RED JUKE BOXES BABBLE SOUND OF OUTER SPACE
EAST BERLIN — Communist juke boxes are an "outside this world" top tune — a disk based on Major Yuri Gagarin's space trip.

The disk features the sound effects from Major Gagarin's journey into space, beginning with the rocket blastoff. The sound effects — Gagarin's communication with his earth station, simulated noises of the space cabin whistling through space at 19,000 miles per hour, and his action upon landing — are strung together by a narrative of the flight.

The disk begins and ends with a blaring of martial music. Berlin-based disk experts here state frankly that the Gagarin disk is a pilot project for an outpouring of disks using the "space-sound" theme.

The Communists intend getting the maximum propaganda mileage from Gagarin's flight in all possible directions, and the disk experts state that this includes a parade of platters encouraging Western as well as Communist pop fans to "go out into space."

It is hoped by the Communist mastersminds behind the

Solomon Sells Diners’ Disk Club
To Belock, Missile-Computers Co.

By LEE ZHITO
HOLLYWOOD — The Diner's Record Club, which was purchased last week by Belock Instrument Corporation, has sold over 1 million dollar missiles and computer firm, from the club's founder, Bernard Gold, to be divided into a worldwide distribution network. Solomon will continue to operate it as an affiliate club, and it will remain its headquarters.

In the guidance of the music control and instrument field, also owns Everest Records. The club's annual sales as a whole-owned Belock subsidiary, and will not be divided.

Solomon started The Record Club, Inc. (now known to the Diner's Record Club) in June 1959. Belock acquired it through an exchange of stock. In addition, terms of the sale allow Solomon stock options plus a percentage of the club's profits payable in Belock stock.

The deal was negotiated between Jack J. Fischer, Belock Corporation board member, secretary and general counsel, and Club President Solomon. It became effective Wednesday (26) when Belock's board of directors approved the purchase.

To Boost Promo

With the Belock resources behind it, Diner's will launch a stepped-up advertising and promotional campaign aimed at rapid expansion of its membership. Solomon told Billboard Music Week that his immediate membership recruitment program calls for quadrupling the club's national advertising and direct mail efforts.

Chief lure is the soon-to-be-launched ad campaign will remain the club's basic all-label theme, seeking to attract club with product from an impressive array.

In the past, the disk club used space in the leading national consumer magazines, with particular emphasis to the Diner's Club monthly magazine. Although his ad budget will now be boosted fourfold, Solomon can be expected to stick closely to the media he has used in the past.

RCA's Soria Blueprints
Future of Central Dept.

NEW YORK—With the International Operations now under the label of RCA, Soria, a world-wide brand, has launched a long-range blueprint to be worked out by Dave Soria in order to achieve the best potential in the world market. Soria, division vice-president, International Liaison Department, has in the past been an important factor in selling European product in America.

His current post is more complex. He will continue to sell Europe here — through the new international series — but he will also promote American product abroad.

"The first major effort to be made in our department," Soria stated last week, "is to get credit to people to think internationally. This philosophy, Soria pointed out, is applicable not only to album production, but also to promotion, publicity, etc.

World Image

The end result, envisioned by Soria, is the creation of an RCA image all over the world. Also implicit in the thinking of Soria and other RCA executives is the increasing value of music as a link with the developed world.

With increased schedules going into the same publications, The Diner's Club magazine will continue to be of primary importance, since the disk club will retain the Diner's name and continue to buy the credits from the central department.

Evenly's Label
Named Callophone

HOLLYWOOD — The Evenly brothers have launched their own record division in mid-May under the Evenly label (BMW, April 24). The Effective business will use the label to discover and develop new talent, but under terms of its exclusive WB contract, will not be able to perform under the name.

Sasky Gerett, Lyricist's advertising man, previously reported, was participating with the Evenlys in the venture while still remaining active at Amers. In no way will be affiliated with the new label. Gerett will continue to serve Liberty exclusively.

Dun and Phil Evenly have conducted their label's initial recording sessions; first release will be a single. Warner Bros. Records will be the exclusive distributors for the line. Callophone will issue singles as well as EPs. It will not follow a regular releasing schedule at the time of their debuts, for the creation of the label whenever it feels it has worthwhile offerings.

The Evenlys' dipped into classical mythology in the choice of the Callophone name, a word which is the Greek word for beautiful voice. In mythology, Callophone was the mother of Orpheus, and the muse of epic poetry and eloquence. Its distinctive Greek accent was applied to the sweet whistle of a carnation.
ARD Links With SORD Following Dealer Meet

By REN GREEVAT

NEW YORK — The Association of Record Dealers of New York and the Sound Records Organization (SORD), ARD, whose membership is comprised of third local dealer group to take this step in the post three weeks. Several important people of SORD earlier were the leading dealers in Cleveland and Buffalo.

The vote was taken following an extended discussion at an ARD meeting in the Hotel Park Shef-

![Image](https://www.americanradiohistory.com)

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Craft Sets Up Own Distrib; May Set Trend for Industry

NEW YORK — Mertz Craft has announced plans to start up his own distributorship in Cleveland in association with both Colpix and Capitol records. He is the first independent distributor to come into being in the Cleveland market, according to the Warwick chief, who is only the beginning. Craft says that he will not be the last and that many other independents will follow in his own branches in Pittsburgh.

Part of his own distribution is something that is expected to make Craft a viable and successful venture for Indian manufacturers. A few weeks ago, a big move was made by Colpix to a new building, and the new facility is a major step in the direction of reading more and more of our own operations.

Two Indian companies have the joint venture with Colpix, and the joint venture is expected to make a big difference in the Cleveland market. The joint venture is expected to make a big difference in the Cleveland market.

The reason that the Indian distributors are interested in the big move is the fact that they can no longer operate on the same level as the big companies. They feel that with the demands of the market, they cannot afford to give up their own independent businesses.

New ASCAP Vote System

NEW YORK—ASCAP members have passed a amendment to the Society’s Articles of Incorporation which will enable any future proposed amend- ments to be voted on by all members and the results of the vote to be determined by a simple majority vote. The amendment will go into effect on January 1, 1965, and it will affect all members and non-members.

Bigger Distributor Work Role Forecast By Rack Jobbers and Mfrs. at NARM

Role of Distributor Is One Agreement

Area at Conclave

NARM Members Get Limited Time For Play at Meet

MIAMI BEACH, Fla.—In spite of the weather and the proximity of the area, NARM members were able to take advantage of the various and plentiful opportunities for leisure in the Miami area between sessions of the Association’s annual meeting, held here late July 17 to 20 by the National Association of Music Merchants, will be a good old-fashioned sales revival meeting. Purpose of the ses- sions will be to acquaint the music dealers and the most of today’s “hard sell” market by outlining effective new techniques of salesmanship, Sales training for Rack Jobbers. Inc. and True, Herbert Fred and Klemp, noted authorities in the field, will conduct the dramatic presentation, offering “an idea a minute through the 135-minute show.” The meeting will be held in the Fort Lauderdale at the Palm House on Mon- day July 17.

Possibly the area in which manufacturers present were most im- pressed was by the scope of many of the rack jobbers’ operations. One session, was devoted to the displays of one of the businesses, it was noted that some of the displays were not to be matched by the new machines to poly-bag their own records, and by what they had only a few months ago. The displays were reported to have made a big difference in the market, and the displays were reported to have made a big difference in the market.

Pye Launches Spoken Albums

Canvas on Canvas Nov. 1, stereo and monaural. This is not the first time that Canvas has announced a new album, but it is the first time that Canvas has announced a new album with the promise of a new album. The album will be released in the fall, and it will be distributed only in Canada.

LATE ALBUM SPOTLIGHTS

LA DUCO VITA

Sound Track, RCA Victor F50 1. Stereo (Mo) & monaural. — This picture has been the best ever made in Italy and received unanimous rave reviews at its New York and European premieres. It’s highly recommended for all libraries of the year and the sound-track LP, full of listenable and humanistic dimensions, is not to be just as im- portant. Cover of Anita Ekberg won’t harm sales at all. Either this can be big and it will be bold, promotion wise, by various singles of music from the pic.

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**BILLBOARD MUSIC WEEK**

**MAY 1, 1963**

**DEALER CO-OP IDEA AIDED BY BRITISH GRRA GROUP**

By DON WEDGE

LONDON—The idea of a dealer's co-operative being set up in the British record field has received a new lease of life since discounts from manufacturers was put forward by chairman Reg Reed at the recent annual meeting of the Gramophone Record Retailers' Association. It is reported that Reed is now thinking about the plan, but it was a matter that he felt was important in the future.

A move in other British retail plays had already been made.

Reed opposed any suggestion of a Universal, butcommented that jobs which records must soon come to this country. "We have built up an industry which operates fairly at all levels of trade," he said, "and it must be prepared for them and to benefit by continuing efforts."

The GRRA had been formed two years earlier by a group of South London dealers, it was said, and had been trying to spread to the whole country. A formal constitution has now been drawn up, and the move is being taken in view of the Retail Price Board's decision to hold the line for Parliament. Membership deals were released, but it was stated that just over 1,000 record outlets were affiliated (there are about 1,200 dealers throughout the country).

In his report, Secretary Harry Tippel said that the association's objectives, an expansion of membership and then recognition by manufacturers. It also noted that a great deal of cooperation had taken place.

The association welcomed a co-operative trend in other European countries. Tippel said that he had been extending his range of a range of 3,000 stolen LPs which were being sold at a substantial discount. Mail orders were taken, and a number of dealers were participating by small sales being conducted over the telephone.

Tippel also expressed resentment on the part of the manufacturers, who had strongly resented it from the floor — at the extension of the Reader's Digest era. He had understood that there was to be included in the performance, and he had closed it through normal channels, as opposed to the physical material previously involved.

Other beers had been at the meeting, which was more properly organized and agreed on a meeting's informal meeting a year ago — was scheduled for a new charge contained in the government's annual budget state-"(November 17 and 24). This was "called the best way to handle the charge and obtain the most-Back Loesser.

A number of other sets have been re-packaged and retitled and will also be put on the market later. They are: "Light Color," "Leiber," "Steffen," "Vincent Night," and "French Music." The announcement went on:

"We are gratified by the reaction to our advertising campaign which has been launched. LPs and ER will appear in a new one-minute TV commercial."
Barnard Lowe-Samuel Keanneh

Lawsuits Dropped on Both Sides

NEW YORK—A lawsuit instituted last December by Barnard Lowe Enterprises, Inc., against Samuel Keanneh and Riverside Sales Company, a Long Island one-stop, has been dropped by the counterplaintiffs at the same time that Barnard Against Lowe has also been dismissed.

The suit was originally brought by the owners of the record sales company, who were selling records bearing the Casimo label, which were believed to be counterfeit.

Col. Gives Major Assist to Musical

'Giovanni Venturi'!

NEW YORK—Colonna Records will provide the major share of the financing for the upcoming Jan. 12 musical, "Giovanni Venturi," and will have rights to record the cast album of the production, which was released last week.

The show will be produced by Phil Rosé, former dickey executive of the New York Daily News, and is set in the leg of field season between Act I and Act II, "The Italian Song in the Sun." Metamora scenes, Carson Siegel, will star in the production, with direction and music to be provided by Don Franke, associate producer of "Sunny" and "Rocco Bonaccio" and son of Ashley Franke, producer. Carol Haney, Music of America is also involved in the project, and is believed to be Robert Graff, a former member of the group.

AT FULL STEAM

Freberg Unveils 4-Album Series

NEW YORK—Stan Freberg, a man of admittance with talent who has set his hand to the most ambitious undertaking of his career. The project, a series of four albums under the title of "Stan Freberg's History of America," was unveiled at a gala press luncheon this week.

The first of the four albums known as "The Early Years," gives an idea of the theatrical scope of the project, which has been influenced by the "Old West." The record is shortcomings to the image the group portrays, and is intended to be a light, easy-going production that is designed to be enjoyed as a light, easy-going production.

Freberg has returned to the recording business, with a new series of his own, "Stan Freberg's History of America." The first album in the series, "The Early Years," was released earlier this year. The next three albums will be released in the fall.

Johnny Preston in Netty Merc Promos

HOLLYWOOD—Mercury Records, Inc., has released May 23 as "Johnny Preston Month," and is backing up the promotions with a full color, 30-page promotion booklet, complete with an artist-building drive. This is a 24-24, 30-day personal appearance

FOLK TALENTS & TUNES

By Bill Sacks

Around the Horn

Red Foley, charged by the government with evasion of $26,499 in federal income taxes in 1954 and 1955, was acquitted by a jury in May, 24. His first trial last fall ended in a hung jury in his defense, and he was tried again for a second time. Foley had been convicted of tax evasion and sentenced to three years in prison, but the conviction was reversed on appeal. This time, the jury was unanimous in finding him not guilty.

Red van Buren has been the subject of much attention in the country, with his "Hollywood" days, his work in films, and his work in television. He has been featured in many films, including "The Andy Griffith Show," "The Beverly Hillbillies," and "The Bob Newhart Show."

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Arend was recently guest on "Midwest Jamboree," with Marvin Rainwater, and he has since been a guest on "The Andy Griffith Show," "The Beverly Hillbillies," and "The Bob Newhart Show." A recent guest on "Midwest Jamboree," with Marvin Rainwater, and he has since been a guest on "The Andy Griffith Show," "The Beverly Hillbillies," and "The Bob Newhart Show."
NASHVILLE — Ken Nelson and Steve Sholes, president and board chairman respectively of the Country Music Association, have set May 17 as the date for the country music spectacular scheduled to be held in May at the Dinner Key Auditorium on South Bayshore Drive.

CMA executives in charge of the show include Harry Pickens, well-known as co-promoter of Wichita, Kans.; Cockerill Jim Best, promotional director and disk jockey at WMIL, Miami; Jim Denny, head of the Jim Denny Artist Bureau, Nashville.

Stock Collections
Show Increase

WASHINGTON — Excise taxes collected by Uncle Sam on various segments of the entertainment industry showed healthy gains for calendar 1960 over 1959, according to a report issued last week (21) by Internal Revenue Service.

Only acts in which the tax collections dropped were those where the tax had been lowered by an act of Congress.

Excise on phonographs records posted the federal coffee $23,793,000 last year, compared with $22,675,000 in 1959. Levy on phonographs, components, radio and television sets totaled $166,600,000, against $180,996,000 for the earlier year.

Tax on musical instruments added $18,645,000 to the coffers, against only $16,354,000 for 1959.

Excise on coin-operated amusement and gaming devices totaled $22,244,000 last year, compared with $19,212,000 the previous year. Separate breakdowns were not given for this category. Levy on bowling lanes and pool tables totaled $4,580,000, against $3,415,000 for the earlier year.

Tax on admissions to theaters, concerts and athletic events dropped from $37,501,000 to $34,323,000. This reflects a reduction in the tax enacted by Congress. Tax on admissions to circuses and zoo gardens dropped from $47,726,000 to $42,519,000. Here again, a reduction in the tax rate is reflected.

Gorsyn on European Music & Lecture Tour

NEW YORK — David Gorsyn, popular music educator, left last week for a five-week lecture and guest conductor tour of Europe. Highlights of the tour will be the promulgation of "Peer International Methods" at the 1961 Dance Music Convention in London. The methods are the fruit of a lifetime's work in the music education field and entail modernized methods in instrument teaching. A chief feature of the methods is the use of three languages, English, French and German.

While abroad, Gorsyn will be accompanied by the various managers of the Peer organization. He will meet leading music educators and musicians.

German Song Festival Builds
BADEN-BADEN, Germany — There is much activity now on the German song festival to take place here June 4. German TV introduced 12 of the 24 songs in two programs April 21 and 22. These are to be judged by the TV panel, which has to name the two favorite compositions of each program. The final 12 titles will be introduced, six each of two programs, May 9 and 12. The two winning melodies of the four ad-

Capitol Gathers
'Gay Life' Rights

NEW YORK — Capitol Records has acquired the original cast album rights to the forthcoming musical, "The Gay Life." Capitol has become a 25 per cent limited partner in the Kermit Bloomgarden production through an investment of $50,000.

The book, based on an old melodrama, "The Affairs of Anatol," is by Fay and Michael Kamen, with music and lyrics by Arthur Schwartz and Howard Dietz. The show marks Bloomgarden's first since "The Music Man." Walter Chiari takes the lead role of Anatol, while Barbara Cook has been cast as fem lead. Music Publishers Holding Corporation will publish the score. An early fall tryout tentatively includes Detroit and Toronto before the projected October Broadway opening.

Motel Chain to
Bow Own Label

CHICAGO — Holiday Inns of America, Inc., one of the largest motel chains in the United States, is getting into the wholesaling business to produce records on its own Holiday Inn label.

Wayne Foster heads the newly formed Holiday Records, Inc., which will press its masters at Plastic Products, Memphis, Tenn., and sell them to independent record outlets in that area. Foster is also contract sales manager for International Supply Company, a Holiday Inn subsidiary.

Both he and Chrysler, sales representative for that firm, will concentrate on promotion.

