NAB Convention Spotlights Stereo FM, FCC Role in Radio-TV Programming

By MILDRED HALL

WASHINGTON — Music interests will be closely concerned with the two biggest topics at this year's convention of the National Association of Broadcasters. The two are the debut of stereo sound in FM broadcasting, and the future role of the Federal Communications Commission in radio and television programming.

The FCC's recent decision to standardize FM stereo broadcasting on the basis of plans submitted by Zenith and General Electric caused some last minute preparation and new emphasis on related exhibits and talks. The NAB convention also took on a new interest for major segments of the music industry, from recorders and equipment manufacturers to talent and program suppliers.

Stereo Singles Hot MOA Topic

BY REN GREAVY
NEW YORK — The future of stereo 45 and 33 singles, a question of primary interest among juke box operators, remains as uncertain now as a year ago, as operators again grapple for the annual MOA convention.

As music operators turn their eyes away from Chicago for the first time and head for Miami Beach, it's expected that plenty of discussion will ensue on this matter, which eventually can have a vital effect on collections from boxes.

Does the operator have to have a stereo juke box to be competitive? Even if he does have stereo equipment, is the difference between a monaural and stereo single enough to be concerned about? The average tavern of restaurant listener? If the operator decides he has to use stereo records, will he be able to get them, consistently, particularly on hill and at what time of the month that will be aired in the Miami Beach region in the form of direct to disc editions.

German Tunes Study Points to Phono's Power

BY MEREDITH ANDERSON
WIESBADEN, Germany — A survey by the German disk record industry shows that juke boxes make the top tunes.

The survey establishes a close and consistent relationship between juke box play and top records. In roughly 8 of 10 top tune case histories, the tune climbed to the top first on juke box play.

Moreover, the survey establishes that, in the case of certain records, the juke box play alone suffices to spin a platter to the top. A time in question was "Tom Dooley." The survey showed that this tune was ignored by German radio stations, but it became a German juke box "Kanone"—a smash success. Soon phonographs were swamped with requests for "Tom Dooley.

Disjeyland jazz climbed to popularity

(Continued on page 194)

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Von Jan

Music Photograph

Music Photograph

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(Continued on page 172)
Bootleg Disk Front Breaks Wide Open in Gotham, East
Trap Springs at Plaza Hotel, Hooking 4 On Counterfeit Charges; Others in Trials

NEW YORK — Starting new developments occurred here last week on the bootleg record front, with a number of arrests in the course of the week. Several men in the unlikely locale of the east end of town were in court, having been led into the Plaza trap by a local Nanny County detective, known as "Big Mike," who had gained the confidence of the Nanny County gang as a "fellow conspirator."

In other developments, a trial involving a personality from last summer in Bergen County, New Jersey, on charges of record counterfeit charges, began in the county seat of Hackensack.

On yet another front, Kings County (Brooklyn) Assistant Dis- trict Attorney William Sonnenhime sought and received from County Judge Hyman Barshoy, an adjournment on the setting of a trial for number of other men arrested last December on similar charges. The trial, which will come up before the Court next week, will be the first in the series of a group of cases begun by Sonnenhime, who has long been associated with the West End Gang, which has been in existence since 1920. Sonnenhime noted that one of the accused in the West End Gang case is accused of counterfeiting of false bank notes.

On another front, the New York Times reported that a large number of cases of record counterfeit charges have been brought before the courts in the last year.

The New York Times reported that a large number of cases of record counterfeit charges have been brought before the courts in the last year.

COL. Launches Space Xing
NEW YORK — Columbia Records has rushed an album to Press jewelers and distributors to be flown into space by the American astronauts, Navy Commanders, and others. The album is a gift from singer Jack Teagarden, who has been on the air on WXYZ in Detroit, Michigan, for the past 20 years.

The album, which is to be flown into space by the Mercury 7 astronauts, will be on sale at local record stores on July 15th. The album is a tribute to the astronaut and the Mercury 7 astronauts.

NAB's FM Day Solid Attraction
WASHINGTON — The daily observation of National Association of Broadcasters' Convention in Washington, D.C., is expected to be one of the most interesting of the week. The seminar on the history of FM broadcasting, "The Birth of FM," is scheduled for Tuesday morning, April 6.

The seminar will feature a presentation by Ray Stannard Baker, former president of the National Association of Broadcasters.

The session will be followed by a panel discussion on the future of FM, with panelists including John F. Kennedy, President of the National Association of Broadcasters, and Robert J. Schlesinger, President of the National Association of Broadcasters.

Atlantic Nixes Story of Sale
NEW YORK — Atlantic Records denied last week that it had made any agreement to sell the company. The rumors started when Atlantic's president, Al Sutphin, announced that the company had been approached by a number of potential buyers. However, Atlantic has denied any offers have been made and has stated that it is not interested in selling the company.

Atlantic officials have stated that they are happy with their current situation and have no plans to sell the company.

Morris Grabs Added Scores
NEW YORK — F. H. Moog, Musical Director of the Jolson Theater, has confirmed that the company is producing a musical version of "The Music Man," starring Desi Arnaz and Lucille Ball. The musical is scheduled to open on Broadway in the fall.

The show will feature music by Jolson and lyrics by Moog, and will be produced by Jolson and Moog.

Other forthcoming shows include a musical version of "The Pied Piper," starring Mary Martin and John Boles, and a musical version of "The Red Bird," starring Ethel Merman and Howard Keel. The shows are all being produced by Moog.
By JUNE BUNDY

NEW YORK — Dick Clark is prerecording the theme song to his old Saturday night TV show, thereby opening up a poten- tial new niche for himself as a record manufacturer.

The theme song will be put on tape and carried in Canada when the new Canadian TV net- work becomes operational in April. It will also be syndicated in Aus- tralia, New Zealand and possibly in the United Kingdom, where Dick Clark went to be worked out.

The program will follow essentially the same format as Clark’s now defunct ABC-TV Sat- turday Night, but with a much smaller disk artists lip-synching their latest hits in special production numbers. However, a certain percentage of foreign record artists will be fea- tured on each show.

Clark said he will eschew the taped series if it doesn’t conflict with the entire disk industry and motion picture activities. If he is too busy, he will change the show and use another performer as an en"...
MUSIC AS WRITTEN

NEW YORK

John Fitte, teacher and educational rep for many music firms, has joined the Big Three as West Coast educational rep. He will work under Ed McCue, head of the Big Three educational department, along with Alan Langenour, on the East Coast.
Night Club Review

Gate of Horn Alive and Kicking

Folk singing, long restricted to the concert stage, coffeehouse and a homey bar, has now made off with its Goforn of Horn on upper Rush Street. The April 24 opener drew a majority made up of a goodly number of port, time-stomping and circle-dancing itself. The room was filled with Tommy Makem and the Hebrew songs of Israeli singer Shoshanna Damari and international as well.

The Clancy Brothers with Maken were their robust and vigorous selves as they ranged from a boisterous sea chanty to waltzes. Particularly moving moments were "The Law and the Talks" with a cappella interpretation of a shoemaker singing. Following Ron Howard's "Tell Her That I'm Gay," and Peppe Goettler's "With My Eyes," Champlain, Vermont, we learned that "Under the English Flag" for which their clever carving of Britain's sacred cows received a standing ovation, and "Tim Finnegan's Wake." "Remembering the Great Game" was a pleasing rendition of the ballad.

Shoshanna Damari took the stage to change the mood with her sly and seductive voice. Her songs, "Feelin' Free," a song of love, and "Take It Like A Man" are songs of love. This lovely young songstress is emotional and moving—a combination of fiery intensity and delicate earthiness. In addition to Hebrew some French and German was heard in the FrenchCanadian song "Where Art Thou, My Beloved" and a zesty Mexican folksong, "Die, Die Afraid." She was ably backed by accordionist Amada Neeman, guitarists, Frank Hamilton, and Red Hirschfeld, and the darbuka. Gloria Mashong.

CONCERT REVIEW

Limeliters Smooth and Prolific

Take an appealing tenor voice—plus a capable baritone and bass, throw into two guitars, a banjo and bass, add a smooth mixture of humor and wit, and you've got a fine performance by the Limeliters at Chicago's Orpheum Theatre.

Playing to an appreciative, near-capacity audience on their first visit to the Windy City since a fall tour with Mort Sahl, the trio dished out a hearty serving of folk music with a 10-week liberally sparked by the comic ad lib of Lou Gottlieb, who, incidentally, has taken on the role of musical director.

Although the comedy numbers, including a hilarious takeoff on Viktor Duggan's "blackness" charmers, got the big laughs, the boys were at their best by far when they delved into the folk standards.

The opening rhytm "There's a Meeting Here Tonight" setting the tone for the evening, the trio went through most of the hits in their repertoire, drawing biggest bangs for "Molly Malone," "Zephyr," and "Mambo" in their "Limelight" repertoire. "When I First Came to This Land," on the other hand, was a side, "Charlie, the Midnight Marauder," a tragedy of suburbia, and "Have Some Madelina, My Dear," were special favorites, as was the trio's current RCA Victor single, "A New Kind of Town." We feel fortunate as Glenn Yarbrough's soulful tenor provided the vocal highlights with his renditions of "Molly Malone," and "The Last from the Low Country," a haunting refrain from the John Jacob Nite collection, backed by Alex Hassler on the guitar. Steve Trainum.

St Rady Project Issues

Highland—St. Rady, president of Bing Crosby's Project Rec., was on hand at the office today for the Project label, and will kick off the trek to new heights by signing the already-conned LP he acquired from Em- ber Records. The Wilson albums are slated for release in the Texas and Delta States.

Although not confirmed by Rady, BMW's Duke of Oddle confirmed today that he paid $3500 for the Wilson recordings and will issue them under his own label, which will be called the "Brown Bear" label. The deal was concluded between Project's Rady and Joe di Stola, owner of Alcapo Records in Sao Paulo, Brazil.

Rady is currently setting up distribution for Project, a firm which heretofore sold only to independent distributors, but now can lease under other labels. Since in tomorrow's Project's Project's Product's project, recorded by Rady, has appeared under the banners of RCA Victor, MGM, Atlantic, and Warner Bros., with "In the Moonlight," "The Face," and RCA Victor record clubs. The Project label is now going into regular distribution, and the new label will not interfere with the firm's continuing to supply product for release by other record companies. With the changing hands, Rady is planning future recordings by the Cajuns.
RIAA’s Legal Group Dodges Stand on Int'l Rights Issues

NEW YORK — The Record Industry Association of America, Inc.’s legal committee has de- clined to take a position on the RIAA’s intent to take a stand on the issues raised by the proposed International Neighboring Rights Convention. Consequently, in a letter to members, Group Executive Secretary Henry M. Biehl of the RIAA, suggested that individual companies should make these views known to Abraham Kamien, Register of Copyrights, Librarian of Congress, or to the U.S. State Department.

Biehl said the RIAA had been advised by Kamien that a diplomatic conference will be held in Rome, October 10-26, this year to consider a draft of the proposed convention. Biehl noted that the Register of Copyrights was part of an international committee of experts from 16 countries which drafted an instrument for the recognition of certain artistic rights in 1960. However, Biehl said, “The U.S. has so far taken no position on this agreement. It is seeking direction from the industries that work within the scope of this Neighbor Rights Treaty.

“It is Mr. Kamien’s view,” said Biehl, “that some sort of treaty will be ratified in Rome, whether or not the United

States ultimately becomes a signatory. It is vital, therefore, that RIAA members familiarize themselves with the draft instrument and communicate their views to the government.”

“The instrument,” said Biehl, “provides that each contracting country must recognize the same rights for performing artists, phonophonographic record producers and broadcasting organizations of the other contracting countries as it recognizes in the case of the performance of domestic performers, record manufacturers, and broadcasters.”

Certain “minimum rights” would also be provided for in the draft. “For example,” said Biehl, “the member countries will be required to make it illegal to copy a phonograph record for a tape without the authorization of both the performing artist whose performance is incorporated in the recording and the company that produced the record.”

Biehl also pointed out that the draft would permit labels as well as artists to “collect royalties from broadcasters that play their records on the air. It would also provide protection against piracy for a minimum of 20 years to record manufacturers.”

Biehl said “The agreement would be binding on all signatories to the convention. Notwithstanding, it did not sign, however, would receive no protection at all in these countries, except in instances where reciprocal agreements with individual nations were in existence.”

Carlton to Release Three Album Lines With Special Deals

NEW YORK—Carlton Records is going on an all-out album campaign for the summer with the introduction of three new album lines with special deals. The new lines include the firm’s Charlie Parker label, which will hit at $5.98. The label will feature a second-pressing of the new label, which will feature a one-time sale and will list at $4.98; and the firm’s new label, the “Hear Now” line, which lists at $3.98.

The Charlie Parker label will debut with sets by Charlie Parker, the late Lester Young and the late Lee Konitz. This series will haveuture packag- ing and will list at $5.98. The full series will be featured in Carlton Records advertisements in the upcoming issue of Billboard.

Everest Sets Deal With English Club

NEW YORK—Everest Records has set a deal with the World Record Club of England for the English Club to issue a specified number of Everest classical and pop LPs. The club will release its first Everest sets in June. Classical sets will be Everest LPs with Leopold Stokowski and the London Symphony, William Steinberg and the Pittsburgh Symphony, Jorge An- tonio and the Houston Symphony Orchestra and Sir John Barbirolli conducting the Nine Beethoven Symphonies.

Carlton will also issue a lower-priced series of jazz sets of contemporary artists, and these albums will be $4.98 for stereo and $3.98 for mono. Both jazz series will be released with a 20 per cent goods bonus, and a 90-90-day billing. The deal will run until June.

Carlton’s new Impact label will be a sound series, with classical switching, etc. Titles of some of the new sets in this series are “Fla- gged Fables,” “Swinging Bands,” “Swingin’ Splurge,” and “New Sound of College Jazz.” Deals will be $4.98 for stereo and $3.98 for mono. A deal of 20 per cent in freight will be offered until July 15 on this line, too.

The new additions to the label’s low-priced “Hear Now” series are four records covering language instruction in Spanish, Italian, French and German. With the advent of the label’s new free pronouncing dictionary and a special tourist guide, it was learned that these sets are offered to distributors at 95 cents each at 35 per cent. In freight will be offered until July 15 on this line, too.

The new additions to the label’s “Chargers” LP with Merv Grif- fin are a 10-cd. with a choir album called “The Pipes of Trinity Col- lege.” Carlson is offering a 20 per cent free goods bonus on both October 10 and November 15. Merv Griffin will play the album on his New York TV show and offer the “Chargers” set to his fans for only $2 by mail.

NARM VOTES IN NEW DIRECTORS

NEW YORK — A new board of directors was elected by the National Association of Record Merchandisers (NARM) at the meeting of the firm’s convention in Miami last month.

The new board consists of Jim Tieris, Musical Mea, Milwaukee; Hy Hargreaves, Ramapo, N.J.; Bob Shinn, Miami; Glen Becker, Music City, Los Angeles; George Berry, Mod- ern, New Orleans; Larry Ross- man, Record Distributing, Hollywood, and Ben R. Menzel, Merchants Wholesale, Detroit. The following were elected officers: Ed Johnson, president; Glen Becker, vice- president; Larry Rossman, secretary, and George Berry, treasurer. Jules Almamud remains as executive secretary of the rack group.

TEXAS LADIES TAKE OFFENSE

— SAN ANTONIO — There looms another battle at the Alamo. The Daughters of the Republic of Texas were set- ting their sights on a woman mov- ement, and singer of a new radio and juke box song titled "Coward at the Alamo." Local mu- sician stores were selling the recording written by Dave Gardner and two of the music store’s stock had sold out and sent for more recordings. The Daughters, and personnel who staff the historic Alamo, shamed there were no cowards at the Alamo. The song was dubbed "terrible" and in "bad taste" and "the Alamo is nothing to joke about," are some of the typical comments heard here.

Billboard Bound Volumes!

Some bound volumes of past issues of The Billboard are still available. Price is $11.50 per volume or $46 for the whole year.

1942—April to June 1951—Complete
1942—Complete 1952—Complete
1944—Complete 1953—Complete
1945—Complete 1954—Complete
1946—Complete 1955—Complete
1947—Complete 1956—Complete
1948—Complete 1957—Complete
1949—Complete 1958—Complete
1950—Complete 1959—Complete
except April to July 1960—Complete

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OF COUNTRY
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THE WILBURN BROTHERS SING
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DL 4142 • ED 2700 • DL 74142 (Stereo)

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TEXAS TROUBADOURS
ED 2691

JIMMIE DAVIS
ED 2690
NAME IN COUNTRY AND WESTERN MUSIC

AT ALBUM RELEASE OF COUNTRY ARTISTS

Kitty Wells
HEARTBREAK—U.S.A.
Kitty Wells
DL 4141 • ED 2698 • DL 74141 (Stereo)

Ernest Tubb
ALL TIME HITS
Ernest Tubb & His Texas Troubadours
DL 4046 • DL 74046 (Stereo)

Red Foley
COMPANY'S COMIN'
Red Foley
DL 4140 • ED 2698 • DL 74140 (Stereo)

Bill Anderson
Introducing:
ERNEST ASHWORTH
ROY DRUSKY
CONNIE HALL
LEWIS PRUITT
ELMER SNOGRASS
INTRODUCING: Bill Anderson, Connie Hall, Roy Drusky, Lewis Pruitt, Elmer Snodgrass, Ernest Ashworth
DL 4081 • DL 74081 (Stereo)

Goldie Hill
LONELY HEARTACHES
Goldie Hill
DL 4146 • DL 74146 (Stereo)

Various Artists
THE ORIGINAL HIT PERFORMANCES!
ALL-TIME COUNTRY AND WESTERN—Vol. 3
DL 4134

DECCA RECORDS CONTINUES ITS PARADE OF BEST SELLING COUNTRY AND WESTERN HITS FROM COAST TO COAST WITH...

SWEET LIPS
Webb Pierce • 31249

HEARTBREAK U.S.A.
There Must Be Another Way To Live
Kitty Wells • 31246

THOUGHTS OF A FOOL
Ernest Tubb • 31241

JUST BEFORE DAWN
Red Foley • 31254

LEGEND OF THE BIG RIVER TRAIN
The Wilburn Brothers • 31214

SLEEP BABY SLEEP
Connie Hall • 31208

EVEYBODY'S DYING FOR LOVE
Jimmy Newman • 31217

LIFE OF THE PARTY
Ernest Ashworth • 31237

CRAZY BULLFROG
Lewis Pruitt • 31201

HI-DE DIDDLE
MY WALKING SHOES
Jimmy Martin • 31234
LATE POP SPOTLIGHTS

CLARENCE HENRY
You Always Hurt the One You Love (Pickwick, ASCAP) (2:21)—Little Suze (Arc, BMI) (2:10)
—Young Henry is big now with "Bot I Do," and his reading of the oldie Mills Brothers hit, kids fair as a repeater. It's done with style. Flip is a neat rocker, done in Pat's Demise fashion against solid beat backing. Both can an Argo 8588

LATE ALBUM SPOTLIGHTS

CARNIVAL
Original Cast, MGM SE 39460C. (Stereo & Mono Split)—The label has rushed this package out to cash in on the current series of hit singles, including a cover on the current issue of Life mag. The show grabbed unanimously favorable reviews both out of town and here, and this fact, plus the vocal charm of stars Anna Maria Alberghetti, Kay Ballard and James Mitchell, adds up to a delightful east package. Smart box-fold packaging is highlighted by a color photo of the star. This should do plenty of business.

BASIN STREET EAST PROUDLY PRESENTS IMPEGGY LEE
Capitol ST 1520, (Stereo & Mono Split)—This album, recorded live at Peggy Lee’s record-breaking appearance at New York’s Basin Street East last winter, is a gas. The attractive-looking and heavenly-sounding star thrums in soulful renditions of some of her best tunes, from “Fever” to “Yes Indeed.” It’s a wonderful combination of excellent, showing Peggy off solidly on ballads, swingers and rhythm tunes, with fine backing by a group of top jazz musicians.

VICTOR TO RELEASE FIVE NEW FOUR-TRACK TAPES

NEW YORK—RCA Victor will issue five new four-track stereo tapes this week. They include tapes by Exquival, Hugo Winterhalter, Frankie Carle, plus two classical tapes by Arthur Fiedler and the Boston "Pops." The latter items are "Music for People Who Hate Classical Music," and "The Music of Frank Loesser."

Jessel-Lewis Laugh LP Due

HOLLYWOOD—George Jessel and Milt Lewis are producing an LP aimed at re-creating outstanding moments in American comedy for Capitol with the album scheduled for fall release. Jessel is writing and will narrate remarks between the comedy bits. It's tentatively titled, "They're Still Laughing."

Disk Mfrs. Launch Topical Kick With Rockets, Rockers

NEW YORK—Record manufacturers are on a topical kick again. A flock of disks with lyrics revolving about President Kennedy and space flight are on the market this month.

Three different disks tagged "Astronaut" were released last week—by Bud Arnold on Enrica, Booby Pizzarelli on Everest and a comedy waxing by Charlie Manno on Decca.

Also on a space kick are the Gallitians with the Spaceman, whose "Man in Orbit" platter on Cenix is a BMW "Spotlight" this week; Pete Ben art on Silver Bldg with "Rocket Twist" (Stage 2 and 3); and "Free Flight" by Don Cole on Coed.

