German Trade Raps 33 Disks

MUNCHEN, Germany—There is increasing disquiet in the German trade over the 33 versus 45 single-groove controversy in the U.S. German diskiers and record dealers complain bitterly that the 33 single is a gratuitous and entirely false issue which threatens to disguise the trade.

Sentiment appears to be hardening against the 33 single. The majority of dealers appear to feel that however technically desirable is the 33 single, the public is more involved in its introduction out-weight any possible advantages.

However, most German diskiers everywhere feel that the issue is bigger than the German trade, and that it will be decided in the court by the German government along with the American decision, whatever it is.

So far only one German diskier—Vogel—is producing 33 singles. Its first release, an recording of 24 Mills 5" with the 17-year-old Parisian singing star Johnny Halliday.

ASK KINDNESS TOWARD TRIPP

DENVER—Local (KTLN) disc jockey Joe Finn, who had his own payola probe problems when he was with Washington's KVV, Cleveland, expressed some interesting thoughts last week on the subject of fellow jockey Peter Tripp's recent conviction for separate story in Radio-TV Programmers section this week on commercial bribery charges in New York City.

In his letter to the trade last week, Finn said, "As you know by now, Tripp has been convicted and so have we all. One man has to take the fall for all of us. For those who have had to put out the dust, it is just a hollow victory. 'It doesn't mean that I wish everyone who was ever involved in either paying or accepting the bribe had to do the same.' They were brought to the same sorry end. I don't. But I could wish that hypocrisy of stealing in private concern would give way to the generosity of silence if not support. For some of you, know perhaps a silent prayer for the grace of God. And, J. T."

Trend Grows for Small Indies to Hand Products' Distribution to Larger Indies

In Past Few Months, Score of Independents Make Deals

With Substantial Labels; Arrangements Show Wide Variety

BY JACOB MAHER

NEW YORK—More and more small indie labels are setting distribution of their product through the hands of large and stable indies, thus intensifying a trend that started a while back. Over the last few months, almost a score of indie labels have set deals for distribution with substantial indies.

United Artists has just taken on the Boyd and Big Daddy labels, adding to the Moniker label which it handled for a number of months, Mercury is now distributing his Sign, Clock, and Pioneer, Warner Bros. is the distributor for Valence, Montclaire and Pacific. King has taken on outside labels for distribution and is now handling Kern, Fairlane, Belmont, Hycro and Foot. Laurier has taken on the Le Grand label, Atlantic, for the first time, is distributing a couple of indie outside labels. Scientific-Atlanta has just taken on Eroll Guarino's Original label.

Distribution of outside labels has been very successful for a number of index, most notably Alp's deal with Chancellor, and Liberty's deal with Decca and EMI. In Liberty's case it eventually purchased the Decca label.

Proposals of the small and large indie to see it in nothing but benefit for those involved—manufacturers (both large and small), small精品, and distributors. The small label's advantage is obvious. It gets the potential organization of the large manufacturer in production, distribution, production, while the indie, its own bookkeeping behind the sale of its side. In effect, the label becomes an independent producer selling a finished product, designed for distribution on a national scale.

The large indie gains by the fact that it often obtains a market-tested product with which to work. The larger label can pick up a record until it's getting strong local action.

RCA 'Stereo Action' Clicks

NEW YORK—In a brief period of six weeks, RCA has successfully established its line of Stereo Action albums. It is known that each of the first four packages which were released during February and March contained 5,000 Variations up or down from those figures were not more than 10 per cent. The first four packages were Marty Gold's "It's Magic," Ray Martin's "Dynakin," Dick Sherry's "Rumino Wild" and Leo Addino's "The Music Goes Round and Round." Two subsequent Stereo Action albums, released in May, also gave indications of being solid sellers. These packages are Keith, Tessa's "The Poet" and Vio Schoon's "Bar Laced With Strings."