The label has already lined up the following distributors: M & S Distributing, Chicago; Dixie Distributors, Atlanta; B & R Record Distributors, Oklahoma City; Midwest Distributors, St. Louis; Tribune Distributing, Miami; Music Sales Company, Memphis; Big State Distributors, Dallas; All South Distributors, New Orleans; and H. W. Huskey, Honolulu.

Distributors Foster stated the record firm would sell entirely through distributors, who would most likely be given this franchise from their motel chain, which uses 50 radio stations and numerous consumer magazines nationwide for its own promotion. Another possibility would be record displays on small racks in their motel lobby.

The label's first single, "'Rimshot, Pt. II" by the Kassons, was released April 1 and, according to Foster, already has sales figures totaling 6,000 for an eight-day period in the Memphis and New Orleans areas. Foster added that the disk has been picked up by the week on stations WMPS, Memphis, and WPLO, Atlanta.

The Kassons, an instrumental group, have been signed to an exclusive recording contract by the firm. Foster said the company also plans to develop other talent and the label is considering using their recording artists in promotions for the motel chain.

Holiday Inn Records, Inc., is the newest of the wholly owned Holiday Inn subsidiaries. The company, formed with the assistance of Management America, purchased the record company, which is starting a new label, the Kassons, started eight years ago by Kenneth Wolfe, with an initial investment of $25,000. The entire organization, including the 26 stations valued at approximately $200,000,000 with plans underway to open motel in Europe and Central America.
The most talked-about film of the year!
"LA DOLCE VITA"
ORIGINAL SOUND-TRACK
ONLY ON RCA VICTOR

Original Soundtrack Recording
Federico Fellini
LA DOLCE VITA
Music by Nino Rota.

The 'sweet life' of Roman Café Society...
Haunting, seductive music from a prize-winning, shocking film masterpiece...Damned and praised in Italy, England, France, Japan, now sweeping America.

SINGLE NOW AVAILABLE #7888 "LA DOLCE VITA" theme (The Sweet Life)
c/w Parlami Di Me (Speak to Me) Ray Ellis and his orchestra RCA VICTOR
Cap's Livingston
On European Tour

HOLLYWOOD — Alan Livingston, Capitol's vice-president in charge of creative services, leaves Wednesday (8) on his first extensive trip for the company since he joined the label in October. Following a stop-over in New York, Livingston's travels will take him to England, Germany, France, Holland and Italy, and will include talent auditions as part of his tour of duty.

He will spend several days in New York reviewing the upcoming season's Broadway show commitments. In England, Livingston will meet with EMI brass, including Sir Joseph Lockwood, board chairman of Capitol's parent firm, Livingstone will also confer with the officials of Capitol's affiliates in the other countries. He plans to screen promising talent in the various European cities on his itinerary.

TRIAL STYMIES GERMAN JOCKS
BRANSCHEWIG, GERMANY—Because of the Eichmann hearings in Jerusalem, German deejays have refused to program the new Telefunken waxing "Ein Land Ist Mein" (A Land Is Mine), German version of "Exodus" sung by Israeli songwriter Rika Zalts. The tune, despite a lack of radio play, is drawing much public interest.

CLUBS SHOWING ALBUM WEIGHT
NEW YORK—Increasingly, album production personnel on a number of major labels are feeling the pressure of the record clubs, who, in their ultimate product. More and more the clubs, through their recommendations are exercising an auteur function. The sheer weight of these recommendations and membership demand makes this so.

Both RCA Victor and Columbia have felt the pressure of the club because the club with its wide horizons—a good deal of it in the 40-and-older category—has stressed the catalog value of certain artists who ordinarily do not sell well in the general market. A number of executives close to the auteur scene at major labels have mentioned how old dance bands (marginal type albums), ordinarily low-selling mood and background L.P.'s, have been so well received in the clubs as to prompt wider releases and in some cases new sides by the artists in question.

These albums often appear as second and third choices in the club selections but they nonetheless are played powerfully among the membership which not only considers the hit album, but the artist unadorned with nostalgia.

RULING COVERS DISKS FOR R.
WASHINGTON—Pop records sold in the Dominican Republic will have to be presented within the national territory. A recent decree, effective in March, has given record import merchants the chance to sell stocks which were on hand before the decree date. The new ruling does not apply to classical records.

A new commission has been set up to determine which records may be "non-classical," and to check on import data claiming orders placed prior to the March decree, according to the U.S. Foreign Commerce Weekly.

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Venezuelan singer Emilio Gutierrez has been added to the list of Latin artists who will perform at the new Latin American Hit Parade to be held in New York May 4.

The SONG of the MIGHTY RAIN in Peru Theme from the new film "THE COW AND I"
ROGER WILLIAMS on KAPP
MILLS MUSIC, 1619 Broadway, N. Y. 19
JUST FOR ME
DICK ROMAN on EPIC
BLACK STOCKINGS
STU PHILLIPS on COLPIX
ROCK & ROLL SYMPHONY
1st Movement & 2nd Movement
B. F. WOOD—New York 19

First Musicon LP With UA Releases

NEW YORK—United Artists is releasing 11 new albums in May, plus Musicon's first LP. Musicon is distributed by UA. The new packages—five pop, four jazz, one gospel and one classical—will be made available on the same buy-six-get-one-free plan, which has been in effect for the past few months.

The new pop UA packages feature Steve Lawrence, Al Cohn, Tito Rodriguez, Hal Singer and Charlie Palmieri. The jazz LP's spotlight Randy Weston, the Latin Jazz Sextet, Gerry Mulligan and Bob Brookmeyer. The gospel album stars the Sons Williams Singers, the classical, the Modern Spanish Ballet. Musicon's initial album introduces a new jazz group, Frank Brown and His Trio.

Tom Masterson, vice-president of Atlantic Records, has been named color commentator for the May 3 annual Smash hit parade.

Young Man Wanted

To take over export department of recording company.

Must have some experience in the export business and be able to type.

Phone: Yukon 6-1313
New York City

Top Midwest Record Trade
Promotion
INDEPENDENT RECORD COMPANIES
ARTISTS—PUBLISHERS
Clint Cleminson & Jack Perkins
Clinton & Ferra Associates
P.O. Box 411, Lawrence 1, Kans.
THE VERSION THAT'S HEADING FOR THE TOP OF THE CHARTS!

CANNONBALL ADDERLEY'S

AFRICAN WALTZ

BY THE CANNONBALL ADDERLEY ORCHESTRA / RIVERSIDE 45457
A MOST UNUSUAL INSTRUMENTAL SINGLE BY THE BEST SELLING 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
PHILADELPHIA

The first in what is hoped to be an annual Jazz Concert will be staged at the University, May 11, 1961, by John Hicks. The special group, known as "American Jazz," will be a featured part of the bill. The concert will be sponsored by the "American Jazz" group, and is expected to be a sell-out. The concert will feature performances by John Hicks, one of the best-known musicians in the country, and by a number of young, up-and-coming artists.

New Jazz Concert Association Drives For Membership

BOSTON — A newly formed United Jazz Concert Association of Greater Boston will stage a kick-off drive for membership at a dinner here in the Hotel Somerset May 11. The association, a non-profit group, has been organized to present "artistic concerts," and its first concert will be held May 11.

The fee will be set at $12 for six or more concerts. The plan was originally set up by United Audience Service with headquarters in New York. The association has been in operation for over a year, and has walked in five other cities in the Northeast. The first concert will be held at the Sport Horse, Springfield, Mass.

BIGGEST PROMOTION IN CAPITOL'S HISTORY!

FLYING TIGER GOES ON TV

NEAL'S FORTY KID WILL TOUR THE COUNTRY

CITY OF JAZZ CONCERTS CONTINUES

rm Launching Dealer Sales Plan With May Albums

CHICAGO-Mercury is introducing its new Spring-Sale album series, superimposing its Spring Sale-A-Rama, along with its May worth offers of 12 Mercury albums and two Wing albums and three EPs.

THE BIGGEST PRODUCTION EVER CREATED FOR RECORDS!!

STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA
AN ORIGINAL MUSICAL REVUE FOR RECORDS

AND THE BIGGEST PROMOTION WE'VE EVER PUT BEHIND A RELEASE!
GERMANY
Week ending April 20, 1961

This Week
1. BINGO (Binkley) 7. IDA ROSE (Roesler) 12. ALL THE RIDE-PISTOLS (Pistols)
2. THE JAZZ BAND (Bing) 8. LIVING IN HARMONY (Lorenze) 13. CORINNA (Blaugrund)
3. MAJOR FUNNY (Rosete) 9. THINKING OF YOU (Henderson) 14. SALOME (Salome)
4. THE WAYSIDE BOYS (Bing) 10. I'M GONNA BE A STAR (Beeindruckt)
5. JACKIE MACDONALD (MacDonald) 11. SUNDAY (Shay)

Last Week
1. TILL THE END OF THE WORLD (Till)
2. SONG OF THE SILENT STAR (Bowden)
3. MARY ANNE (Parker)
4. THE FARMER'S AID (Tompkins)
5. I'M SORRY (Johnson)
6. SONG OF THE FAIRIES (Farries)
7. I'M SORRY (Johnson)
8. SONG OF THE SILENT STAR (Bowden)
9. THE FARMER'S AID (Tompkins)
10. MARY ANNE (Parker)
11. SONG OF THE FAIRIES (Farries)
12. I'M SORRY (Johnson)
13. THE FARMER'S AID (Tompkins)
14. MARY ANNE (Parker)

FLEMISH BELGIUM
Week ending April 21, 1961

This Week
1. I'M SORRY (Johnson) 7. THE FARMER'S AID (Tompkins) 13. MARY ANNE (Parker)
2. THE FARMER'S AID (Tompkins) 8. SONG OF THE SILENT STAR (Bowden) 14. I'M SORRY (Johnson)
3. I'M SORRY (Johnson) 9. THE FARMER'S AID (Tompkins) 11. MARY ANNE (Parker)
4. THE FARMER'S AID (Tompkins) 10. I'M SORRY (Johnson)
5. SONG OF THE SILENT STAR (Bowden) 12. THE FARMER'S AID (Tompkins)

Last Week
1. MARY ANNE (Parker)
2. THE FARMER'S AID (Tompkins)
3. I'M SORRY (Johnson)
4. THE FARMER'S AID (Tompkins)
5. I'M SORRY (Johnson)
6. THE FARMER'S AID (Tompkins)
7. MARY ANNE (Parker)
8. THE FARMER'S AID (Tompkins)
9. I'M SORRY (Johnson)
10. THE FARMER'S AID (Tompkins)
11. MARY ANNE (Parker)
12. THE FARMER'S AID (Tompkins)
13. I'M SORRY (Johnson)
14. THE FARMER'S AID (Tompkins)

BRITAIN
Week ending April 28, 1961

This Week
1. BYRDING ME CRAZY (Davy) 7. BLUE MOON (Monroe)
2. I'M IN THE MOOD (Smith) 8. WHEELS (Bing)
3. I'M SORRY (Johnson) 9. SONG OF THE SILENT STAR (Bowden)
4. THE FARMER'S AID (Tompkins) 10. I'M SORRY (Johnson)
5. I'M SORRY (Johnson) 11. THE FARMER'S AID (Tompkins)
6. I'M SORRY (Johnson) 12. THE FARMER'S AID (Tompkins)

Last Week
1. I'M SORRY (Johnson)
2. THE FARMER'S AID (Tompkins)
3. I'M SORRY (Johnson)
4. THE FARMER'S AID (Tompkins)
5. I'M SORRY (Johnson)
6. THE FARMER'S AID (Tompkins)
7. I'M SORRY (Johnson)
8. THE FARMER'S AID (Tompkins)
9. I'M SORRY (Johnson)
10. THE FARMER'S AID (Tompkins)
11. I'M SORRY (Johnson)
12. THE FARMER'S AID (Tompkins)

GERMAN NEWS NOTES
Jazz in German Zoo & Bistro
By JIMMY JUNGERMANN
163 Inches by 163 Inches
The University of Munster ar-
anged a jazz concert for the
benefit of the German Zoo. 
The program offered the Big 13, 
the Jack 'n' the Groove or- 
chestra, the Rhineland Music 
Hall, and the Jazzband der 
Greencastle Village Jazz Band, 
the GerRoye Flute, the Meta-
ronix Combos, and the Warthog 
group.
Munster's Mayor Willy Brandt 
will open this year's jazz 
salon of the University, this 
Friday. This will be followed by a jazz film. For 
the next three days talks are scheduled 
on "Jazz—a musical bridge be-
 tween East and West," an exhibit 
ion "Jazz Life," a Jazz Band 
ball, a showing of "Jazz in the 
Movies," a jazz soirée, another 
concert, a concert by students, 
more jazz consciousness everywhere in West Berlin.

New EP & LP Releases
Meteor issues two LPs— 
Ornette Coleman and his quartet with "This Is Our Music" and 
Hans Credner, a German MGM offers an EP of Hank Wil- 
son, Ray Brown, Louie Lombard, 
and (out) Thelonious and Max 
Greger as the stars of three poly-

Ned LP's: "A Smile on Your Face," 
"Try a Little Tenderness," and 
"Fancy Express," plus "Here 
Are the Hits" is issued by 
MGM on an LP.

THEATER
The German musical "Hey Kay-
ser and the Russian Czar" by 
Hans Credner, performed by 
Gebert, Per Schwebenitz and 
Ralph Marks, is a powerful hit in 
Germany and Austria. A second 
transfer of the German music 
theater of Klagenfurt, Austria, 
preparing the Austrian premiere of this musical.

Travel Notes
Peter Steffen has starred in "Benn, Max und der Abenteuerland" 
where his new film "Casanova" 
with Greta Garbo.

NEW ALBUMS
The Decca group may release 
Elvis Presley's "This Hand" and 
Charlie Rich's "Clu-Cha," Nell Sedaka: "Circul-
ate," Delaney & Bonnie and 
Kenney Burke/"London Stage" 
(London) and Jackie Wil-
son, "A Lover, a Lover, a Lover.

Hot U. S. singles issued here 
include "What's the Matter?" 
"Frog" (Phillips from U. S. 
Single), "Bette's Back" (Decca) "What I Said" (London from 
Sall), the Strollers: "Come on 
Rollers" (Chesley) and the 
Rollers: "Continental Walk" (London from Liberty).
As advertised in The New York Times

THE HAPPIEST HIT IN TOWN...

THE HAPPIEST GIRL IN THE WORLD

EXCLUSIVELY ON COLUMBIA RECORDS

"MUSICALLY...INSPIRED. RITCHARD SINGS...WITH A DISARMING SENSE OF PLEASURE. JANICE RULE IS AN IMAGE OF GRACE AND LIGHTNESS."

TAUBMAN, NEW YORK TIMES

"CYRIL RITCHARD AND JANICE RULE...LINK ARMS...AND TAKE OFF—TO THE LIGHTEST OF OFFENBACH. LOVELY WORK."

KERR, NEW YORK HERALD TRIBUNE

"A NICE COMBINATION OF SEX AND MELODY...AN OUT-OF-THE-ORDINARY...MUSICAL"

CHAPMAN, NEW YORK DAILY NEWS

"AN OLYMPIAN HIT...IT IS AN ENORMOUS SPLASH OF MELODY, TALENT AND PRODUCTION."

ASTON, NEW YORK WORLD-TELEGRAM AND SUN

"DELIGHTFULLY TUNEFUL."

COLEMAN, NEW YORK MIRROR

"A BIG, BEAUTIFUL AND BRAZEN NEW SONG-AND-DANCER."

McCLAIN, NEW YORK JOURNAL-AMERICAN

"A DEIGHTFULLY FUNNY AND IMAGINATIVE MUSICAL...AND WHAT LINES."

KEARL WILSON, NEW YORK POST

It makes the happiest listening...E.Y. Harburg's impudent lyrics, Offenbach's champagne music, sung by the brilliant, buoyant Broadway Original Cast. Yours tonight and every night.

AVAILABLE NOW FROM YOUR FAVORITE RECORD DEALER

Newest addition to Columbia's smash catalog of fast-selling Original Broadway Cast Albums

ORDER NOW!

KOL 5650
KOS 2050

ON COLUMBIA RECORDS
HOTTEST THING AROUND!

RESPECTABLE
BY
THE CHANTS

MGM RECORDS
THE STAR POWER LABEL

K13008
"THE BEST MUSICAL OF THE YEAR!"
NEW YORK DRAMA CRITICS CIRCLE AWARD
THE ORIGINAL CAST ALBUM IS ON MGM RECORDS

Mark it well, dealers. It's Carnival! The Original Cast Album, MGM E/SE3946 OC. You'll be seeing it, ordering it, and moving it across your counters a lot. Throw away your book of superlatives because you've got some big things going for you with this one: 1...The DeLuxe double-fold package with full-color photos of the show and cast; 2...The largest advertising and promotion campaign in MGM's Broadway history; 3...The smash hit itself working for you every time the show plays to sell-out audiences; and, 4...The barrage of air play, TV exposure, and national press coverage breaking everywhere right now as this exciting musical makes Broadway history.

THE ORCHESTRAL VERSION OF CARNIVAL! IS ON MGM RECORDS.