The latest Kennedy-inspired item is "The Rocking Chair Rock," by Jimmy McHugh, sparked by President Kennedy's penchant for rocking chairs. The only topical disk which has displayed strong sales potential to date is "Please Mr. Kennedy" by Jim Neshit and Las Suppers, Jr., which was No. 11 last week on BMW's best-selling country and western chart.

Other Kennedy wax includes "The Jackie Look" (About First Lady look-alikes) by Kris Jensen on Kapp; Renée Taylor's "I'm in Love With Jack" on Fontel; "Theme for Jacqueline" by Russell Faith ch on Channeler; "Big John" by Carol and Anthony on Capitol; "There's a New Man in the White House" by the Senators on AFC-Paramount, and Ruth Wallis' "Brand New Baby in the White House."
BUT THREE NEW ATCO SMASHES!

1. Follow-up to “SPANISH HARLEM”

“STAND BY ME”

b/w ON THE HORIZON 6194

BEN E. KING

A Leiber-Stoller Production

2. Follow-up to “APACHE”

“ANNA”

b/w CHEROKEE 6195

THE COASTERS

“LITTLE EGYPT”

JORGEN INGMANN & his Guitar

6192

A Leiber-Stoller Production

ATCO RECORDS

1841 Broadway, New York 23, N. Y.
THE BILBAO SONG
BY ANDY WILLIAMS
CLIMBING
IN THIS WEEK'S
BILLBOARD
HOT 100

when answering ads... Say You Saw It in Billboard Music Week

MUSIC AS WRITTEN

... Johnny Cash cut all-night sessions three nights in a row recently, with Don Law directing for Columbia.


PAT TOLIVER

Chicago

The Smothers Brothers, comedy singers, proved they're as "fan-atical" offstage as well as on when they sent 50-pound bags of purple onions to showwomen and depots as a promo hit for their current album ("The Songs and Comedy of the Smothers Brothers at the Purple Onion"—Mercury). ... Frankie Jackson, Pinacle Records, has purchased the master of his own LP which was cut when he recorded for Replica Records. Jackson plans to reissue it soon on his own label. ... Bob Shoffner, trumpeter of Jackson's "Jass All-Stars" recently blew out the candles for his 61st. Shoffner, in years past, played with Earl Hines, Charlie Creath, and was Louie Armstrong's replacement in Joe (King) Oliver's band. ... Leroy and Sue Van Dyke (he vocalizes on Mercury) recently became the proud parents of a boy whom they named Ray Leroy. ... The many friends of Buck Ram were saddened at the news of his mother's death last week. Gloria Mantell.

Pittsburgh

Paul Anka, currently at John Bertera's Holiday House, is pacing that club's catering to record names for the prom season. Following Anka, who will remain there next week, come the Four Preps, the Four Coins and Nell Sedaka in his local club debut. ... Sally Solomon, veteran record promotion man, most recently with Roulette, is the new publicity director here for Columbia Records. He replaces Bob Murphy, who has been transferred to the Los Angeles territory. ... Dusty and the

(Continued on page 14)
BMI Salutes these April Award Winners

Over the years BMI has been proud of the honors awarded to the composers affiliated with it and to the music, the performing rights of which it licenses...among the honors awarded to music and men during the month of April, these were outstanding...

1961 Pulitzer Prize
Walter Piston
Previous Pulitzer Prize winner in 1948
for "SYMPHONY No. 7"

ACADEMY OF MOTION PICTURE ARTS AND SCIENCES "OSCAR"
"NEVER ON SUNDAY"
by Manos Hadjidakis
Best Song of 1960 as performed in the motion picture "Never On Sunday"

And congratulations also to these BMI affiliated writers who were honored by NARAS (National Academy of Recording Arts and Sciences) for their recording achievements:
Ray Charles  Miles Davis  Gil Evans
Bob Newhart  Marty Robbins

THE GOLD MEDAL FOR MUSIC OF THE NATIONAL INSTITUTE OF ARTS AND LETTERS
(Presented once every five years)
Roger Sessions

1961 GRANTS OF THE NATIONAL INSTITUTE OF ARTS AND LETTERS
Halsey Stevens  Lester Trimble
Yehudi Wyner

NEW YORK MUSIC CRITICS CIRCLE CHAMBER MUSIC AWARD
Elliott Carter

BROADCAST MUSIC - INC.
589 FIFTH AVENUE - NEW YORK 17, NEW YORK
SERVING MUSIC SINCE 1940
Music as Written

Continued from page 12

Juniors spent a day here last week plugging their Swam waxing of "Cha Cha Go Go."

Gene McDaniels is due here May 13 to plug his Liberty LP, "100 Pounds of Clay." His host here will be Tim Tormey, head of Capitol Records. Mercury's Florian Zeller is now deft for the Beverly Hills Club June 5 to open the outdoor patio season of the Connie Costa night club. . . . Sales chief Joe Modleritz sold the master of "Roma Luna Ding Dong" to Hy Weis' Old Town Records for national distribution. . . . Dick Iezzi and Mary Locke of RCA Victor going all-out in their promotion of the new Arthur Fiedler albums in this area. . . . Nick Albano, Capitol branch manager, attending a three-day regional convention in Philadelphia to map plans for Capitol's May product. Leonard Mendowitz.

Boston

National Brenda Lee Day is beginning to pay off in the Hob. Alan Ross, of Decca, put sound trucks all over Metropolitan Boston and into shopping centers with "Emotions." Radio stations cooperated, playing the number from morning till night. He also had plugs on TV stations throughout the day. . . . Decca also has a good gimmick going on Little, who also comes to Minnesota May 1. The star will pre-record a message for housewives. He will be heard on WMEX, one of the top pop stations, introducing various programs from 7 a.m. until 1 p.m.

Record distributors are planning lots of promotions when the Kingston Trio, the Byrds, the Monkees and others come in for the summer season at the Castle Hill concerts in Ipswich where George Wein is mastering the next set-up. . . . Selections played on WBZ-FM are being identified on the air as an added service to listeners. Titles and names of artists are given before and after each number.

Columbia had Tony Bennett in for a party on his new album, "Tony Sings for Two." . . . Herb Dale and his wife Brenda spent a week in Los Angeles. The firm is now back at the old stand on Commonwealth Avenue, with the building refurbished after the fire. Herb reports Bob Newhart did capacity business here at Symphony Hall and helped to push sales. . . . Warner Bros, doing well with sound track of "Gone With the Wind." Cameron Dewar.

Milwaukee

Bob Thompson, Capitol Records branch sales manager, is suffering from a case of the mumps. . . . Recent trade visitors here included Barry Klintoon and Howard Cook, promoting the debut of their Beaucoups Records label with "Fired Piper" b/w "If Teardrops Were Dollars."

Shim Weiner, Chicago, Decca Records' Midwest division manager, spent some time here checking on branch operations last week. . . . Promoter Sandy Serrah hit pay dirt with his five-day booking here of "Fiorello" at the Oriental Theater, with the show ranging from $3.50 to $2.50. . . . Mercury Records promo man Ben Wood has named his recently born daughter Holly. . . . Frank D'Home, Mercury Records artist, is pulling keen interest in his return engagement at the Red Lion Room of the Kaiser Knickerbocker Hotel. Benn Oldman.

Montreal

In line with recent staff changes, W. J. Bays, vice-president of Quality Records, has announced the appointment of Andy Nagy as sales representative and Bill Smithers as promotion manager for the East Quebec sales division. . . . RCA Victor's Custom Record Department is merchandising a laminated cardboard record that can be used as a premium item or straight advertising piece. . . . Dave Penske's exclusive Canadian waxing of "Wooden Heart" is enjoying its expected success. . . . Spartron Records of Canada is pressing the new jazz label Impulse for ABC-Paramount as well as Frank Sinatra's Reprise. . . . Musimart, Ltd., is offering a new Vanguard stereo test record with a built-in stroboscope. . . . Columbia is celebrating "Canadian Showcase Month" with special promotions on Canadian artists such as Glenn Gould, Percy Faith, Carl Tucspett Singers and their line-up of French talent. . . . Compo Company heralds "Don Messer Mendi" with special store display material plus a two-free-with-every-12 purchased deal for dealers who order the popular fiddler's albums. . . . RCA Victor is offering an extra 15 per cent in bonus merchandise or return privilege during their special Canadien deal that extends through until May 3. . . . Hallmark Recordings Limited of Toronto is converting a 10,000-square-foot warehouse into the largest recording studio in America, according to Don Hannant, sales promotion manager. Arnold Goswick.

Beaucoups Label Plans

Pachanga TV Demos

NEW YORK — Howard Cook, who has started the Beaucoups label along with John Herndon, feels there's plenty of his potential which has not yet been realized from the new pachanga-charanga dance fad.

Cook returned from a cross-country promotion tour on the label's initial release by chantey Barry Klintoon, to note that the kids are not getting hip to the Latin dance because there is nobody around to teach them the steps. On this kick, the label is planning a special instructional campaign which may result in special teachers demonstrating the dance on TV jockey shows.

Cook also plans early release of a new single, "Rock-A-Pachanga," featuring the authentic violins and flute sound with a vocal group known as the Bokos. The label has also signed trump Vi Velasco, who was acclaimed last year for appearances on British TV.
LIVING STEREO

PLAY ALL THE MUSIC FROM THE BROADWAY HIT "CARNIVAL"

(it's all done with strings!)

THE NEWEST PROFIT-MAKER IN THE BEST-SELLING "LIVING STRINGS" SERIES, FEATURING MUSIC FROM THE NEW BROADWAY MUSICAL SMASH, "CARNIVAL."

Here's the newest in RCA Camden's best-selling "Living Strings" series. It features all the tender, tuneful music from Bob Merrill's new musical success, "Carnival," the show that won the New York Drama Critics' Circle Award as Best Musical of the season! Like all "Living Strings" albums, it features an eye-catching foil cover. Stock it now, in the wake of the big excitement being generated by this solid smash.

STOCK UP ON ALL THE FAST-MOVING "LIVING STRINGS" ALBUMS:

Living Strings
PLAY MUSIC FOR ROMANCE

Living Strings
PLAY MUSIC OF THE SEA

Living Strings
PLAY MUSIC IN THE NIGHT

Living Strings
PLAY ALL THE MUSIC FROM CAMELOT

Gentle melodies... ranging from "Arrivederci, Roma" to "C'est Magnifique," CAS/GAL-687

Eternal mysteries of the sea... "Ebb Tides," "La Mer," "Farewell Places," 11 more, CAS/GAL-693

"Moonlight Becomes You," "The Story of a Starry Night," other nocturnal favorites, CAS/GAL-691

All the great songs from the new Lerner-Loewe musical in one magnificent album, CAS/GAL-691

The lush tropical splendor of Hawaii romantically captured by the "Living Strings." 1 CAS/GAL-691

ONLY $1.98 each Monaural Hi-Fi, $2.98 each Living Stereo. MANUFACTURER'S NATIONAL ADVERTISED PRICES—OPTIONAL WITH DEALER.
### ALBUM PROGRAMMING & BUYING GUIDE

#### TOP LP's BY CATEGORY

The 200 LP's on this week's Top LP charts are broken down by type of music and arranged alphabetically, and the current Top LP charts. Positions in parentheses are for the same chart.

#### INSTRUMENTAL LP's

<table>
<thead>
<tr>
<th>Title Label</th>
<th>Total Stores</th>
<th>Top LP Rank</th>
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<tbody>
<tr>
<td>Head and Trance</td>
<td>Chet Atkin's Workshop (RCA)</td>
<td>138 (48)</td>
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<tr>
<td>Head</td>
<td>Calcutta (K)</td>
<td>3 (1)</td>
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<tr>
<td>Head and Trance</td>
<td>It's The Talk Of The Town (Columbia)</td>
<td>114 (39)</td>
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<tr>
<td>Head</td>
<td>Mr. Lucky Goes Latin (Columbia)</td>
<td>134 (24)</td>
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<tr>
<td>Head</td>
<td>Sings For Lovers Evergreen (Columbia)</td>
<td>128 (3)</td>
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<tr>
<td>Head</td>
<td>Singing To Remember (Columbia)</td>
<td>156 (19)</td>
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<tr>
<td>Head</td>
<td>Temptation (Columbia)</td>
<td>89 (7)</td>
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<tr>
<td>Head</td>
<td>There From The Sounding Out (Columbia)</td>
<td>118 (11)</td>
</tr>
<tr>
<td>Head</td>
<td>Wonder By Night (Columbia)</td>
<td>17 (6)</td>
</tr>
</tbody>
</table>

#### REVIEWS OF THIS WEEK'S LP's

#### SPOTLIGHT WINNERS OF THE WEEK

The pick of the new releases:

**The Lure of the Grand Canyon**

By Andre Kostelanetz and Johnny Cash. Columbia CS 4822 (Stereo & Monaural) — This recording contains actual canyon harmonies—a storm, church bells, etc. Johnny Cash's narrative tales of a day in the Canyon, the trucking of equipment to make the record, etc. Cash is great at this kind of narrative, for his voice is the kind of grandeur. Kostelanetz conducts his usual shimmering performance.

**Bobbie Ve with Strings and Things**

By Liberty LST 7168 (Stereo & Monaural) — Young chanter Ve, as an up-and-coming singer with "Baby Face," following her earlier activity on the charts and here a little material which should further enhance her already considerable string backings. "Baby Face" is here along with "Pleading My Love," "Tears Of My Pillow," and "Diana." With both a soul, a jazz, and a pop color, colorful, beautiful head shots of the artist. Solid wax.

**One Hundred Pounds of Clay**

By Gene Daniel. Liberty LST 7191 (Stereo & Monaural) — McDowell, currently riding high with the title song, includes that song along with a good selection of recent hits and older familiar tunes here. The chart has a fine, careful, and polished in both lyrics and settings as well as the softer, more relaxed efforts. Included are "Cry," "Are You Sincere," and "Send For Me." This can garner a lot of attention and should do well.

**Softly**

The Fleetwoods. Dolton BST 8005 (Stereo & Monaural) — The trio turns in a generous helping of their chart-topping with a selection of pleasant tunes, well adapted to this arrangement. The sound quality is good, just like the singing, and it all adds up to a very nice LP. The songs are "My Old Love," "Melody In The Night," "Chicago," "It's All Over," and "Bells Of Love." This old LP should do well.

**Teenage World**

By Various. Liberty L 5503 — This collection of sides by the Ventures, the Fleetwoods, Johnny Burnette and Bob, and others, should have considerable charting potential. The Ventures are strong in some of their strongest sides, bimbo and new. "Little White Cloud That Cried," "Raindrops, Tear Down," "I Party Down," "It's All Right," "My Special Angel," and "Rum-Bum Shush." All are strong.

**Folk Songs**

By Tony Motolla. Command RS 832 SD (Stereo & Monaural) — This is an interesting new album, a lot of the songs familiar folk items played in smart, percussion arrangements. They feature this outstanding Command sound and very clean, clever arrangements by Tony Motolla, with the latter spotlighted on guitar. The songs include "Wayfarin' Stranger," "Skippin' To My Lou," "Buffalo Girls," and "The Great American Songbook." The old LPs sounded no good.

**Another Smash**

The Ventures. Dolton BST 8006 (Stereo & Monaural) — The title of this album could not be more literally. For the sides in this set are all potent and many could be issued as singles for the Ventures. The tunes include their current hit "Lullaby of the Leaves," as well as "Gimme, Gimme, Gimme," "Wheels," "Meet Mr. Callahan," and "Last Date." Strong potential for this offering and group.

**I'm Glad There Is You**

By Gloria Lynne. Everest SDBR 1126 (Stereo & Monaural) — Minton from her most important disk appearance to date is on this fine waxing. It's very much on the ball and as close to the real as can be. Her backing by the Earl May Trio (piano, bass and drums) is close indeed. Tunes with nicely varied pacing including "I've Glad There Is You," "Fine and Dandy," "What'll I Do," and "Birth of the Blues." Gloria rings up a storm and the set will find favor with jazzers.

(Continued on page 28)
New! Nero is the name. Genius is the word. RCA Victor is the label. Nero can make a piano sound like liquid fire. He overflows with ideas, taste and technique. Just back from his whirlwind tour, Nero has ignited the critics everywhere.

Order now!
LPM/LSP-2334

PIANO FORTE

PETER NERODiscography of America

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

RCA VICTOR
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<tr>
<td>Runaway</td>
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<td>Buddy White, Vee Jay 5203</td>
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<tr>
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<td>Gene McDaniels, Liberty 53048</td>
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<tr>
<td>I've Told Every Little Star</td>
<td>Lisa Brank, Imperial 490</td>
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<td>Blue Moon</td>
<td>Miracles, Motown 100</td>
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<tr>
<td>You Can Depend on Me</td>
<td>Nat King Cole, Decca X1231</td>
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</table>

**Bubbling Under the Hot 100**

1. Spring Fever
2. Your Lovin' Life
3. Barbara Ann
4. Such Love
5. All Kind of Girl
6. White Christmas
7. Spanish Air
8. White Castle
9. I Don't Want
10. Unchained Melody
11. Someone Else's Money
12. Bell Bop
13. The Girls a Devil
14. Baby Face
15. August Party
16. Hope}

**Hot 100 — A to Z**

1. Runaway
2. MOTHER-IN-LAW
3. ONE HUNDRED POUNDS OF CLAY
4. BLUE MOON
5. YOU CAN DEPEND ON ME
6. TAKE GOOD CARE OF HER
7. ONE MINT JULEP
8. PORTRAIT OF MY LOVE
9. ON THE REBOUND
10. I'M IN THE MOOD FOR LOVE
11. BREAKIN' IN A BRAND NEW BROKEN HEART
12. TRAVELIN' MAN
13. RUNNING SCARED
14. BABY BLUE
15. BUMBLE BOOGIE
16. JUST FOR OLD TIMES Sake
17. TWELVE (GIVE ME SOME)
18. TWELVE (GIVE ME SOME)
19. HELLO MARY LOU
20. HELLO WALLS
21. WHAT I SAY
22. TRAGEDY
23. APACHE
24. PLEASE LOVE ME FOREVER
25. LITTLE DEVIL
26. SOME KIND OF WONDERFUL
27. SAVED
28. THAT OLD BLACK MAGIC
29. RUNAWAY
30. MOTHER-IN-LAW
31. ONE HUNDRED POUNDS OF CLAY
32. BLUE MOON
33. YOU CAN DEPEND ON ME
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50. TRAGEDY
51. APACHE
52. PLEASE LOVE ME FOREVER
53. LITTLE DEVIL
54. SOME KIND OF WONDERFUL
55. SAVED
56. THAT OLD BLACK MAGIC

**For Week Ending May 14**

**Billboard Music Week**

**Star Performers** - Features that highlight the top performers of the week.
United Artists Records
THIS IS THE WINNER!
DON COSTA
AND HIS ORCHESTRA

"THAT'S THE WAY WITH LOVE"
UA 318

IT'S A BONANZA!
ZOOMING STRAIGHT FOR THE TOP!
AL CAIOLA
GUITAR AND ORCHESTRA
UA 3142 (STEREO)
UAL 3142 (MONAURAL)

NOW SHIPPING...
THE RED HOT ALBUM
BY AL CAIOLA WITH
ALL THE SMASH HIT
INSTRUMENTALS.

CHECK THESE! THE REPORTS SHOW ACTION!

RALPH MARTERIE
BACARDI
UA 315

JIMMY CURTISS
LOVE, SWEET LOVE
UA 312

JIMMY WITTER
A CROSS STANDS ALONE
(ON THE CHARTS)
UA 301

WE'LL SEE YOU AT
THE DIPLOMAT HOTEL
HOLLYWOOD, FLA., JUNE 28TH.

