 12401
HUNGRY TONK, Part II, Bill DePope, King 5444
I'M IN THE MOOD FOR LOVE, Chimes, Tag 445
I TOLD YOU SO, Jimmy Jones, Cob 9085
LITTLE PENDU, Olympic, Aven 5520
LITTLE ROOM (HY-LO WINDS), Racinole, Brunswick 55705
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PAPER EXPRESS, Derry and the Julians, Swan 45064
PAPER TONG, Crosby, Stills, Parway 818
Seeburg Picks Advance Outlet In Frisco Area

CHICAGO — The Seeburg Sales Corporation has just announced the appointment of Advance Automatic Sales as the firm's distributor in San Francisco. Advance Automatic Service will service the Northern California territory previously handled by Seeburg by the R. J. Jones Company, and will carry Seeburg's complete line of coin-operated phonographs and vending equipment.

The distribution, headed by Louis Wolcher, includes: Andrew Dismond, head of the parts department; Edward Simson, head of the service department; and salesmen D. Cox, Ed Dieback and Robert Portile.

Seized Fms Go To School For Science Study

SAN ANTONIO—Parts of four pinball machines confiscated by law enforcement officers may end up being used by a science class at Jefferson High School here. Assistant District Attorney Mayo Ga- lindez revealed this week that, in judicial proceedings as he filled a petition asking permission to destroy the machines, Galindez, stating in a petition filed in 158th District Court, asked that the machines, confiscated by the sheriff's office in September 1960 at two local establishments, be destroyed. A hearing on the petition will be held at 3:30 p.m. April 10. After filing the petition, Galindez said he will request the court to turn over the electronic devices in the machines to the Jefferson High science club so they could be used in the school's physics class.

McMurdie, LaRue To R. J. Jones Co.

SANCRAFO—Dean McMurdie and Benjamin LaRue, credit district manager, has left the firm to join the R. J. Jones Company, McMurdie was district manager for Jones before joining Seeburg a year ago.

Also joining the Jones organization is Jack LaRue, formerly Seeburg's West Coast sales engineer. Jones, which purchased last week by Automatic Canteen Company of the company's West Coast operation, the process of setting up parts, service and sales and opening new territories to handshake the Revere and AMI lines, both of which are Canteen subsidiaries.

Hymie & Ed Zorinsky Back 25 Charities, All on Omaha Scene

OMAHA—The H. Z. Vending & Sales Company, 3330 Farnam, plans to donate all proceeds from its new coin-operated pinball-outlet, believes that public relations begin at home. So partners Hymie & Ed Zorinsky last year supported the following charities.

Jewish Philanthropists, Heart Fund, National Conference of Christians and Jews, All-SAC, St. Mary's Orphanage, Phoenician, Beth Israel Synagogue, Omaha Hearing School, Children's Memorial Hospital, Father Flanagan's Boys Home, Boys Home Guild, for the Blind, United Community Chest, Hadassah and Unico National.

Also, the Salvation Army, Red Cross, Shriners' Crimped Children Hospital, Cancer Fund, March of Dimes, Omaha Police Welfare Fund, Twin Brooks Bible Camp, Youth Center, Jewish Labor Circle, Nebraska Pensions Association, St. James Orphanage and the Open Door Mission.

Hoffe Offers By Roy

(Cont. from page 42)

Seeburg Names Struve

(Cont. from page 42)

and timely that you should know exactly how Seeburg stands today.

Seeburg's new distributor in Salt Lake City is Don Struve and Struve Distributing Company. Its president, P. D. Struve, has spent years building the Seeburg products. He was formerly branch manager and later Sales manager of Seeburg products. He has been in Salt Lake City for the past year as manager of the Thompson offices.

His personal will include Donovan Leavitt, general sales manager; Jack Johnson, service manager, and Larry Telford, parts manager.
NVA Convention Rated Success

CHICAGO — Last week's National Vendors' Association Convention here was one of the most successful in the group's history. Nearly 500 operators, distributors, manufacturers and guests registered for the conclaves.

Exhibits totaled 30, one of the largest and most diversified since the group's inception. Business transactions were in millions in formalized and informal transactions.

Buying Heavy

One of the most significant yardsticks, at least from the exhibitors' point of view, was the amount of business transacted at the show, which was very good.

Roger Kolz, New York, was elected president, heading a new slate of officers that includes Bert Frazee, Oakland, Calif., vice-president; Harry Bell, Bell, treasurer, and Paul Cwiok, Chicago, secretary.