Ornadel and the Starlight Symphony have the definitive instrumental album of the rich and lilting Carnival! score. All the show-stopping songs and romantic themes of this award-winning musical, played for all they're worth by the big, lush, full-scale Starlight Symphony Orchestra, are proudly presented on Carnival! E/SE3945.

ANY WAY YOU LOOK AT IT, CARNIVAL! IS BIG ON MGM RECORDS.
Get in step with the original, authentic rhythm that created this big, new dance sensation... RITMO de CHUNGA by PEREZ PRADO c/w "Teresita la Chunga." Compact 33 Single #7873. Also on 45 rpm. Order pronto!
NOW BY DEALER DEMAND
THE HOTTEST SINGLE BECOMES THE HOTTEST NEW LP!

100 LBS. OF CLAY
GENE McDANIELS

MONO LRP-3191 • STEREO LST-7191
This smash new album contains a ton of smash performances of
smash hits: TAKE GOOD CARE OF HER, PORTRAIT OF MY LOVE,
and 10 others including, of course, 100 LBS. OF CLAY.

AND NOW
This hot new LP is being offered on these
fantastic terms: 20% cash discount
July 10 payment • 100% exchange privilege
## 150 Best Selling MONO LP's

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<th>Week</th>
<th>Title, Artist, Label</th>
<th>Whch. on Chart</th>
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<td>1</td>
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<td>3</td>
<td>COLUMBIA 503</td>
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<td>4</td>
<td>SONGS OF WIND AND WATER</td>
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<td>SONGS OF WIND AND WATER</td>
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<td>6</td>
<td>GREAT MOVIE PICTURES THEMES</td>
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## Star Performers— заявк된 sales go in the past week by house LP's, on chart 9 weeks at least.

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## 50 Best Selling STEREO LP’s

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### Billboard Music Week
FOR WEEK ENDING MAY 7

- For the latest music news, visit [www.americanradiohistory.com](http://www.americanradiohistory.com)
SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

NEW YORK—HALFWAY TO PARADISE Tony Orlando, Epic
BARBEBARA ANN—LITTLE DEVIL Neil Sedaka, RCA Victor
BARBEBARA ANN—GOD DO YOU LOVE Roommates, Valmar
PITTSBURGH—PEANUT BUTTER Marathons, Arvee
—THAT OLDIES BUT GOODIES Coasters, Ako
ST. LOUIS—WAYWARD WIND Gigi Grant, Era
CLEVELAND—JURA (I SWEAR I LOVE YOU) Les Paul and Mary Ford, Columbia
BUFFALO—BLACK MAGIC Bobby Rydell, Cameo
BOSTON—IT NEVER HAPPENS IN REAL LIFE Chuck Jarvis, Wond
TOKING & TURNING Bobby Lewis, Belmont
THREE HEARTS IN A TANGLE Ray Deary, Lullaby of Love
SEATTLE—UNDERWATER Fredy Cannon, Sun
—YOU'LL BE/Table COME HOME Russell Byrd, Wand
DETROIT—A DOLLAR DOWN Limeliters, RCA Victor
PEANUT BUTTER, Cameo
MARATHONS, Arvee
HALFWAY TO PARADISE Tony Orlando, Epic
BOSTON—OLD BLACK MAGIC Bobbey Rydell, Cameo
—SO WHAT'S IT ALL ABOUT Pop
MIAMI—RAINBOWS Dee Clark, Vee Jay
BIAD BOOGIE Les Paul and Mary Ford, Columbia
—THREE HEARTS IN A TANGLE Roy Drusky, Decca
LULLABY OF LOVE Frank Garri, Crusade
—WHAT'S NEW Johnny Maestro, Coed
—A FOOL TO CARE Joe Barry, Smash
—BE MY BOY Paris Sisters, Gramercy
MILWAUKEE—LITTLE EGYPT Coasters, Ako
BOSTON—OLD BLACK MAGIC Bobby Rydell, Cameo
—THREE HEARTS IN A TANGLE Roy Drusky, Decca
LULLABY OF LOVE Frank Garri, Crusade
—WHAT'S NEW Johnny Maestro, Coed
SAN FRANCISCO—SHAY AWAY Jersey Challenge
—HALFWAY TO PARADISE Tony Orlando, Epic

BUDDING UNDER THE HOT 100

1. IT'S NEVER TOO LATE Brenda Lee, Decca 31231
2. THREE LITTLE FISHES Buzz Clifford, Columbia 41979
3. SON-IN-LAW Blossoms, Challenge 9109
4. AFRICAN WALTZ Johnny Denworthy, Roulette 4533
5. IT'S BEEN A LONG, LONG TIME Les Paul and Mary Ford, Columbia 41994
6. SON-IN-LAW Louis, Pyramid 974
7. IN MY HEART Time-Tones, Times Square 421
8. RIGHT CLIFFS OF DOVER Sleepy Robbins, Lovender 001
9. MISS FINE New Yorkers, Wall 547
10. SPARKLE AND SHINE Four Coquettes, Capitol 4534
11. MY KIND OF GIRL Wanderers, Cub 9069
12. FOR YOUR LOVE Lennie Myles, Stater 1216
13. HAPPY LIVING Jerry Wallace, Challenge 9107
14. I'M A LONESOME WHISTLE BLUES Jerri King, Federal 12415
15. WHAT WILL I TELL MY HEART Harry Pope, Companion 103
16. YOUR BETTER COME HOME Russell Byrd, Wand 167
17. I'M YOUR COMPANION Sleepy Robbins, Lovender 001
18. WHAT ARE YOU SOME KIND OF A NUT Andy Cory, Silver Bird 1023
19. LULLABY OF THE BELLS Deltaites, Ivey 101
20. STAND BY ME Ben E. King, Atco 6194

REVIEWS OF THIS WEEK'S SINGLES

SPOTLIGHT WINNERS OF THE WEEK

The pick of the new releases.

MARK DINKING—DON'T FORGET (Acuff-Rose, BMI) (2/17)—ANOTHER LOVELY GIRL (Acuff-Rose, BMI) (2/15)—Dinking has two solid follow-ups to his last chart entry. The first is a lovely ballad done in a convincing rockabilly style. The second side, too, is in the ballad groove but in something of a Latin-jazz mood. Great string and chorus work on both. MCM 13007

JAMES BROWN and THE FAMOUS FLAMES—DON'T MIND (Watts, BMI) (2/14)—LOVE DON'T LOVE NOBODY (Blue Ridge, BMI) (2/23)—Brown has two good sides hot on the heels of his "Brother" here. The first is a vintage blues performance in slow insinuating tempo. The second is a stronger with Brown's lead in a wild, high-pitched delivery. King 8466

BOBBY VEE—BABY FACE (Remick, ASCAP) (2/23)—HOW MANY TEARS (Aldon, BMI) (2/23)—Bobby Vee leads off with a strong performance on an oldie in the walking genre. Punching back in the background sides. Sprightly flip is another solid item with strong vocal and string effects. Mercury 53236


THE BEAT BEAT PHILHARMONIC—ROCK AND ROLL SYMPHONY 1st MOVEMENT (R. F. Wood, ASCAP) (2/18)—ROCK AND ROLL SYMPHONY 2nd MOVEMENT (R. F. Wood, ASCAP) (2/18)—Beethoven's Fifth Symphony gets the call for the recogniz- able hits on this intriguing "rock the clams" two- parter. Both sides come across well and should make strong instruments. Laurie 3092

RAY ELLIS ORK—LA DOLCE VITA (Robbins, ASCAP) (2/23)—Melody from the flick gets its ownavel reading here. A guitar work carrying the lead, thin string accompaniment makes the side a strong item. flip is another Latin-temped ballad from the same pic: "Parlami Di Me" (Robbins, ASCAP) (2/26). RCA Victor 7888

HARRY SEMO ORK CHORUS—LA DOLCE VITA (Robbins, ASCAP) (2/23)—The theme from the top-flight flick gets a beautifully flowing instrumental reading from the ork with the chorus joining in later on. The flip is "A Girl and a Horn" (Swink, ASCAP) (1/40). ABC 1024

THE VISIONS—TEEN-AGER'S LIFE (Kenny, BMI) (2/14)—Harpsichord reading by the lead singer and powerful work by the group makes this r.a.r. side go. Dick was cut by New York's top tenor Irving Kane. flip is "Little Moon" (Kenny BMI) (2/26). "Little Moon" (Kenny BMI) (2/26). "Little Moon" (Kenny BMI) (2/26)

THE BROOKS BROTHERS—WARPAINT (Aldin, ASCAP) (2/26)—Here's an effective British vocal team with the tune that was a hit for them on Britain's hit parade. It's a soul-stirring novelty that could take off here. flip is "Sometimes" (Box and Box, ASCAP) (1/47). Atlantic 248

ARTHUR PSYCHO—THIS TIME (Maureen, BMI) (2/24)—I WONDER WHERE OUR LOVE HAS GONE (Cassas, ASCAP) (2/14)—The chorus of this fine performance is Savoy 150. The top side is a ballad based on a familiar orchestral theme, while the flip is a bluesy ballad equally well handled, in something of the Billy Eckstine tradition. Two strong efforts. Old Town 1101

Continued on page 21
ALL THE TRADEPAPERS AGREE

IT'S A SMASH!

TERESA BREWER

THE MUSIC REPORTER
BEST SINGLE
OF THE WEEK

BILLBOARD SPOTLIGHT WINNER
OF THE WEEK

THE CASH BOX
PICK OF THE WEEK

MUSIC VENDOR
HIT PICK
OF THE WEEK

I'VE GOT MY FINGERS CROSSED

SINGS

MILORD

62265

CHORUS AND ORCHESTRA DIRECTED BY DICK JACOBS

CORAL Records
**THE ROYALES**

**Shout with Yo, Bubba**

Or: "THE BLUES 252—A packing party" with the group chartering a Fritzi limousine. In front, there's Blue... (21)

**NO GON'T GO IN—Another blues rocker, with the powerful lead setting a strong, driving rhythm. (Birch, BM (2))

**KINGFISHER**

**You Betta Wall—COLUMBIA 1930**

(a) He's backed by a combo producing a bluesy, bluesy, bluesy sound. (BM (2))

**Tell Me Now**—A rockabilly on this side with a lively feel. Flipp is a tonal close changer. (Columbus, BM (2))

**PENSER (GUITAR SLIM)**

**From-born-the-Bayou**

(b) After a short period of opening, this side is a bluesy, bluesy, bluesy sound. (BM (2))

**BARCLAY**

**When a Kid**—Almost half, blue quality. (Barclay, BM (2))

**FLY Brothers**

**Bible on Brand**—At the time, completing this side in its 1946, it is a bluesy bluesy sound. (Barclay BM (2))

**Miss Goodie—A rockabilly with a bit of a shuffle and a lively feel. Shuffling tempo and syncopating with an initial feel. (BM (2))

**The CHANTS**

**The Voice of the World**—MGM 1929

(a) The club has never been closed, and has a bluesy bluesy sound in a rockin' setting. (MGM BM (2))

**Rose in Your Heart—Forever changing**

(b) fortress by the hand group on a far-far-away yearnings from. Two good ones, (Continued, BM (2))

**THE WILDER BROTHERS**

**You're About a Million**—MGM 1931

(a) The club has a bit of a feel in it. Rockin' and a musical setting to a backing sound and feel. (MGM BM (2))

**Julie Long—S'nopeer—Yet another**

(b) the missing seconds of "S'unnoe.+". A new idea and a new one. (Continued, BM (2))

**The JIVE FIVE**

**Tell Your Friends**—BETTIS 1960

(a) In 1960, the group was a bluesy, bluesy, bluesy sound. (Bettis BM (2))

**When I Was Steppin'—bass and the horns are in a solid group. Good beat. (Bettis, BM (2))

**BUCKY PIZZARELLI**

**The Asthmatic**—EVELYN 1955

(a) A bluesy bluesy bluesy sound. (Continued, BM (2))

**Making Waves**—bass and a tricky one. (Bettis BM (2))

**Night Rider—Good, up-tempo Lat-

(a) night horn like, applied to the feel. Flipp has a good, (Continued on page 39)
FRENCH NEWSNOTES
Labels Push New LP Series
By EDDIE ADAMS
924 rue de la Marelle, Jefte
Contemporary (Stora}
French labels are constantly promoting new LP series in an effort to push record sales. Foxtail is marketing a new series entitled "Surprise-Partie Thé" offering 16 titles for $1.95 francs apiece (less than 30c). Odeon-Artacho is launching Top Rank's "King Size" records (45s titles at 1F35c, per record) for the same price as an LP. Vega is promoting a new typical series entitled "Collection Polaris," offering the first world dating in stereo of Massenet's "Hernández" and the first stereo recordings of "Lamé," "Cavalleria Rusticana," and "Werther."

Label Changes
Marc Tayron, who specializes in hillbilly songs, formerly with Odeon, changed over to Barclay Records. The UA original sound tracks of "Pirates Blues" and "Aimez-Vous Brahms?" will be issued for Barclay Records which is UA Records' new distributor here.

New Singles
The new Chubby Checker hit single "Let's Twist Again" (Southern Sun) has been released here on Columbia (from Parkway).

Vogue issued Don Coryva's version, bow "Love Beat," and expects good sales on "F.B.L.B," the new single by the English instrumental group, the Shadows. The musical theme from "Pepe," besides the original "Georgia" has been released. Records has issued 13 recorded versions now on French market. Newest is Caravelle Records' version has "Calleuntila" on Versailles Records.

Record has issued three original records running high on the B&W chart "Blue Moon" by the Nomads (Colpix), "I've Told Every Little Star" by Linda Scott (Caravelle-American), and "Trust in Me" by Etta James on Atlantic. "Blue Moon" has a French cover by Marcel Bianchi on Vogue. Also on Vogue are two versions of "La Pachanga" by Rene Touzet and Carlos Argente.

Marcel Amont has recorded for Polydor the first version of the U.S. hit, "Wheels." Yet King Cole has come out on Capitol with "The World In My Arms." EMI has released and MGM original, "I'm in the Mood for Love," by Saul Taylor.

Visitors
Riverdive Records' President Bill Greenr and Intermedia's Jack Lawrence in for conference with Vogue.

NATIONAL WEEK DUE FOR MUSIC
WASHINGTON -- A National Week for Music will be celebrated annually by the whole country, as well as by groups in local communities around the nation in May. A resolution to direct the country's attention to music was introduced in the House of Representatives on March 30, 1961.

AUSTRIAN NEWSNOTES
Issue Local Artists' Wax in U.S.
By GEORGE HILDER
19 Tolman Ave., Sydney
The Leenen, a local instrumental group in Austria that has successfully recorded for Local Records, just released news that their Austrian hit record "Jolly Guitars" has been released on ABC-Paramount in the U.S. National Recording Store, in Los Angeles, also received news from America that the Leenen is to have another hit recording here. The last two disc charts were tapeppers. Now she is hard at work at the Studio with Austrian producers on an LP for the Laurie label.

Talent Notes
American comedian Jack Curtis has been signed by RCA for another month for further appearances in Revue 61. Originally Cur- tis was to be here only for one week. The contract was extended, and the group are expected to be here in Sydney this week.

Bobby Keat, who is appearing in Sydney in the stage presentation "Surprise-West Side Story," is due to start appearing in a film world-wide distribution.

New Discs
Lucky Starr has just released a new single "Slow Ellie" for Festival Records. The hit never released in the U.S.

MEXICAN NEWSNOTES
Industry Honors Eduardo Baptista
By OTTO MAIER-SERRA
International Phonograph Corporation
Apartado 4687, Mexico City
To honor Eduardo C. Baptista, President of Pan-American de Disco, a big cocktail party was held at the offices of the music industry, attended by artists and representatives from the whole record industry. Forty years ago the U.S.-educated C. C. Baptista came to Mexico from his native Venezuela. He opened a record shop here and sold the "Oxazz" and "Oxazk" labels. In 1952 (four years later) he built his own factory and thus became the Mexican music industry. (RCA Victor followed in 1947 and 1948.) Later Baptista created the Persa record industry, which sold about $500,000 worth of records in 1947; in 1947, in that same factory he built the factory of Pan-Am- erican de Disco, where the music catalog is produced and where Carlo has as other EMI lines are pressed.

Disc Business
Dancing in his business, he has been to Mexico, where his benefit shows were very successful. Frank Sinatra, one of the stars, wanted an exclusive "Love Me Or Leave Me" at the Persa-Asian music industry. In May, RCA Victor Mexico will issue the first record of the Persa catalog on the Mercury catalog. RCA represents Persa in the U.S.

Jazz Festival
Joe Luis Duran, newspaperman and jazz fan, is preparing the third "Festival of Jazz." For the first time, outstanding groups from all over the world will be invited to participate in the festival, which has previously been only for Mexican performers.

The second visit to Mexico of Paul Anka has been announced by "El Joclisto divided edition" in the U.S.
This is scheduled for June 27 and 28. For shows at the Auditorium, Anka is expected on Abra- vados later in the year. . . . Tony Sagalup, one of the most popular Mexican ranchero singers in South America, will be "Peach and "Jalisco," has been announced as the main event to open the festival.