IT'S ALL THE WAY!
729 SEVENTH AVE., NEW YORK 19, N.Y.
### News Summary

- **Singles Programming & Buying Guide**
- **Top Market Breakouts**
- **Reviews of This Week's Singles**
- **Best Buys in Records**

### Top Market Breakouts

**New York**
- **What a Surprise**
  - Johnny Maestro, Coed
- **San Francisco**
  - **Those Oldies But Goodies**
    - Caesar and the Romans, Del-Fi
  - **Be My Boy**
    - Paris Sisters, Gregmark
  - **Little Egypt**
    - Coasters, Atco
  - **Ullary of the Leaves**
    - Ventures, Dolton
  - **Halfway to Paradise**
    - Tony Orlando, Epic

**Chicago**
- **That's the Way With Love**
  - Piaia Sofia, Kip
- **Touchables in Brooklyn**
  - Dickie Goodman, Mark-X

**Los Angeles**
- **Those Oldies But Goodies**
  - Caesar and the Romans, Del-Fi
- **Shy Away**
  - Jerry Fuller, Challenge
- **Peanut Butter**
  - Marathons, Arvee
- **Lies a Holiday**
  - Jerry Wallace, Challenge
- **A Love of My Own**
  - Carla Thomas, Atlantic

**Philadelphia**
- **Touchables in Brooklyn**
  - Dickie Goodman, Mark-X
- **Tossin' and Turnin'**
  - Bobby Lewis, Belltone
- **I'm a Fool To Care**
  - Joe Barry, Smash
- **Stand By Me**
  - Ben E. King, Atco
- **I Don't Mind**
  - James Brown, King

**Detroit**
- **Halfway to Paradise**
  - Tony Orlando, Epic

**Boston**
- **Touchables in Brooklyn**
  - Dickie Goodman, Mark-X
- **Tossin' and Turnin'**
  - Bobby Lewis, Belltone

### Reviews of This Week's Singles

**Spotlight Winners of the Week**

- **I Feel So Bad**
  - Elvis Presley
  - (Berkshire, BMI) (2:54) - Wild in the Country (Gains, ASCAP) (1:59) - There's another two-sided smash for the artist. "I Feel So Bad" is an exciting rhythm blues peened by the late Chuck Willis. The flip is "I'm Ready," a romantic smile with a Presley's new movie. Both sides are potent, with Presley turning in two top performances. RCA Victor 7608

- **The Boll Weevil Song**
  - (Play, BMI) (2:35) - Benton
  - Should have another big hit with this brighter piece of material, which he both sings and plays, over an infectious arrangement. A solid material. Flip is "Your Eyes" (Play, BMI) (2:52). Mercury 71820

- **Ghost Train**
  - (Bobby G, BMI) (2:56) - Robbins
  - There's another rock and roll item with standout back-up band arrangement. Flip is a wild rocker with enthusiastic material. Columbia 42008

- **Music of the World**
  - (Gershwin, ASCAP) (2:01) - Tee Traetter
  - (Gower, BMI) (1:55) - The Blue Moon boys should have another hit with this intricate platter. "Summertime" features the group's talented vocal gimmickry, on a blue moon type treatment of the great Gershwin standard. Flip is a wild rocker with exciting performance quality. Colpix 196

- **It Keeps Rainin'**
  - (Trevi, BMI) (2:43) - Just Cress
  - (Dot, BMI) (2:50) - This is a fine New Orleans item with plenty of heart on "I Keepin' Rainin'," a fine New Orleans walkin' rhythm and blues item with standout back-up band arrangement. Flip is a relaxed bluesy tune with feelingful performance by the artist. "It Keeps Rainin'," is strongest, but both can move in a big way. Imperial 3753

- **Ringing of Fire**
  - (Lucinda, BMI) (2:29) - Eddy
  - The dramatic title theme of Eddy's new movie is wrapped up by the star practically in his usual every night fashion, he hits a big chorus and our. Watch it. Flip is "Bobbie" (Robbins, ASCAP) (2:04). Family 283

- **Our Parents Talked It Over**
  - (Atkin, BMI) (2:24) - K, Winton
  - The last who started a whole new singing style turns in a list of20 inch performance of an interesting tune about young love. Flip is "Just as Though You Were Here" (Atkin, BMI) (2:21). Paramount 297

- **Annette and Tommy Sands**
  - (Wonderland, BMI) (2:09) - Anneline joins forces with Tommy Sands for a song from their new flick "The Parent Trap." Bright ditty is handled with spirit and could break loose. Flip is "The Parent Trap" (Wonderland, BMI) (2:14). Vista 802

- **Brian Hyland**
  - (Mambo, BMI) (2:03) - Brian Hyland could hit the charts again with this clever ditty which he sells with a lot of warmth. And the back-up is good, too. Flip is "When Will I Know" (HM/ER/ER) (2:29). Kapp 401

### Best Buys in Records

*These records, of all those on the Hot 100, Pop C&W and Hot R&B sides charts, have registered sufficiently to warrant this week to be recommended to dealers and all others having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).*

**Pop**
- **Little Devil, Neil Sedaka**
- **That Old Black Magic, Bobby Rydell**
- **Lullabye of Love, Frank Gari**
- **Underwater, Froghem**
- **Exodus, Eddie Harris**

**C&W**
- No selections this week

**R&B**
- No selections this week

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*Continued on page 23*
WHAT A COTTON PICKIN' HIT!

THE

BOLL WEEVIL

SONG

#71820

BROOK BENTON

Mercury
RECORDS
The pick of the new releases

SPOTLIGHT WINNERS OF THE WEEK

The strongest sales potential of all records reviewed this week.

Continued from page 21

DALE HAWKINS

THE SAME OLD WAY (Tree, BMI) (2:20) – MONEY MONEY (Waldes, ASCAP) (2:24) – Dale Hawkins hands in a couple of two songs potent performances and either one could grab sales. Top side is a uneasy effort sung with the aid of a poppy and a pounding section is also featured. Flip is a wild roller and Hawkins gives all he's got.

TIL 781

The Velvets

TONIGHT (COULD BE THE NIGHT) (Combine, BMI) (2:04) – SPRING FEVER (Acauf-Bose, BMI) (2:37) – A wide production with a catchy and attractive performance on the title song. "Tonight" is a rhythm effort charged with sparkle, and the up-tempo flip is performed with rock and roll flavor.

Monument 44

Paul Revere

BROTHER-IN-LAW (Wonder, BMI) (2:10) – Here's another in the growing number of discs on the "in-law" kick. It's predecessor, "Mother-In-Law" and "Sonic-In-Law," are on the charts now and this banner side can make it, too. Flip is "Through the Teen-Age Years" (Lowery, BMI) (2:18).

Fairfield 701

The Madatour

THE MADATOUR (Lowery, BMI) (2:14) – Here's another in a series of novels featuring splashed-in ads of other discs. This time, it's an interview with Moscow over Soviet radio. It could grab lots of action. Flip is "Blackbird Off" (Arc, BMI) (2:15). – Chess 1789

The Mavericks

GOING TO THE RIVER (Commodore, BMI) (2:31) – Garry "(Alley Pox)" Paxon is the lead man here on a solid revival of the old Elvis Domino hit. Catchy backing by the group is featured and the flip is also featured. Watch this. Flip is "Just to Hear Ode Cotton Sing" (Mavericks-Austel, BMI) (1:48).

Oct 701

SATELLITES WITH THE SPACEMAN

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The Duals

STICK SHIFT (Hilde, BMI) (2:26) – Here's one keyed to the hot right now. However, starting after a side view. The guitar takes over for a fast-moving, exciting rock instrumental. This can stop ear. Watch it. Flip is "Rolling" (Hilde, BMI) (2:59). – Star Rev 3131

CUTTY WELLS

THERE MUST BE ANOTHER WAY TO LIVE (Cedarwood, BMI) (2:42) – HEARTBREAK, U.S.A. (Pamper, BMI) (2:35) – The great backup group again with two more compelling sides. First up is a wonderful weeper written by the group. The second side is a take of one of her current album, another song with a message of loneliness. Both can go.

Deca 3246

THE SPECIAL MERIT SPOTLIGHTS

The following records have been picked for outstanding merit in their various categories.

The Billboard Note Staff, they deserve exposure.

Juke Box Programming

TIL DIETERLE AND HER COMBO

THE BILBAO SONG (Harms, ASCAP) (2:15)

TRUDEL (United Artists, ASCAP) (2:14)

United Artists, 321

STRONG SALES POTENTIAL

The pick of the new releases

The Velvets

TONIGHT (COULD BE THE NIGHT) (Combine, BMI) (2:04) – SPRING FEVER (Acauf-Bose, BMI) (2:37) – A wide production with a catchy and attractive performance on the title song. "Tonight" is a rhythm effort charged with sparkle, and the up-tempo flip is performed with rock and roll flavor.

Monument 44

Paul Revere

BROTHER-IN-LAW (Wonder, BMI) (2:10) – Here's another in the growing number of discs on the "in-law" kick. It's predecessor, "Mother-In-Law" and "Sonic-In-Law," are on the charts now and this banner side can make it, too. Flip is "Through the Teen-Age Years" (Lowery, BMI) (2:18).

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TIL DIETERLE AND HER COMBO

THE BILBAO SONG (Harms, ASCAP) (2:15)

TRUDEL (United Artists, ASCAP) (2:14)

United Artists, 321
BRITAIN
Week ending May 5, 1961
(Courtesy New Musical Express, London)
This Last Week
1 3 BLUE MOON—Mercury
2 1 YOU'RE DRIVING ME CRAZY—Bill Haley & His Comets (Decca)
3 2 WOODY AT THE BEACH—Woody Stewart (Polydor)
4 4 THE LAST OF THE TEARDROPS—Lavender (Fontana)
5 4 LADY LUCK—Elvis Presley (RCA)
6 5 KID ON THE BLOCK—Billy Fury (Fontana)
7 3 THE HEDGEHOG—Doug Gray (Fontana)
8 6 DONT TREAT ME LIKE A LITTLE GIRL—Dorothy Jeffers (Capitol)
9 7 GEE WHIZ, IT'S YOU—Phil Silvers (Columbia)
10 8 EXODUS—Ferrante and Teicher (Fontana)
11 12 AFRICAN WALTZ—Randy Bachman (RCA)
12 13 ARE YOU SURE?—Alun Lewis (Fontana)
13 14 WARPINT—Brook Benton (Fontana)
14 11 LITTLE BOY BAD—Jimmie Davis (London)
15 10 MORE THAN I CAN SAY—Jubilee Bovell (Fontana)
16 16 WHERE THE BOYS ARE—Dusty Springfield (Fontana)
17 15 EASY GOING—Adam Faith (Fontana)
18 20 RUNAWAY—Del Shannon (Mercury)
19 19 PAPA'S ROLLIN'—Peter & Teddy Johnson (London)
20 18 SAMANTHA—Kenny Ball (Pye)

GERMANY
Week ending May 5, 1961
(Courtesy Courtesy Market-Markt)
This Last Week
AVE
1 3 LILI WAATCH—The Cousins (Polydor)
2 4 BLUE MOON—The Supremes (Motown)
3 5 EIN REGEN—Institut fuer Freunde Stroman (BASF)
4 4 KARA KAPPA—Kapital Konig (Polydor)
5 3 DANNESIS—Elvis Presley (RCA)
6 2 THE LAST DANCE FOR DOROTHY—The Dollars (Atlantic)
7 1 WHEELS—The Sixties (EMI)
8 5 GABRIEL—Gabi Barr (Electra; B Singapore)
9 7 AL'S ICH NOCH KLEINER—Maxi ( fonie)
10 6 BESS—Eli Frid (Polydor)

FRENCH (Wallon) Belgiun
Week ending May 5, 1961
(Courtesy Joke Bruce Magazine—Mechelen)
This Last Week
AVE
1 7 ICI LA VOIX—Joppe (Platin)
2 6 ME DEUX—The King's Singers (Capitol)
3 1 MAI MEUR—Vanessa (Fontana)
4 2 GATTORI—Gafi (EMI)
5 6 TRAVELLING—The Mamas (Fontana)
6 7 EVERYTHING'S GONNA BE ALL RIGHT—The Beatles (EMI)
7 8 THE INNOCENTS—Wilma (Capitol)
8 6 CLIFFORD—John William (Polydor)
9 10 BAGGERS—Johanna Hafala (Sony)
10 5 VOLI MECHE—Gabi Barr (Polydor)

ITALY
Week ending May 5, 1961
(Courtesy Musica e Effetti, Milan)
This Last Week
1 2 LEONARDO—Jorina (Polydor)
2 3 GELADA—Etta Jones (EMI)
3 4 PROFESSOR—Carole (RCA)
4 5 FANTAFACCI—Ferlini (EMI)
5 6 SABRE—Massimo Rodano (EMI)
6 5 DANNESIS—Elvis Presley (RCA)
7 4 THE SIRENS—The Singing Peppers (EMI)
8 3 VON DUKE—Eli Frid (Polydor)
9 2 FLAMENCO ROCK—The Sierras (EMI)
10 1 CACELLETA—Lauzanne (EMI)

SPAIN
Week ending May 5, 1961
(Courtesy Discograms, Barcelona)
This Last Week
1 2 NOIVA AMOR ROBLE—Jose Luis (Polydor)
2 3 CAIROS DEL AMOR—Carola (EMI)
3 4 CONFIDENCIA—Juan Valera (EMI)
4 4 EL CORTESAN—Jose Maria (EMI)
5 5 MADRID—Elvis Presley (RCA)
6 3 LA CASA DEL MAR—The Beatles (EMI)
7 1 LA DOBLA—The Beatles (EMI)
8 2 EL CORONADO—The Beatles (EMI)
9 1 SABRE—Eli Frid (Polydor)
10 3 EMBALLO—Jose Maria (EMI)

NEW ZEALAND
Week ending May 5, 1961
This Last Week
1 3 EMOTIONS—Bonda Lee
2 1 SABRE—Eli Frid (Polydor)
3 4 WILL YOU LOVE ME—Kate Ford (EMI)
4 3 THE COWBOY—Tony (EMI)
5 2 CALLED—George Gaydon (EMI)
6 4 SABRE—Eli Frid (Polydor)
7 2 ANYTHING—Dona Marie (EMI)
8 2 WILL YOU LOVE ME—Kate Ford (EMI)
9 4 THE COWBOY—Tony (EMI)
10 2 CALLED—George Gaydon (EMI)

SPANISH NEWSNOTES
Doeejays Ball at Andersen Disk; Claim It's Done With Poor Taste
By BRIGITTE KEEB
Music Editor, Automaten-Markt

Connected with the current German trend to pop versions of old classic themes both instrumental and vocal, there have been major press attacks on the new late Andersen Polydor recording, "Leis Erklingt Im Park Die Kleine Nachtumusik," based on the motif classic, "Die Kleine Nachtumusik," recorded in 1953 by Emil Gilels for Deutsche Grammophon, and issued for the second time on a Polydor label. With the advent of the Polydor recording this old version has been released and it is the German market, December 20, 1961, has been adopted by the Polydor recording as the best product and is the best played on the juke boxes.

TRAVELERS
Hans Hotter has been invited for a three week season at the London Academy in June and July.
In London, the British jazz bands will star in Hamburg. Monty Sunshine, who left the group last year, has been joined by Max, (15.4.1961 in Germany), and Chris Barber (May 27, 1961 in Herford). 

AWARD
Freddie Fordy, Germany's most popular recording artist and owner of the popular band "The Silver Trim," who have been receiving radio recordings, "Wena Die Schmutzige Nacht War" and "Soviet Traume," are up again for the "Molto Musik" award. His selection has been given the "Bamby" by the German "Peter. K. Maurice, for his picture "Freddy" under Diorismen in the great musician's money among all the4 . The year, last year, in Germany, was Freddy won this award. (Continued on page 175)

SPANISH NEWSNOTES
Sports Palace
Sports Clayton
By RAUL MATAS
Editor, Discomania
32 Ave Jose Antonio 32, Madrid
A huge crowd filled the Sports Palace in Madrid. They were touched by Buckley Clayton and his All American Orchestra and Cop Byas. The Americanjames did a great show in good numbers and Cop Byas and Royal were notable blind pianist, and his groups.

Song Festival Line up
Close to $2,000 is the big prize for the author of the best Spanish songs. The song contest to the Benidorm Festival next July. Last year the winner was "Comunicado," written by Soh de las Ferras, and "Tango," written by Caixa Catalana star, Arturo Milian. In an international competition with "Te Telegrapa" written by the Garcia Segura Brothers and launched all over Latin-America by Hapsow and Gamma... All-Spain winners will come the "Mediterranean Festival" (Continued on page 173)
WHERE THE BUYS ARE!!!!
MORE GREATEST HITS/CONNIE FRANCIS. CONNIE'S BRAND-NEW COLLECTION OF HER CLASSICS LOOKS BIGGER THAN CONNIE'S GREATEST HITS E3793 (42 WEEKS ON THE CHARTS AND STILL GOING STRONG). INCLUDES SUCH BLOCKBUSTERS AS MAMA, WHERE THE BOYS ARE, JEALOUS OF YOU, MALAGUEÑA, AMONG MY SOUVENIRS, AND SEVEN MORE! MORE GREATEST HITS IN REGULAR HIFI OR SUPER STEREO E/SE3942

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SUITE M 589-91
Sharon Park Hotel

We'd like you to meet our associates at the Billboard Music Week and learn how, together, we're helping hundreds of broadcasters get the best of all the new releases—albums as well as singles—and more economically.

NJSUUS NEWSNOTES

Col Joye to Visit New Guinea, Slated Stops at Desert Towns

By GREGORY HESS

Col Jowy's linen suit brought him a successful tour on the American radio circuit. His performances were so popular that he was invited to visit New Guinea, where he plans to perform at several locations.

NEWPORT SIGNS 25 TOP NAMES FOR JAZZ FEST

NEWPORT, R. I., — Backing up their statement that the Newport Jazz Festival will "rise like a phoenix", two top names in Jazz Music at Newport have signed 25 of the top names in jazz for the Festival. These include:... (Continued on page 175)

NEW ZEALAND NEWSNOTES

Top Rank's Philip Warren to Exit

BY FREDERICK GEBBIE

P. O. Box 2443, Auckland

Biggest news in the Record Industry in New Zealand last week was the decision of Top Rank, the Wellington-based record company, to suspend its operations. The move was made in an effort to save the company from bankruptcy, and it is hoped that new management will be able to turn the company around.

FRENCH NEWSNOTES

Barclay Promo Set on Pic Tune

By EDDIE ADAMS

92 Quai du Maréchal Joffre
Courbevoie (Seine)

To celebrate the issuing of their first LP, the French record company Barclay, has launched a promotional campaign on the pic tune label "La Terre" which has heavy EMI promotion with seven recorded versions.

Visitors Here

Capital Records' Marketing Vice-President, Lloyd Dunn, the London representative of the company, arrived last week to launch the new release, "Hallelujah I Love Her So" on Atlantic, the new EMI label.

MUSIC SALOS

Publishing rights to "Nous Les Amoureux" from the French Grand Prix Eurovision 1961 has been sold to nine companies.

Label Changes

Singer Robert Ribeiro, formerly on Vee Jay, has moved to Vanguard.

New Releases

The weekend's releases include Max Harris' "Giraffe Slide" on Vee Jay, and "Bunny's Got a Gotta Right to Swing" on Brunswick. J. P. Vignone's "Beat Nick" is on Liberty, "The Count Swings Out" on Coral, and "Mack the Knife" on Barclay (from Prestige Master). Brubeck and Reddix's "Jazz" is on Fontana.

NORSE NEWSNOTES

Brit. Eurovision Entry Rocketing

By ESBER ERIKSEN

Editor, Verdens Gang, Oslo

The British entry to the Eurovision Melodie Grand Prix competition for 1961, "You Are Sure" by the Billy Ward and the Dominoes group, has received mixed reviews. The song was written by producer Phil Spector and features a piano accompaniment with strings and aorque.

RAC RECORD SOURCE, INC.
333 East 46th Street • New York 17, New York

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We'd like you to meet our associates at the Billboard Music Week and learn how, together, we're helping hundreds of broadcasters get the best of all the new releases—albums as well as singles—and more economically.
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MAY 15

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more than 50,000 juke boxes that...
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DAVID JENKINS

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INDIAN GIVER

BY-375 ANNETTE

Say You Saw It In Billboard Music Week
HERE COMES HUCKLEBERRY HOUND

Original TV Sound Tracks, Colpix CP 207.—The little TV cartoon series, "Huckleberry Hound," is top-rated, which makes this package a sock item for the long-gritted market. The sound track LP features all the series' popular characters—Yogi Bear, Jinks, Pixie and Dixie, and, of course, the Hound himself. Colorful cover gives LP solid display values.

MR. JINKS, PIXIE & DIXIE

Original TV Sound Tracks, Colpix CP 208.—The super-hit cat, Mr. Jinks of the TV cartoon series created by William Hanna and Joseph Barbera, is joined as usual by his two mules buddies Pixie and Dixie, on this fine and funny children's set. The sound track voices of Daws Butler and Don Messick adapt four stories in their own inimitable style. This low-price LP should move at its $1.98 price considering the amount of TV exposure the cartoon characters have enjoyed.

SPECIAL MERIT SPOTLIGHTS

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

Classical

***** POULENG: GLORIA IN G MAJOR FOR SOPRANO, CHORUS AND ORK (Rosanna Carretti; CONCERTO IN G MINOR FOR ORGAN, STRINGS AND TIMPANI (Maurice Durufle) French National Radio- TV ORK (Prestre) Angel B 34953

International

***** BALLADS OF THE COSACK
The Romannoff Singers. Columbia CS 8408

POP LP'S

★★★★ STRONG SALES POTENTIAL

* Continued from page 28

voices lead the way in this sparkling new series of productions of the beloved opera based on the life and works of Edvard Grieg. Tenor Thomas Moulton, as the Norwegian poet, is the leader in the cast. Carole Lawrence is in the title role and Melba Montgomery is the vixen. 

BARGAIN: BARGAIN: BARGAIN

A FOUR PREPS ON CAMPAUS
Capitol ST 1866. Stereo & Monaural—The group is organist and then returning to the stage in Southern California. There's a lot

If you want records authentically recorded in Hawaii, be sure to order WAIKIKI RECORDS locally.

Getting Better

ADDIO MARIA
THE ROMANERS
PZ 5075
Billboard Spotlight
STRING SALES POTENTIAL
A COTTAGE IN THE COUNTRY
THE BLUE ANGELS
PZ 507

GALLOWAY CATALOGUE
529 Kamokue
Hauula, Hawaii

The group is organist and then returning to the stage in Southern California. There's a lot*

THE DESERT BONE

SOUTHERN WINDS, Angel B 34795 (Stereo & Monaural)—The opera gets a top-notch, none too bad. The voices are exceptionally fine, and this fact, plus the good orchestration, makes the disc far beyond an average opera recording. Cover is in the original album jacket.