In addition to the convention program, several educational and social events were held, attracting hundreds of attendees. The convention program featured a variety of talks and seminars designed to provide valuable information to the attendees.

The convention concluded with a banquet and awards ceremony, where several operators were recognized for their outstanding contributions to the industry.

NCAW Slats Confab in July

CHICAGO — The National Candy Wholesalers Association will hold its 16th annual convention in July, in the New Orleans, July 23-25 at the Palmer House here.

The NCAW President Gene Green, of Clemens & Green Company, Pueblo, Kan., indicated that the purpose of the convention this year is "to give wholesalers greater insight into the challenges they face, as well as methods to meet the challenges and deal with them." He went on to say that thousands of people, who would be featured at the convention's candy show to illustrate the New Orleans theme in relation to the growing areas of confectionery marketing.

The NCAW board at a recent meeting in New Orleans decided to limit this year's convention to major candy manufacturers and trade associations for various post-convention activities, including a meeting of the NCAW board of directors and visits to local candy manufacturing plants.

BULK VENDING SUPPLY HDQRS.

exclusive distributor for VICTOR · NORTHEASTERN OAK · COLUMBUS & AMCO

ALWAYS A FULL LINE OF PARTS

CHARGES (you name it; we’ve got it)

GUM ... All Types—ball gum, chicle-type (tablet form) and packaged chewing gum for vending machines

MINTS ... cashews, mixed nuts, blanched peanuts Spanish, and red jumbo pistachios

CAPSULES ... empty, loaded, also extra large (empty or loaded)

CANDY ... for bulk vending

BULK VENDING ADJUSTABLE BALL AND BALL POINT PENS

STAMP VENDORS AND STAMP FOLDERS

STANDS AND WALL BRACKETS

SANITARY VENDORS AND SUPPLIES

PACKAGED INSTANT COFFEE, CHOCOLATE AND SOUP MIXES

TELL US YOUR NEEDS. WE'LL FILL 'EM PROMPTLY!

H. B. HUTCHINSON JR.

1784 N. Decorah Rd., N.E.
Atlanta 7, Ga.

Phone: 582-4730

BILLBOARD MUSIC WEEK BULK VENDING

WHEN YOU NEED IT...

King's National

McPhail Distri

CHICAGO—King & Company has named McPhail Vending Service, Chicago, distributor for King's line of vacuum-packed products.

King began marketing its line of vacuum-packed products throughout the country just a year ago. The firm's products are handled by distributors throughout the country.

SHOWS AT THE RECENT NVA convention in Chicago was the three-column vending machine of the Abby Manufacturing Company, Brooklyn. Each column holds 220 cards. The customer selects a flaker image by sliding the picture back and forth under the viewer.

NVA Audience Hears Rogers’ Advice on P-R

CHICAGO — Ben Rogers, account executive with The Public Relations Board, Saturday, (18) told delegates to the annual convention of the National Vendors Association that "to build public confidence, your association must be strong enough to speak authoritatively for your industry and honest enough to speak frankly about the bad things, if necessary, as well as the good.

Rogers, who works closely with the Coin Machine Council, which represents the coin machine industry, said the story of public relations agencies spending thousands of dollars to buy off editors is a pule myth.

He pointed out that you can't get favorable publicity unless you have a favorable story to tell and that "no editor will print a favorable story unless he has confidence in you who are telling the story.

Rogers advised the operators to enforce their code of ethics and to expose those fringe elements that cast the shadow of fraud on all of you from time to time.

Cramer Ups New Ball Gum at NVA

CHICAGO — Three new ball gams were displayed for the first time at the annual convention of the National Vendors Association here last week by the Cramer Gum Company.

Cramer gum, made up of small gelatin balls made to vende at a two-for-a-cent rate, is bigger, bong the ball and公司章程

Cramer gum—like a smaller gelatin ball gum—has a name or design of the operator's choice — or shown by Washington, president, and Dick Rollins, sales manager.

It is now a going, respected business and success story worth watching. Its aim is to wake up each morning wondering if you've been legislated out of business.

SPECIAL 14 POINTS OF INTEREST:

1. King's patented hardness detector insures each and every piece of candy is the correct hardness.

2. King's line of three-column machines are designed to meet the high demand for multi-column vending.

3. King's new line of vacuum-packed products is designed to meet the high demand for bulk vending.

4. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

5. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

6. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

7. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

8. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

9. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

10. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

11. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

12. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

13. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.