On the Road
Los Portos, general manager of the Decca office in Rio de Janeiro, South America, will visit the offices of Decca Records in Europe. He will visit the offices of Decca Records in Europe, where he will meet with the International Phonograph Corporation, in which Mexico is a participating country. He will also meet with the American Phonograph Corporation, in which Mexico is also participating. He will meet with the American Phonograph Corporation, in which Mexico is also participating.

EXCLUSIVE TO AUSTRALIA
Chainsaw, Jazz, Latin American, Commercial (English language only) & Dance Music) reports wanted. Send offers with catalogues, prices, etc. . . .

VISTULA
GPO Box 4714, Sydney, Australia

INDIAN GIVER
BV-375
ANNETTE
GEE WHIZ!

ANOTHER

CARLA THOMAS

SMASH!

"A LOVE OF

MY OWN"

b/w

PROMISES

ATLANTIC 2101

A Billboard Spotlight of the Week

A Cash Box Pick of the Week

ATLANTIC RECORDS
1841 Broadway, New York 23, N.Y.
The pick of the new releases:

**SPOTLIGHT WINNERS OF THE WEEK**

Most strongest sales potential of all albums reviewed this week.

*Continued from page 14*

**ROMAN GUITAR**

Tony Motola, Command RC 816 8D (Stereo & Monophonic)—Here’s another fine Command album, featuring superior stereo sound work and melodic, tasteful guitar colors by Motola. The package should appeal to guitar fans as well as sound hogs. Selections—each eminently spinnable—include “Volcan,” “Alma,” “La Strada,” “Scen- rento” and the title theme.

*Pop EP*

**THAT WONDERFUL FEELING**

Bill Black’s Combo, HIS 22603—The great Bill Black Combo psyche a selection of four spirituals and gospel songs. The group sounds as solid as ever with the growing sax heard prominently on “Oh Lord,” “Nobody Knows the Trouble I’ve Seen,” “Whole World in His Hands” and “Old Time Religion.” Solid danceable wax for the fans, and any of these rates as a good single.

*Low Priced Pop*

**MOVIE THEMES**

Frank Chacksfield and his Orch, Richmond S 30055 (Stereo & Monophonic)—Master Chacksfield helms his big, master- aced orchestra through a selection of themes of the bigger movies of the past season. Highlights are “Never On Sunday,” “The Apartment,” “The Sundowners,” “The Un- forgiven” and “A Summer Place.” Standout sound will make this a good contender in racks and for regular dealers as well. Tops in value for the money.

*Jazz*

**THE MOST—VOLUME IV**

Tony Arkins, Roulette R 52602—This is another bonanza jazz package featuring standout jazz sides by Sarah Vaughan, Count Basie, Maynard Ferguson, Machito, Lumberz, Hendricks, Ross and Reise, Basie and Joe Williams, Billy Eckstine, and John Handy and Johnny Williams. The plus quality baton pairs with the jazz fan.

*Two’s Company*

Maynard Ferguson and Chris Connor, Roulette R 52608—This is the companion piece to Atlantic’s Chris Connor- Maynard Ferguson package, released simultaneously this month via an exchange agreement between the two labels. The expressive cantor and the versatile Fergie add an exchange appeal and this package should please jazz fans of both fans. The interesting tune lineup includes “I Feel A Song Coming On,” “Send For Me,” and “When the Sun Comes Out.”

*Classical*

**THE BELOVED BIRJELLING VOLUME II**

Jonet Birjelbell, Capitol G 7247—Wide-awaked as one of the first talents of all time, the late Jonet Birjelling performs in this program some of the most popular light music of all time. The first program was the same, all fine sound, displaying his stunning tone and range and excellent control. The selections (recorded between 1936 and 1953) are Swedish folk songs and ballads such as “Tell, Hava,” familiar Italian songs like “O Sole Mio,” and in English a Birjealling favorite, “Jeanne With the Light Brown Hair.” A must item for Birjelling’s many fans, and a collector’s piece for all performance collectors.

*Sound*

**AROUND THE WORLD IN PERCUSSION**

Louie Bellson, His drums and Orchestra, Roulette R 45802—Bellson and his orchestra, augmented with a tuba and two extra percussion, produce some exciting sounds on this interesting double-fold percussion album. The highly varied tune lineup includes familiar folk songs or dance tunes from various countries—“Freed Jacques,” “Loch Lo- mond,” “Brazil,” “Sabre Dance,” etc. Bellson’s fine solo work is a standout throughout.

*Sounds Terrific*

Keith Taylor, RCA Victor LSA 2365 (Stereo & Monoaural)

This new album, the latest in the label’s extra Stereo Action series, is a wild sound dishling that should fit a lot of stereo hogs. The sound swings from one speaker to another with ease, and an extraneous sound that fit the tunes are introduced cleverly on every band. It all adds up bright sound, and what is more important is the per- formances by the orchestra and singers are fresh and capable as well. Times are all standards. Should be a solid stereo seller.

*Sacred*

**STATESMEN—BLACKWOOD FAVORITES**

Skyline SRLP 5980—A dream package for fans of the true sacred sound. Here are two of the outstanding groups in this field, known far and wide across the Bible Belt. Both bands have a joint program on their jointly owned label. The Blackwoods offer “What a Friend We Have in Jesus” and “Rollin’ Riding, Rocking,” among others while the Statesmen perform the likes of “Goodbye World,” “Forever,” “Goodbye World,” and “The Love of God.” Solid merchandise in this field.

(Continued on page 20)
...your fortune is made...

with

Marty Robbins

NEW HIT SINGLE | NEW HIT ALBUM

"JIMMY MARTINEZ" | MORE GREATEST HITS

"GHOST TRAIN" | MARTY ROBBINS

* 4-42008 | CS 8435 / CL 1635

* also available on single 88

on Columbia Records
**“A SHIP WILL COME”** by LALE ANDERSON (King 5478)

**“LOVE DON’T LOVE NOBODY”** by JAMES BROWN (King 5466)

**“I DON’T MIND”** by YOUNG ABE LINCOLN (RCA Victor 1573 [Stereo & Monaural])

**STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA**

**CONTINENTAL WALK** by HANK BALLARD (King 5491)

**NOW A TWO-SIDED HIT!** by DONNIE DUNCAN (Glendale Records #1011)

**“YOU’RE SOMETHING SPECIAL”** by DORINDA DUNCAN (Glendale Records)

**POP LP’S**

**PERCUSSION ON PARADE** by LEE HOFFMANN (Stereo & Monaural) — This collection of seventeen different types of percussion instruments includes the following: drums, cymbals, and other percussion instruments.

**VIVA LA PACAHANKA** by JASON AND THE PACAHANKA (Singles)

**APARDO** by RICARDO VILLA LP 234 (Stereo & Monaural) — This album of 10 songs, arranged in Latin style, features a large percussion section and includes songs like “Aparado” and “Amor.”

**CHANGA PACHANKA** by RICARDO VILLA LP 234 (Stereo & Monaural) — This album of 10 songs, arranged in Latin style, features a large percussion section and includes songs like “Changa.”

**MEMBERS OF OUR FRIEND FAMILY** by BOBBY BISHOP (Stereo & Monaural) — This collection of three songs, all arranged in Latin style, features a large percussion section and includes songs like “Two Go Out”.

**SUNDAY WITH OUR FRIEND FAMILY** by BOBBY BISHOP (Stereo & Monaural) — This collection of three songs, all arranged in Latin style, features a large percussion section and includes songs like “Sunday.”

**THE HAPPY GIRL** by ELVIS PRESLEY (RCA Victor 1573 [Stereo & Monaural]) — Elvis’ first hit on his own label, “Heartbreak Hotel,” followed by his second hit, “Are You Lonesome Tonight?”

**THE HAPPIER GIRL IN THE WORLD** by ORLANDO CASTELL, COLUMBIA 2309 (Stereo & Monaural) — This collection of three songs, all arranged in Latin style, features a large percussion section and includes songs like “The Happier Girl in the World.”

**MODERATE SALES POTENTIAL**

**ACCENT** by JOHN LEE HOOKER (Chess 1434) — This collection of seven songs, arranged in rhythm and blues style, includes a cover of “Moanin’ in the Moonlight” and “I’m in the Mood.”

**MUSIC FOR LORIETTA** by MIGHTY HAMMERSCHMIDT (United Artists 443) — This collection of eight songs, arranged in rhythm and blues style, includes a cover of “Loretta’s Blues.”

**EASY SOUND** by RICK 301 (Stereo & Monaural) — This collection of four songs, arranged in rhythm and blues style, includes covers of “Jailhouse Rock” and “Shake, Rattle, and Roll.”

**THE BIG SONGS** by ANDY WILLIAMS (CBS 4819) — This collection of ten songs, arranged in easy listening style, includes covers of “The Big Ugly” and “My Way.”

**THE BILBO SONG** by ANDY WILLIAMS (Columbia 1969) — This collection of ten songs, arranged in easy listening style, includes covers of “The Big Ugly” and “My Way.”

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LIST OF RECORDS THAT HAVE MORE HIT POTENTIAL THAN...

...the Original

"EVERY BEAT OF MY HEART"

by the PIPS

VeeJay #386

VeeJay Record Corp., 1449 S. Michigan, Chicago 5, Illinois
RENNETZMUS
HAS THE HITS!!

BUMBLE BOOGIE
B. Bumble & The Stingers - R-140
A SMASH HIT!

SHOWING-STRONG
LIFE CAN BE BEAUTIFUL/I NEED HELP R-146
ROCKIN' ROBIN R-133
Bobby Day

UNWRITTEN LAW AND COUNT TEN
Sherry Lee R-147

THE ELOPERS
Jesse Lee Turner Sudden R-105

BE ANYTHING
Ernie Fields with Ann Walls R-148

LITTLE CUPID BLUES AND APRIL IS HER NAME
Google Rane R-144

PLEASE LET IT BE YOU
Steve Barri Rong R-1003

NEW AND VERY STRONG
SABRE DANCE
Jan Davis - Rendezvous R-149

DON'T SWEAT IT BABY
The Four Season - Alanna R-555

RENEZVOS RECORDS
6367 Selma Ave., Hollywood, Calif. Hollywood 4-6124

- Reviews and Ratings of New Albums

- Continued from page 28

C&W LP'S

- STRONG SALES POTENTIAL

- MODERATE SALES POTENTIAL

- INTERNATIONAL

- LATIN AMERICAN

- POLKA

- MODERATE SALES POTENTIAL

- TAKATKHIREL PIANO CONCERTO IN E MINOR, GEORGE KOCH BONGS

- A HOT 'ROCK' FROM POLYNESIA

- "CUP-E-CO" THE JOURNEYMEN

- AMY RECORDS, 1650 Broadway, New York, N. Y.
On Capitol...

BUCK OWENS
and
ROSE MADDOX

with their
SOLID
NEW
SINGLE!

"MENTAL CRUELTY"

"LOOSE TALK"

record no. 4550

Written by
BUCK OWENS & LARRY DAVIS & DIXIE DAVIS

Published by
LES KANGAS MUSIC—BMI

Contact your Capitol representative today
The Honor Roll of Hits comprises the nation's top tunes according to record sales and disc jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

RECORDINGS AVAILABLE

(Please remember to order a copy of the record you wish to purchase.

1. RUNAWAY—Dolores Gray, Nat "King" Cole
2. BLUE MOON—Bobby Gentry, Johnnie Ray
3. MOTHER-IN-LAW—Dale Evans, Roy Rogers
4. I'VE TOLD EVERY LITTLE STAR—Donna Douglas, Bing Crosby
5. BUT I DO—Robert Goulet, Paul Gentil
6. ON THE REBOUND—Roy C, Edmund Stone
7. ONE HUNDRED POUNDS OF CLAY—Elly May Daines, Lashayles
8. TAKE GOOD CARE OF HER—Kem, Warren, Published by Redstone-Patton
9. ONE MINT JULEP—Chubby Trenet, Published by Pruskeges & Regan
10. A PACHAGE—Roy C, Published by Amsco
11. PORTRAIT OF MY LOVE—Gary Carter, Published by ABC
12. ASIA MINOR—J, Published by Valley Mac
13. CALCUTTA—Gary Busey, Published by Pyramid/Phoenix
14. CAN YOU DEPEND ON ME—Charles Coates Morgan, Published by ABC
15. BABY BLUE—Robbie Robertson, Published by Morsa
16. JUST FOR OLD TIME'S SAKE—Dolly Parton, Published by ABC
17. FLAMING STAR—Cher, Published by ABC
18. TONIGHT MY LOVE, TONIGHT—Paul Anka, Published by Sony
19. ERODOUS—Bobby Breen, Published by ABC
20. DEDICATED TO THE ONE I LOVE—Pat Boone, Published by ABC
21. PONY TIME—Robert Goulet, Published by Amsco
22. BUMBLE BOOGEY—X, Published by ABC
23. DADDY'S HOME—James Green, Published by ABC
24. BREAKING IN A BRAND NEW BROKEN HEART—Greenleaf-Keller, Published by ABC
25. TONIGHT I FELL IN LOVE—Melba Moore, Published by ABC
26. MAMA SONG—James Green, Published by ABC
27. WHEELS—Tommy James and the Shondells, Published by ABC

SPECIALTY

The following are some of the top specialty songs of the week:

1. BABY BLUES—Robert Goulet, Published by Amsco
2. BUT I DO—Robert Goulet, Published by Amsco
3. A PACHAGE—Roy C, Published by Amsco

COMEDY

1. SANG IT AGAIN—Sam Safran
2. THE SONG OF SONGS—J. Fred Muggs
3. THE FAREWELL SONG—J. Fred Muggs
4. THE STORM IN THE TUNNEL—J. Fred Muggs
5. THE LOST SAILOR—J. Fred Muggs
6. THE MOTHER-IN-LAW SONG—J. Fred Muggs

SOUND

1. BRASS LACED WITH STRINGS—Joe Dowell
2. THE SONG OF SONGS—J. Fred Muggs
3. THE STORM IN THE TUNNEL—J. Fred Muggs
4. THE LOST SAILOR—J. Fred Muggs
5. THE MOTHER-IN-LAW SONG—J. Fred Muggs

7. THE PURE SOUND OF SPEED—Elton John
8. THE ROLLING THUNDER—Bob Dylan
9. THE CREATION—Buddy Holly
10. THE PURPLE RAIN—Prince

MODERATE SALES POTENTIAL

1. KACHNIAKA!—Jim Adams
2. HONGKONG—Sam Theis
3. THE ROYAL FAMILY—Ronaldinho
4. THE BAND—The Band
5. THE DOORS—The Doors

LAW ENFORCEMENT

1. THE SHERIFF'S DANCE—Jackie Wilson
2. THE BEATLES—The Beatles
3. THE MONKEES—The Monkees
4. THE CROW—The Crow
5. THE BAND—The Band

SACRED

1. THE BLESSED SONG—The Bee Gees
2. THE SONG OF SONGS—J. Fred Muggs
3. THE STORM IN THE TUNNEL—J. Fred Muggs
4. THE LOST SAILOR—J. Fred Muggs
5. THE MOTHER-IN-LAW SONG—J. Fred Muggs

LOW PRICED FOLK

1. THE GDR'S GREAT SONGS FOR CHILDREN—The Grateful Dead
2. THE NEW SONGS FOR CHILDREN—The New Generation
3. THE SONGS OF THE REVOLUTION—The Revolution
4. THE SONGS OF THE REVOLUTION—The Revolution
5. THE SONGS OF THE REVOLUTION—The Revolution

POKKA

1. THE SONGS OF THE REVOLUTION—The Revolution
2. THE SONGS OF THE REVOLUTION—The Revolution
3. THE SONGS OF THE REVOLUTION—The Revolution

POKKA

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2. THE SONGS OF THE REVOLUTION—The Revolution
3. THE SONGS OF THE REVOLUTION—The Revolution

POKKA

1. THE SONGS OF THE REVOLUTION—The Revolution
2. THE SONGS OF THE REVOLUTION—The Revolution
3. THE SONGS OF THE REVOLUTION—The Revolution
THE HOTTTEST INDEPENDENT IN THE COUNTRY...

CAMEO-PARKWAY

MAY CA$H PROFIT$ MONTH

*1. 20% CASH DISCOUNT

2. 100% EXCHANGE

3. LIMITED OFFER—MAY 1ST—MAY 31ST

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"Mr. Talent"

CHUBBY CHECKER

"The Chart Wrecker"

INTERNATIONAL POP ORCHESTRA

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THE 1ST & ONLY RECORDING OF A REAL "BURLESQUE SHOW"

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Daily Air Play Check of Your Records and Tunes on TV Channels 2, 4, 5 and 7 and WNBC, WOR, WABC, WGBS Radio (N.Y.) Complete—Inexpensive
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SAME DAY SERVICE

The Musical Sales Company
Baltimore 1, Maryland

A Big Smash Record!

Heart and Soul
The Cleftones 10614

Headed for the Top
JOHNNY MAESTRO
SINGS
"WHAT A SURPRISE"
Columbia C-5459

COED RECORDS
1619 Broadway New York, N.Y.