★★★★★ THE FOUR PREPS ON CAMPUS
Capitol ST 1866. Stereo & Monaural—The group is organist and then returning to the stage in Southern California. There's a lot

PARTY DANCING MADE EASY

Dance LP 397—This LP registers a bit of music in the newly evolved program for dancing—two different tempos. With the cars, which are not enough to follow, there are also understandable instructions for each dance, plus the dance lines, along with a picture of square dance terms. There is a dance in all. One can enjoy just as much, with less effort, and have a good time. Very well done. Great disc for a party with a difference.

MODERATE SALES POTENTIAL

★★★★ THE SENSUOUS MINDS OF MARVIN GAYE
Soulful, Lizette (505)—The popular band, the Sensuouse, is back with its usual rhythm and blues, accompanied by the rhythm and blues of the popular band, "The Sensuouse." This is the first and only LP of the Sensuouse. This LP of "The Sensuouse" is one of the better long-playing records. It is accompanied by a sheet music for use with vocal arrangements. The music is arranged by the band, "The Sensuouse." This is the first and only LP of the Sensuouse. This LP of "The Sensuouse" is one of the better long-playing records. It is accompanied by a sheet music for use with vocal arrangements. The music is arranged by the band, "The Sensuouse." This is the first and only LP of the Sensuouse. This LP of "The Sensuouse" is one of the better long-playing records. It is accompanied by a sheet music for use with vocal arrangements. The music is arranged by the band, "The Sensuouse." This is the first and only LP of the Sensuouse. This LP of "The Sensuouse" is one of the better long-playing records. It is accompanied by a sheet music for use with vocal arrangements. The music is arranged by the band, "The Sensuouse." This is the first and only LP of the Sensuouse. This LP of "The Sensuouse" is one of the better long-playing records. It is accompanied by a sheet music for use with vocal arrangements. The music is arranged by the band, "The Sensuouse." This is the first and only LP of the Sensuouse. This LP of "The Sensuouse" is one of the better long-playing records. It is accompanied by a sheet music for use with vocal arrangements. The music is arranged by the band, "The Sensuouse." This is the first and only LP of the Sensuouse. This LP of "The Sensuouse" is one of the better long-playing records. It is accompanied by a sheet music for use with vocal arrangements. The music is arranged by the band, "The Sensuouse." This is the first and only LP of the Sensuouse. This LP of "The Sensuouse" is one of the better long-playing records. It is accompanied by a sheet music for use with vocal arrangements. The music is arranged by the band, "The Sensuouse.

THE BEST SELLING ALBUMS THAT WILL ALWAYS BE THE BEST SELLERS!!!

THIS IS FOXX
Redd Foxx 809

BELOW THE BELT
Rudy Moore 808

FOR A PIECE
Roscoe Holland 812

WILD PARTY
Redd Foxx 804

LAFFARAMA
Redd Foxx 801

LAFF OF THE PARTY, VOL. 1
Redd Foxx 214

LAFF OF THE PARTY, VOL. 2
Redd Foxx 219

LAFF OF THE PARTY, VOL. 3
Redd Foxx 220

LAFF OF THE PARTY, VOL. 4
Redd Foxx 227

SLOPPY'S HOUSE PARTY
Sloppy Daniels 232

BEST OF FOXX
Redd Foxx 233

BEXLEY 47 SLAM
Bexley & Turner 238

BURLESQUE HUMOR
Redd Foxx 249

NIGHT IN HOLLYWOOD
George Kirby 250

THE SIDESPLITTER
Redd Foxx 253

LAFF OF THE PARTY, VOL. 7
Redd Foxx 236

ALLEN DREW'S STAG PARTY
Allen Drew 259

LAFF OF THE PARTY, VOL. 8
Redd Foxx 265

SLOPPY'S HOUSE PARTY
Sloppy Daniels 266

BEST OF PARTY FUN
Foxx & Others 274

RACY TALES
Redd Foxx 275

PARTY RECORD PARTY
Redd Foxx 279

THE BEST LAFF
Joel Cowan 285

SONGS HEARD THRU A KEYHOLE
Redd Foxx 290

PILLOW PARTY FUN
Baron Harris 294

SLY SEX
Redd Foxx 293

HAVE ONE ON ME
Redd Foxx 298

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"THE BALLAD OF WIDDER JONES" 7881
**REVIEWS AND RATINGS OF NEW ALBUMS**

**REVIEWS OF THE WEEK**

1. **RUNAWAY**
   - **Artist:** Max Crook-C. Warren
   - **Publisher:** Victor (VEV)

2. **MOTHER-IN-LAW**
   - **Artist:** Rodgers-Hunt
   - **Publisher:** British (EMI)

3. **BLUE MOON**
   - **Artist:** Rodgers-Hunt
   - **Publisher:** British (EMI)

4. **ONE HUNDRED BUNCHES OF LOCALS**
   - **Artist:** Elgin-Dawson
   - **Publisher:** Columbia (CIL)

5. **RECORD ON THE BAND**
   - **Artist:** Floyd Cramer
   - **Publisher:** Columbia (CIL)

6. **I'VE TOLD EVERY LITTLE STAR**
   - **Artist:** James Nash-Damour
   - **Publisher:** Vocalion (HAX)

7. **YOU CAN DEPEND ON ME**
   - **Artist:** Charles Coates-Crescent-Dawson-Relf-Hipps
   - **Publisher:** Peer International (PI)

8. **TAKE GOOD CARE OF HER**
   - **Artist:** Ken Warnes
   - **Publisher:** Recordex-Panama

9. **I DO**
   - **Artist:** Robert Guelroy-Paul Garrett
   - **Publisher:** Arista (A)

10. **PORT OF MY LOVE**
    - **Artist:** Cyril Smaldon
    - **Publisher:** Pegasus-Ampex (R)

11. **MINE JULIE**
    - **Artist:** Rudolph Toussaint
    - **Publisher:** Promenade-Regal (R)

12. **MADINA**
    - **Artist:** E. Winter
    - **Publisher:** Buran (ACAP)

13. **JUST OLD FOR TIME'S SAKE**
    - **Artist:** Bern Strock
    - **Publisher:** Adlib (ACAP)

14. **FLAMING STAR**
    - **Artist:** Wayne-Edwards
    - **Publisher:** Glades (ACAP)

15. **BUMBLE BOOGE**
    - **Artist:** Fino
    - **Publisher:** Martin (ACAP)

16. **DADDY'S HOME**
    - **Artist:** James Stepper-Cherwitz-Stanley-Barker
    - **Publisher:** Kent (ACAP)

17. **TODAY I FELL IN LOVE**
    - **Artist:** Moderna-Medina
    - **Publisher:** Belter (ACAP)

18. **RUNNING SCARED**

19. **BREAK IN A BRAND NEW BROKEN HEART**
    - **Artist:** Geraldine-Keller
    - **Publisher:** ACAP

20. **APACHE**
    - **Artist:** Lorn
    - **Publisher:** Regent (ACAP)

21. **MAMA SAID**
    - **Artist:** Diane-Daigle
    - **Publisher:** Ludlow (ACAP)

22. **CALCUTTA**
    - **Artist:** Gatsby-Brooks
    - **Publisher:** Fcope-Southworth (ACAP)

23. **TONIGHT MY LOVE**
    - **Artist:** Paul Annis
    - **Publisher:** Atlantic (ACAP)

24. **EXODUS**
    - **Artist:** Gold
    - **Publisher:** Chappell (ACAP)

25. **TRAVELIN' MAN**
    - **Artist:** Jerry Fuller
    - **Publisher:** First Time Sales (ACAP)

26. **BABY BLUE**
    - **Artist:** Gallo-Engels
    - **Publisher:** George (ACAP)

27. **HELLO WALLS**
    - **Artist:** William Grant
    - **Publisher:** George (ACAP)

28. **WHAT I'M SAYIN'**
    - **Artist:** Charly
    - **Publisher:** George (ACAP)

29. **BONANZA**
    - **Artist:** Livingstone Evans
    - **Publisher:** Livingstone Evans (ACAP)

30. **DANCE THE MESS AROUND**
    - **Artist:** Max Ayers
    - **Publisher:** Kalaimah (ACAP)

**RECORDS ON SALE**

- B.B. King
- Big Joe Williams
- Lightnin' Hopkins
- Mississippi John Hurt
- Sleepy John Estes
- Sonny Terry
- Brownie McGhee
- Lead Belly
- Skip James
- Sonny Boy Williamson
- Muddy Waters
- Howlin' Wolf
- Junior Parker

**JAZZ JIVE**

- **STRONG SALES POTENTIAL**

- **RECORDS OF THE WEEK**

1. **RUNAWAY**
   - **Artist:** Max Crook-C. Warren
   - **Publisher:** Victor (VEV)

2. **MOTHER-IN-LAW**
   - **Artist:** Rodgers-Hunt
   - **Publisher:** British (EMI)

3. **BLUE MOON**
   - **Artist:** Rodgers-Hunt
   - **Publisher:** British (EMI)

4. **ONE HUNDRED BUNCHES OF LOCALS**
   - **Artist:** Elgin-Dawson
   - **Publisher:** Columbia (CIL)

5. **RECORD ON THE BAND**
   - **Artist:** Floyd Cramer
   - **Publisher:** Columbia (CIL)

6. **I'VE TOLD EVERY LITTLE STAR**
   - **Artist:** James Nash-Damour
   - **Publisher:** Vocalion (HAX)

7. **YOU CAN DEPEND ON ME**
   - **Artist:** Charles Coates-Crescent-Dawson-Relf-Hipps
   - **Publisher:** Peer International (PI)

8. **TAKE GOOD CARE OF HER**
   - **Artist:** Ken Warnes
   - **Publisher:** Recordex-Panama

9. **I DO**
   - **Artist:** Robert Guelroy-Paul Garrett
   - **Publisher:** Arista (A)

10. **PORT OF MY LOVE**
    - **Artist:** Cyril Smaldon
    - **Publisher:** Pegasus-Ampex (R)

11. **MINE JULIE**
    - **Artist:** Rudolph Toussaint
    - **Publisher:** Promenade-Regal (R)

12. **MADINA**
    - **Artist:** E. Winter
    - **Publisher:** Buran (ACAP)

13. **JUST OLD FOR TIME'S SAKE**
    - **Artist:** Bern Strock
    - **Publisher:** Adlib (ACAP)

14. **FLAMING STAR**
    - **Artist:** Wayne-Edwards
    - **Publisher:** Glades (ACAP)

15. **BUMBLE BOOGE**
    - **Artist:** Fino
    - **Publisher:** Martin (ACAP)

16. **DADDY'S HOME**
    - **Artist:** James Stepper-Cherwitz-Stanley-Barker
    - **Publisher:** Kent (ACAP)

17. **TODAY I FELL IN LOVE**
    - **Artist:** Moderna-Medina
    - **Publisher:** Belter (ACAP)

18. **RUNNING SCARED**

19. **BREAK IN A BRAND NEW BROKEN HEART**
    - **Artist:** Geraldine-Keller
    - **Publisher:** ACAP

20. **APACHE**
    - **Artist:** Lorn
    - **Publisher:** Regent (ACAP)

21. **MAMA SAID**
    - **Artist:** Diane-Daigle
    - **Publisher:** Ludlow (ACAP)

22. **CALCUTTA**
    - **Artist:** Gatsby-Brooks
    - **Publisher:** Fcope-Southworth (ACAP)

23. **TONIGHT MY LOVE**
    - **Artist:** Paul Annis
    - **Publisher:** Atlantic (ACAP)

24. **EXODUS**
    - **Artist:** Gold
    - **Publisher:** Chappell (ACAP)

25. **TRAVELIN' MAN**
    - **Artist:** Jerry Fuller
    - **Publisher:** First Time Sales (ACAP)

26. **BABY BLUE**
    - **Artist:** Gallo-Engels
    - **Publisher:** George (ACAP)

27. **HELLO WALLS**
    - **Artist:** William Grant
    - **Publisher:** George (ACAP)

28. **WHAT I'M SAYIN'**
    - **Artist:** Charly
    - **Publisher:** George (ACAP)

29. **BONANZA**
    - **Artist:** Livingstone Evans
    - **Publisher:** Livingstone Evans (ACAP)

30. **DANCE THE MESS AROUND**
    - **Artist:** Max Ayers
    - **Publisher:** Kalaimah (ACAP)
IF YOUR COMPANY IS NOT LISTED...

... in any of the directories in this 1961 Billboard Music Week Source Book, please accept our apologies. The lists were compiled from Billboard Music Week's own detailed records, supplemented by names provided by leading industry sources, and further supplemented by industry-wide mailings. Every company secured thru any of these broad efforts has been included. If your company is not listed—or if the listing is incorrect or incomplete—please send us the information promptly. In this way, you can be sure that Billboard Music Week will include your company's services in answering the many thousands of inquiries that come in during the year. It will also insure a directory listing for your company in next year's edition of Billboard Music Week's Source Book. The coupon is here for your convenience.

Note to Record and Coin Machine Distributors: In addition to the information called for in the coupon, please be sure to furnish a full list of the labels or lines you handle.

Editor, 1961 Billboard Music Week Source Book • 1564 Broadway, New York 36, N.Y.

I wish to provide the following information about my company so that you may use it in answering inquiries and as a basis for inclusion in next year's Billboard Music Week Source Book.

COMPANY NAME

TYPE OF BUSINESS OR RECORD SERVICES OFFERED

ADDRESS

CITY ZONE STATE

MY NAME & TITLE

□ My company was omitted from your 1961 Source Book.

□ My company's listing was incomplete.

□ My company's listing was incorrect.

SPECIAL NOTE: Please advise us of the specific directory, or directories, in which you feel your company should be listed—and check such directories in this edition to be sure you are furnishing complete information. If there is not enough room on the coupon for all of the information, kindly list such data on a separate sheet and return it together with the completed coupon. Thank you.
**THE BILBAO SONG**

**CLIMBING IN THIS WEEK'S BILLBOARD HOT 100**

**BY ANDY WILLIAMS**

**Cadence 1368**

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**REVIEWS**

- **TERRY TRAYNOR**
  - **CARLTON**
  - **RCA**
  - **PHILADELPHIA**

- **YOU WILL NEVER WALK ALONE**
  - **A PIBB**

- **REVIEW**
  - **COMMUNICATIONS IMPACT**
  - **The featured**

- **THE BUTANES**
  - **Don't Ever Forget (You - Enriquita)**

- **EDO DOMINGO**
  - **DOT**
  - **WABC**

- **ADORNS**
  - **A Tower of Gold - Romantic Latin**

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**MODERATE SALES POTENTIAL**

- **REVIEWS**
  - **COMMENTS**
  - **The featured**

- **THE QUIET MAN**
  - **Don't Ever Forget (You - Enriquita)**

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**POPPERS**

- **FOR THE WEEK ENDING MAY 14**

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**CHIP TAYLOR**

- **FOOLIN' AROUND**
  - **MGM**

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**LOU WATKINS**

- **SHADOWS**
  - **Eddy's**

---

**BOBBY MARCHAN**

- **YOU DON'T KNOW WHAT YOU DON'T KNOW**

---

**BUSTER BROWN**

- **'BLUES WHEN IT RAINS'**

---

**FIRE RECORDS**

- **214 W. 1336th St., New York, N. Y.**

---

**LOU WATKINS**

- **BEHIND THE BINDERS WORK**

---

**RALPH MARMER**

- **EASTERN**

---

**THE SHACK**

- **NEPTUNE**

---

**BABY WASHINGTON**

- **NEW POP & R & B!!**

---

**BREAKING OUT IN ALL MARKETS... BOTH POP & R & B!!**

---

**THE REVOLUTION**

- **NEPTUNE RECORDS**

---

**NOW AT 1650 BROADWAY NEW PHONE:**

- **NEW YORK, N. Y.**

---

**BOYD RECORDS**

- **BOYD 3297**

---

**SONNY MILLER**

- **"THROUGH THAT DOOR"**

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**Reviews and Ratings of New Records**

**Continued from page 151**

**JUNIOR GARNER**

**If You Want It (My Way)** — Dixie: The title tune needs a better treatment. Junior needs to hit the right chord in his performance, use his mind of the moment and play with grace and mystery. (Columbia, BMG) (2:20)

**VACCINES**

**Laura** — A top-notch treatment of Laura. The song is about love, but it's also about the love that's been lost. Laura's love is a lost love. (United Artists, ASCAP) (1:50)

**FRANKIE CALIEN**

**Jazz** — Sal, 802 — A re-make, with a new feel. The song is a modern take on the classic. Frankie is in full swing, with a great vocal and a fantastic arrangement. (Carnival, BMG) (2:20)

**CLUTCH**

**For God's Sake** — A new and exciting album. The band's sound is more mature and intriguing. The songs are well written and well performed. (WCMG, ASCAP) (2:20)

**EASTON OX**

**Don't Stop Playing** — A great song with a great message. The band's sound is more mature and intriguing. The songs are well written and well performed. (WCMG, ASCAP) (2:20)

**FRANKIE PHEONIX**

**You Can't Stop Me Now** — A great song with a great message. The band's sound is more mature and intriguing. The songs are well written and well performed. (WCMG, ASCAP) (2:20)

**BILLY MAIDEN**

**Twenty-One Days** — A great song with a great message. The band's sound is more mature and intriguing. The songs are well written and well performed. (WCMG, ASCAP) (2:20)

**JOE MELNIK**

**The Last Time I Saw Paradise** — A great song with a great message. The band's sound is more mature and intriguing. The songs are well written and well performed. (WCMG, ASCAP) (2:20)

**ROSEMARY CLOONEY**

**This Land Is Your Land** — A great song with a great message. The band's sound is more mature and intriguing. The songs are well written and well performed. (WCMG, ASCAP) (2:20)

**THE PUBLIX FOUR**

**It's Only Love** — A great song with a great message. The band's sound is more mature and intriguing. The songs are well written and well performed. (WCMG, ASCAP) (2:20)

**ART**

**Fall In Love With Me** — A great song with a great message. The band's sound is more mature and intriguing. The songs are well written and well performed. (WCMG, ASCAP) (2:20)

**YANNICK NOUELLE**

**The Way You Look Tonight** — A great song with a great message. The band's sound is more mature and intriguing. The songs are well written and well performed. (WCMG, ASCAP) (2:20)

**Headline for #1**

**All Over Again**

**GOGI GRANT'S**

**The Wayward Wind**

**ASK FOR HER EXCITING ALBUM!**

**THE WAYWARD WIND**

**EL-106**

**Just Released**

**ERA RECORDS**

**4615 Sunset Blvd, Hollywood, Calif.**

**RECORD PROCESSING AND PRESSING**

**In **

** קרלتصميم פונק**

**SONYCRAFT**

**THE HIT VERSION**

**THE BIG VERSION**

**THE SELLING VERSION**

**"EVERY BEAT OF MY HEART" is by GLADYS KNIGHT on FURY RECORDS 271 West 125th St. New York, N. Y. MO 6-9220 For Personal Appearances by Gladys Knight and The Pips, contact Fury Records.**

**THE STROLLERS**

**"THERE'S NO ONE BUT YOU**

**FREDIE HOUSTON**

**ONLY ME**

**CARTLON 546**

**CARTLON 550**

**A Great Revival of a Great Hit!**

**DIM, DIM THE LIGHTS**

**JERRY NORELL**

**AMY 2923**

**AMY RECORDS, 1560 Broadway, New York, N. Y.**

(Continued on page 153)
GRACE ELLIS

MAY 8, 1961

BILLBOARD MUSIC WEEK

163

NOW AVAILABLE ON ARGO

"DEANUT BUTTER"

by the original group

The Vibrations

formerly known as

The MARATHONS

停工

WANT TO KNOW WHAT HAPPENS IN NEW ORLEANS ON A SATURDAY NIGHT? TAKE THE FREEWAY, TURN RIGHT AT THE MARRIOTT, AND YOU'LL BE ON YOUR WAY. IN THE MEAN TIME, TAKE A LOOK AT WHAT'S HAPPENING IN NEW ORLEANS ON A SATURDAY NIGHT.

COUNTRY & WESTERN

JOHNNY AND JACK

"I'm Always by Myself When I'm Alone"

NEW RECORDS

BY RICK WILLIAMS

"Big Legend Woman"

"The Next" CLARENCE HENRY

SMASH!

"YOU ALWAYS HURT THE ONE YOU LOVE"

Argo #5388

CHESS PROD. CORP.

2120 S. Michigan Ave., Chicago 16, Ill.

"CADDY DADDY"

by

Dorinda Duncan

Glendale Record #1011

D.J.'s: Write

GLENDALE RECORDS for samples

P. O. Box 5072, Orlando, Fla.

WANTED DISTRIBUTORS

CUCA

SARA

OUTSTANDING MIDWEST TALENT

R&R-R&B-C&W-POLKAS

Write for Details

123 WATER ST., SAUK CITY, WIS.

JIM KIRCHSTEIN, PRES.

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123 WATER ST., SAUK CITY, WIS.

JIM KIRCHSTEIN, PRES.
NAB Convention Spotlights Stereo FM, FCC Role in Radio-TV Programming

*Continued from page 1*

...mar Cinderella of broadcasting. Technical and program problems in FM will get more attention than ever during the special engineering conference, which also begins Wednesday. This is the mainShorenstein Ballroomfor its elaborate display.

Nine show sponsors, syndicators of recorded program and TV film, talent and program rights, and radio and television services and trade publications were invited to name a few, have taken hospitality suites at one of the two convention hotels. Billboard Music Week exhibits to its Suites to 589-91 in the Sheraton-Park Hotel, where it is co-host with Record Suppliers, Inc.