14. King's line of vacuum-packed products is designed to meet the high demand for bulk vending.
Ohio Vendors Meet in Chi, Raise Funds To Battle Pending Adverse Legislation

CHICAGO—Members of the Ohio Vendors' Association met here last week and managed to raise some $1,600 from nationwide contributions to fight adverse legislation pending in the State.

The meeting followed one of the regularly scheduled business sessions during the National Vendors Association convention at the Sheraton Towers (see separate story). Leonard Quinn, vice-president of the association, presided over the fund-raising.

Contributions came from the operators themselves, plus distributors, manufacturers, other operators and various trade sources from throughout the country.

Machine Design

The Ohio group is attempting to fight both the Ohio health department and the State health department to pass on the types of bulk vending machines to be used in the State.

Most traders agree the Ohio situation as critical as it could serve as a dangerous precedent.

The Ohio group is currently working closely with counsel for National Vendors Association, Milton Raynor and Don Mitchell, plus local counsel that the group has retained, Creighton Miller and Jack Weinberger.

Trouble

Trouble in the State dates back to last spring when a health department order to completely abolish bulk vending in the State. Only a last-minute cash appearance by Ohio operators, NVA, saved the day.

CAPSULE SAMPLE CARDS UP 25-CENT ITEM SALES

PHOENIX, Ariz.—The use of in-the-globe point-of-sale cards, which sample the items being vended, is on the rise in the State where 25-cent capsules are concerned. That's the opinion of the operators who have gone into this big unit sales item.

Walter Gray, of Best West Specialty Company, has been highly successful with the point-of-purchase demonstrations along these lines. His 25-cent capsules, mounted on common multiple heads along with the usual fills, all contain neatly blocked signs which point out "Samples of Merchandise Vended by This Machine."

Included are tiny cigarette lighters, some of them covered with simulated reptile and animal leathers, telescopes, elaborate earrings, and other costume jewelry items, tiny mechanical pencils and ball pens, matching glasses and miniature fans.

Sales of these items are racking up the sales of the machines for the vendors who offer them, and are making this a highly successful new concept for the vending industry.

Other operators have found it wise to give a sample or two to the location owner, such as the tiny cigarette lighters which actually operate, taking them to show the little items to their own customers, and thus create a demand. This has worked out well for at least one operator who specializes in drugstores and smaller grocery store spots.

HOTTEST ITEMS EVER!

Assorted DISGUISES

BLACK EYE (Diner)
SIDE BEARD
MUSTACHE
BEARD
SPIRIT CURL

Only $10.00 per M (Asst/16)

label available: Be wooed by the bewitching face of your distributor or any other vending firm.

GIVE TO DAMON RUNYON CANCER FUND
COINMEN in the news

South

MEMPHIS MEMOS

Frank Berretta, Poplar Tunes Record Shop, a one-stop, says opera-
tors have been buying heavy on Brook Benton's "For My Baby" and Elvis Presley's "Surrender." Opera-
tors were also standing in line at the sud-
sion death of Jimmy Ruffie, a route manager for
Drew Casual's Ace Amusement Company. He died in a heart attack at age 44 while on a trip in
Gatlinburg, Tenn.

Good spring weather came early to the area (the ground hog was right), and operators report-
ing an upsurge in collections on their routes in-
cluding Ensign Bullis, City Music Company; Luther Dickerson, Dealers Music Service, E. T. activity is starting up big, Ledcoz Music Company; Earl Cannon, Cannon Music Company; Jake Kahn and Charlie Kahn, Tri State Amusement Company; Robert Harbin and Billy Harbin, Robert Harbin Amuse-
ment Company; Henry Trigg, Rebel Hi-Fi Music Company, and Herbert Bridges, Bridges Music Company.

Allen Y. Keller, Central Music Company, put-
ting out some new steers... George Summrow, president of Summrow-Pennington Company, was on a sales swing through Arkansas and Mississippi calling on operators last week... Edward H. Newell, Ornall Amusement Company, on scout-
ing out good weather on a recent weekend,

Parker Henderson, Rainbow Amusement Company, says he's had a good pick-up in business on his sideline of selling packaged surplus but rec-
ords he buys in large lots from record resellers.

Joe Conghie, partner in Poplar Tunes Record Company, has been successful on a sideline of pro-
ducing masters for record companies by buying them and letting them do the distributing. Some of his hits have been by Bill Black and his combo.