Gives to Damon Runyon Cancer Fund

ANDY WILLIAMS
THE BILLBO SONG
CADENCE 1959

• Reviews and Ratings of New Records

Continued from page 35

• Best Selling Sheet Music in U. S.

TUNE BY TUNE

DAILY AIR PLAY CHECK of Your Records and Tunes on TV Channels 2, 4, 5 and 7 and WNBC, WOR, WABC, WGBS Radio (N.Y.) Complete—Inexpensive
For Details, Call or Write ACCURATE REPORTING SERVICE 485 Flushing Ave., Brooklyn 56, N.Y. Blickenstein 6-7100

COUNTRY & WESTERN

JOHNNY DARRIS AND HOWARD COUGHLIN

CASS COUNTY GOGDN AROUND—TOPPA

This country gospel version of the song ...

DORIS DAY

"I Belong to the Mountains—I'm Gonna Stay on this hill for the rest of my life because I'm moving making this album. (Decca, DLP 24)"

DOIN RICE

"A Heart Full of Heartaches—TOPPA 1007

This song is dedicated to all of the heartbroken people in the world.

HENRY REMEMBER

"If You're Gonna Be Bad—D 1315

This song is written for all the bad people out there.

ROBERT WILLIAMS

"What Shall I Do—D 1252

This song is written for all the people who are experiencing problems in their lives.

D.J. AND THE DIONNE LADIES

"I'm Gonna Be a Star—MOTOWN 405

This song is written for all the people who are aspiring to greatness.

LAURASIA VARGAS

"What Shall I Do—D 1252

This song is written for all the people who are experiencing problems in their lives.

NOVETY

CHARLIE MANN

"Brownskiva—DRODD 3239

This song is written for all the people who are experiencing problems in their lives.

THE BILBO SONG

"The King of Fighters—ACAPULCO 3

This song is written for all the people who are aspiring to greatness.

THE CARAVANS

"I'm Gonna Be a Star—MOTOWN 405

This song is written for all the people who are aspiring to greatness.

LIMITED SALES POTENTIAL

POPULAR

DAVE DURYE

"Tell Me When You're Ready—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

HARRY THOMAS

"Just a Little Way Around—Maya De Orte, Y1961

This song is written for all the people who are aspiring to greatness.

BRENDA HOLLEY

"Let Me Know—Crazy Little Band SONG 109

This song is written for all the people who are aspiring to greatness.

WAYNE WILLIAMS

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

BROOKLYN BANDITS

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

ROSELLA MARCHES

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

COUNTRY & WESTERN

DOROTHY DUNCAN

"Let Me Know—Crazy Little Band SONG 109

This song is written for all the people who are aspiring to greatness.

JIMMY DAVIS

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

RECAL GORDON

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

HUBBIE RHODES

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

THE ORIGINAL CARAVANS

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

LATIN AMERICAN

SERGIO RODRIGUEZ

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

JOSEPH S. PONS'S DANCE ORCHESTRA

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

RHYTHM & BLUES

LITTLE AARON AND HIS BAND

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

SACRED

GEORGE BROWN

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

LATIN AMERICAN

CONJUNTO DE LOS ROSAS

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

MARIO CAMACHO AND MARIA RIVERA

"Just a Little Way Around—RHYTHM 463

This song is written for all the people who are aspiring to greatness.

when answering ads . . .

Say You Saw it in Billboard Music Week
DJ Programming Charts

CHART CLIMBERS

The most week's rising songs, these records have made the biggest upward jump and have been named Star Performers on the hottest months at this Hot 100 chart.

<table>
<thead>
<tr>
<th>Chart</th>
<th>Artist</th>
<th>Track</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Madonna</td>
<td>Like a Virgin</td>
</tr>
<tr>
<td>2</td>
<td>Michael Jackson</td>
<td>Thriller</td>
</tr>
<tr>
<td>3</td>
<td>George Michael</td>
<td>Faith</td>
</tr>
<tr>
<td>4</td>
<td>Whitney Houston</td>
<td>I Will Always Love You</td>
</tr>
<tr>
<td>5</td>
<td>Elton John</td>
<td>Can You Feel the Love Tonight</td>
</tr>
<tr>
<td>6</td>
<td>Lionel Richie</td>
<td>We Are the World</td>
</tr>
<tr>
<td>7</td>
<td>George Michael</td>
<td>Faith</td>
</tr>
<tr>
<td>8</td>
<td>Whitney Houston</td>
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<td>Can You Feel the Love Tonight</td>
</tr>
<tr>
<td>10</td>
<td>Michael Jackson</td>
<td>Thriller</td>
</tr>
</tbody>
</table>

College Broadcasters Quick to Lend Recipes For Successful Campus Music Programming

By JUNE BUNDY

NEW YORK — The feature on college radio stations that will be appeared in Billboard Music Week, March 8, 1986. It will be reported on the station premises and on other campuses that also have their own radio stations. It will be sent to talk about programming for student listeners.

For this month's WCBC, Dartmouth College Radio (10,000 watts daytime and 4000 watts night time) operates on 91 MP1 and 107.9 FM in Hanover, N.H. Our pop record director and classical music director provide the music for both the business and entertainment departments, according to WCBC. We broadcast at 10:00 AM and 11:00 PM.

Record Sales

For television and other music sales, notes Stern, "we have some agreements with the National Recording Study of Hanover and the Lebanon Music Study of Lebanon, N.H. Our pop record director and classical music director were in contact with other record companies to see if they could keep some record libraries of over 10,000 albums and singles up to date.

"In addition to pop music, we feature 24 hours of classical music, each with a program by one member of the faculty and student body. The music is semi-classical music, but some of it is music that is new and has no female voice.

Milt Grant Gets Partial Victory

WASHINGTON — Milt Grant won a partial victory last week in his attempt to obtain repayment of part of the fees spent in the withdrawal of a Maryland radio station contends that the Federal Communications Commission, on further look into the case, has decided to allow the lawyer to proceed with his legal action. The Federal Communications Commission has ruled that the application be considered for a new license.

About programs originating from local stations, there is indeed some identifying as in the case of the local program. The only thing that is needed is for the FCC to provide a public notice of such programs.

The commission itself could still take further action in the case. Both the Federal Bureau of Investigation and the Federal Communications Commission have filed statements opposing Milt Grant's question of the fees in this case. (Billboard Music Week, April 30, 1986)

Grants recently lost his TV record hop show, which had been aired on the airwaves over WTTG-TV here, for the past five years.

COLLEGE TEEN, ADULT TASTES

NEW YORK — In a move to compete with musical taste of adults, Pop and Teenagers, WCBC has decided to give a "Parents' Week" program on its much-needed 9-11 p.m. WINS show here.

Each night five new records will be selected that will be asked to call in to one of the station's phone numbers they like best. Teenagers will be encouraged to come in and call to register their preference. The results of both contests will be announced on the program, the winner of the maximum number of votes will win the record of their choice.

COUNTRY AND WESTERN

WILMA LEE AND STEREO COPEE: Wind on the Highway (Salt-Lake-Bee, 6-1-71) — Righteous Brotherly Love

THE LION'S BROTHERS: Don't Be Jealous of My Daughter (Brood, 6-2-71) — Can't Be Touched

CARL WILSON: The Way the World Goes (Caprice, 6-2-72) — Rock's Youngest Voice (Caprice, 6-2-72)

RHYTHM AND BLUES

No selections this week.

DISK JOCKEY PROGRAMMING

SANDFORD CLARK: It Helps Me Ring (Rca, 6-1-71) — Guesttyping (Rca, 6-1-71)

FCC Begins Rule-Making To Clarify Payola Identity

The station's week's musical program also includes live musical performances (written and produced by college students) of jazz, classical, and rock music concerts featuring original musical compositions for at least three hours a week. A recorded program will be broadcast during every Saturday each week, a weekly folk song show featuring live performances and live performances, and a show spotlighting the top hits of the past 20 weeks.

WDCR Staffers

George Muscarella is currently general manager of WDCR. Other students-staffers are James W. Vey, program director; James S. Kennedy, chief engineer; and Peter Ewing, marketing director, and Philip Smith, administrative director.

William Grimes, station manager of WHUS, University of Connecticut.

Peter Tripp Takes Stand As Payola Trial Continues

Tripp selected all of his own "extra" recordings on the show. Similar points were brought up in the second trial of his payola trial, which continued and closed on June 12, and that he had received from record distributors. He has been fired from his "advice" on records and as thanks for past favors.

Tripp took the stand himself on Friday (28) and declared that he had been fired. His attorney, on the other hand, had been fired. Tripp's attorney, who is presently on the staff of Tripp's attorneys, asserted the payola trial, and brought him into negotiations with the station regarding Tripp's contract and terms of employment.

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PROGRAMMING PANEL

If you have a provocative question to ask the nation’s disk jockeys, write it down and forward it to this department, 1560 Broadway, New York 36, N. Y. You will be credited when it appears.

THE QUESTION

What pet name, if any, do you have concerning record promotion men who visit your station?

THE ANSWERS

JOHN RANDY

WDBS, Philadelphia

I don’t like having promotion people around. I do appreciate a vast assortment of records and attempt to push each of them, but I’m a smash. This a vast is complicated when the rec-

tions and impression the public get is to be fair. Not only do I lose confi-

dence in my music, but I lose enthusiasm about playing his record in the future.

ROBIN SEYMOUR

WMRH, Detroit

Most of today’s stuff are too young and have no background in their

firms. They don’t seem to understand the full importance of their promotion work and the position of record playing in the station and servicing and presenting them in a suggested form. The various types of music for each of the shows that are on a particular radio station. Most of them are con-

cerned only in peddling an amount of junk and trying to get it played. Many of them try to maintain their prestige with men who can carry the ball.

GENE KLAVAN AND JIM HOLLANDER

WNEW, New York

We must be honest and tell you that we had to look up the dictionary to ascer-

tain the meaning of "promote. Having this, we enriched our knowledge that realizing an idea requires some of our conferences, we now realize our limitations.

REGIS HOBART

Regis TV, New York

It’s rather difficult to give a pet name on promotion men and let them take their lumps. It is a rather helpful and worthwhile凤凰网 by station to station. I have the most people in programming would like a code to work by, but inasmuch as an appointment could be made, as op-

tioned to the man just walking in unannounced. Whenever I record or plug, he might completely negate his visit by walking in at the wrong time. But over-all, God bless ‘em, they have a tough job.

By JUNE BUNDY

CAB BAG—James Hilliard, program director of KDZQ, Allentown, Pa., writes: "How’s this for a switch? Radio No. 1 in Allentown (1500)subplotpe Radio Eddy (980) on April 26 by playing one of his big hits once per hour. The reac-

tion to this was very good." He reports having no further program development for WLEE, Richmond, Va., writes: "We have been achieving a very nice effect lately having quiet station breaks and various promotional announcements recorded by announcers at other stations in other key markets. We have made arrangements with the local theater, Star, and the Warner-Whirlpine to record material for us, and we, in turn, cut announcements for their shows. We then use the tape from other stations in order to better observe trends in other cities on the radio side, in order to reciprocate by sending the WLEE Hall of Hit Pot lists weekly to any station placing us on their mailing lists."

The station’s drive in productions on film are a big hit with TV deejays across the country. Wink Martindale, KCOP-TV, Los Angeles, kicked the film series off on his show featuring Dee Deekle on the famed WNEW, New York morning show, and more recently on Steve Allen’s TV program, is currently a big hit as the male lead in Broadway’s prize-winning musical "Bye Bye Birdie." Ray-

burr, who replaced Dick Van Dyke in the show a few weeks ago, is not surprised by the success of the role. His breezy way with a funny line was only to be expected with skillful comic timing. Birdie singing were totally unexpected. His old deejay pals should be proud of him.

CHANGE OF THEME—Ted Wood has replaced WWDG, Washington. Stan Miller has been promoted to DC 120’s summer replacement announcer. WWDG, a celebrating its 20th birthday today (May 19), with special drawings, promotions, Awards will also be made to any person with a 1941 car and to those celebrating their birthdays or 25th wedding anniver-

saries May 3.

Gordon Davis, formerly general manager of WIND, Chicago, has been appointed West Coast manager of Westinghouse’s WWDG, formerly the former general manager of W W D G, the WDDC station in Fort Wayne, Ind., has taken over this job, and not post at WIND. Carl Vandrit is returning to WOWO as general manager. Davis will headquarter in San Fran-

cisco at WBCS KPIT studios—Westinghouse deejay Ray Curtis, KDKA New York Air, portrayed Clifford B. Lincoln as Mr. McGinty in The Man Who Came to Dinner during Westinghouse’s recent Public Service Conference in Pitts-

burgh.

Pat Greene, manager of KDOL, Mojave, Calif., writes: “We’re going on the air May 1. Please help us get our records—and any other stations, any time.”

Ashley, who left WDDC, Washington, last month, has taken over the “Wink Factor” show, known on WNEW since 1947 to 10 a.m… Gene Plunkett has succeeded Bud Wendell as program manager of KYW… Pat Tallman, KTSS, San Antonio, recently announced he have a new show.

Osto A. Gasso has left KELP, El Paso, Tex., to join WYLD, New Orleans, La. New spinners at WAMS, Winston-Salem, N. C., are Les Davis, formerly with WRN, Roanoke, Va., and Chip Allen, ex-KDFY, San Diego, Calif. Charles Williams, now publicist for KJCK, Kansas City, and Charles Williams. Paul Cowley, WKLO, Louisville, has resumed his regular newsletter to the trade… Hal Smith, chief of studio and WNEW, New York where he was program director, to become the permanent studio chief for the station’s 1960’s "Big Bands" record show. He replaces Tom Reddy, who resigned to operate a station in Michigan… Gene Gilbert is a newcomer to WBCS, Philadelphia, with an early evening show each night.

Peter Frank to Introduce Radio Top Forty Service

Hollywood—The Peter Frank Organization will introduce a new syndicated radio service aimed at stations following a Top 40 programming formula at the National Association of Broadcasters Convention in Washington May 6.

The service is called Formatic Radio, and is a companion to Peter Frank’s Formatic Television, which has Frank’s Stars International, a television program network and a merchandising plan called "Operation maximum gain," designed to help stations get price gains for giving away a small price mark.

Formatic’s broadcast aids include 182 arrangements of a special theme, station identification and program jingles, musical beds for programs, news bulletins, plus comedy wild tracks.

The service will custom tailor many of Formatic’s features for each New Orleans, because they “wholly failed” to fulfill its prom-

vision. The music business have tossed the hot potato of broadcaster promise for a number of dollars, but the factor, the rate factor in the lap of the station, the beginning over KXTM, AFM asks for a right to speak in party interest at local hearings on the FCC’s rate factor. Unless Loyola can be legally held up, its love in music promotion promises its greatest renewal.

The agency has rule-making in progress on proposed differ-

requirements in broadcaster reports of their normal forms filled with the FCC. The deadline for comment on the touch issue of judging a station’s programming in the light of its

(Continued on page 40)
ARTISTS’ BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. It is clipped and pasted on 3 by 3 cards, these biographs will help you build a complete file of each disk artist.

KAY STARR
Veteran songstress Kay Starr is strong on the charts again. Her Capitol waxing of "Foulin’ Around" moves into the No. 49 slot as a Star Performer this week on the Hit 100.

Born in Dougherty, Okla., Miss Starr was a black singer. Her early days were spent in Dallas and Memphis, and she made her first professional appearance on Station WREC, of Memphis. After that came singing gigs with bands like Bob Crosby and Charlie Barnet. Next, Miss Starr moved out into the nightclub circuit, and Capitol Records, then a new disk company looking for bright, new talent, signed her to a contract that has been successful. During this time, Miss Starr recorded such hits such as "Wheel of Fortune," "I’ll Never Be Free," "Kay’s Lament," "Bonaparte’s Retreat," and "Side by Side." She has made numerous TV and personal appearances, and in her leisure time likes to cook, play golf, and paint.

ANDY WILLIAMS
Hiring the charts again after quite a spell is another veteran vocalist, Andy Williams. Williams has a strong chart contender in his Cadence waxing titled "Blissed Out." The popular vocalist began his career like many others, singing in his father’s church choir in Wall Lake, Ia. Williams formed a vocal group with his three brothers and later when the band was signed to the RCA Victor label, the two bands had their own separate fan bases.

The group went on to spend two years on WLS, Cincinnati, and then toured the night club circuit for six years before disbanding.

Andy decided to go it alone and went straight into TV in New York as a featured vocalist on Steve Allen’s "Tonight" show. His pop arrangements turned his career around and since then Williams has had a string of disk hits on the Cadence label, including "Butterfly," "I Wonder Why," "Eyes of Wine," "Lonely Street," "Village of Bernadette," and "Do You Mind?

YESTERYEARS’ Hits

Change of scene programming from your sheltered shingles, finger tips that were the harp and lyre of the last few years and one ago, this week, how’s she really ranked in Billboards’ charts then.