JFK Makes Appearance

The big story on how far the Commission will go in its program to phase out black and white telecasting will undoubtedly get under way from the moment after President Kennedy is formally presented at the opening assembly Monday morning. Until the grand capacity of 8,000 FM Wednesday evening, FCC Chairman and commissioners are scheduled to take questions from the floor for an hour at a special event to be held by Chairman John F. McCollough, of Lancaster, Pa., board chairman of the NAB, who presides.

Radio broadcasters with special music programming or for creating untouched by little news and local coverage, or for "Top 40" and "Old Gold" will have questions on the requirements in the FCC's proposed new and detailed program, plus others on listeners' annual reports.

The new program requirement would require stations to make estimates of community needs and tastes, and to explain with the promises when reprogramming FM. Broadcasters are even more concerned, since that medium has been under attack recently for over-commercializing, and generally "mediocre" programming from all sides.

Briefly, the main convention events, and those which will draw the most attention to the music and radio broadcast interests, follow this schedule and Day FM presentations are:

Monday morning, general assembly at the Sheraton-Park Hotel, to hear President Kennedy; luncheon hosted by NAB President Lorette Collins. Monday afternoon, joint radio-television assembly, themed "The Community."

Donald H. McLaughlin, president of National Broadcasting Company, will talk on "The Responsibility of Change." Also on Monday, a special panel on FM will summarize the case for a complete step-up of the West Coast FM stations. FM radio is the only system to grow in the last years, most recently in Pittsburgh. The clinic conducted and searching and testing signals, in some instances, for local radio-TV broadcasters

Wednesday April 17, NAB will feature the topic "From Our Town to Metropoli," from the use of the new FM stations to take place in the Sheraton-Park.

Exhibits are on view continuously at the Sheraton-Hotel, with an additional continuous of show about the present plan for television by the Executive Council. Assembly Wednesday noon there are no events scheduled, to give all hands a chance to browse through the new wonders in sound and sight presented by equipment manufacturers.

Tuesday morning, (9), the radio assembly will be held at the Sheraton-Park, president over John F. Menghers, NAB vice-president for radio, President of Good Honor, Inc., David J. Mahoney, will talk on "Is There Too Much Good Music?"

A discussion of music on TV will be given by Hamilton Avery, WSVA-TV, Greensburg, Va., chairman of the All-Industry Television Station Music Licensing Committee, during the television conference. The meeting will be held at the Sheraton-Park Hotel Tuesday morning, paralleling the radio assembly. The NAB has asked the ASCAP to submit a special meeting of the licensing committee at the close of the convention, to pick a six-man group to negotiate with the American Society of Composers, Authors and Publishers. Present ASCAP contracts with individual TV stations at the end of this year.

(During TV Licensing negotiations, NAB broadcasters will be reading in. In line with this, NWRK's new spring series of station identification jingles features 15 different personality persification versions of its them song.

Multiplex FM Stirs Stations Disk Firms

West Coast Trade N. Y. Broadcasters Won't Rush in, But Will Make Entries

By LEE ZITRO

HOLLYWOOD — Multiplex broadcasting will be a shot in the arm to stereo records and FM in general. Broadcasters, who have been somewhat skeptical here in the disk and broadcast in-dustries about the multiplex concept, have been inspired by the Federal Communications Commission’s long-awaited general authorization of the idea. This authorization has opened the floodgates.

A check of FM broadcasters here, at least one station, Stepy Stein’s KNBG, is determined to go ahead with multiplex stereos on June 1, FCC’s kick-off date for multiple-channel FM broadcasting. Most of the others expect to follow sooner thereafter, with others of course, to be con-

Chief stumbling block for those broadcasters anxious to be among the multiplex pioneers appears to be the lack of transmission equipment capable of receiving multiple stereos may be on the way. The industry is waiting for the right equipment to go on sale, free separation of stereo information from monaural. A starting date is less than two months away, too short a period to allow much in the way of design, planning and the design the proper multiple sending and receiving equipment (multichannel, stereo), have those designs approved by FCC, have the equipment built in time. Here in New York, Saul, who designs the stations demanding it, has been working on WNEW that neither Zenith nor General Electric (the two manufacturers who control the nation’s FM market), by that Commission’s blessing, have been able to get the necessary authorization to go ahead with their transmission equipment by June. Stein said he’s unable to buy the necessary equipment.

DEBUT DISKS

These disks, which entered the Hot 100 for the first time this week, are making their first national bid for short hours.

PICK HITS

From all the releases of the week, these are the selections of Billboard Music Week’s review panel on the records, with the best chance of making it to the top 40 as of each of those Starlight watchers, see the singles reviews in this issue.

POP

ELVIS PRESLEY: I Feel Like Being a Farmer, BMI (1:55) —Wild in the Country (United Artists).


MARVIN GAYE: Penny arcade (Motown, BMI (2:50) Tamla-Motown.

George MARRION: Children Of The Dark (Vanguard, BMI (3:35) Vanguard.

The MARCHERS: Summer And Sunshine, ASCAP (3:35) —Riddle Llevon Love (Novo, BMI (1:58) Colpix.

WILLIE NELSON: Keep It To Yourself (Tamla, BMI (2:45) —I Got You (Brunswick), BMI (2:40) Imperial.

SUN: Ring of Fire (Chess, BMI (2:20) —Justice.

ELVIS PRESLEY: It’s Now Or Never (RCA, BMI (2:22) —Hound Dog, BMI (2:57) RCA.

ADAM WAYDEE: Weepin’ At The Wall (Flamingo-Groove, BMI (2:17) —Cow Country.


THE ROLLING STONES: Come On Home (Decca, BMI (2:56) —Hand Made.

DEBBIE ROBILLARD: Lyndell On Your Lips (Massey, BMI (2:40) —Coral.

DOUG CROCKETT: I’d Cover The Whole World (Capitol, BMI (2:34) —My Town.

THE VELVETS: Tonight You Could Be The Right One (Coral, BMI (2:49) —Snow Toy.

PATTY BOB: Better In Another Life (Brunswick, BMI (2:10) —Flyin’ Carpet.

GEORGE SEGAL: The Most Colorful Day (Coral, BMI (2:30) —Flyin’ Carpet.

THE MARCHING ISSUES: Going To the River (Grand, BMI (2:35) —Grand.

JULIE TAYLOR: Goodbye Old World (Vanguard, BMI (2:35) —Vanguard.

COUNTRY AND WESTERN

RHYTHM AND BLUES

No selections this week.

DISK JOCKEY PROGRAMMING

TALK TERETIUS AND HER COMBO: The Billios Sings All Time Favourites, ASCAP (2:35) United Artists.
PROGRAMMING PANEL

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

The QUESTION

What personality qualities are particularly essential to New York radio listeners, and how do you appeal to same on your show?

The ANSWERS

HERB (OSCAR) ANDERSON WABC, New York

They are the greatest audience in the world, demanding a true appeal. They are, indeed, the greatest comedians, as their tastes in music and entertainment are very broad. Many have one of these specialists in their neighbor. They represent themselves as individuals and they will respond as individuals.

JACK STERLING WCBS, New York

When I came here in 1948 I had the most sophisticated taste and I was sophisticated and blase. From that point I found different stuff. I replaced a real tough, heavy bass, and this was a mighty tough one. People wouldn't quit. It wasn't quite as nervy as I went yesterday. But people do respond. It was a small town approach, plus. Since then I've always been in the loop. I've ALL small towns rolled one into.

TED BROWN WMGO, New York

The qualities have changed in the last six years. It's evident that what's been done in the morning is a little different... You can see me, wave, take-appr coal, you can talk in both voices. This can lead to two things. You'll be out of your nuts in New York; or you'll be out of a job. The problem is to meet this halfway and that's the problem with any walk with the eyes half closed.

JOHN GAMBLING JR. WOR, New York

Washington attorney, as associate counsel. Three ASCAP agreements covering TV and radio. In 1949, the music licensing industry added a $100 per song to the radio agreements. I have a major segment for the song. I have a book to... read or roll or pop in to be broadcast. It's the size and "strength" of the New York audience that makes it unique. A program must appeal to the city dweller, the suburban commuter and the rural listener all at the same time. Service, news, weather, etc., plus "good morning" music seems to do it.

change either would be to risk loss of the sweat equity and the relationship with the audience. In fact, the other hand, has always had everything to gain and nothing to lose. Dillard points out, a fact that is doubly true if a station drops too many. The very nature of the majority of FM stations, which are subsidized by such commercial programs, gives the opportunity to expand in new directions and attract new audiences of listeners and advertisers. Dillard feels FM stations should give an increasing amount of attention to the programming of their personal sound image.

FM IS INTIMATE

All of the breaking developments, FM is the most intimate with the listener. It programs the kind of music that will "enthrall and hypnotize" the listener, catching his breathless attention. By the end point, the FM listener wants this entertainment when they settle down to real FM listening, particularly during certain hours of the evening.

Dillard, who claims that even he can't bring himself to the subject of music, feels this is a good thing, but it be overemphasized. Dillard says that he is a Bach-for-Breakfast man himself. He can see the practical necessity of this segment that is lighter, with shorter numbers. But he also says that he can't pick up the news, the time and the weather in the early hours.

Dillard, and all other programmers will agree, that the FM broadcasters with community-wide promotion, is the main taste of the personal and intimate. Programming from the community will be presented by Raymond S. Green, WPXI-FM; the Kansas City Story Teller Program will be presented by radio personality, and Regional Reports from various parts of the country used the "People's Pick" presentation.

The morning session of Day 3 was unanimously programmed by the National Association of Broadcasters. The data chart designed as a "wheel" of FM facts and figures, reflecting the latest year in FM facts and figures. Reflecting the latest figures, the National Association of Broadcasters, Regional Reports from various parts of the country used the "People's Pick" presentation.

NAB Convention Spotlights Stereo FM

Continued from page 156

Without question, the staff of Young & Rubicam was extremely happy about this service, when the Chrysler Corporation made what was reported as the first ever scheduled run of FM time on record.

The engineering aspects of multiplexing in general, and FM stereo in particular, were the subject of several talks from government and industry representatives. The Federal Communications Commission, explained how the FCC first authorization activities such as background music, for the new FM stereo service, are scheduled to survive commercially. Later, the authorization were expanded to cover various kinds of special programming, including the latest studio-sound broadcasts. For the latter, no additional special permission is needed—only standard equipment. Harold L. Kasen, chief of Aural Research for the FCC, and engineers from Zenith and General Electric were also to be on hand FM Day to explain the set-up and answer questions on the new FM stereo, or any other phase of FM.

The session was opened by Daniel Anello, chief council for NAB, and NAB president, John M. KDKA, Pittsburgh, where experimental stereo broadcasts were to be seen. The program promised further enlightenment.

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CANNONBALL ADDERLEY
back from a European tour, has his rec-
ording of African Woman meaning
in sale and is No. 41 on the Bil-
ray 4000. The LP is still available this
week. The Riverside recording is at-
tractive for its cover design and graphic
work for a week's appearance in An-
ning's in Washington, D.C.

CARNIVAL is always a part of the
New York Film Circle Circle Award is
now available on disk through the
MOF (Music of the Future) label. The
mo will be featured Area
mood, featuring Area
Choral Society, which was
Conducted by Choral Society, is based in
the assault on the music market
which has made a steady growth
over a number of years, according to the
writer, a music critic for The New York
Times. The Rochester Philharmonic Or-
chestra has been featured on this rec-
cord for a number of years. The book
was first published in New York City
in 1961 in a limited edition.

LA DOLCE VITA is the most dis-
cussed movie of this or any other year,
with every second buying to its
sensuous appeal in several major
U.S. cities. Oddly, the film has been
shown as a single in New York. In the
U.S. premiere in New York, RCA Victor
is releasing the original soundtrack
version of the film in a limited edition.
The track was recorded in Rome by RCA
Italians and is being released as the
first of Victor's New International
Series. According to the film's pub-
licity, the La Dolce Vita track has
already sold over 30,000 copies in
Europe. In addition to the album,
RCA has also released a pair of the
La Dolce Vita Theme c/w Paris
thrown in by Ray Ellis and his Orches-

To help you get the same run
of the news our editors say the articles above are carried in daily alphabetical order.

CANNONBALL ADDERLEY
Julian (Cannonball) Adderley was
born in Tulalip, Wash., in 1937. As a
youngster his one ambition was
a jazz and had he not done so,
he would have gone on to become a
famous artist himself. In the
1950s he played with Miles Dav-
ies. He organized his own band in
1959 with some of the top jazz
musicians.

CLARENCE (FROGMAN) HENRY
The famous radio personality, Clarence (Frogman) Henry, is
located in Alabamia, L.A., just outside
of New Orleans, in 1937. As a
youngster his one ambition was to
be a singing star. In 1955 when he did a brief
stint with Bobbie Mitchell's band
as singer and pianist. Soon after,
he began his own career and
began working in clubs. In 1956 he made his first Argo
recording and has been a prominent
figure on the West Coast. He is now
making a name for himself on the national
scene. The tune also
him the nickname Frogman because of the trick voice effects he
uses in his recordings. After a few additional releases that were not too successful,
Henry has come up with a hot chart item in the Argo waxing of
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Henry has come up with a hot chart item in the Argo waxing of
"But I Do."

YESTERYEAR'S HITS
Choice of new programming from your librarian's shelf, featuring the hits that were
the biggest in the last five years and the 10 years ago this week. Here's how they ranked on
Radio City, September 4. 1961, 10th Anniversary
POX-5 Years Ago
MY 12, 1956
1. Breakthrough Hotel, Elvis Presley 80 RCA Victor
2. I'll Dig You, Perry Como, RCA Victor
3. Blue Suede Shoes, Carl Perkins, Victor
4. Thunderbird, Elvis Presley, RCA Victor
5. You're a Heartbreaker, Scotty Moore, RCA Victor
6. Long Tall Sally, Little Richard, Specialty
7. Magic Trick, Pat Boone, RCA Victor
8. I Can't Help Myself, Eddie And The Hi-Los, Capitol
9. Why Do Fools Fall In Love, Hank Ballard And The Midnighters, King
10. Iron Town, Cathy Carr, Franckly

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POX-10 Years Ago
MY 12, 1951
1. Now How the Moon, Leo & Paul, World
2. February, Benny Goodman, Decca
3. On Top of Old Smokey, Terry Gilkyson & Partners, Decca
4. Hundred Dollar Habits, Perry Morris, Capitol
5. Too Young, Artie Shaw, Decca
6. I Want You, Leo & Paul, RCA Victor
7. Jumping at Jordan, Benny Goodman, Decca
8. For You, Perry Como, RCA Victor
9. My Foolish Heart, Frank Sinatra, Capitol
10. A Million Reasons Why, Frank Sinatra, Capitol

RIAA Takes Look at Merch, Williams
Continued on page 3

The recording of African Woman is being
promoted in Billboard Music Week "Hot 100" in the weeks ahead.

Every week, a disk pick of the week
will be made available for use up their record stores
with this fresh, lively material furnished exclusively by Billboard Music Week. Watch for it next week.

A weekly column of lively charts on the hottest and most popular records, Riaa Music, Billboard Music
Charts, and as well as these will be kept up to date on the record companies.

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

CANNONBALL ADDERLEY
Julian (Cannonball) Adderley was
born in Tulalip, Wash., in 1937. As a
youngster his one ambition was
to be a singing star. But as he
made his first recording, he turned
to his other love, teaching. When
his sons were old enough, he bought them instru-
ments and gave them lessons.
Cannonball's brother, Nat Add-
erley, now a noted musician in his own right, was the
leader of Adderley's group, took
up the cornet, but Cannonball's
preference was the sax. Adderley died in 1970 at the age of 52.
Cannonball Adderley is not only a noted jazz artist on the Riverside label, but he also serves as an A&R man. Currently
and he goes by a hot jazz-type Riverside single, titled "Afro-AMERICAN Music."
Bootleg Disk Front Breaks Wide Open

They were identified as Norman Berman, of Monarch Productions, Milton Rabun, real estate operator of Little Neck, Queens; the Rev. Robert Land, of Binghamton, N. Y., and the two men, East Orange, N. J., and Harald Eggertson, New York. Arrested earlier was Henry Arak, of Aqua Life Productions, Brooklyn, who was also arraigned for the pressing of the bogus disks. Judge Landis ordered all three men in $5,000 bond and the others in $3,500 bond each, pending trial.

Meanwhile, it is understood, for the first of a series of trials upcoming as the result of earlier bootleg investigations, is the co-operation of the American Record Manufacturers and Distributors Association (ARMADA) got under way.

The defendants in this case are: Robert Nickerson, of Newport, with the printer of the labels on the legitimate Cameo recordings. Caution was given that labels introduced as evidence were not printed by his firm. Final witness Thursday was Ernest Nishibana of Monarch pressing plant in Hollywood, who told the court of the mechanics involved in pressing a record. Trial was then recessed until Monday (8).

The trial is being handled by County Prosecutors Gary T. Callen and his first assistant, Frank J. Scolaro. Witnesses expected to testify next week are Robert Schwartz of Laurie Records, Lois Van Dune, of Warwick Records, possibly Bob Rydell himself, and a number of pressing plant operators.

Electrola Reissues Old Film Tunes by Schmelting & Frau

HAMBURG—Electrola is reissuing recordings of songs by Max Schmelting and Anna Ondra in their films from the 1930's. After the win world heavyweight boxing title in the U. S., Schmelting made the German film Love on the Ring. New Electrola is reissuing the hit song from her film “Baby,” under the title, “I Love You.”

The Schmelting-Ondra oldies are being released on the wave of the “antique music” title which has swept into this country from the U. S.

In the case of the Schmelting music is a happy ending. Max and Anna are still married, and are prosperous.

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

No, through RSI, you can get the hit record product (albums as well as the singles we've been delivering) of every top label in the business. You get the best of the new releases ..., the “Spotlight Winners” selected by the Record and Music Staff of The Billboard.

six different record services available

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

RISK RECORD

ALBUM SERVICE

includes all

THE TOP LABELS!

Phillip Warren Leaves Allied Inter'l, Ltd.

AUCKLAND, New Zealand—The talk of the trade in New Zealand is the parting of Allied International Records, Ltd., one of the country's top record men, Phillip Warren. Warren, also a shareholder in the company, has sold off to E. J. Kerridge, who partnered him in the venture, is handling over control and administration to the Woolfer-Fye group of companies. The company of Allied International Records, Ltd., will continue trading as is. The deal culminated May 1.

Philip Warren started in the record business in New Zealand at the age of 13, and at 23 has been active in every possible phase of the business. After a number of years in retail he went with New Western Enterprises, Ltd., New Zealand's largest musical instrument dealer, where he talked Charles Western into taking on the old Clef label. Western let him get going and then advised him to strike out on his own, which he did, obtaining young overseas labels and coming into a field that was created by the EMI group. During this time he did a A&R on a number of local recordings and hit the jackpot with artists like Johnny Devlin, Carol Davine, Vince Callaher and Ted Heath.

In 1959, he tied in with the Kerridge organization on the start of Top Rank Records, and 12 months later had taken over his own company once again, which he sold out after the approach by Kerridge.
FAST SURGE FORWARD
Ariola Disk Sales 4th Biggest in W. Germany

Joe Shulman contributes thoughts on singles, spindles, camaraderie

Stock Offer Gives Golden Crest Rise

Vee Jay & Fury Burn with Identical Record

Notch Hank Snow's 25th Year at RCA

Bel Canto Stereo Sets
Eight Tapes for Month

German Fair Sets 'Five-Star Jubilee' Giant Disk Exhibit in NBC-TV Color

Pepe to Travel to 13 Markets

Dealer Inventory Charts

BEST SELLING PHONOGRAPH RADIOS & TAPE RECORDERs

PHONOS LISTING BETWEEN $101 and $150

RANK
BRAND
% OF TOTAL POINTS
1
Magnavox
22.1
2
Decca
11.3
3
columbia
10.5
4
Motoralta
9.6
5
Zenith
9.0
6
Voice of Music (V-M)
7.4
7
RCA Victor
5.7
8
Weber
5.2
9
Capital
4.9
10
Others
14.3

German Fair Sets "Five-Star Jubilee" Giant Disk Exhibit In NBC-TV Color

Pepe to Travel to 13 Markets

Newark, N. J. — Joe Shulman, swingin' proprietor of Park Lane Records, Jersey City, has told the trade here, has some interesting ob¬ servations to make on current pro¬ ductions and dealer problems in general.

Shulman, who operates at close to list price across the street from Klein's, a large discount house, feels that "if singles never make the grade. I'd hate to see that happen because it would rob me of my spindle busi¬ ness." He said, "I sell a lot of them as a matter of fact, and a thousand. They sell for anything from $2.25 to $3.50 each, and a lot of profit margin is terrific. I've made over $1,000 in a year just on 45s."

Shulman handles a complete line of 45s from Cap, Philco, Zenith, Colliar, and Glenwood and Gerster, some of whom he said are old time records.

On another front, Shulman feels that the record business is not wrong with the record retail business for the small independent dealer that can't afford to pay for a credit line, and thus can't afford the necessary thousands of dollars to buy records.

Shulman feels that he could get all the business he could handle if he were given a reasonable amount of credit and reasonable terms and conditions.

Shulman contended that the more records he could handle, the more he could sell and the more money he could make.