Southern Amusement Company, went into his cabin on Crescent Lake in nearby Arkansas for fishing and boating.

E. H. Newell

Clarence A. Camp,

Mississippi MEANDERINGS

John H. Haley, Haley Music Company, Jackson, still expanding his growing enterprises in the music, game and vending fields. Some years ago he started small, but you'd never know it today. He has some widespread routes and a big warehouse, operations also extending into Alabama.

Richard A. Kebo, Kelco Music Company, Cleveland, reports plantation planting is going big now with cotton planting and likewise increased activity on his route begun.

Spring weather has brought reports of increased collections from these operators: Harry C. Smith, Smith Music Company, Greenville; Eugene Jones, Jones Amusement Company, Belzoni; Carlton Collins, Collins, S. C., Crudsby, Crudsby Amuse-

W. D. Ferris, Ferris Music Company, Shaw, added two steers to his route last week... A. H. Gilliam, Gilliam Music Company, Sunflower, seen on a shopping trip in New Orleans recently...

Dee Bemmel, Bristol Music Company, Water Val-
ley, was in Memphis last week to take two games back for his route... Abe Maldon, LifeTime Music Company, Greenwood, extending his route further south in the lush Mississippi Delta where cotton is king... Paul Mancell, Paul Mancell Company, Greenville, has completed the two brief circuits which he constructed to reach out to businesses. It is a good sideline, he reports. He adds that his two-way radio system for service vehicles is saving him much money, cutting over-
head by at least 30 per cent. A check with an-
other Mississippi operator who has two-way radio is, A. B. Ford, Ford Novelty Company, Columbus, brings the same answer: much savings and he wouldn't go back to the old system.
German Mtr. Get Help

NEU ISENBURG, West Ger-
many — When the United States
and Canada battle record unem-
ployment, West Germany is strug-
gling against a severe labor short-
age that has coin machine pro-
ducers dependent on imported
personnel from Italy and Spain.

One of the German industry'soldest foreign-labor utilization pro-
gress is being conducted here in
Frankfurt suburb by Canton Automatenbau GmbH, the German
subsidiary of American Canten
Company of America.

Eighteen months ago Canten
purchased Tonomat, a junk box
producer, and began expansion of
the Tonomat plant at Neu Isen-
burg as a base for its projected
operations in the European Com-
munity Market.

Canten Program
Canten unveiled this colonial
(Communist standards) program to
Tonomat.
1. Continued Production of the

Gottlieb Showboat
Continued from page 43
playfield decorated with brightly
colored rock-and-roll characters and,
coinciding with, of course, the showboat itself.
Showboat is a single-player model, has two coin insertion,
and features, depending on "imported
on deluxe cabinet with tapered light-box,
steel snout nozzles, plated legs and front door panel
either in center corner castings. A "harmonic" finish is used on the
playfield.

Tonomat junk box for the Con-

2. Assembly of Canten's AMI
boxes.
3. Assembly of Rowe vending
equipment.
4. Development and eventual
production of vending equipment
tailored for the European market.
5. Marketing and reconditioning of
coin machine equipment for
Canten's European operating
affiliates.

This ambitious program has in-
volved the total plant capacity
at Neu Isenburg. The require-
mament for additional plant capacity
became so urgent, in fact, that
Canten had to rent 15,000 square
feet of floor space near the Tono-
mat plant here for the recondition-
ing of the European Market.

Labor Shortage
At the same time Canten ex-
dpanded personnel and at once encoun-
tered the labor shortage. Ger-
man technicians, it developed, were
impossible to find.

Canten's new construction here
features club room facilities for
employees, including showers.
An executive, referring to the facili-
ties, explained:

"You can't imagine how hard it
is to keep workers in Germany to
the trouble the government is
of his employees, as all it takes is
leaves where they are wait-
ning with open arms to hire
him."

Because of the additional ad-


MARCH 27, 1961
BILLBOARD MUSIC WEEK
49

SEND FOR
SPRING
PRICE
LIST

ARCADES—GAMES—
BINGO—RIDES—
MUSIC, ETC.

DAVID ROSEN
Executive 4-M 566 E. Pa,
555 N. Broad Street, Phila. 22, PA.
PHONE: CENTER 2-0100

P U C K S !  P U C K S!
PRECISION NOVELTY COMPANY
formerly Precision Puck & Novelty Co.
Announces Its New Location at
5432 W. 111th St., Oak Park, Illinois.
Phones: NE 6-3253 or direct from Chicago 321-2331.
Nels Malmgren says: "We will continue to manufacture
Pucks of all sizes. Special quantity prices on request.
Immediate shipment on all orders. Let us know your needs."