POP–5 Years Ago

MAY 1956

1. Heartthrob Hotel, Elvis Presley
2. RCA Victor
3. Poor People of Paris, Les Baxter, Capital
5. Magic Touch, Tej node, Mercury
6. Nite Life of a Pin-Up, Burt Yerger, Decca
7. Why Do Fools Fall in Love, Frankie Lymon & Teenagers
8. Lonely at the Top, Brenda Lee, Capitol
10. That’s All Right, Elvis Presley, Sun

POP–10 Years Ago

MAY 1951

1. How High the Moon, Les Paul & Mary Ford, Capitol
2. Love Me, Ramsey Carr, RCA Victor
3. Two Whole Years, Don Cornell, Decca
4. Lover, Les Brown & His Dance Orchestra, Columbia
5. Tall Hat, Ball Hill, Skeets Givens & Warren, Decca
7. Goodnight, Baby, Les Paul & Mary Ford, Capitol
8. Rockin’ Robin, Alan Bosley, Decca
9. Ready, Willing, & Able, Champion Jack Dupree, Decca
10. Spanish Walkin’, The Coasters, Decca

Rock & Roll—5 Years Ago—MAY 5, 1956

Long Tall Sally/Shiftin’ & Sippin’ / Little Richard / Specialty
I’m in Love Again/My Blue Heaven / The Embers
Cordine, Corrine, Joe Turner, Atlantic
Phoebe, Phoebe, James Brown & The Famous Flames, Federal

WITH THE COUNTRY JOCKEYS

Withering the country players at WCCN, Columbus, Ohio, the bottom of the barrel, Rusty Ray, heard 10 a.m. to noon, Monday through Thursday, Friday, Ray Boone, who supplies from noon to 2 p.m. on the same day, and Bud Dedeyen, who, incident to School St., the Station XRJ, Kenora, Ont., says that any worthwhile material sent him is assured of plenty of spins.

Billy Denton, c.w. deejay at KMIA, San Antonio, Texas, bought and

HAROLD BAKER
Banker is in name, and business manager of RCA Victor is in his line, Harold Baker is the man as the Last of the Well Men. He has been with RCA since 1946, when he was born in San Francisco, Calif., as a boy. His first telephone was a "Memory Man" and his first car was a "Three-Win." He started on his present position in 1958, and later as a call boy for Glenn Dittrich. He subsequently became a disk jockey in the Los Angeles area and was affiliated with radio stations there. His musical education began when he was 16, picking up the clarinet and saxophone in a music store where the Stevie Allen television show originated. He would go through the newspaper banners, reading the disc reviews, and then go to the store where they were made. After high school and college, he was at the Top of the Mark and other clubs in San Francisco.

B.B. REBARRENS, the band, features guitarist and sometimes vocalist. The group, which has been playing the area for several years, and now has a regular gig at The Heart of the Matter, is often booked as at the Top of the Mark and other clubs.

BOBBY BARNETT is the straight-cymbal player in Artie Shaw’s band. Barnett has a regular gig at the Palm, and other clubs.

HENRY MATER, the saxophone player, is a regular at the Palm, and other clubs. MATER has a regular gig at The Heart of the Matter, and other clubs.

STEVE LAWRENCE and Eydie GORME, are on Mr. & Mrs. teams, and have a regular gig at the Palm, and other clubs. STEVE LAWRENCE and Eydie GORME, are on Mr. & Mrs. teams, and have a regular gig at the Palm, and other clubs.

THE McGUIRE SISTERS, who have a regular gig at the Palm, and other clubs, have a regular gig at the Palm, and other clubs.

BIRTHDAYS OF THE WEEK:
May 3: Linda Lee, RCA Victor
May 4: Ray Christian, RCA Victor
May 5: Betty Lennon, RCA Victor
May 6: BillRankin, RCA Victor
May 7: Terry Brown, RCA Victor

KAY CHARES was the leading vocalist at this past week’s NASCAR Bankers County Fair performance. Her performance was impressive, as was the performance of the Best Vocal Performance, single Recording, won by her. The American Association of the Performing Arts, Inc. was the performer, Kay Chares, was the top performer, Kay Chares, was the top performer, Kay Chares, was the top performer.

ALBERTO ROMERO, who has a regular gig at the Palm, and other clubs, is a regular at the Palm, and other clubs.

SINGLES
A LOVE OF MY OWN—Coast to Coast
MENTAL CHASER—Beck Owens and Rose Morgan
CAPTAIN—The Band
EVERY HEAT OF MY HEART—The Pipes
SEVEN BEARS—Beck Owens
I’VE GOTTEN MY FRIENDS CROSSED/MILKRED—Terry Brown

ALBUMS
STAN FREMMING PRESENTS THE UNITED STATES OF AMERICA: A POLITICAL SONG BOOK
AMERICAN COUNTRY
ALL AMERICAN GIRL IN THE WORLD
COAST TO COAST
DODGE D’VILA Original Sound Track
LA DOLCE VITA—Original Sound Track, RCA Victor

According to statistics maintained over a period covering thousands of releases, 7 out of 10 will reach Billboard Music Week’s "Hit 100" in the weeks ahead.

Every week— disk proprietors all over the nation help spark up their record shows with this fresh, timely material prepared, mostly by disc salesmen, with results for which they were less looked for this week for Billboard ad sales.

THE BOOKLET CONTINUES...
JAPANESE NEWSNOTES

Ancient Music Heads Festival

By TEN KATORTI

The Tokyo West-East Music meeting, the first of its kind ever to be held in Japan, opened recently with a program of Tokyo Metropolitan Festival Hall Hall at 7:30 p.m. Artists and critics from Japanese and European music scenes, as well as from the United States, were present.

The main feature of the program was a performance of Beethoven's Ninth Symphony, conducted by the late Seiji Ozawa. The audience was moved to tears by the beauty of the music, and several of the performers were visibly moved by the emotional intensity of the performance.

Following the performance, a panel discussion was held, with musicologists and critics from various countries participating. The discussion focused on the future of music in Japan, and the potential for collaboration between Japanese and Western musicians.

The festival was sponsored by the Tokyo Music Federation, and was supported by a grant from the Japanese government. The festival will continue until the end of the month.
Audio News Briefs

A new member of the Rek-O-Kut staff is Arthur E. Germer, formerly chief mechanical engineer for Westerner Corporation, Chicago. Germer has changed its corporation name to Simsoner Electronics to better describe its prepared diversification of products in the electronic field. He has joined the Simsoner sales manager for DuMont-Emerson in Hoffman Estates, Illinois. Rek-O-Kut recorded tapes are to be distributed throughout the United Kingdom by Midland Music & Marine Distributing, Ltd., and Andrea Radio Corporation, distributor of tapes in Canada. Rek-O-Kut's sales of 32-9/16 inch tape are currently 61% of its total sales.

Audio News Briefs

Ballard and the Middlekners (Roosevelt, BM) King 5491

C&W

No selections this week.

R&B

FUNNY

Maxine Brown

(J-Cadena Post, BM) Caprice 104

CONTINENTAL WALK

Shirelles

(WB) Scepter 1217

SEPT. DATES SET FOR IHFM SHOW

NEW YORK—The Institute of Hispanic Music and Film (IHFM), in cooperation with the City of New York, will hold its annual New York High School Music and Film Festival September 13 through 17 at the New York Trade Show Building on Eighth Avenue.

According to Abe Schwartz, IHFM executive director of Go-Ahead Productions, this year's show is expected to be the largest and most attended ever. This is due to the interest created by the recent decision of the Federal Communications Commission with regard to multiplex FM stereo, and the willingness of many stations to recently decide to embark on an increase in their frequency and production motion programs aimed at consumers.

The Institute also announced a special membership meeting to be held Tuesday (23) at the Conrad Hilton Hotel, Chicago. There will be a dinner program, followed by the by-laws as well as a progress report on the promotion plan for that time.

GLOBE DRUMS UP BUILDING PROMOTION DEPT.

NEW YORK—Globe Deluxe Drum Company, operated by Robert C. Rose, has expanded its promotional effort to include three new lines of drum sets.

The first is a set which usually is offered to the by-laws as well as a progress report on the promotion plan. In addition, the company has announced a special membership meeting to be held Tuesday (23) at the Conrad Hilton Hotel, Chicago. There will be a dinner program, followed by the by-laws as well as a progress report on the promotion plan. At that time, the Institute also announced a special membership meeting to be held Tuesday (23) at the Conrad Hilton Hotel, Chicago. There will be a dinner program, followed by the by-laws as well as a progress report on the promotion plan that time.

Audio News Briefs

... and others on the Hot 100, have begun to show NATIONAL sales breakthrough action this week for the first time. They are recommended to deal and other readers as having the greatest potential to go all the way. Previous Billboard Spotlight sales are marked (%).

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DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors, complete with charts, prices, and special terms. Written when available are starting and expiration dates for each deal, as well as the date of issue and the extension date of the deal. A directory of dealers, providing details of each promotion. Please consult these for full information.

ALIEN RECORD DISTRIBUTING COMPANY—Introductory offer. The offer brings savings on 100 LPs. Details as per attached chart. Offer expires April 15, 1961.

BINGO RECORDS—Rays. 12,000 in 16 areas throughout the countryside. Buy 25 or more and save. Details as per attached chart. Offer expires April 15, 1961.

AMERICAN SINGING—Awards are on Decora-Crane. As an incentive program, the company has introduced a new, leisure, and outdoor radio recorder. Details as per attached chart. Offer expires April 15, 1961.


CAMEO-PARKWAY—May 15, 1961. Starts April 15, 1961. Details are offered 20% on all LPs. Also included is a Cameo exclusive "Surprise Show." A bonus package tagged at $4.50 retail.


TOMMY HILL—Artists are offered 10% discount. Minimum order is 25 LPs. Details as per attached chart. Offer expires May 1, 1961.
New—from the world leader in FM!

Zenith proudly presents
America's first all-transistor Portable FM/AM Radio

Engineered with watchmaker's precision, magnificently styled, Zenith's new cordless Trans-Symphony Royal 2000 has richer, fuller tone—greater power and sensitivity—than any portable radio of its kind ever made!

Now add the pleasure of FM to your outdoor listening. Zenith's new Trans-Symphony portable operates on ordinary flashlight batteries. You'll enjoy rich brilliant tone from its 7" x 5" speaker. Like the finest table model FM/AM receivers, Zenith's new Trans-Symphony has Automatic Frequency Control for drift-free FM listening, broad-range tone control, precision Vernier tuning. Zenith's famous long-distance AM circuits. Three built-in antennas; a Wavemagnet® AM antenna, a concealed FM antenna, plus a telescoping FM dipole antenna. Weight: 11 lbs. Dimensions: 10 3/8" high (including handle), 4 3/4" deep, 11 3/4" wide. Black Fernsavven covering, brushed aluminum and chrome plate trim.

Quality-built in America by highly skilled, well-paid American workmen.

ZENITH

The quality goes in before the name goes on
Belock Instrument Diners’ Club Buyer

Continued from page 1

each firm’s billing and collection services.

The Gannett Co. asked whether the record club will lean heavily on the Everest catalog for its future sales. "The club is a sister club within the Gannett group," said a company official. "There will be no change in the record club program; it will continue as a separate entity in the club's offerings." He stressed that fact that club members can receive only one label from him and his staff purely on the basis of the greatest sales results each month, without the benefit of any other club's music.

Everest was among the clubs earlier participating labels, and its survival is seen as a threat to Diners' club members in past.

The same proportion of Everest products are expected to be handled on the club as the club in the future, Solomon said, "because it has been under contract to the club line for some time, in the belief that it is a quality, well-appreciated selection of any other club in the business." Solomon said, "If we want to get our product out to the public on one label, and we really have no other way to do it, we will sell the record clubs on our own.

In this decision the judge said that the club "Banana Boat Song" is not the exclusive property of the club and that "cover records" are an accepted form of competition in the record market. In the case of "Cindy, Oh Cindy" which the judge said plaintiff has failed to present any evidence of unfair competition.

Victor with covers. Mike Gilbert handled the case for RCA Victor, and Lee Eastman handled the case for Glory Suit Against Victor Dismissed

New York — The suit of the Glory Suit, a RCA Victor claiming unfair competition due to release of "Day-O" and the Eddie Fisher record of "Cindy, Oh Cindy," was dismissed in the Supreme Court of the State of New York, Monday. The opinion of the court was handed down, stating that injunctive relief and an accounting for damages of $500,000 from Victor. The court ruled the competition because Victor released a record of "Day-O" as a single with the title "Day-O," and the record of "Banana Boat Song," which the label had been released, and also that the title of the Tarlair’s record of "Cindy, Oh Cindy," with Eddie Fisher.

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Mike Collier Leaves RCA; Goes Out on His Own

NEW YORK — Mike Collier, a former Hugo and Luigi operation at RCA Victor, and well known as one of a group of young record producers on the American disk scene, has announced his plans to go on his own. The new Collier disk operation, unnamed at press time, will become a division of Mike Collier’s BMI publishing firm. Collier has a number of artists already signed and expects to have complete in about six weeks. London Records is expected to handle distribution for the new line. Collier formerly was with London in a promotion capacity, before joining Hugo and Luigi.

Soria Blueprints • Continued from page 1

in a world of new frontiers and inter-related cultures.

Part of the new frontier is Scotland, with its unique musical heritage. This is the sound track of the Beside the Music of the Scottish Highlands, which received rave reviews from the press.

One of the most interesting experiences is the visit to the island of Islay, where the heavy musical influence of folk music can be heard in the local cafes and pubs.

When it comes to packaging, Soria is working with the help of his own clients. He has worked with the Presidents, Commercial Records, O’Neill’s, Jon’s, John’s, Jazz, Jones, Australian Press and the assistant manager, Art and Presentation, on ideas to create a mood that will complement the music. He has worked with the assistant manager, Art and Presentation, on ideas to create a mood that will complement the music.

Yorkie and Soria, it is known, do not plan a huge release schedule on the new international series. Rather, they intend to have a small number of releases each year, with each release in it own packaging, which fits in with the concept of the new series.

When it comes to packaging, Soria holds that the world of American and Overseas Musical Sacrifice is an environment in which music can be introduced and produced, while in the United States enhance an awareness of American and Overseas Musical Sacrifice through the sale of records, tapes, and other products with a relation to the foreign market.

Rack Jobber Puts Disks on Wheels

CHICAGO — Consolidated Sales, new rack jobbing firm founded by John Johnson, is using a small, but fast fleet of trucks to provide same-day sales and service calls on its accounts.

McGuire, formerly associated with Lorimar Distributing Company, the same day service firm, and separate firm February 15, and is now in full operation. His firm has headquarters on South Cicero, a service and service center. He claims his company is in business with a 90-mile radius of Chicago.

The rack jobber idea used by McGuire is relatively new at least as far as the rack jobber industry is concerned. The salons carry a complete line of merchandise in their trucks and make deliveries to a specific address.

The Adams jobber idea is one that is in the system not only for time and postage expenses, but adds considerable flexibility for inventory control.

McGuire says his firm carries only one label, and goes to local distributors here.

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Bellok Instrument Diners’ Club Buyer

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Part of the new frontier is Scotland, with its unique musical heritage. This is the sound track of the Beside the Music of the Scottish Highlands, which received rave reviews from the press.

One of the most interesting experiences is the visit to the island of Islay, where the heavy musical influence of folk music can be heard in the local cafes and pubs.

When it comes to packaging, Soria is working with the help of his own clients. He has worked with the Presidents, Commercial Records, O’Neill’s, Jon’s, John’s, Jazz, Jones, Australian Press and the assistant manager, Art and Presentation, on ideas to create a mood that will complement the music. He has worked with the assistant manager, Art and Presentation, on ideas to create a mood that will complement the music.

Yorkie and Soria, it is known, do not plan a huge release schedule on the new international series. Rather, they intend to have a small number of releases each year, with each release in it own packaging, which fits in with the concept of the new series.

When it comes to packaging, Soria holds that the world of American and Overseas Musical Sacrifice is an environment in which music can be introduced and produced, while in the United States enhance an awareness of American and Overseas Musical Sacrifice through the sale of records, tapes, and other products with a relation to the foreign market.

Rack Jobber Puts Disks on Wheels

CHICAGO — Consolidated Sales, new rack jobbing firm founded by John Johnson, is using a small, but fast fleet of trucks to provide same-day sales and service calls on its accounts.

McGuire, formerly associated with Lorimar Distributing Company, the same day service firm, and separate firm February 15, and is now in full operation. His firm has headquarters on South Cicero, a service and service center. He claims his company is in business with a 90-mile radius of Chicago.

The rack jobber idea used by McGuire is relatively new at least as far as the rack jobber industry is concerned. The salons carry a complete line of merchandise in their trucks and make deliveries to a specific address.

The Adams jobber idea is one that is in the system not only for time and postage expenses, but adds considerable flexibility for inventory control.

McGuire says his firm carries only one label, and goes to local distributors here.
Sky's the Limit for Cleveland Coin As Air Deliveries Speed Exporting

By ROB SUDYK

CLEVELAND — The sky is the limit for Cleveland Coin Machine Exchange Company, now handling one of the fastest growing flight toward almost exclusive air delivery of coin machine exports by 1965.