Vee Jay & Fury Burn with Identical Records

Chicago — Vee Jay Records and Fury Records, two independent record companies, have announced they will release identical records.

The two companies have agreed to release records of the same artist, the same song, and the same recording, and will advertise and promote the records in the same manner.

The new releases are: "Golden Crest," by the Rhythm Stage, "Someday My Love" by Louis Prima and Keely Smith, "Orange Blossom Special" by the Redd Kross, and "Jail at the Penthouse" by Ahmad Jamal.

On March 1st, Vee Jay Records will announce their "Broadway Cocktail Party," 101 Strings Orchestra.
**RetaiLing Panel**

**The QueS tion**

What inventory control system works best for you?

**The AnSwers**

**Howard Judkins Sr.,**

Judkins Music Company

Garland Grove, Calif.

For us, it's the stock card system. These cards are filed right with the stock and each shows the date and quantity plus an order status with each chase of each product. When the stock goes down, it tells how much has been sold in what length of time. If a record has sold at least once a year during a three month period, they're sent out and it keeps track of that album as long as we keep a sticker on the inside of the back cover, telling which album that stamp came into stock. This way the album number is written on the record. So, for a listener in a record shop, a stock card is a useful thing. And what LP's are on sale, it gives us an idea what LP's are selling better, how much, and that they're not selling.

**Gren Enriquez,**

Graves' (two stores)

We've been using stock cards but we're now in the process of switching to a file card system for albums. A file card system is made out for albums. A file card system is made up for albums. We number the albums on the file card system and enter the file card number on the stock record. Then we place records daily.

**LOUANNE Davenport**

Upland, Calif.

We use stock cards on all albums. Each time an LP comes into stock we date the number on the card the date it came into stock and how many were sold. We date each sale is made. We maintain a notebook for singles (top 40) and the number of singles there. We order records every two weeks. If something comes in, we write or call the distributor.

**SY Bondy,**

Bondy's Record Shop

New York

We have only empty covers on our racks. A sign asks customers to bring the empty covers to the counter for a fresh record. The disc that was taken off the cover of the original cover is enclosed in a plain record cover held in the hand in which we note down each time it's sold. When we come down to the last copy of the original, we evaluate the importance of the recording according to how fast it has sold and reorder accordingly.

**BRUNO BRONI Suit Countering Monitor**

**New York** — Bruno Roni's firm, Musinter National, Ltd., and Bruno Records, has filed a declaratory and a counterfor $1 million in a claim to the charge by Monitor Records Corp. and Polon Records that Bruno Roni and Art Polon cheated Bruno Roni with all four copying two record labels released earlier by an Italian Folk Ensemble, Slak, Bruno has a泻 ex for the record label. Variety's Arnold Black and Dance Ensemble on the market.

For four years ago against Roni's Collecting Co., the Artty Company of Czechoslovakia signed an agreement what violation of property rights, was recently received by the producer for the defendant in the United States Court. (BMW, May 10, 1961)

Bruno Roni's records are being marketed by the United States History Company, including five with Switzer Choral, Bennett and one with Leonop Rods, Bennett and the U. S. Int. State Symphony Orchestra.
NEW DEALER PRODUCTS

Mike Chiodo Counter Display

The Coil Cord Carrousel is the title given to this revolving counter display being introduced by the American Microphone Company of Rockford, Ill. Some 12 cords in four styles are placed within easy reach of the path of free consumer on the Carrousel. Each cord is held in a flexible, lightweight, flexible material and is a 10-inch coil that stretches over some five feet. More information is available directly from the company headquarters.

Phono Equipped With Earphones

Koss, Inc., Milwaukee, has designed a stereo phono specifically for use with its earphones. The set is a four-speed, manual-playout outfit that comes with a plastic case. The base of the unit is made of wood. The firm claims that the set is perfect for dealer demonstrations, libraries, hospital, college applications.

In the French Tradition

Another member of the Strumgen-Carbon line is this continuous-operation phonograph in the French Provincial tradition. The set comes in soft cherry finish and has top-mounted controls. The automatic record changer is of jay-proof construction and provides the four-four speeds. Dual headspeakers for each stereo channel are included. A MODERN SALES POTENTIAL.

SACRED

Holy, Holy, Holy The connection between music, World Wide Stereo (St. Louis, Missouri)—in secular music, offerings, and a variety of other ecclesiastical melodies are performed in a fine way by the St. Louis Symphony under the direction of George Ennis and accompanied by Tom Oates, conductor. Can be expected to sell in areas where religious music is popular.

COMEDY

HUGAR AND MUNDY Caprice LD 862

Mundy's Capital LD 1598 (Herman the Great, Uncle Tubb) has been an amusing New York audience for many years. He has his next set out on the play, a new show to be played on the road. A MODERATE SALES POTENTIAL.

SPOKEN WORD

MARK TWAIN Will Geer, Fulton-Orion, Inc., 9358—Disc contains several readings including "The Mysterious Stranger," "The Curious Incident," and excerpts of "Huckleberry Finn." Can be sold in entertainment outlets. There are also 45s and LPs available. A good item for the permanent spoken word market.

LOW PRICED CHILDREN'S

WIZARD OF OZ The Melody Platter, Pictor Club (CGC)—Has the well-known story of Dorothy From Kansas and her adventures in Oz, as narrated by Bert Lahr. A fine LP of "The Wizard of Oz," and various other songs. The ratings are well and audible, and the quality of the songs are good. Selections include "The Merry Old Land of Oz," "Dorothy's Dream," and more. Suitable for classrooms and for home use. 

LATIN AMERICAN

CHARANAS Orquesta Argentina, Selphert LP 5077—An album of the many new Latin albums featuring the recent dance crazes, the charanga. The tracks come packed with casa, drums, and percussion, and vocals by an unattached member of the act. Can be sold in dance stores and other outlets. There are also many Latin hits.

ARTIST MUST HIT ROAD, BOB MARCUCCI INSISTS

Hollywood—There's no substitute for talent personally hitting the road in building artists or selling their records. That's the opinion of Bob Marucci, manager of Fabian and Frankie Avalon, and the president of Chancellor Records, Marucci last week told BMW that his management firm, MAB Enterprises, is in the process of building new artists, and the hard-hitting, on-the-road method he employed in establishing his two prime properties will be used in launching the newcomers' careers.

Artists' in-person visit to disk jockeys in all cities, not only the market areas, is essential in keeping the public aware of the performers' current activities, and their new recordings. Marucci said. It helps establish a personal friendship which remains alive through the years.

Once an artist has been placed in orbit and the pressure of other obligations draws him into his own time, the jockeys will remember him with favor, and are more likely to understand that other commitments do not permit personal visits as freuently as in the past. Once hit, the performer who climbed the ladder through hard work and duty has his old day's relationships with thejockeys fall back into place; but the artist who gains some prominence without jockey calls, discovers, time is too short later in his career to make radio calls, and remains an unknown to special audiences.

Both Fabian and Avalon, Marucci said, are now entangled in picture and concert commitments, and aren't able to hit as many markets as they did in the past. Whenever there's a spare time, he said, he'll still send them on jockey calls in nearby areas. Fabian currently is under a two-picture-per-year contract at 20th Century-Fox, with one outside film, while Avalon is free-lancing his film appearances. Sales lethargy in records, Marucci insists, is due to both artist and label failing to provide sufficient road promotion.

When answering ads . . .

Say You Saw It in Billboard Music Week

S-L-E-A-D E-N-G-

LATER RELEASE TEDDY RANDOLFO

HEP HAPPY ENDING #10193

MAY 8, 1961

MOPE-ITY-TY MOPE

By The Boss-Tones 8-401 Nationally Distributed by JEMBER 2331 W. ROSS ST. N.Y.

S-P-R-E-A-D-I-N-G!

BROOKS BROTHERS 'WARPAINT' S-1987

LONDON RECORDS 539 W. 25th St. New York, N. Y.

A Big Smash Record!

HEART AND SOUL

THE CLEFTONES GER 1064

A HIT!

DION "THE KISSIN' GAME" LAURIE 3090

DAILY AIR PLAY CHECK

At Your Records and Tunes on TV Channels 2, 4, 5 and 7 and WNBC, WOR, WABC, WINS Radio (N. Y.) Complete—Inexpensive For Details Call or Write ACCURATE REPORTING SERVICE (Minneapolis, Minnesota Since 1930) 844 Flatbush Ave., Brooklyn 26, N. Y. Bldg. 4710

Molding—Processing—Pressing small or large quantities NEW MODERN PLANT SIDNEY J. WAKEFIELD 1356 W. Montrose St., Phenix, 7, Ariz. For fast service, Dial 332-9344
FOLK TALENT & TUNES

- Continued from page 5

The Marty Robbins show is reported to have pulled well-filled houses in two performances at Municipal Auditorium in Louisville, Ky., April 30. Showing was promoted by the Gordon McLen- don station of Louisville, in cooperation with promotion handled by Marie Gifford and Richard and Peter T. Van, and Ray and Rusty Reynolds split the enter- prise. On the bill with Marty were Margie Singleton, Jerry Kennedy, Mitchell Terrick and Claude Gray, on the Mando Banjo, Sonny McKay, on Ace; the Roller Counters, on Fire Records, and Margaret Lewis, and Red Smith, of Atlanta, Ga., Smith of Curtis Artists Produc- tions. After her Louisville appearance, Ten- nessee, announces the signing of Buck Owens (Capital) to an exclusive booking contract.


Spanish Newsletters

- Continued from page 24

in Barcelona. Prizes are as important as in the States.

Disk Shots

Sacha Distel brought his new "Chapeau" to Spain. Pasaporta and Black's and Philips did associated 'promotion' to promote both his personal ap- pearances and his records. Martin-Darwin-Samm Davises released "Kick in the Head" already out. Mo- lina, a Mexicanoppeloparamo, a Mexican compilation who works for the Mexican Radio, and also for the Mexican Dino, Lucha Guata, Jan Mendola, the Delfines and Javier Solis sing the "Spanish" songs. Made in Spain, is for right for RCA in Spain. ... He can do what Paul Anka did here... Ivonopalo... Alonso de la Merana, young psychiatric, who also with his Spanish records, and Elliot and Shord and Ed Sullivan shows, now records on LP again and will be soon released in the States..." Bill Coleman's hits launched by "Ol' Blue Eyes" took a big hit in Europe with "A Pepito" by Carmen Taylor's Peter group for Decca. Group includes Joan Curtals from Costa Rica, Rafael Cason and the Spanish Melody and Italian-Argent... They will have "Blue Moon" in four different versions of "La Marmora," a Mexican group, "El Concierto," Italian by Humberto, and the Cuban arranger Rebo Valdes. ... Arranges in already playing in Madrid.

German Newsletters

- Continued from page 24

French Newsletters

- Continued from page 26

"British Newsletters"

- Continued from page 26

"British Newsletters"

- Continued from page 26

Harry Laft - By Roy

"New Singers"
The Ted Heath orch (Decca) has ten hits on the UK charts with one of the Eurovision Song Contest winner, "Nous las Amoureux," called "The Lady in Red." The London label were the Sailk, "I'm Gonna Get My "Saved" (Atlantic). ... In the EMS releases were B. Bumble, "Bumble Boogie" (from Rondavon), and Jerry Butler, "Find a New Girl" (ReeJay), both issued on Top Rank.

\"Good things happen when you help!\"

(Courtesy Matt's Guitarmakers Society)
600 at Biggest UJA Victory Dinner; Trade Raises $45,250 in Drive

NEW YORK—The 1961 Victory Dinner of the United Jewish Appeal’s Coin Machine Division—held at the grand ballrooms of the Plaza Hotel Wednesday (3) was the most.

It had the largest turnout in the 18-year history of the dinner, nearly 600 attended, with an additional $52,250 raised. And more coins and stamps were raised than money in any other previous year, $45,250. And more city and state officials paid respects to the guest of honor than ever before.

Late in the evening was Irving Holzman, the guest of honor and president of the United East Coast Corporation. Main speaker was Joseph F. Carline, speaker of the new State Assembly and lifelong friend of the guest of honor. Carline Talk

Carline expressed his admiration for Holzman, for the industry that he represents, and to the goals of the United Jewish Appeal.

Meyer Parkoff, 1961 chairman, noted that when the industry held its first UJA drive 18 years ago, 100 persons attended the dinner, and some $5,000 was raised. The quota for nearly 600 attended. The quota for the regular fund was $30,000. This quota was topped by $11,000. An additional $52,250 was raised for a special fund, to help make an Israel against settlement self-sufficient.

Three Plaques

Holzman received three plaques during the course of the festivities.

By NICK BIRO

CHICAGO — The nationwide shuffling of distributors continued last week, with Seeburg picking up Badger Sales Co., Inc., headed by William R. Hupp, veteran coin machine outlet in Los Angeles.

Rudolph G. Holzman handled the AMI line. The Southern California territory is being taken over for AMI, Rowe and other Automatic Canteen Company of America products by the Canteen Co., Inc., Canteen’s most recently acquired distributorship, headquartered in San Francisco.

Jones, who formerly had only a small background music outlet in Los Angeles, is opening large full-size quarters there, and will distribute the full Canteen line (see separate story). Not Background

Badger Sales will handle Seeburg’s line of juke box and vending equipment. The move back into coin music equipment will continue to be handled by a separate factory-owned office.

The Seeburg Distributing Company, factory-owned juke box and vending outlet headed by John Reggiero, is being discontinued. Plans of individual personnel have not yet been announced.

In picking up Hupp, Seeburg is acquiring a distributor who has music machine grounds dated back to 1932, when, coincidentally, he started as a Seeburg distributor in Wisconsin handling the old Selectophone.

L. A. Yet

He subsequently handled the Rock-Ola line, later switching to G-M. Hupp has been established in Los Angeles since 1940.

He is retaining his full sales and service staff and is planning to add additional personnel in the near future. Hupp’s territory for Seeburg will cover Southern California, the same as that formerly handled by the Seeburg Distributing Company.

The Badger sales force is headed by Marshall Ames, sales manager and the following salesmen, Robert Smith, Peter Levy, and William Schroeder.

Latest Move

Jack Leonard, parts manager and Rocky Hasselrod handles services.

The Hupp and Jones moves in Los Angeles are the latest in a chain of distributor changes that started, more or less, with the acquisition of Tronics, Coin Sales Company, Boston, by Automatic Canteen last February, then the later acquisition by G-M.

Also in the Los Angeles area, bought into the music business is Joe Gardens Co., automatic coin machines, which in turn appointed World Wide Distributors of San Francisco to handle Joe Gardens. World Wide had been the Rock-Ola distributor.

West Coast

Rock-Ola named Donan Distributing Company and Empire

Distributing Company to handle World Wide’s former territory. Early in March, Canteen bought R. F. Jones Company, giant West Coast outlet for Seeburg, with offices in San Francisco and Honolulu; and a Jones subsidiary, Thompson Distributors, servicing in Salt Lake City and Denver, also Seeburg outlets.

Jones and Thompson immediately began distributing the AMI line — both were had been AMI’s distributor in San Francisco, joined the Jones organization. Pete Geritz, AMI distributor in Denver, continued as a one-stop distributor for Seeburg.

Factory-Owned

Seeburg then picked up the Jones background music outlets in San Francisco and Los Angeles and subsequently set up factory-owned background music sales offices in San Francisco, Hollywood, Chicago and New York.

Seeburg also replaced Jones and Thompson with P. D. Struve in Salt Lake City, Advanced Coin Sales, headed by Lou Wolcher, in San Charles, and Doyle Wycroft, Midwest Coin Company, in Denver.

About the same time, Dean McCormick, West Coast district manager for Seeburg, and Jack Laffitte, Golding engineer, joined the Jones organization.

Next Move

Ifsubsequent moves in the wind mean anything, more distributor changes are in the offing.

Beyond all the distributor moves, however, the big question in coin machine industry centers around Canteen — basically how far is it going in distributing?
Shippers Expect Boom In Exports Via Seaway

CLEVELAND — A heavy, snarling herd escoltaed against the tall buildings of downtown Cleveland last week for the first time in a year. It was a puff from the Einstein, the first ocean-going vessel to bow into the port of Cleveland, opening the third St. Lawrence shipping season here.

The German freighter's arrival and formal civic welcoming signaled the start of export activities for three and possibly a fourth Cleveland coin machine distributor.

The season is off to a fast start with the harbor bristleing with masts bearing jugs of France, Germany, Norway, Sweden and other countries.

Morris Gilder, president of Cleveland Coin Machine Exchange, reported 39 music and game machines ticketed for Antwerp, Belgium, on the Mariehoffs; 23 pieces earmarked for Germany on the Wolfgangsen, and about 30 more units labeled for England on the Manchester Pioneer, among other shipments for the first week of the season.

"We expect to ship about 100 coin-operated amusement machines each week during the coming season," said Gilder. Lake City Amusement Company delivered 20 coin machine bodies for England and 18 units bound for Australia to the Cleveland docks. "We channel more than 70 per cent of our total annual exports into the eight-month seaway season," said Joseph Abrahams, head of Lake City Amusement Company.

German Coin Mfrs. Take Fresh Export Slant: to Stress Product "Craftsmanship"

By OMER ANDERSON

HAMBURG — West German coin machine producers are opening a drive to promote German craftsmanship in their export trade. Germany's coin machine manufacturers seek to capture some of the status symbol glamorous for their products that attach to such German snob-appeal exports as cameras, porcelains, and Mercedes-Benz automobiles.

This philosophy signals a radical reorientation of German coin machine export promotion. Heretofore, the Germans have tried to compete with the U. S. producer in "chrome, bigness and ballyhoo," as another German manufacturer slyly sounded off.

Quality Production

Industry pundits are pondering slogans to the "quality" drive such as "lifetime investments" and "precision products made in Germany." And a German coin machine is like a diamond--forever." If this sloganizing is not exactly brilliant, it nonetheless illustrates the thinking behind the German industry's drive for quality production.

Producers like N. S. M., Bing, Wegener, Berlin, and Bergmann, Hamburg, are revising production schedules and revamping techniques to stress the handcrafted field, is considering the use of the Seaway, according to The importance of the Seaway to Cleveland distributors is in lower shipping costs. Direct delivery to foreign ports soon Cleveland, Lake City Amusement and Shaffer music newly $50,000 in freight costs in 1960.

wherever coin machines are operated.

German sales promotion is being geared to graphic demonstration to the effect that the initial cost - a piece of equipment is relatively unimportant in relation to the maintenance, servicing and obsolescence factors.

This reorientation of German export sales promotion means:

1. The Germans will stop worrying about competing with U.S. producers in styling, in size and gimmickry.

2. They will specialize on "individualized" production and servicing.

National Tastes

The Germans will design special cabinets and cabinet arrangements to suit the individual foreign consumer, and they will adapt color and styling to varying national tastes.

In general, German coin machine manufacturers for export will stress extreme durability and reliability. Bigger juke boxes will strive for the status appeal which has made German electronics products such as Grundig and Telefunken radios and tape recorders best-selling German exports in the U. S.

A German coin machine manufacturer summarized, "Most of us feel that we can draw profitably on the experience of the German auto industry, which competes quite effectively with U. S. auto maker throughout the world, not by matching Detroit in chrome or horsepower, but by doing what comes naturally for Germans--craftsmanship."
IRVING HOLZMAN, left, guest of honor for the 1961 Coin Machine Division drive of the United Jewish Appeal of New York, is presented a plaque on behalf of UJA by Chairman Meyer Parkoff.

BOB ROSS, a color commentator for the ABC television network, receives a plaque from the Coin Machine Division of UJA.

LOS ANGELES — R. F. Jones Company is expanding its activities and installing an office here, with Ed Wilkes, veteran salesman, the latest to join the staff.

The building leased by the Jones Company is at the corner of Figueroa and West Pico. Work was to start last week on construction of the automobile agency to get it ready for the July 1 opening.

Wilkes' move to the Jones Company came as a surprise, since he had been general manager of Paul A. Laymon, Inc., here for nearly 17 years.

The Jones Company of San Francisco was purchased by Automatic Canteen Company last in March. At the time, Dean McMurdie, who had been with Jones and at the time was with Seeburg, joined the staff, followed quickly by Jack Lawlor, Seeburg's sales engineer in the West for some 15 years.

With the Jones affiliation with Canteen, the company is expected to distribute the AMI phonograph in this area. William Figg of Bud Spalding Company, AMI distributor for a number of years, informed the message will not be mentioned upon the matter.

Jones was formerly Seeburg district manager in the San Francisco area. Up until six weeks ago, the company was also a second business, with Seeburg operating its own factory branch. This group radio activity is now being handled by a Factory Seeburg branch.

In Chicago, both the Canteen Company and AMI refused to comment upon the West Coast situation.

Three Leading N. Y. State Groups Slate Joint Meet

KINGSTON, N. Y. — Three of the state's leading music groups will hold joint meetings September 26 through October 1 at the Laurel Country Club, Monticello, N. Y.

The groups are the New York State Music Association, a statewide organization; the New York State Opera Guild, composed of Hudson Valley opera singers, and the Music Institute of New York, the New York City Guild.

MONY had originally picked the date and site. Last week, at a regular meeting of the NYSSO, the Hudson Valley opera singers voted to hold their annual meeting with the metropolitan group.

State Meeting

At the same time, Mrs. Millicenter Greco and Tom Greco of the State association, who were present at the meeting, decided to call the annual State meeting while the outing is in progress.