NEW TARGET DATE
... FOR THE
BIG . . . BUSTLING 
BRAND-NEW
BILLBOARD MUSIC WEEK
BUYERS’ & SELLERS’
CLASSIFIED ADVERT

PLASTI-VEND’R LETS EVERYONE BECOME A “DO-IT-YOURSELF” EXPERT IN THE LAMINATING FIELD

HUNDREDS OF USES
Preserves and protects photos, paintings, and house furnishings. Identification cards, locks of hair, 4-ply serving cloths, etc.

HERE’S HOW IT WORKS
Customer drops quarters into handsome vending unit and gets two strips of plastic in card folder.

THREE SIMPLE STEPS:
1. Customer flips perforated corner of plastic with finger.
2. Customer places stickie side of plastic over article to be laminated. Paper is then repaired with teared sheet.
3. Customer presses the material together with hand and slides the material on a machine to "Iron." THAT’S ALL.

OPERATOR MAKES 20C PROFIT ON EVERY SALE
less commission to location.

PLASTI-VEND’R holds 250 folders, which, dispensed at 25¢ each, returns to operator a total of 625,000.

IMMEDIATE DELIVERY
Call, wire or phone today for a PLASTI-VEND’R. You’ll receive by the dozen when you realize the profit potential.

DISTRIBUTION AVAILABLE IN SOME TERRITORIES.

INTERNATIONAL MUTOSCOPE CORP.
4402 5th Street, E. L. City 1, N. Y. Phone Lorry Gale, President, at 54-3080

SPECIAL SALE
Comes on a 1:00 foundation. 6900 special edition, 1:00 finish is 2:00.

300 SPECIAL SALE price of $7.95.

SPECIAL SALE price of $7.95.

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Runyon Underscores Its School Program as Boon to Operators

NEW YORK — The Runyon Sales Company, New York, New Jersey, Florida, and Chicago director for AMI, Bally, J. H. Kenee and Irving Koen, was placing increased emphasis on service schools in a move to educate operators and their service personnel.

Myron Sugarman, sales manager of Runyon’s Newark, N. J., outlet, explained that the purpose of the program is to train the serviceman to handle any mechanical problem in juke boxes, games or slot machines. He said that the average serviceman, after an average of 20 hours per week, should be competent to handle virtually any type problem.

To date this year, Runyon has held eight classes in Newark and Hartford, with no less than 50 attending each class. Next session, for example, to be held in Newark Monday (3), will have Wally Zucker, Runyon’s field engineer, explain the remote hook-up for AMI equipment.

Classes begin at 7 p.m., following a buffet dinner at 6 p.m. The following week, the same sessions will be repeated at Runyon’s New York office.

Study doesn’t end with the classes. Operators and service men are given wiring diagrams and other material for home study.

According to Sugarman, “If the operator is successful in maintaining his equipment, the result is extra operating hours. When a juke machine remains out of order for 24 hours, the operator not only loses valuable income, but he magnifies the location owner. And this is the situation we hope to avoid through the service school.”

FOR SALE

The entire contents of one of the largest Penny Arcades in America. Equipment includes guss, kiddie rides, games and all kinds of Arcade equipment. Ask information and list, contact NEW ORLEANS NOVOTEL COMPANY 115 Magazine Street NEW ORLEANS, LOUISIANA Tel: Jackson 2-1506

Horoscope Pellets

Nine different models: certain specifically designed for individual territories.

EAST
Black Jack Horoscope
Juke Box Horoscope
Bar Horoscope

WEST
Lucky Seven
Lucky Seven

NATIONWIDE
With different mats for your area's color schemes. A natural match of interior decor. All above available in 14", or 21" sizes.

Club Equipment Corp.
1901 W. Irving Park Road Chicago 13, Illinois 311-2700

Available Monday - only choice distributor and sub-distributors. Write for new low prices.

La Rue Joins R. F. Jones

LOS ANGELES—Jack La Rue, sales engineer in the 11 Western States for the Seeburg Corporation, joined the R. F. Jones Company, San Francisco, Monday (30).

La Rue, who has been with Seeburg for around 15 years, is still in Los Angeles and making his headquarters at the R. F. Jones Company, background music division, which is soon to be Seeburg operated. He said that his new duties had not yet been fully outlined, but he expected to know them as well as his territory within the next few days.