According to Bob Yorke, distribution vice-president, Commercial Records Corporation Department, the schedule of Stereo Action releases is being stepped up. Initially, eight were planned for this year. By the end of the year, there will be a total of 15. In 1961. Next two up coming upcoming packages to radio was generally on monaural listeners, while consumer advertising had been wholesale until this month. It just filled a void," Yorke remitted, and he added that the packaging meets the consumer acceptance.

In recently debated lines based on a concept of sound, it has been customary for the manufacturer to establish a material counterpart of the stereo versions. RCA Victor has divided its effort to stereo Action. "We don't need the mono version to cut off the cut."

To Urge AFM's Backing

Of ASCAP War on Ops

HOLLYWOOD — American Society of Composers, Authors, and Publishers' Right to collect performances royalties for music played on juke boxes. ASCAP has been waging a campaign to amend the Copyright Act so as to remove the juke box exception, thereby clearing the way for juke box performance collections.

AFM's Local 47 here instructed its delegates to the Federation's convention, to be held June 12-15 in Atlantic City, to pass a resolution urging the Federation to team with ASCAP in getting the necessary Congressional Concessions.

AFM's interest in an ASCAP victory indicates a possible future push by the musicians' union on the question of share of juke box money. This has been long feared by some juke box operators. The threat that AFM might demand a slice of the juke box industry's take once (Continued on page 28)

Capitol Lands

LP Rights to Two Musicals

HOLLYWOOD — Capitol Records, stepping up its drive for Broadway musicals, last week announced that original cast album rights to "Kiss Me, Kate" and "South Pacific" have been purchased by Capitol Records. The "South Pacific" record label, it is in its heyday for the forthcoming season. Earlier this month, Capitol announced the disk rights to "The Gay Lady" label, "Kwamina," produced by Alfred De Liager, features Richard Ad. (Continued on page 28)

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TV PRODUCERS PLAN PUB FIRM

NEW YORK—Goodson & Todman, producers of TV quiz shows, are negotiating to start their own BMI publishing firm. The partners feel that too deal has yet been completed with BMI. Goodson & Todman producers of the "What's My Line?" "Is It Right," "Say When," "Teenage Tangle" and NBC-TV, and "N and A" Please on ABC-TV.

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RCA Victor Unveils Strong New Lines To Distributors-Dealers at Florida Meeting

Fall Drive Readied On Cartridge Tape

By REN GREAVET

MIAMI BEACH, Fla. — RCA Victor Sales Corporation will introduce a major new drive in the cartridge tape market, the expanded line will kick off early next month, according to Raymond W. Saxon, RCA Sales Corporation marketing manager. "We have been careful in our introduction because the consumer will not understand what the product is unless he can hear it," Mr. Saxon pointed out. "The new lines will be available in April and May and we hope to sell them all."

MIAMI BEACH, Fla. — RCA Victor announced and demonstrated their new line of phonograph, tape equipment and TV of both the color and black and white varieties, at a press breakfast held at the Fontainebleau Hotel here last week.

The new equipment was shown in a small Coliota Avenue hotel was the second appeared the top Victor equipment, this and brought an audience of many Victor distributors from the Eber section of the nation, plus more than 700 dealers. Dealers were brought here as a result of establishing significant basic sales quals of impact in their territories.

A meeting the previous week in Los Angeles was attended by the distributors as well as a number of CBS reps.

Innovation

The new line introduced a number of innovations for Victor. FM, for example, is being made available for the first time in the radio. A black and white TV, as well as a color TV, is shown for the first time. The TV camera will retail at about $300. Beyond this, it is said that the radio will be produced with a "Hitch" style of cabinet reflector, and that the TV will be an accurate representation of the aspect of packaging was introduced from the Cataclysm to the present day along with a color television set, the TV set features a "hit" with the fan.

(Continued on page 3)

Cap Introduces New Duophonic Sound System

HOLLYWOOD — Capitol Records last week introduced “Duophonic Sound,” its system of electronically enhancing monaural recordings so that they are comparable to stereo equipment, by releasing 14 single-channel sets in the new stereophonic series. The idea is to present the listener with two channels, which when played back and recorded in stereo, will result in a much closer resemblance to the original sound produced by the artist.