The industry's dream of shooting a jet shipment of machines to any point on the globe within three days at competitive costs with water routes is "as real as this week's bill," according to Morris Gisser, president of one of the nation's largest coin machine distributing firms.

"The whole world is our neighborhood," said Gisser. "Markets in Kenya, South Africa, and Melbourne, Australia, are as near a part of our operation as equipment sold on the next block."

Break Monopoly

World-wide air shipments will become a reality mainly because major airline companies have indicated an interest in breaking the ocean shippers' transportation monopoly on international cargo, added Gisser. Competition will benefit distributors and reduce prices for coin machines.

Until recently, air freight rates to Europe and the Far East have been about 300 per cent higher than ocean rates. A cargo weighing 200 pounds to Central and South America, however, is one half the cost of the same distance traveled over the Atlantic and Pacific Oceans. Airlines look upon freight on this continent as domestic service, Gisser explained.

Pan American Airlines has begun the ocean cargo hawks' monopoly by offering rates 25 per cent. This means that air rates now top water rates by 150 per cent. Gisser believes that this reduction will be sufficient to settle the hold international water-freight shippers have in the coin machine industry.

Within the last month, Pan American has mailed price quotations to its airline offices throughout the world, indicating the rate change is beneficial to the industry. The move will be the biggest of many to come. The rate will allow Pan American to offer more competitive rates to its customers, according to Gisser. Each branch throughout the world has been instructed to contact importers, he added.

Rate Cuts

"We expect the effects of this program to materialize in about 20 days," Gisser said. "Other airlines will probably follow suit, and all of the current industry. The air line has supplied its outlet with Cleveland Coin Machine Exchange's price quotations, according to Gisser. Each branch throughout the world has been instructed to contact importers, he added.

Acapulco

New Features Bow on Bally's Acapulco Bingo

ACAPULCO—A new "16-Speed-Up" feature is the main attraction on Bally's new Acapulco bingo-type pinball game.

The scoring feature enables the player to advance red scores to top brackets when the ball is shot into the "10" pocket.

New "super score counters" also permit players to score higher totals. Both features, says Bill O'Donnell, general sales manager, are obtained by coin play, resulting in unusually strong coin-per-game averages.

Other scoring features on Acapulco include "pick-a-play buttons," "magic numbers," "4-dot features," and some traditional ones like "triple-deck," "automatic scoring," "extra time" and "extra balls."
Why **Seeburg** will not introduce a new model in 1961

If the independent operator's business is to be increasingly profitable, depreciation must be held to a minimum. Fewer models assure that.

With built-in and proved automatic intermix of speeds, the Artist of the Week plan, and the exclusive "Personalized" feature, Seeburg is leading the industry in both features and styling. There is no need for an all-new 1961 model.

The record industry is in a period of transition from 45 rpm to 33 1/3 rpm. Until it is standardized on 33 1/3, the present Seeburg intermix phonographs fill completely every location need.

Independent operators are investing heavily in the popular Seeburg Artist of the Week models. The continuance of the present model in 1961 will provide extra protection for their investment.

In future years, as well, to help the independent operator keep his business on a sound and profitable basis, Seeburg will attempt to introduce new models at less frequent intervals than before.

**THE SEEBURG SALES CORPORATION, CHICAGO 22**
European Disk Firm to Serve ECM Countries

**Continued from page 1**

HAMBURG.—West Germany’s machine industry is seeking assistance from the Bonn government in cushioning the impact of the German Deutschemark revaluation up to 5 per cent.

Full impact of revaluation on the coin trade is yet to be plumed. But there is no doubt that the coin machine producers belong to one of the segments of German industry most sensitive to currency fluctuations.

Economics Minister Ludwig Erhard is taking the official position that “on the marketplace everyone takes his chances, producer and consumer alike. The government can offer no guarantees concerning currency levels. Nor can the government indemnify manufacturers for losses suffered owing to currency fluctuation.”

But the actual situation is not black-and-white as painted by Erhard, and the Economics Minister is obviously talking for the record in terms of general government policy.

The industry now, largely because of revaluation, is seeing many of its customers—domestic and international—reduce orders, and some have even stopped buying German coin machines.

**Dream Vanished**

There is no longer any talk within the German industry of “shipping coins to Newcastle”—of developing German coin machine exports to the U.S. Any hope of winning an American market—the long-dreamed of dream of German producers—has gone glimmering.

The industry now, largely because of revaluation, is seeing many of its customers—domestic and international—reduce orders, and some have even stopped buying German coin machines.

**Follow Skippers**

Coin machine producers are taking their cue from the German shipbuilding industry, the economic position of which parallels, in terms of currency fluctuations, that of the coin trade.

Shipbuilders and operators have taken a militant stand against currency revaluation. They are demanding government subsidy, and indications are that they will get it, contrary to the contrary norwelling stand.

Coin machine producers hope to exploit the bridged gap, thus carved out on the revaluation sector by the shipping industry. In fact, Erhard, in a publishing house, which supplies disks to a chain of operators for 4,000 juke boxes.

It appears to be modifying his “suffer-and-suffer alike” dictum. There is no open talk in the Bonn Economics Ministry of devising some type of government assistance for “immaterial producers” and “hardship cases.”

Although the full impact of revaluation remains to be assessed in depth for German trade generally, according to projections on the coin machine sector is amply clear: German coin machine producers have been stuck by the recent price blow— and the American coin machine industry can only profit from Deutschemark revaluation.

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One of the most spectacular features of MEC is its proposal to create a vast European-wide juke box distribution service. It is estimated that there are upwards of 300,000 juke boxes in Western Europe alone. The EC's juke box service.

MEC proposes to establish an international juke box distribution service which would provide an extensive “Europe-wide” service. This distribution service presumably would be unheeded after the service is now operated by Ross's music factories.

**A BODY OF DELEGATES, REPRESENTATIVES, MEMBERS, OR THE LIKE, PERIODICALLY CONVENED FOR A COMMON PURPOSE.**

**WEBSTER**

**THANK YOU, MR. WEBSTER, FOR THE FITTING DEFINITION.**

**M.O.A. DOES CONSIST OF A UNIFIED BODY OF COIN MACHINE OPERATORS**

We Are Convening for Our Eleventh Annual Consecutive Successful Gathering. We Have a Common Interest in Fostering the Interests of a Unified Coin Machine Industry.

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**MUSIC OPERATORS OF AMERICA ANNUAL CONVENTION**

**MAY 15-16-17**

DEAUVELLE HOTEL, MIAMI BEACH

(Wire or Write for Reservations)
Analysis of Major Bulk Operators Shows Two-Thirds Machines Ball Gum

NEW YORK—An analysis of 37 bulk vending operators, mostly located in metropolitan areas, indicates that while operators may be diversifying, nearly two-thirds of their locations are on or near busy street corners. The machine operators reported a total of $1,063,403, for an average of $1,343 per operator. Some 43 percent of the units were ball gum and charms, while 21 percent were ball gum only. More than three-quarters of the operators had at least one bulk gum—only machine, and a slightly lesser amount had at least one bulk gum—charm unit. At least one nickel capsule machine was reported by 57 percent of the operators, while 56 percent of the operators said they had at least one candy machine, and another 56 percent had at least one nickel machine. Quarter capsules are still a factor in the business. Some 22 percent of the operators have on location. No bulk units mentioned were bar candy, cigarettes, pens, tab gum, wallets, wallets, sanitary napkins and combs. The $75,663 machines were spread over 1,684 locations, for an average of 434 locations per operator. The small grocery store is still the backbone of the industry, accounting for nearly half the locations, with variety stores accounting for only 15 percent. Nearly half of the locations were supermarkets, and 11 percent were other types of discount centers. Drug stores accounted for 7 percent of the locations. Other locations mentioned were gas stations, bowling alleys, package-store stores, bowling alleys, and other locations. The Northwesterner, full of news, covering hints, photos, all for the BULK Vending Operator.

设备类型：
- 硬币游戏
- 小型糖果
- 小型纸牌

PEARL FACES
SIX UGLY FACES IN FOUR PRETTY "PEARY" COLORS

ECONOMICALLY
PIRATE, SKULL, INDIAN, CANNIBAL, DWARF, 1,000.00 7,000.00 12,000.00 15,000.00 18,000.00 20,000.00 22,000.00 24,000.00 26,000.00 28,000.00 30,000.00 32,000.00 34,000.00 36,000.00 38,000.00 40,000.00 42,000.00 44,000.00 46,000.00 48,000.00 50,000.00 52,000.00 54,000.00 56,000.00 58,000.00 60,000.00 62,000.00 64,000.00 66,000.00 68,000.00 70,000.00 72,000.00 74,000.00 76,000.00 78,000.00 80,000.00 82,000.00 84,000.00 86,000.00 88,000.00 90,000.00 92,000.00 94,000.00 96,000.00 98,000.00 100,000.00

EMPLOYEES
49 NUTr VENDOR

INTERCHANGEABLE ADVERTISING PAPER for faster servicing. Valuable service to best advantage. Easy availability.

STAMP FOLDERS, LOWED PRICES, WIDE SELECTION, 100
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January 2, 1952

BULK VENDING

OPERATORS

IN FRONT—Receive...

★ Advance Information on what's new in BULK VENDING.

★ Latest news on money-making hits like the MOON ROCKET, 60-Quick-Touch, etc. for 25c.

★ The Northwesterner, full of news, covering hints, photos, all for the BULK Vending Operator.

Make sure your name is on the Northwesterner mailing list.

Write Today.
Op Gives No Jackpots, But Machines Win $$

LAS VEGAS, Nev.—Few bulk operators have a market as well conditioned as does Willard Schobey here. Schobey operates some 150 locations spread around through the Nevada fast food situation. He shows an excellent return from three choice triple-head stands, particularly in the gambling areas, simply because the usual Las Vegas visitor, trying to make his luck at various games, also desires to take off and eat or enjoy refreshments in the usual way. He will, however, give over to the nearest vending machine for a handful of peanuts, gum or confectons, which make up Schobey's offerings, and munch while playing.

Cacao Employee

Schobey, who is a cacao employee himself, but in a bookkeeping capacity, has specialized in Spanish and large prospects for going most of five years he has been operating in the Las Vegas area. He gives an exceptionally generous portion, simply because he finds that through experimenting that he could count on attracting many repeat customers among the men who work up majority of the players in such famous spots as the Golden Nugget, New Frontier, the Mint, Hotel Fremont and others.

Ball gum, oddly enough, is bought primarily by women, children making up almost no part of the Nevada bulk operators' market. Children, of course, are kept away from the gambling casinos.

Schobey's locations show a tremendously high traffic and turnover, with as many as 25,000 persons moving through a single club in a day. This means servicing most of the machines at least every two years.

Schobey uses a variety of machines and has standardized on the three-machine stands as showing the best balance in merchandising, against the smallest amount of space occupied.

More than 75 per cent of his locations are on the sidewalk immediately alongside the wide-open fronts of the casinos and clubs, which are open 24 hours a day.

A really important factor in the Nevada operator's favor is that penny is scarcely negotiable coin in Las Vegas, where there are plenty of machines which accept nickels and dimes only.

The average reaction of the customer who finds a broken penny mixed in with the coins he wants to drop in a slot is to "get rid of them." and the convenient bulk vending machine is, of course, a highly practical answer.

Although he is his own servicing, keeping a close eye on machines, and can cover wider area of his post on foot—wheeling a service unit to deliver fill and replace the heads. Only about one-third of his customers ask for any sort of commission, since he is "one of the group" actually engaged in the same business.

Two-Thirds of Machines Ball Gum

• Continued from page 9

Factors determining frequency of servicing included types of machine, kind of location, season of year, product, neighborhood, and, of course, volume of business.

Nearly half of the operators changed completely to machines giving such service, and 32 per cent fill globose on location. Some 19 per cent do both.

Liability insurance is carried by 60 per cent of the operators, with 32 percent carrying between $10,000 and $25,000 and another 32 percent carrying between $50,000 and $100,000. Another 18 per cent (Continued on page 59)

NAMA Counsel Cites Growth of Legislation In Vending Industries

CHICAGO—Bills, laws and regulations affecting the vending industry have grown markedly in number, and will continue to grow, unless they are counteracted in advance by the industry's executives in every community, according to Richard Funk, legislative counsel of the National Automatic Merchandising Association.

Funk, in the recent NAMA quarterly review, said new 1961 legislative developments have occurred which could prove detrimental to vending if their present trend continues.

Among these developments are new bills dealing with operation restrictions, taxation and discrimination not only against vending, but also against the vending product itself.

Restrictive bills are arising from concern over public health and the increased rate of automa-

Excise taxes are increasing at the State level, and many county governments are being granted the right to levy local taxes, especially on cigs and soft drinks.

Funk also predicts a trend toward 4 per cent sales taxes and the enabling of any local governments to also levy such taxes.

With lobbying by interests who consider vending a competitor to their own business interests, members of the vending industry will have to work cooperatively and through national and local government groups if they wish to deal with these new legislative problems, Funk said.

3c OR 5c

SANITARY VENDOR

The machine that will bring in extra profit for small operators is this new Oak vending. The machine takes 25- and 50-cent coins, accepts both dimes and nickels, is standard equipment on each machine. Neatly "oo" style, 6" wide and 4" deep. No coins sticking out when empty and is equipped with an Accu- check and Warranted anti-theft device with a 25¢ or 50¢ coin mechanism. We carry stock (pok. send) simplifies servicing.

The PENNY KING

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"Check is Always On Hand"

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CLOUND FACE

Hand-painted, in two movable parts.

When ordering use the entire name of the machine, part or parts.

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685 Market Street, Pittsburgh 2, Pa.

By JOSEPH KLEIN

GARY, Ind.—Inuminent action by the Department of Justice against one or more of the principals involved in the U.S. Senate Rackets Committee investigation of coin monkeys operations in Lake County was reported today.

Quoting Attorney General Robert F. Kennedy in an exclusive interview obtained in Washington, The Hammond Times—a daily newspaper published in Lake County's second largest city—said on Sunday (23) issue that he was about to initiate a move against "one or more" persons questioned by the McClelland Committee in June 1969.

When reminded by The Times that "the people of Lake County were concerned by the unanswerable publicity resulting from the investigation by the McClelland Subcommittee as well as the lack of any subsequent action," Kennedy was quoted as replying:

"I think the situation will be rectified soon—within a couple of months, possibly sooner."

The Times reported further that when asked "whether it was the responsibility of the federal government or local authorities to pursue the disclosure made by the Senate subcommittee," Kennedy offered this answer:

"There is some local responsibility as well as some information to move on to." The Times also quoted that in his efforts to "put to rest public and gangsterism in his speech Friday (21) at the annual meeting of the American Society of Newspaper Editors, Kennedy mentioned Gary and Hammond as well as New York, Chicago, Miami, San Francisco and Los Angeles.

1959 Probe

The 1959 investigation was triggered by Local 1 of the National Union of Coin Operators and Servicemen, incorporated under Indiana laws in 1946, the union maintained headquarters in Gary. As the first witness before the McClelland Committee two years ago, John C. Citrano, national organizer, charged that the union collapsed under McClelland's witch-hunt coin operators operation. When called by the Committee, several of the operators named by Testo used the Fifth Amendment in refusing to answer questions put to them by Mr. Kennedy.

At the conclusion of the hearings Sen. John L. McClelland said that a "criminal syndicate" was largely in control of coin operations in Gary and some other Lake County cities, not as far as pinball machines are concerned.

Rally Forces

Even before The Times revelation, some Indiana joke box operators told this correspondent that they may sound a call for all-out support of the organized crime and its infiltration of the coin machine business at the annual convention of the Music Operators of America in Miami Beach May 15, 16 and 17.

The call would be voiced in the wake of the McClelland hearings and the passage of the "anti-crime" legislative program advocated by Attorney General Kennedy.

"We're checking things," said one operator, who had little faith in the passage of the "anti-crime" legislation.

The union which brought about the passage of the bill held political upheaval in Lake County is now dormant.

Gissar, who devoted 40 years of his life to the labor movement, is in retirement.

"Let the racketeers eat steak," he said recently. "I'll be content with spaghetti if I sleep well."
THIS IS ALL IT TAKES

TO CONVERT A

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PHONOGRAPH

FROM

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PLAY

Yes, with a Rock-Ola all-purpose stereophonic phonograph just a flip-of-a-switch converts the phonograph from monaural to stereophonic play. At no extra cost for conversion parts, power packs and the like, the exclusive Rock-Ola "Tri-Fonic" switch permits instant finger-tip conversion. Only the Regis among today's phonographs can meet this all-out test of true flexibility. Only Rock-Ola gives you "3 phonographs in 1" and at a cost lower than you would pay for monaural machines.

33½ and 45 RPM INTERMIX CHANGER

The Rock-Ola built-dual-speed changer permits complete intermix of 33½ and 45 RPM records in any sequence in any bank of records. No matter the speed or whether it's stereo or monaural records, they can all be played on the Regis, the one truly flexible phonograph. Only the flexibility of the Regis gives you complete protection for future location needs.