He explained, however, that he expected to do his work while with Seeburg.

Hy Sands to Appear At W’chester Dinner

WHITE PLAINS, N. Y. — Hy Sands, night club comic, will provide entertainment at the annual dinner of the Westchester Opera- tion Guild, to be held at the Tropical Acres Restaurant, Yonkers, April 18.

Seymour Pollak, entertainment committee chairman, added that several recording artists have tentatively agreed to appear, and that several names will be announced in the next couple of weeks.

MUSIC SPECIALS!
Reconditioned—Refinished—Guaranteed!

A.M.I. J-760 $675
A.M.I. F-200 $245
A.M.I. G-700 $245
A.M.I. D-60 $125
SEEBURG 212 $495
SEEBURG 261 $495
SEEBURG 266 $495
WURLITZER CD-5 $495
WURLITZER 2300 $495
WURLITZER 2704 $495
WURLITZER 2703 $495

When it comes to SERVICE and PARTS, ATLAS is Your Best Bell

A. M. I. 45-33 AUTOMIX KIT

$35

for Models J-136-106

Automix introduction at 10 and 15 p.m.

All returns must be made within 15 days

If it's not as described, return for a full refund

Used Cigarette Vendors

SEEBURG 600 $1 $345
NATIONAL $1 $265
NATIONAL $1 $265
ODIN $1 $265
DURHAM $1 $265
CORINTHIAN $1 $265

All cigarette machines are reconditioned or refinished

Order today!!

SINGLE COIN OPERATION adjustable

COIN DIVIDER

for cash box machines

A total score depends solely on players skill

A real WINNER!

A unique combination of features invites new play appeal to provide greater operating profits...fast.

Kenee’s Old Plantation comes to you thoroughly location-tested and enthusiastically accepted by all locations.

Red Arrow • Deluxe Red Arrow • Twin Red Arrow • Sweeet Shawnee • Black Dragon

IMMEDIATE DELIVERY!

Write • Wire
Phone 7Emlock 4-3500

IMMEDIATE DELIVERY!

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3 player

Single or as shown

The ultimate 3-way-against
**SPRING SPECIALS**

**ARCADE SPECIALS**
- Chicago Coin Ray Guns, Floor Sample... Phone
- Candi Camera. New... Phone
- Bally Beach Queens, Brand New 1-Balls... $25
- Ingo Grip Tester... $75
- Mills Scales... 35

**NEW UPRIGHTS**
- Bally Jamboree... Phone

**USED MUSIC**
- AMI
  - 1-200-E... $475
  - 1-250... 395
  - G-120... 250
  - F-120... 175
  - F-80... 175
  - ROCK-OLA
    - 1455D... $295
    - 1444... 285
  - Wurlitzer
    - 2305... $650
    - 2204... 395
    - 1900... 295
  - Bally
    - Bally Challenge... Phone
    - Eastern Mark II... $125
    - Bally E-3... 175
  - Cigarette
    - Seeburg E-2 (Like New)... Phone

**VENDORS**
- Seeburg Leasing
- Bally Bowlers
- Bally Challenge, 11' & 14', Like New, Phone

**WANTED**
- Bally Bingo, Lotta-Funs Uprights

**SPECIALS**

**SKILL CARDS, STILL THE FASTEST MOVING, LOW-COST GAME AROUND.**

**BOB ALEXANDER**, who conducted the first vending machine school of the Seeburg Distributing Company in Los Angeles, makes a point on the blackboard.

**Sixty Attend Seeburg Distributing’s Vending Machine Service School**

LOUIS ANGELES — Approximately 60 operators and service men attended the first vending machine school held by the local Seeburg Distributing Company in the Chateau Room of the Olymian Motor Hotel here Thursday night (16) under the direction of Bob Alexander, the firm’s service manager.

Alexander emphasized the mechanics and design of the Seeburg Ice-O-Vender, the new crushed ice cold drink dispenser. Models of the Seeburg electric cigarette vending machine were on hand for discussions during the mid-night coffee break.

The school was under the direction of Max Cesnay, vending sales director. He introduced members of the staff, including John Vugener, branch manager; Ralph Cragan, general sales manager; Leo Simone, phonograph sales director; and Sherman Arps, head of the parts department.

R. Rosser, who recently joined the Seeburg Corporation to direct vending sales in the Western States, was also introduced as was Leonard Gross, Seeburg Corporation vice-president, vending division, who was in the city for the meeting.