Meeting at the Governor Clinton Hotel here, local operators were shown the 1,000-seat Rock-Ola, Model 1482, by Frank Greco, the local distributor.

Guests at the meeting included Mrs. Marie Holzman, the Kingston Cancer Society, who welcomed the operators for their part in raising money for cancer research; Bob Papain, Rock-Ola factory representative, and Al Schiss, Good One-Stay, New York.

Jack Wilson, president, congratulated the attendance which was attended by Lou Werner, NYSSO counsel.

Operators attending were Tom Greco, Frank Greco, Jerry Cohen, Joe Ropes, Dick Wessel, Max Douglas, Les Smith, Mike Mulqueen, Mrs. Marie Greco, Pat LaBoo, Mrs. Gertrude Browne, John Nucote, Mrs. Anna Koenig, Jack Rothen and Steve Nolen.

THE NEW YORK REPUBLICAN LEADER of the Legislature pays tribute to Irving Holzman, as Mr. and Mrs. Mayer Parkoff listen from the date.

BADGER SALES JOINS SEEBURG, EXPANDS STAFF

LOS ANGELES—Tuesday 2 at 7 p.m., marked the end of the Seeborg Distributing Company, which was established a year ago to handle the Seeborg phonograph and vending machine in this area.

With the Seeborg distributorship being assumed by Badger Company, the factory branch was no longer needed. John Ruggiero, who managed the branch, said that he was taking a long vacation before announcing his future affiliation.

Stan Goodman, head of vending sales, and Lauro Simonetti, who moved over to Badger to continue handling vending sales, said that Simonsino, district vending sales manager, will take over the Seeborg обязанности at Badger.

600 at Biggest UJA Victory Dinner

**Continued from page 176**

Henny Sogromos, Les Boors, Murray Kaye, Nash Goldenberg and Tom Greco. The following manufacturers donated new equipment, the proceeds of the sale of which were donated to UJA: United, Keeney, Chicago Coin, Williams, Seeborg, Rally and Gottlieb.

At Senator Bedkin reached new heights of oratory in a short talk about the good of honor. Jackie Mills escorted the floor show, which was backed by the Rally Shuback orchestra.

The show was highlighted by the UJA delegation, who scored heavily with the crowd. Other artists were Ed Upan, Chicago Coin, Williams, Seeborg, Rally and Gottlieb.

At Senator Bedkin reached new heights of oratory in a short talk about the good of honor. Jackie Mills escorted the floor show, which was backed by the Rally Shuback orchestra.

At the conclusion of the ceremony, the Haileans held a reception at the State Suite.
GEMA Drives for Phono Fees

FRANKFURT—GEMA, West Germany ASCAP organization, is setting a new "all-time" record in the country—juke boxes which pay no GEMA fees on the music they play. GEMA fees collections are handled in the main through coin machine associations, each operator paying a per-box fee. However, many independent operators or location-owned coin machines are not so careful. It is estimated that West Germany has around 5,000 juke box operators, of which only 3,000 belong to associations affiliated with the Central Organization of German Coin Machine Operators. Although these 3,000 operate the largest number of West Germany's 60,000 juke boxes, the independents and locations control an estimated 15,000 machines. How many of these 15,000 boxes are "outlaw" is open to guessing, and the expert guess is around 8,000. GEMA's fee is 1.25 marks ($1.32) per box per year. This means that the music royalty pool is losing substantial revenue at the same time it is starting to yield the per-box ante on the grounds of dire economic necessity. Germany's juke box operators are disposed to make common cause with GEMA on the "outlaw" issue with the understanding that, in return for such cooperation, GEMA will backtrack from what the operators consider the organization's present excessive demands in the face of stagnating and even declining juke box receipts. GEMA has insisted on jacking up royalty payments. Some operators characterize GEMA's demands as exorbitant, and all feel that GEMA, before trying to hike the present fee schedule, should concentrate on bringing to heel the juke box "outlaws."

Paris Fair to Show Coin Units

PARIS—Coin machines will receive greater emphasis at the Paris spring fair this year than ever before. Major European manufacturers and distributors have reserved space in Hall 97 at the fair grounds in the Porte de Versailles. The fair will be held from May 18 to 29. Attention being accorded coin machines at this year's Paris fair reflects the upsurge of the industry both in popularity and economic importance. "Le Flippers"—the pinball—has become a European household word, while "La Music Box" no longer refers to the lady-in-a-houndstooth model but to a juke box. West Germany's list of exhibitors is headed by AutomaticContinue's German subsidiary. Canteen Automatenbau, of Neu Isenburg. The two big French firms, Marchant and Socodix, head French exhibitors.

Stereo Blooms for Italian Ops

ROME—Italian juke box operators are joyously preparing for the trade unanimously predicted will be Italy's "stereo season." Stereo records, in short supply hitherto, will be relatively plentiful this summer. In fact, juke box operation is a year-round business in Italy, but the trade tends to pace itself according to the tourist schedules. When the furnishing and refurbishing begins in the hotels, restaurants and shopping spots, Italian coin machine operators often find that 75% of all juke boxes operating in Italy, or at least the "tourist Italy," are stereo boxes or claim to be. This latter qualification is important. For more than ever, stereo is a magic word here. And it's telling no trade secrets to say that some operators take colossal liberties in advertising their equipment as "stereo." But as one Italian operator cheerfully observed, "Stereo or monaural, it's all sound, and who can really appreciate the difference in a crowded bar? People are just finicky, let 'em go to the opera."

Tito Wants More Phonographs

BELGRADE—Yugoslavia is negotiating for the removal of trade agreement under which it has been importing American phonograph boxes made in Italy. The Yugoslav dealers are now buying 3,000 Wurlitzer boxes under the agreement which expired late last winter. Marshal Tito's coin machine experts state that efforts will be made to increase the 1961 imports of U.S. machines. A Tito expert said, "Coin machines are gaining constantly in popularity in our country. They match the tempo of the times. It was four years ago that we received our first American juke boxes, and since then the market for juke boxes in Yugoslavia has expanded greatly." The Yugoslavs have been importing Wurlitzers assembled by National at Lehigh and shipped to Trieste. Shipments have been handled by Dr. Sergio Abrami's Balsam Importers of Trieste, which has amassed to a monopoly on the Yugoslav coin machine imports. This is due to Abrami's patient missionary work with the Yugoslavs, with whom he has been wooing as coin machine customers for the last two years. Abrami is now recognized as Yugoslavia's No. 1 juke box man. He has several juke boxes at his island retreat of Kioni, in the Adriatic off the Dalmatian coast. The marshal has to surprise foreign guests by playing their favorite music.

Hungarian Trade Capitalistic?

VIENNA—Coin machines are being traded in Budapest, capital of the Hungarian communist state. Figyelos reported that juke boxes ("of dubious origin," sniffs the journal), coin games and "many vending machines" were changing hands on a kind of capitalist commodity exchange that has sprung up in other well-conducted Bud- 

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ADVERTISING CLOSING: MAY 10
BBB Exec Addresses Mo. Ops

By JOHN HICKS

ST. LOUIS—Formation of the Missouri State Bulk Vendors

Association was praised by Ray A. Dearing, director of business rela-

tions for the Better Business Bureau of St. Louis, at a meeting of

the association.

Dearing, who was invited to dis-

cuss the services and advantages of the BBB, addressed the

newly formed group at its meet-

ing at the home of vendor-director

Jason Koritz of Marjay Vending

Company.

The new vending industry, Dearing said, is unique in that there

are not too many criteria on which the Better Business Bureau can

draw. The industry does not generate an average volume on a small
grand scale, but the Bureau does have inquiries about operators, he

continued.

"For example, a drugstore or restaurant operator who is con-
tacted for large machines in his establishment will contact the Bet-

ter Business Bureau regarding the vendor," Dearing said. "One

great problem we have that crops up from time to time is the 'get

rich quick' vending machine schemes. However, on the con-

sumer level, we have very few com-

plaints about the bulk industry.'

FR Services

The Bureau official stated that the BBB is not a lobbyist organi-

zation, but it will appear in behalf of legitimate dealers in the in-

terest of the consumers.

The BBB has the weight of im-

parity and the weight of busi-

ness interest behind it.

Dearing said the BBB will not be a public relations firm, but can use

the services provided by the Bureau.

"We can do the job which you yourselves cannot do," he asserted.

"Moreover, honesty and integrity in business cannot be purchased.

One thing the Better Business Bureau would do in the de-

velopment of a trade association such as this would be to have represen-
tatives of the new group consist of our officials as to what would be

in the best interest of our organization."

"What the Better Business Bureau can do for bulk vending operators is

hard to translate into dollars and cents. I would say that with the

support of the Better Business Bureau, there would be no BBB.

If these new machine operators con-

sumers could not believe anything they read in newspapers or any-

thing they heard.

Services Available

"Whether you elect to join the Better Business Bureau, the services of the

Bureau can be available in other ways. We will answer questions and

queries about individual operators and their trade association."

Dearing stated that the new bulk vending association would not have

moral support and would be a trade association such as the Missouri

vendos, he said, would be. Thus, membership would be.

"The Better Business Bureau has the national support of the

Bureau's name and reputation in the business. We will

matically establish information on the individual operators and com-

pany background."

The association also discussed having decals or stickers designa-

ing the members, but it was decided that it would not be practical for

one to do so. Another topic was the question of"Victor" the association

booklet. The association was asked if they were interested in a

The association also discussed the possi-

bilities of having decals or stickers designa-

ing the members, but it was decided that it would not be practical for

one to do so. Another topic was the question of"Victor" the association

booklet. The association was asked if they were interested in a

new"VICTOR" introductory deal.

1 Acorn Vender with

$1,99.95 is available for a

new"VICTOR" introductory deal.

"VICTOR" Vending Corporation

5703 N. Grand Ave.

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H. B. HUTCHINSON, JR.

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"Victor" complete line of machines, parts & supplies

Black Beauty Rock

"Black Beauty Rock," a new color with dyes made with fluorescent cart. Order by mail with full sealed cart only or without. Only 5000 per week with

delivery. Order now from your distributor:

Philadelphia Area

2000 S. W. 37th St.

Kansas City, Mo.

2000 S. W. 112th St.

Kansas City, Mo.

"Black Beauty Rock," a new color with dyes made with fluorescent cart. Order by mail with full sealed cart only or without. Only 5000 per week with

delivery. Order now from your distributor:

Philadelphia Area

2000 S. W. 37th St.

Kansas City, Mo.

2000 S. W. 112th St.

Kansas City, Mo.
Jaycee Fund to Get Boost From 1,000 Gumball Units Backed by Ford Gum Co.

By IRINA MIALEGA
Clevela7d—Funds derived from gumball sales will finance civil and welfare projects for the Cleveland Junior Chamber of Commerce without cost.

The sales will be made possible by the installation of 1,000 gumball machines in the city of Cleveland within the next few weeks.

Under this program, the Cleveland Jaycees are soliciting locations for donation of space for Jaycees-sponsored gumball vendors.

Jaycees Plan

Faced with the problem of running deficits in financing local civil and welfare activities, the Jaycees and Jaycees have turned to the gumball Plan, instituted by the Ford Gum Company, Akron, N. Y., and endorsed nationally by many clubs and civic-minded groups as a profitable and reputable means to finance club activities.

Under the Ford Plan, the Jaycees get a written contract; public and products liability insurance for an amount of $300,000, protecting the Jaycees, the manufacturer and the organization and the operator, a kit consisting of materials necessary for the gumball machine, a certificate of appreciation from the location owner, and a list of 20 approved and recommended locations, provided by a tailor-made survey conducted by the Ford Gum.

There is no cash investment by the Jaycees, the machines and fill are provided, no supervision necessary, no income or sales tax to pay, no surry bond to provide and no federal or State reports to fill.

$550 a Month

The most salient factor of the plan is that by merely sponsoring the machines, the Jaycees net profit is 20 per cent of the take, less any taxes assessed against the machine.

In Ohio this means no taxes to pay. Based on the national average, the Cleveland Jaycees should earn about $550 per month when all 1,000 machines are placed.

To solicit locations in Cleveland, the Jaycees formed the Soliciting Project Committee consisting of five men in competition with each other. The committee, consisting of James H. Rose, Wessell, & Company, 400 Jaycees will go into the field and locate the machines will be placed by June 1 within the city of Cleveland.

Eighty of the Ford Gum gumball machines have been placed to date.

Some of the approved and recommended locations include the Foye's, where the Jaycees will solicit for installations in factories, department stores, movie theaters, office buildings and offices, home and sport shops, houses, banks, banks and fraternal public buildings, hotels, social clubs and corner news and newspaper offices and neighborhood stores in soliciting locations will be bars, taverns, grocery stores, drug stores, etc.

Most businessmen when asked to donate funds, react favorably. Even though some of them already have machines in their locations, they willingly accept the units and occasionally double installations. They are aware of the activities of the Jaycees and the Jaycees' successful track in selling machines.

This plan is strengthened by the reporting of the location owner regarding Jaycees' efforts, compiled through the gumball purchased.

Trial Basis

If the location owner feels the machine won't pay, he is urged to take it on trial for a few months, with the machines costing only a few cents a day will be worthwhile and if it is found the operator is successful, that of time, it will be removed. All machines are placed on a trial basis and when three months the machine is not producing the Jaycees cannot without the Jaycees' approval, withdraw the machine from the market and we will have to reintroduce it to another one. We have full control over it and the machine.

Served for control, steved, to be paid out as the manufacturer feel, consists of a counter model, less the machine, and we will have to have again to another one. We have full control over it.

Serving of machines, expected to vary from one to three months, will be done by the manufacturer, Don B. Irvin of Warren, Ohio, a firm experienced in the work. Ford will keep a separate tally on each location, maintaining records, on the machines and will make monthly reports to the Jaycees of the total profit made, Jaycees' commission and total commission to date.

Ultimate price of Ford Gum for the Jaycee route is its sale to the operator. In a contract with the eventual operator, made by Ford Gum prior to its sale, Ford Gum will pay 20 per cent of the gross profit to the Jaycees. Ford Gum will pay an equal share of the gross profit to the Jaycees, down payment of the gross profit is now 32 cents per cord (175 cords at 32 cents), up to 20 per cent to Jaycees and 48 per cent to the eventual operator. Upon the route's sale, the operator will get 80 per cent of the return.

When the route is placed with an operator, the Jaycees will work directly with the operator and Ford will be "out of the picture" entirely, except for selling the fill to the operator.

Unless the route is sold, Ford owns, maintains and services the machines.

Newspaper Coverage

To advertise the project, displays will be advertised in downtown Cleveland store windows. There will be newspaper coverage, publicity by the Cleveland Chamber of Commerce monthly, The Cleveland, radio and newspaper announcements. Point-of-sale promotion consists of a card on top of the globe, which reads: "Space for this machine is donated. A helping hand is given local civic activities by the Cleveland Junior Chamber of Commerce—Enjoy Ford Branded Gum."

Expressing complete satisfaction in the plan, with only a fraction of the intended installations so far, Beck claims, "The Jaycees expect to run the project as a means of soliciting contributions of revenue for its many welfare and charitable activities."

Northernwest

HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and novelties.

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525 Marion Street, Pittsburgh 8, Pa.

When answering ads . . .
Say You Saw It in Billboard Music Week
Vic Ostergren, Indiana Operator, Has No Regrets After 25 Years

GARY, Ind. — "No regrets." The words come softly. Speaking of his more than 20 years with the same firm, whose formidable dimensions convey a clear-cut impression of strong and well-planned performance. He is Victor H. Ostergren, head of the factory branch of the Coin - Operated Equipment Owners Association of Indiana and a director of the National Coin - Operated Operators of America.

And in saying "no regrets," he sums up his judgment of his 25 years as a music machine operator.

It was just a quarter of a century ago that Ostergren moved his first juke box into location in Gary. Though the great depression was subsiding, the economic life of the community had been left in the air by the blows of the bad times. Most of the city's 27 banks had closed. Ahead, at best, were years of slow convalescence.

That was in 1936 and such were the conditions when Ostergren bought his first machine for the late John P. Kranz of East Chicago.

"Problems," asks Ostergren. "Yes, we had plenty of them in those days. But we never lost our patience for locations. There was no such thing as giving the owner any less money instead of money. But, worst of all, there was still the depression with people working only two or three or four days a week — or not at all.

Quick Depression

"It must be remembered that the industry was just beginning to grow then. Suppliers and manufacturers then were constantly producing new models. There was turnover and replacement of equipment equipment. With that, quick depreciation was inevitable. The American Radio was worth so much, it was a living. Ostergren recalled that by early 1937, the economic picture began to reflect the unmistakable evidence of substantial improvement.

"This is the end of it for sure, there is no more Ostergren," said Ostergren. "But the fall of that year brought another challenge. I think things got back again."

Great Art

"But though times were low, musical quality was high in those days. Gary, for instance, had the best of anything around. The service demand was for Guy Lombardo, because of his King Benny Goodman. Could you think of it in 1967?"

Surely, however, conditions remain unchanged in the music machine industry in Gary. "The music industry," said, "is a great competitor among operators is still here, the fight for stops remains as before."

Ostergren owns his supply of machines — 276 - from his home office in Gary. He changes the discs and collects every two weeks. Too, in the time when he splits the machines — 1.50 - with the customer.

The routine is changed somewhat when a disk becomes an overnight sensation. Then the two machines are sold, and Ostergren rushes it to the location.

Customer Calls

"But stopping collection and record changes is not enough," Ostergren said. "I make occasional customer calls to see how the machine is holding up and he certainly appreciates that. And, in that way, the operator will keep up the machines. He'll find out what the machine needs and keep it up to date."

He feels that he needs a renewed demand for standards and other types of music, to keep pace with the music industry. Correspondingly, he finds the beginning of standards to roll — even by some ex-cock and rollers.

"There must be a problem of proportion," he remarked, "when you compare the demand for new records to the demand for the machine. By that I mean stops where the musical tastes of youngsters must now be influenced by the requests of older people who prefer other types of music.

Ostergren said that the new trend is explainable in the way the industry has human desire for change — frequently for change — that has been popular in the past. He notes further an ever-growing demand for sound in the home and at the jazz all at locations.

"But the music which must not be ignored," he stated, "is made by me every effort to meet it.

Gary has been designated by the federal government as an area of "unemployment distress." About 12 per cent of the local work force is unemployed. It is one of the cities visited recently by Secretary J. Collner in his exploration of recession causes.

"Yes, it is bad," Ostergren concedes. "Of the four relocations we've handled recently, the last one is probably the worst. Remember that in Gary and other Lake County cities, the industry was moving ahead with a steel strike.

Improved Service

"But it is impossible to fight a recession in our business. And the people who supply our machines and the service with which they are improved with comfort. You can do it by paying more personal attention to each location, by showing additional concern for your customers.

Ostergren has been an AMA director for several years. He has been a member of the Indiana Association for 13 years and was re-elected for another term in 1963.

"Having been a part of the business for 25 years, you should have some ideas as to what will happen in the next 25," he was told.

The response was unhesitating.

"This business will hold its own. I think we must make all the manufacturers and their engineers. They will carry on and succeed. They already did their best in a difficult time and they will do that again in a difficult time, the same time, reduce the needs for service extended for service for extended for service for service."

Background Music

"What about background music and its competitive potentials, he was asked.

"We don't know about that. We take the place of the juke box and the juke box will not be the same. It's the best music around. We carry the same.

"Ostergren answered.

"What he has learned in 25 years amounts to a great deal. There is no gaining in any business, in any way, in any way, in any way, in my way of life without difficulties, without but.

There was the depression, there was the recession, there was the war. And then there was the 5-cent-0-cent play issue to be settled, there was the rising cost of machines and records, there were strikes, and, again, 25 cents."

But it was made," Ostergren said calmly. "I am without remorse from the outside student body.

German Parliament Weighing Price Hike

German Parliament Weighing Price Hike

Of GEMA Music Society's Dealings

Continued from page 2

"Global Effects"

"It has been predicted that any Parliament of GEMA and the allies will deal "exhaustively" with links between GEMA and ASCAP to determine if the latter has any influence on German counter parts," said the German consumer.

"We are certain that our friendly relations in these quadrants will break down before we face a law of all-in-one or of all-in-two of the U.S.

"The necessary natural is that he was casting no aspersions or insinuations at the U.S. music industry, but about having gone into this business. It brings you into touch with these people. You are dealing with publishers, agents, manufacturers. It is a satisfying business."

When removing his glasses, he continued:

"Yes, to quote a famous politician, who quoted still another politician, I would do it over again."

Variety Firm Links to Macke Vending

PHILADELPHIA — The Variety Vending System, local operators of the Variety Vending Machine Company of West Palm Beach, Fla., has announced that Aaron Goldstein, president and chairman of the board at Macke, joined the company as president and chief executive officer. Mr. Goldstein will continue as president of American-Macke, which he founded in 1922, and will also be elected a vice-president of the parent company.

Variety and American-Macke Co. (AMC), headquartered in New York, have been wholly owned subsidiaries of Macke.

America's Largest and Oldest ONE-STOP RECORD SERVICE!

45 RPM

All LP's - Regular Distribution - Wholesale - Nothing Over - SAME DAY SERVICE

The Musical Sales Co.

The Musical Sales Bldg.
333 NORTON ST.
BAY CITY, MICH.
ATLANTA — The question of whether free games on a pinball machine constitute gambling is corking up in Georgia.