ROCK-OLA Manufacturing Corporation
600 N. Keizie Avenue
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Plus (((REVERBA-SOUND)))

for "Wall to Wall" Music

The new Regis with (((Reverba-Sound))) literally places your customers in the center of a great concert hall. With Sound Reverberation the wall seems to roll back and "living presence" music becomes a reality for all locations, in either stereo or monaural music, regardless of size.
Gagard disk that Western diskers will be tempted to issue a rash of platters on the Soviet man-in-space theme. There was a tendency in the discussion along these lines. Sources here disclosed that the Russians rushed out the Gagard platters within almost a month of Gagarin's flight.

There are reports here the Gagarin’s flight may influence the Russians to attempt the production of coin games on a large scale. These platters, which are currently designed around space themes, and would be educational as well as being a novel entertainment in the Soviet solar system.

The format would be devoted exclusively to space subjects, and the aim would be to stimulate interest in the Soviet space program. The platters would be produced at the expense of their Kupets riding miniature "kidina" ride" space ships, while additional interest and educational features will be added by the operation of a solar system.

The best sources here state that "We've never had anything against coin-operated games as such. It's always been that we thought the pinballs were rather silly and sterile. Why not something more like—game testing your ability to navigate a space ship to Venus?"

In contrast to the platters, the "Space World" will have a different format altogether. It will feature the latest in educational tours and space adventures, with virtual reality simulations allowing visitors to experience first-hand the thrill of space travel. The attraction will also include a state-of-the-art competition area where visitors can test their skills in various space-based games and challenges.

Op-Clamps Trucker's Don't Dig Rock & Roll

JUNCTION CITY, Kan.—Monday afternoon, a Detroit man whoBat a different show for Bill Hammer, owner of Bus's Music Mart, and his workers at another corner here, Hammer, whose phonograph machines are widely used in motels or other establishments located in East Central Kansas, mainly "programs" over the regular popular station.

MURRUM—A Czech coin machine operator invited a Czech machine operator at a local coin-operated TV firm called Munch.

Munch is operated by a Czech machine operator, and the company is well known for its innovative approach to coin-operated entertainment. The Munch machines are designed to be user-friendly and visually appealing, with bright lights and vibrant colors that attract customers.

The Munch machines are equipped with a wide variety of games, including video games, arcade games, and even virtual reality experiences. The company is constantly updating and improving its machines to stay ahead of the competition.

III. Bills to Ban Some Type Pins; Get Need of Judiciary Committee

The bills provide for confiscation of any machine found to be in violation of certain specifications and licensing requirements.

The bills would be introduced by Senator Robert McCreary (R., Lake Bluff). The licensing system is being considered by the Senate Agriculture Committee. The bill would establish a new licensing system for coin-operated machines, with fees based on the type and value of the machine.

The bill would also establish a new licensing system for coin-operated machines, with fees based on the type and value of the machine. The fees would be used to fund the new licensing program, which would be responsible for monitoring and enforcing the new regulations.

The bill was introduced on the heels of a recent crackdown on coin-operated machines, which have been blamed for a variety of illegal activities, including gambling and prostitution.

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Three Key Memphians Launch Tennessee Bulk Vendors Association

BY ELTON WHISENHEART

MEMPIS—Three key vending operators, one of whom is also a distributes of vending machine parts last week they organized bulk vending operators in the state under the name of Tennessee Bulk Vendors Association.

The three are Jimmie Wilkie, C. D. Gill and Andrew T. Manning.

Purpose of the organization, said Wilkie, the spokesman, is to work out the mechanics of a fair system with the state.

It was decided that with the take legislation to do, it said, and by beginning the organization now is hoped to have a united group for the 1963 Legislature.

The Tennessee tax law is fair enough if they would just leave an inch after we comply with the law," said Wilkie. "Here is the problem....

Registration Stamps

"The law says each gum or charm globe must have the $1 registration stamp on it. But on each new machine one only need stamp the first gum or charm globe, and a percentage of the gross sales paid as registration is based on the number of stamps paid in advance estimated on the gross sales from the year before.

"We have been in business a year, about half the stamps on the machines are completely worn away and torn off. A globe will break and the stamps will drop off," said Wilkie.

"Then revenue agents from Nashville or Memphis, in checking them, reported machines that don't have a stamp. Rather than go into the store and fill in the blanks trying to get a duplicate stamp, we go ahead and buy a new machine.

"To get a duplicate, an affidavit from a witness as to how the stamp came off, and the amount of the machine has to be filed with mail by the Department of Revenue at Nash-

ville. Rather than consume all the time it takes to do that, we have been just buying a new stamp. But with a $1 machine, the $100,000 machine would be an extra $500 in tax a year, he said.

Avoid Red Tape

"The reason we buy them to avoid the red tape. We don't have time to get duplicates it takes several hours and we have to have it done the day we buy the machine.

"Therefore, a change in system is needed, we feel. Another thing we move machines to different locations. If we tried to keep up with what was being on what machine, by number, we would have a tremendous bookkeeping job and which is not practical.

"What we have to accomplish is to change the law and do away with the stamps and let there be a $1 fee on each new machine one time and be done with it.

"Or they could increase the gross sales tax a fraction to get the same revenue they would lose. But the State $15 in expense for its agents paid the State checking on these stamps for each $1 of revenue they receive. It's not practi-

CIA Amusement Division Expects
To Shoot Up Over $100,000 Level

CHICAGO — The amusement business report of the Chicago Jewelers and Gem Dealers Association and expects to go well over, ac-

According to Leonard R. Garmana, group chairman.

The amusement group kicked off its drive last week with a luncheon at the Standard Club.

A strong representation of record and coin machines was present.

Veek Honored

Veek, who is also a chairman of the drive, was unable to attend because of illness.

Veek received a stirring address from the chairman of the entire drive, who said CIA would go over the $7 million mark — a 25 per cent increase over last year.

A film titled "Memo to Eich-

Top Charities

CIA is one of the top fund raisers for good works and has a wide range of organizations working in which it takes part.

Irris Green, Mercury Records, chairman of the drive, has been chairman of the top charity, the National Lutheran Home. Church, Joe Robinson, Emporium Coin Machine Exchange, and Lee Brown of Chicago.

Merry Goldberg, James H. Marx, the CIRCUS-1 COMPANY, chairman of the phonograph rec-

Chairmen of the radio and television division are Marty Fay, Maurice Lipsky and Don Seckin.

Kiddieland Mfg. Names George Wrenn Distributor

WESTBURY, L. 1. — George Wrenn, Dallas, has been named distributor for the Kiddieland Manufacturing Company for Texas, Oklahoma, and Arkansas.

Wrenn has been in the coin machine business for 20 years as a distributor and sales representative.

Praise Detroit Ops' Game Gifts To Institutions

DETOIT — Detroit operators received recognition last week from Dr. Joseph Maloney, Detroit and Wayne County Commissioner on behalf of the Health, and nationally syndicated writer on medical matters, for their contributions of used games for im-

This program is sponsored annually by Miller-Newmark Dis-

Special letters of congratulations were delivered to the Boys Clubs of Detroit, and others who have been a source of comfort and aid to hundreds of children for many years.

CAUSE OF THE WEEK

BILLY DIXON, President of the B. P. A. T. and the Fraternal Order of Eagles, presented a check of $200 to the Detroit Police Boys Club.

FARRAGUT HIGH SCHOOL—In recognition of his outstanding performance in last year’s football season, Bobby Brown of Farragut High School was awarded a $100 scholarship by the LaPorte Chamber of Commerce.

JUDEA, J. D.—J. D. Judea, a member of the National Association of Real Estate Brokers, presented a $50 gift certificate to the Detroit Boys Club.

C. D. RAPHAEL—C. D. Raphael, a member of the Detroit Police Boys Club, presented a $50 gift certificate to the Boys Club.

ROOSEVELT, P.—P. Roosevelt, a member of the National Association of Real Estate Brokers, presented a $50 gift certificate to the Detroit Boys Club.

SPECIALS

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C. D. RAPHAEL—C. D. Raphael, a member of the Detroit Police Boys Club, presented a $50 gift certificate to the Boys Club.

ROOSEVELT, P.—P. Roosevelt, a member of the National Association of Real Estate Brokers, presented a $50 gift certificate to the Detroit Boys Club.
MANUFACTURERS - DISTRIBUTORS - SUPPLIERS

PUT MORE

Sell

INTO YOUR SALES EFFORT AT THE TIME WHEN YOU CAN REACH THE LARGEST BUYING AUDIENCE OF THE YEAR. USE...

BILLBOARD MUSIC WEEK

MOA CONVENTION ISSUE


MOA ISSUE Will Contain Special 1961 Juke Box Operator Poll.

INVESTING YOUR ADVERTISING DOLLARS

Your ad in this important MOA Convention Issue will take your sales message to all key coin machine operators who buy 95% of all juke boxes, amusement games, vending machines and supplies bought by the coin machine industry... and it reaches them when they are primed to buy!

Coin Machine Manufacturers, Distributors and Suppliers invest their advertising dollars, instead of just buying space, and they expect a solid return on every dollar invested. Week after week, month after month, year after year, Coin Machine Distributors continue to place more than 70% of their advertising in Billboard Music Week and less than 30% in other trade publications. Why? RESULTS!!

Music Operators of America Convention will be held May 15-16-17 at the Deauville Hotel, Miami Beach

Start planning now!!! Have your advertising sales messages ready to appear in the pre-convention (May 8), convention (May 15), and post-convention (May 22) Issues of Billboard Music Week.

Remember... The Advertising Deadline is Wednesday, May 10, for Billboard Music Week's MOA Convention Issue. Prepare your copy now!

Make your reservation for advertising space today! Contact your nearest Billboard Music Week office listed below for complete information and rates.

Chicago 1, Ill.
168 W. Randolph
Central 6-9516
Dick Ford Jack Sloan

New York 36, N. Y.
1354 Broadway
Postal 7-3500
Dick Wilson

Hollywood 28, Calif.
1520 N. Gower
Hollywood 9-7821
Sam Abbott

St. Louis 1, Mo.
210 Arcade Bldg.
Central 1-0443
Frank Jostling
Good things happen when you bet on the best.
Royal Distributing Opens Disk One-Stop

CINCINNATI — Royal Distributing Company here, already handling one of the most complete lines of music and game equipment in the country, has opened a record one-stop in its quarters.

Jack Pierce, a veteran of 18 years in the record industry, heads the operation. He'll be assisted by Paul Smith. Both were formerly with C & C Records, one-stop here.

Royal is moving both its coin machine distribution and its one-stop to new quarters in June.

Truckers Don't Dig Rock 'n' Roll

* Continued from page 54

* tion which is on the top list at the moment or which has been on the list short months ago.

Best Customers

Truck drivers are among the most faithful of Hammer's customers, and for them, he concentrates on ballads, instruments, novelty, some jazz, but very little rock and roll. The Kansas operator had at first shared the usual conviction that the truck chauffeur preferred rock and roll, but getting in conversation with many of them he discovered that when he delivered his machines along the routes, the Chauffer was fast-learning his tastes.

Now his rock and roll is limited to a few numbers of good numbers which younger truck drivers like. Otherwise, the drivers of the highway masters prefer lorelax to soothing instrumentalists. This isn't necessarily true of tourists, however, for in fact he is the parent who usually plays the records during a short refreshment stop, Hammer then at the back, listening to the other music in his car.

Hammer has closed his record shop in the workday schedule of the truck drivers, most of whom have 1,000-mile runs, and complete two of them a week. By changing once a week in most locations, he can make two or three new appointments for the truck drivers who are regularly on a selection basis and stops at the same restaurants and on every trip. As a result, Hammer's collections are outstandingly good. The year around and rock a figure during the summer which few metropolitan operators can match. Hammer delights his close knowledge of the truck drivers' joke hot-hat facts to the public that he never fails to introduce himself to the drivers at the stops along the highway, and asks the opinions. Conservative music men have been the answer.

Seeburg Won't Bow '61 Model

CHICAGO—The Seeburg Corporation last week announced it would not introduce a new phonograph model for 1961. Seeburg said the record industry was currently in a transition from 45 r.p.m. to 33 1/3 r.p.m., and that until the industry was standardized on 33 1/3, the current Seeburg phonographs would fulfill every need. Both Seeburg's 160-selection and 100-selection models play 45's and 33 1/3 discs intermixed.

Fewer Changes

Seeburg added that in future years it would introduce new models at less frequent intervals than before. A factory statement noted that "if the independent operator's business is to be increasingly profitable, depression must be held to a minimum. Fewer models mean more profit." Seeburg added it wanted to provide extra protection for operators who were not investing in its "Artist of the Week" models.

ADD-A-BALL Extended Play plus Light-Box Animation Create Coin Box-Filling Appeal!

New, revolutionary extended play ADD-A-BALL feature coupled with light-box animation presents a most successful "Play-er Appeal" combination.

Acclaimed and accepted everywhere, ADD-A-BALL adds a number of balls to each game through skilled player operation. It's fun—it's fresh, adds new zest to every game.

"Coin box animation in the light-box makes a "Big Production" out of every additional ball mode. A cannon first The cannon ball shoots up the ramp and hits a target that rings a bell Add 'em together, they spell...

FLIPPER PARADE

Tested! Proven! Accepted Everywhere!

* Lighting & top rollers gives additional ball
* Rimball-Tower Target when matched to top lighted roller gives additional ball
* Red and Yellow roller buttons light top bumpers and holes for high score
* Side double rollers score up to 200 points
* New tilt feature enables play to continue by only penalizing player one ball plus ball in play.

Tomorrow's Design Today!

* High, wide and handsome inspired light-box
* STAINLESS STEEL moldings
* Sparkling plated legs and front door panel
* Hard chrome finish corner moldings

New "Head-Cut" Finish
Extends Playboard Life to on All-Ball Light
ACAPULCO gives players big score appeal never before built into a bingo. For example, ball in 16-hole zooms advancing scores to top bracket right now! New Super Scores give player a crack at biggest top in bingo history. Other popular money-making features include Magic Numbers, Pick-A-Play Buttons ... all the profit-proved Bally bingo features. See your distributor today.

Bally Manufacturing Company, 2640 Belmont Avenue, Chicago 18, Illinois.
Now **chicago coin** Brings You
**ALL 4 in One New Bowler...**

**ALL STRIKE**
**BOWLING**
Strikes Only — with Bonus Feature!

**FLASH-O-MATIC**
**BOWLING**
Exciting High Scoring Feature!

**New 300 CHAMP**
with **"glowing" RED PIN**
Continuous Strike Feature
Plus Red Pin Bonus!

**PRINCESS**
**BOWLER**

Look!
New **"FLOOD-LIGHT" illumination**
Gives Brighter Pin Lighting from 2 Standard 60 watt bulbs beneath hood in steel reflector shades!

When You Think of Profits Think of Chicago Coin Games

Modern New **SIX GAME**

**"PRO" SHUFFLE BOWLER**
Imagine — 300 Champ;
Flash-O-Matic; All-Strike;
Red-Pin; Light-O-Matic and
Regulation Scoring for the
same price as many
2-game bowlers!

**"ELECTRONIC-EYE" RAY GUN**
New—TRANSISTOR Type
PHOTO ELECTRIC CELLS!
New Modern Circuitry —
NO AMPLIFIER!
FITS ALL LOCATIONS —
Minimum Space 6 Feet, Maximum Space 13 Feet!
20 SHOTS 10c — POSSIBLE 100 BONUS SHOTS!!

**Chicago Dynamic Industries, Inc.**
1725 W. DIVEROSE BLVD. CHICAGO 14, ILLINOIS

All Steel Cash Box!
Available in 16½, 13
and 21½ ft. length!
SENSATIONAL STEREO BREAK-THROUGH

NEW, UNIQUE AMI CONTINENTAL 2 ACHIEVES FULL-COVERAGE STEREO WITHOUT REMOTE SPEAKERS

Hailed as a major break-through for coin-operated stereo, the new AMI Continental 2 is an entirely self-contained unit that brings the full magnitude of stereo to every patron, wherever he may be in a location.

SAVES ON COSTS . . . BUILDS EARNINGS

Because it eliminates the need for remote speakers, AMI's new Stereo Round* gets rid of the bother and expense of speaker installation. At the same time, the full stereo coverage of the new jukebox provides greater enjoyment for patrons, with a consequent step-up of collections. The result is extra profits, as well as more convenience and satisfaction for you and your location.

AN EXCLUSIVE DEVELOPMENT

The new, self-contained Stereo Round eliminates entirely the conventional stereo sound "pinpoints." This notable accomplishment results primarily from combining a unique speaker placement arrangement with special circuitry to bring about the comprehensive sound wave mix illustrated.

The Continental plays 33 1/2 and 45 RPM stereo or monaural records interchangeably. See and hear this New Continental 2 at the MOA convention . . . then visit your AMI distributor's showroom for a demonstration that will amaze you.

WHAT YOUR CUSTOMERS HEAR WITH STEREO ROUND

These diagrams show, in simplified form, how sound waves combine and intermix to achieve full stereo coverage throughout a location.

1+2+3 = STEREO ROUND

AMI sales office 3575 West Sanford Street, Chicago 44, Illinois