Gross talked briefly on the location testing to which the machine had been submitted. He said that the locations around the world had been used, including Switzerland as well as Los Angeles. It was later explained that the ice machine had undergone rigorous location tests here with the Richardson Vending Service.

**Keeney Flashback**

Continued from page 42

of three Panascope windows. If a player gets a winning combination, he can either press a button for a regular score or choose the double-nothing button. With the latter, a series of "double" and "nothing" windows flash with the light stopping on either "double" or "nothing." Scoring also features red arrows, which are wild.

Flashback, a single-player model, has a red-lined cabinet, 36 inches wide, same size as Keeney’s de luxe models. Playfield is on a modernistic casted panel and Panascope are inset. Coloring is light green.

**WANT**

**TOP FLIGHT ARCADE MECHANIC**

**Must furnish best of references, be strictly sober and in good mechanical condition.**

**VENICE AMUSEMENT CORPORATION**

**South Philadelphia, New Jersey**

Phone: 736-8500

**HERE’S THE YEAR’S BEST ADVERTISING VALUE!**

An Ad This Size Costs Any

FRANCHISED COIN MACHINE DISTRIBUTOR

**OR JOBBER only $95.00**

In the coin-music industry’s most widely used reference and buying guide... read and referred to for a full year... it’s the

1961 BILLBOARD MUSIC WEEK SOURCE BOOK

**COMING: APRIL 24**

... with rates priced to make this a low, fast cost investment for coin machine distributors with any size furnished territory.

**ORDER YOUR SPACE NOW**

**ADVERTISING CLOSING APRIL 12**

**SHaffer SPRING SPECIALS**

Refurnished—Reconditioned

**Phonographs**

Seeburg 272... $775.00
Seeburg M 100 C... 295.00
Rest-O-1455... 350.00
Wurlitzer 2410... 695.00
AMI F-170... 279.50

**Wall Boxes**

Seeburg D 3 WA (200)... $69.50
Seeburg D 3 WI (100)... 47.50

**Vendors**

Cortice... 100 col. $125.00
Cortice... 200 col. 185.00

**SHAFFER MUSIC COMPANY**

88 North High Street, Columbus, Ohio Phone: 6-8414

**WANT**

**Seeburg HF 100 R**

Wurlitzer 1900

**Gottlieb SUPER JUNCO**

Gottlieb HAWAIIAN BEAUTY

Ch. Col. TWIN RCKET
Punch, Brit. Humor Mag, Offers Juke Box Views

LONDON — Punch, the British humor magazine, deals with the economics of operating juke boxes in its March 1 issue. The story, "Pop People's Music," is an analysis of the 45 single market in the United Kingdom. With regard to juke boxes, Punch has this to say:

"It's Now or Never" (an Elvis Presley release) in one million homes is not the end of the story. The thing is heard on 16,000 juke boxes in British pubs, clubs, canteens, coffee bars and the like. Some of these boxes were manufactured here. The rest are from Germany or America.

"A new American model holding 200 disks (actually, 200 selections on 100 records) sells outright at $700 pounds (about $1,980), including 50 per cent purchase tax.

"A juke box is apt to be obsolete after three or four years, not because it isn't working well but because the shape has changed and everybody wants the new look. This takes into consideration, 700 pounds is a lot of money for a juke box. As a general rule, people in general prefer to rent rather than buy.

"One firm I know hires out the 200-disk model at 10 pounds a week. (There is an older, 80-disk model which rents at six pounds.) Alternatively the firm charges a lower rent and pockets three-quarters of the takings. The operators who are not prepared to pay the price for juke boxes.

Question of Gambling Pin Operations In Maryland Counties Hotly Disputed

WASHINGTON — The battle over whether gaming pinballs and slot machines should be outlawed in several nearby Maryland counties flared body in Annapolis last week. Proposers of the devices said they are necessary to the local economy, while opponents said they should be banned on moral grounds.

Edgar Kalb, operator of Beverly Beach in Anne Arundel County, maintained that the gaming devices are necessary to the economic survival of the many county beaches and other businesses. He said "certain political personalities have undertaken to write bills to outlaw the devices in furtherance of their political aspirations.

Spokesmen for Charles County claimed that anti-gaming bills, if enacted into law, would put many people out of work. Spokesmen for other counties said such legislation would mean a rise in property taxes.