Barry Goodwin, executive secre-
tary of the Georgia Coin Machine
Machine Operators, has asked his members in a legislative news
bulletin that the sheriff of Cobb County
review the case to determine if the giving of free games from coin-operated pinball machines consti-
tutes gambling.

Goodwin noted that the sheriff had been getting calls regarding free games in Cobb County, affect-
ing about four operators.

Other operators have disregarded their free game wires pending set-
dlement of the present situation.

The sheriff informed the oper-
ators orally that he had an opinion

from the Georgia attorney general that the giving of free games is il-
ligitimate. Goodwin said.

The giving of a free machine oper-
ator's legal counsel, William L.
Jordon, Jr., formerly assistant
attorney general for the State rev-
ue department, noted, however, that the state acts were interpreted by the state law department to give no written opinion has been given.

Moreover, said Norton, he has not been able to find any assistant attorney general or other authority in the law department who has given an oral opinion to this ef-
f.

No Appeal

Counsel for the Georgia associa-
tion said the sheriff-given opin-
ion was in Georgia has never ruled on a case in which it is the free games question area. The point has been tried in several counties in the State, with decisions going both ways. None was ever appealed, however.

It seems that the official attitude depends on that of the sheriff of the individual county, Goodwin said that the sheriff-given opin-
ion in Cobb County was willing to take a test case involving the free games point.

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DAVID ROSEN

MAY 9, 1931

—even as the Dianettes, a band from England, were getting ready to make an appearance in the city, there was a lot of excitement about their arrival. The Dianettes were known for their unique sound and their fans were eagerly waiting for them to perform. The city was buzzing with excitement as the band made their way to the venue, ready to put on an unforgettable show. The fans were cheering and screaming as the band took the stage, and the performance was a huge success. The Dianettes gained even more popularity after this show, and they continued to tour around the world, entertaining millions of fans. In conclusion, the Dianettes' performance in the city was a defining moment in rock and roll history, and it has left an indelible mark on the music industry. As they continue to inspire new generations of musicians, the Dianettes remain a shining example of the power of music to bring people together.
Memphis Trade Braces for Personal Tax Assessment Drive on County's Coin Industry

By ELTON WHISENHUNT
MARCH—County Tax Assessor George C. LaMano said last week he will begin his assessment drive Monday (1) on the coin machine industry with a view to collecting more property tax.

The statement drew a wince from operators, who feel they are being heavily taxed and are afraid another tax bite will put them behind a financial eight-ball they won’t be able to recover from.

First Targets
LaMano’s first targets will be coin boxes, pinball machines, vending machines and personal property. So concentrated will be my first target in my drive to equalize taxes, I expect to triple tax assessments in this category.

"There should be increased from $90 million to about $270 million on the value of county assessments are now a little over a billion dollars, this would mean an increase of over 30 percent on the county tax rate."

"This is enough to provide more money than an equivalent of an increase of 32 cents in the county tax rate."

County authorities two weeks ago announced that the tax rate of 2 cents per $100 of assessed proper ty would cease. Present rate is 1.84 cents per $100.

LaMano defined personal prop erty, of which the personal tax would be collected as "property other than real estate used in carrying on a business, profession or industry."

Operators Move
Operators, headed by Drew Canale, National Tobacco Company and also operator of a large music route, immediately began maneuvering to send their attorneys to beat down what they interpreted as discrimination.

"We pay plenty of taxes already," said Canale. "When we agree to their laws and figures together I think Mr. LaMano will agree with us."

Canale has been successful in the past in enlightening other offi cial bodies of the tax and business situation in regard to operators.

It is not known, however, if LaMano will take this into consideration, "Besides coin machines, this includes such units as kitchen equipment in rest aurantss and motels, computing machines in banks, washing machines in coin-operated laundries, bowling alleys, walk-in refrigerators in packing houses, tractors and cut ters picking machines aids and surgical instruments in physicians’ offices."

Fast Easy
In the past, the tax assessor sent out personally tax forms only to a relative few citizens and never enforced the law on those who did not return the forms.

LaMano, elected to office last fall, aims at a complete revision of the old system, he said, and if necessary he will hire additional deputies to do on-the-spot assessing.

Here is the formula by which the personal tax is paid: The first $1,000 is assessed at 1.84 cents per $100 of assessed valuation on the basis of 60 per cent of the remaining. That the tax rate or $1.84 per $100 of assessed valuation is the tax.

Here is an example: Suppose an operator has $100,000 worth of office equipment, games and coin machines. The first $1,000 is exempt, leaving $99,000.

Sale of $95,000 is assessed at $95,000, 400, Divide $100 into that and you get $294, which you multiply by the tax rate, $1.84, to get the tax. The tax in this example would be $1,992.96, quite a burden on any operator.

Or say he has $70,000 worth of machines. The tax would be roughly half of the above example amount.

So the operators once again are having to mobilize to fight a discriminatory tax measure.

MOA Gives Full Exhibitor List; Delay Program

MIAMI BEACH, Fla., Thursday for the annual convention of the Music Operators of America, which opens today, is a portentous event.

The Music Operators of America, which opens today, is a portentous event.

MUSIC MARKET: THE MANIAC BUSINESS?

DUNIHIER—The largest assembly of pin games and other amusement machine makers ever installed in the Denver area is featured in the new $6 million Celebrity Lanes recently completed on South Colorado Boulevard here.

Owned by such greats as Walt Disney, Jack Benny, Bob Hope, George Burns and Gracie Allen, and Spike Jones, the Celebrity Lanes is a giant amusement complex involving 88 lanes of bowling with dozens of other games in a 45,000 square foot club including a 3,000 seat theater, go-carts, bowling, bar and cocktail lounge, coffee shop and the game room. Built as a "pilot plant," it will be the pattern on which the Celebrity owners plan to build many more in the cities throughout the country, according to John Payne, one of the founders.

In planning the bowling section, it was decided to provide plenty of "in-between entertainment" along with such basic essentials as a television-graded nursery, a large billiard room, exercise room, etc. This led to the decision to provide 40 by 25 feet of space for amusement machines, the contract going to Mike DeLuca and Marion Sanscetta of AAA Amusement Company.

Denver

Thoroughly pleased with the opportunity, the partners have installed 13 pin games and several participation types in the game room, plus off the busy coffee shop in the center of the huge new mall.

Under brilliant fluorescent light which provides a minimum of 90 foot-candles over every square inch of playing surface, the games catch plenty of attention from literally thousands of spectators and players every day, and as Sanscetta and DeLuca have been hoping, likewise provide the ideal answer to killing time until an alley is open.

Sanscetta and DeLuca plan to rotate machines continuously over the entire floor in one day and are particularly interesting for regular bowling alley patrons at all times. Play the first few months has been nearly double the original expectation.

With a full-time custodian assigned to the job of keeping all machines clean, fresh and bright as well as maintaining the game room with its wide-open, clear spaces and brilliant "amusement, Center," Celebrity Lanes has shown an increase every week since it opened just before the turn of the year.

The Arcade Installation is an integral part of Celebrity Lanes,

German Top Tunes Study Shows Juke Box Power

The "top tunes" study released by the German Broadcasting Corporation has shown that the juke box industry is one of the most powerful in West Germany and that there are over 70,000 juke boxes throughout the country, according to GEMA, the German performing rights society.

Juke box operators feel that they have been leading a lonely battle in the tax juggles, without it as is established by the National Juke Box Manufacturers, which together earn in excess of $40 million in annual revenues. Juke box makers feel that the tax is a direct hit on the industry, as it is people who play the machines who are the tax base.

In West Germany, the tax is not levied on the juke box itself, but on the music produced. The juke box, therefore, is considered a "secondary" industry, which means that the tax is levied on the music on the juke box itself, and that the tax is levied on the music industry, which is the juke box manufacturers.

In West Germany, the juke box industry is considered to be a major factor in the economy, providing employment for thousands of people, and producing revenue for the government. The tax on juke boxes is seen as a major threat to the industry, as it would make it difficult for juke box manufacturers to sell their products, and would ultimately lead to a decrease in revenue for the government.

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Live-Wire Promoting of Juke Box
By Location Nets $75 Per Week

DENVER—What makes the ideal location?
Most juke box operators will agree that it is 100 percent personal promotion from the location owner and his employees.
Denver has the perfect example in the lounge of the Howard Hotel, operated by Merrel and Walter Bernstein, the owners of the attractive Howard Hotel in the city's West South Capitol.
A combination 3315 and 45 p.m. box, the lounge does an average of 500 a week—which, of course, would be phenomenal if it were not for the fact that the jingle features it from 9 p.m. until 2 a.m. six nights a week. More than once the operators have had juleps zoot receipts in half dollars.

A lot of factors are involved here, according to Johnny Knight, of Skyline Music Company, who has the location. None, however, is more important than the fact that everyone concerned with the location is doing an aggressive merchandising job during every hour the 140-seat cocktail lounge is open.

Composer-Owner
First, Merrel Bernstein is himself a composer, with several records already produced. During a recent remodeling of the lounge, he contructed for the sandblasted, back-lighted glass panels which are in some song hits of his own composition and the artists, including Don Cherry and others of equal stature.

Understandably, Bernstein always has his own records in the juke box, and first-time customers are always interested enough to drop in a coin to hear them. After a few minutes he adds the dimly lit lounge, intimate lounge, the three panels which makes the purr that every patron is at least momentarily sure that every patron is at least momentarily, makes the panelists in the juke box.

WITNESS at KEYBOARD lounge sell a lot of music for a 35-cent charge. Here one signals a customer that there are five selections left. continuously asks every customer what his music preferences are, not for light chat-chats, but because it is part of his merchandising for the popular spot. Every request is honored, usually within one or two days, because Knight, with his excellent record buying facing the only infrequent requests without delay.

Honesty
This doesn’t matter how obscure the record named may be—Knight will turn it up, and Keyboard lounge employees make sure that everybody knows that the record is on the list and that the purr is out of the way.

"I have a basic rule which is to make sure that every customer who leaves my lounge knows about all of our records, and they come back to hear them again.

Good-Will Builer
Operator Kenneth B. Kohn, who runs on this “give away” without hesitation. Instead of selling out the records at his office or swapping them, he holds that the office is building up a list of new customers, and that the office is building up a list of new customers, and that the office is building up a list of new customers.

Merchandising Program
The new combination 3315 and 45 p.m. box installed in true stereo format by Knight and Bohn, is a new merchandising problem into the picture because of the tremendous expansion of number of 3315 p.m. records involved. Knight and the Bernstein must not the challenge head on by simply sitting down in booth with the customer and explaining the difference, while Mrs. Pettit was doing the same thing over the bar.

Informing customers casually that the newest song is recorded music is available at the Keyboard lounge and getting people to use it is as good as that of the live entertainment provided in the event. Create over-powering curiosity and additional play.

Finally, if all of these merchandising methods are not getting results, the Keyboard lounge uses plenty of its own change to keep the box in operation. We don’t want to lose a minute during the day when the phonograph isn’t supplying any music.

Walter Bernstein said, “And we make sure that it is there by playing them at a 75$ per week volume in what at first glance would seem to be nothing more than a marginal location to the average operator.

South’s Seeburg Distributors Meet, Hear Firm’s New ‘61 Policy, Give Approval

NEW ORLEANS—George Simmons, president of Simmons-Pennington Company of Minneapolis, Seeburg distributor, said last week he believes the New Orleans policy of no new phonograph model for 1961 will be good for the industry.

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TENNESSEE, KENTUCKY, OHIO, AND WEST VIRGINIA

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World Wide Sets Open House Plans

CHICAGO—World Wide Distributors, the two New Jersey Seeburg outlet, are holding an open house for the local operator trade May 22-24 and will unveil its newly remodeled quarters.

World Wide is also introducing a giant sales plan in go-ahead with its vending line. Under the plan, the operator can receive a new Ford, Dodge or Chevrolet pick-up truck by buying two drink machines, and a new TV set black and white television by buying two drink machines.

The plan is primarily to introduce World Wide as a Seeburg distributor to the vending and coin operated machine operators.

Delivery is at the option of the operator and the purchase must be made at once. World Wide is sending out a mailed promotion advertising the plan.

Finishing Touch
Also part of the deal—operators can get a new color television set black and white television by buying two drink machines; a new TV set black and white television by buying two drink machines.

The plan is primarily to introduce World Wide as a Seeburg distributor to the vending and coin machine operators.
Inc. has scheduled a service school for deal with distributor service as its headquarters for May 23. Salesmen, Rutland field service engineer, will be
in charge.

Jack Lansing, vice-president, Dunnington Distributing Company, be-
came the father of a boy. Says the grandfather, Sam Hasting, "That
adds another vice-president to the company's officerboard and all of
us are happy about it."

All distributors in the Hastings Distributing Company in search of good used equipment were heavy last week, according to Sam Hastings. The list included George F. Dunnington, Harry Choler, Clifton, and Arnold Jones, Gaithersburg, Maryland.

In town making the rounds of distributors was E. V. Shemby, Albers, Harry Kneuss, Gaithersburg, Maryland; George Young, Soldier's Grove, and William punched, Green Bay.

South

MEMPHIS MEMOS

Drew Canal, Canal National Tobacco Company, being com-
manded by fellow operators for standing up to County Tax Assessor
George J. LaManza when LaManza sacked the coin machine
industry for a drive to increase personal tax assessments. (What
most operators don't know is that LaManza tried to do this during his
campaign manager last summer, but Drew was too busy and
couldn't do it. LaManza apparently is still milking it for all he can.

Reports of increased collections now that good weather is here
and cotton planting over in the Mid-South, comes from several ope-
raters: Bill Hatches, Hatcher Amusement Company; A. J. Dumas,
Hodgetts Company; Edward H. Newell, Jr., Amoy Amusement
Company; Edward H. Newell, Ed Newell Amusement Company;
E. T. Lockett, Luckett Music Company; Luther Dickens, Dickens Amusement
Company. All are Wholesale.

Stereo Singles To Be Leading Topic at MOA

The pioneer in the 33 speed move-
ment was Seeburg, but other firms
brought out equipment at the same time. Seeburg's equipment
sold for $45. Many of these were sold, yet operators have al-
ways had difficulty in obtaining stereo records for these boxes.
They have tried to get them in stock. Yet, disk firms and their dis-
tributors have always indicated a lack of demand for them.

This was the general tenor of a forum discussion at last year's
annual MOA meeting, and the same is true this year, leading to
operators to call in "who's on first" condition.

Virtually all equipment being sold today is of the stereo type,
most of which carries a higher price tag than would ordinary equip-
ment. Yet, many operators, dissatisfied with the difficulty of get-
ing stereo records, have been picking up offers directing such
comments as "for what?"

Speed Problem

Actually, the question of stereo or monaural is a separate problem to
the speed standpoint. Many observers feel that the 33 speed
will eventually become the stand-
ard for the industry. Seeburg came
out this year with a new line of
boxes which could take both speeds of records, employing an automatic
speed selector within the unit. AMI shortly there-

upon announced a similar adapter unit for this purpose. Rock-U-Sha, and later Watertown, brought out adapter units. AMI is expected to announce a new line of
units which will have the selector device built in.

Operators in general, however, have not engaged in any stampede to
obtain the speed adaptors. On this question, many would be quite
content if no such speed problem had ever come up in the first place.

On the matter of stereo, many have observed a sort of "sell-
down" process after a year or more of
experience, in which they have
tested that original gains in the
take, due to the novelty value of stereo, have now dissipated back
toward past level.

It is believed that many of those who are now being converted to
effusiasts or some kind of standards, are only doing so on an ad hoc basis. Everyone
feel that stereo could be a much greater factor in the industry, if
general, including bit pop singles rather than entire M-9600 prod-
uct line. A different approach could be made generally avail-
able for the boxes, and in both 45 and 33 speeds. If the stereo box
operators collectively are the leading innovators in these matters
in the future, and many traders feel that disciers would do well
in more convincing fashions to
their needs.
**Exhibit Card Vender**

- Continued from page 776

The unit is a follow-up to Exhibit's Model 307 electrical card vender, also manufactured. The new unit, dubbed the Model 412, eliminates the bulky-pull mechanism previously used on mechanical units. The vender compartment holds 500 cards, it vents at 2 cents per card. Exhibit has a selection of over 20 different card series. Shown in the picture is its recording articles series, which Exhibit's Chet Gore says is especially suitable to be used along with juke box or game equipment. Exhibit also makes a two-machine stand for mounting the vend- ers. The vender may also be placed on a counter, or hung from the wall.

The cabinet is all steel with a baked enamel gray hammerloid finish. It has separate door and cash box keys.

Free Cards

Exhibit is making an initial offer of 3,000 cards (of any series) free with each vendor. The unit is being sold direct from the factory. It measures 10 inches wide, 11 1/2 inches deep and 23 1/2 inches high. The top display sign is 14 by 7 by 9 inches. Both the top display sign is 14 by 7 by 9 inches. Both the top display sign and top card are free. Shipping weight is 75 pounds. Price is $73.50. Cards are $5 per 1,000. Exhibit is also offering quantity discounts on both machines and cards.

**FIRST COIN**

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**NOW DELIVERING**

**WESTERN TRAILS**

- LIVE-ACTION HORSE actually trots every time the light is turned on. It's 17'7" Char, complete with horse and accessories.

- 1st Bidele Ride with 5¢-10¢-50¢ Chutes.

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scores singles — doubles — triples — home runs

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**Order Deluxe BATTING CHAMP NOW!**

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Statement of Fact

When Mr. Alvin Gottlieb appeared before the Judiciary Committee of the Illinois Senate on April 25, 1961 for the purpose of stating his opinion that Bally pinball games exhibited to the Committee are gambling devices, he spoke at length about the friendship between his father, David Gottlieb, founder of D. Gottlieb & Company, and the late Ray Moloney, founder of Bally Manufacturing Company, emphasizing that the friendship continued to the time of Mr. Moloney's death.

We are concerned about the possibility that Mr. Gottlieb's gratuitous mention of Ray Moloney's death—spoken in a context of references to hoodlum infiltration of the coin-machine industry and a statement that D. Gottlieb & Company is owned solely by the Gottlieb family—may lead to the suspicion that, after Mr. Moloney's death, new and perhaps sinister principals succeeded to the ownership of Bally Manufacturing Company.

We must, therefore, state positively that Bally Manufacturing Company is presently owned entirely by Mr. Moloney's heirs, all members of his immediate family. The board of directors, responsible for the management and policy of the company, consists, without exception, of persons who were for many years closely associated with Mr. Moloney in the operation of the company, either as veteran employees or members of his family.

BALLY MANUFACTURING COMPANY
PER MACHINE TAX

Hoosier Tax Laws Sock Coin Ops' Receipts at Both Ends, Middle, Too

By JOSEPH KLEIN

INDIANAPOLIS—Can Indiana really impose a virtual per-machine tax on vending equipment? Hoosier operators have been anxiously asking that question since the recently announced determination of the State Department of Revenue to assess the machines for a store license fee.

The resultant burden would probably prove back-breaking for the operator. For while the fee is only $3.50 for a single piece of equipment, it rises to a crushing $1.50 for each of 28 or more machines under common ownership. Other phases of Indiana taxes as they affect coin-operated equipment were also explored by this correspondent.

If they belong to a central owner, vending machines which dispense soft drinks, gum, peanuts, tobacco, candy and other goods are considered under the 1929 store tax law the owner of the store where the vending machine is located has a store license, it will cover the sales made from the vending machine.

Chain Basis

If there has been no license issued to anyone for a location where the machine is installed, the owner is liable for each and every machine so operated on a chain basis. City halls have no such licenses. Nor court houses. Nor yet post offices, railroad stations, office buildings or, in some cases, industrial plants.

Indiana law defines vending machines as machines which are not operated as games of chance, and which deliver to the final user or consumer merchandise of the value of money deposited.

The statute stipulates that the entire gross receipts from sales through vending machines are considered "selling at retail" by a "retail merchant" and taxable at the rate of 5% of 1 per cent. No deductions are allowed for payments to the premises. "Tough? Well, so are other Indiana taxes."

Take the State's gross income tax, for instance.

Owners of game equipment and similar mechanical amusement devices are taxable on their entire gross receipts. The location owner or other persons in whose charge machines are placed is taxed on all splits, rentals or other amounts obtained from the use of machines.

While pay-off pinball machines are prohibited by State law, the Indiana tax collector shows no squeamishness about garnering taxes from such illicit sources.

The entire gross receipts of gaming devices are taxable at the rate of 15% per cent without deductions for splits, rentals or other amounts paid to or retained by the location owner.

And that's not all. Called upon also to make his "tax contribution" is the location owner—at the rate of 15% per cent and, again, upon all splits, rental or other amounts received from the operations of the machines.

Other Equipment

Also taxable at 15% per cent are coin-operated non-vending machines. These include juke boxes, scales, radios, moving picture machines and similar equipment.

No deductions are allowed anywhere. Both the operator and the location owner pay their 15% per cent without regard for rentals, commissions or other operating expenses. What is obvious is that it isn't called a "gross income tax" for nothing.

Vending machines—as all other coin-operated equipment—are also subject to the "personal property tax"—the principal tax source of Indiana's local communities.

$11 Rate

In one Indiana county, at least, the tax rate is well over $11 per $100 of assessed valuation.

Thus the yearly tax on a piece of equipment assessed at $1,000 in that community, would exceed $110.

The Indiana State Chamber of Commerce claims that Indiana has a good "la climate."

If so, the other States must be having some pretty rough weather.

BOOThS 18, 19, 20

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