Two bills are pending before the general assembly. One would outlaw slots and gaming pinballs by referendum. The second would have them gradually and then completely by 1964.

Internal Revenue Service has disclosed that the number of federal gaming stamp issued for pinballs in Prince Georges County has jumped by 50, and is now 275. Only last week, the Prince George delegation to the general assembly decided to kill a proposal to outlaw pinballs in the county. The proposal was pushed by State Senator William L., who contended that pinballs give the community a bad name. (B.S.W., March 20.)

Kahler said earlier that pay-offs were being made, but were difficult to detect. He wanted more authority than he has under the present Wheatley Law, which makes possession of a federal gaming stamp prima facie evidence that a pinball is used for gambling. The law was tested in court last December and ruled constitutional, but there have been no arrests since the decision was handed down.

FIRST COIN

EXCLUSIVE DISTRIBUTOR

NOW DELIVERING

WESTERN TRAILS

- Live-Action Horse actually trots down the trail in authentic 17" x 24" Correll template with fence & backdrop.
- 1st Kiddie Ride with 5¢-10¢-25¢ coin chute.
- Exciting attraction in shopping center mall or parking area.
- Top tie-in with promotions for all kinds of store!

Write for Full Particulars

COIN MACHINE EXCHANGE

1750 W. NORTH AVE. • CHICAGO 27, ILLINOIS • (525) 2-0200

INQUIRIES

Beauty, Inc. & Wells Fruit

FIRST COIN

ADVANCE NOTICE

GOTTLIEB PRESENTS

SHOW BOAT

A Boatload of Profits for You!

Novel Colored Roll-Under Sequence lights bottom rollover for super and special scores

A-B-C Sequence lights two numbers at end of game for new Duo-Match Feature

Four Super-Powered Flippers give player control across entire bottom of playfield

Side rollers light in rotation with corresponding colored pop bumpers for 100 points

TOMORROW'S DESIGN TODAY!

High, wide and handsome tapered lightbox

STAINLESS STEEL mouldings

Sparkling plated legs and front door panel

Hard chrome finish corner castings

1140 N. Kostner Avenue

Chicago 51, Illinois

Now more than ever...it's always profitable to operate Gottlieb games!
4 SENSATIONAL MONEY-MAKERS BY Bally

LITE-A-LINE

New, fast action 6-cards game with a brand new twist that adds excitement to card-selection, gets biggest average coins-per-game. Simple play-appeal. Simple mechanism.

NEW Chrome Flash Cabinet Styling

SHARPSHOOTER
Real Gun Actually Shoots Plastic Balls

FAST PLAY AND EXCITING ACTION INSURE TOP EARNINGS LONG LIFE ON LOCATION
Time adjustable to 40 or 50

100% SKILL WINS WELCOME IN EVERY TYPE LOCATION FROM TAVERN TO HIGHEST LAND

DeLuxe JUMBO BOWLER
Players' Push-Button Choice

OFFICIAL BOWLING TOY SCORE 300

JUMBO SPEED CONTROL BOWLING TOP SCORE 6000

High-SPEED TOTALIZERS 1 TO 6 CAN PLAY DIME-PLAY 8½ ft. by 25 in.

Popular SUPER STRIKES

CIRCUS QUEEN
WITH NEW BLUE BONUS
Popular OK feature RED LETTER free games Magic Screen line & section scores PICK-A-PLAY buttons advancing scores extra time, extra balls plus famous Roller Derby features

See your distributor...or write BALLY MANUFACTURING COMPANY - 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS
**CURRENT MARKET PRICES OF KIDDIE RIDE MODELS**

Billboard Music Week with the help of leading operators, has compiled below a thorough and up-to-date list of coin-operated kiddie rides and the layaway prices of each model. Riders listed are all those currently active on the market.

This list, with changes in market prices as they occur, will be published monthly in these columns.

<table>
<thead>
<tr>
<th>WHEEL VEHICLES</th>
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<td>Indy Car (Cap)</td>
<td>100</td>
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<td>BOATS</td>
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<td>P.T. Boat (Nemo)</td>
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<td>Sea Shores (Exhibit)</td>
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<td>Torb Boat (Torp-Pal)</td>
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<td>LOCOMOTIVES</td>
<td>Pin the Rabbit (Exhibit)</td>
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<td>China Choo (Luna)</td>
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<td>China Choo (Cap)</td>
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<td>Old Smoky (Scat or Marvel)</td>
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**PHONOGRAPHS**

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