Several of the artists involved with the new system have been issued moose discs re-

Reprise in Promo On 3 New Albums

HOLLYWOOD — Reprise Records has launched a special May-June promotional drive timed with the release of three new LPs. The drive is planned to build sales of a total of nine LPs, includes the Junior Four’s “Lookin’ Up,” Cal’s “Metro Mix” and “Movie Themes,” and Jimmy With the Rhythm.”

Concurrent with the release, Reprise is issuing sales kits to all retailers containing sales materials. The week ending May 31 will see the labeling of the current LP’s being shipped to all retail stores. Salespeople will receive brochures and retail jobbers will receive samples of the new release. Dairies will be given discounts.

The Frank Sinatra label’s “From a Whisper to a Scream,” released in March, features the hailing of the Bob Waring campaign reminiscent in flavor to the type of general music campaign conducted by the Dinah Shore label’s Drye Warran was at the helm.

(Continued on page 4)

Capitol, Solon Group Okay Stronger Counterfeit Law

NEW YORK—State-legislative action directly concerned with counterfeiting of phonograph records has been taken by the Criminal Procedure Committee and the Joint Legislative Committee of the National Association of American, Inc. (RAA) testified that a proposed bill “is a logical and long overdue consequence of the counterfeiting crimes which have taken place.

Hereinafter counterfeiting in music records is more difficult. Under the new bill, more severe penalties would be imposed on those found guilty of the practice. The bill would amend Sections 14321 and 14322 of the Business and Professional Code so that counterfeiting would be punishable by up to five years in prison and/or a $5,000 fine in the State Prison for five years. What is now a class E crime would be raised to at least a class B crime.

NEWPORT COP TALKING TOUGH

NEWPORT, R.I.—Mindful of the problem and the attempt by residents to halt music at Newport’s jazz concert held on July 5, the new police chief of this resort city has issued strict or-

PAUL CLARK TO DO SHOW TOUR

DICK CLARK TO TAKE SHARK TOUR THIS SUMMER FOR THE THIRD CONSECUTIVE YEAR. His ABC-TV network show will be taped by Clark en route and will air on network television. The show will kick off from San Francisco in July and will be taped at the Hollywood Bowl, the Kansas Con- tent, the Ford Center, the State Fair in Dearborn, Michigan, and the State Fair in Fair Park, Dallas. The new tour will be called "The Dick Clark Summer Show Tour." Dick Clark will emcee all the shows, but the bill will vary from date to date. The tour starts July 30, will feature Chubby Checkers, Eddie Money, Donn Ely and the Rebels and others. Bobby Rydell and Dodie Stevens, Checker, Sherman, and Clark will headline the Hollywood Bowl date, August 11.

NEW YORK—Bob Dorough has resigned his post as chief engineer of MGM Records to accept a new position as recording studio engineer in Hollywood. He will assume the new post on June 5. He will be the top engineer at MGM for four years. He has also been with the company in the commercial field here.

NARAS 1ST A In Board Vote

HOLLYWOOD — The local chapter of the National Academy of Recording Arts and Sciences has elected a new slate of officers and directors.

The new board includes Paul von Goedt (president), John Barry (vice-president), and the following new directors: Henry Ginsberg, Ray Ellis, Peter Fonda, and Roger Wagner. The 22-man board will meet for the first time Wednesday (31) to elect new officers.

Ends Debuts Radiant Subsid

HOLLYWOOD—This week’s debut of a new label, Radiant Records, has its sales and distribution will be handled by ABC Records. Jerry Dennis through the parent company, St. Louis-based, and the exclusive commercial release is Adam Ross and the Ediscoversd "The Man With a Green Head" was chosen by "Mr. Alone."
Germany's Coin Industry Uniting to Battle Royalties

FRANKFURT, Germany—Manufacturers and distributors are rallying behind Germany's coin machine operators in their running battle over payment of music royalty fees.

Geiger Wulf, president of the VEB Deutsche Münze, said on Monday that his group is ready to come to the aid of the operators.

The industry takes the view that an entire new area has been added to the music royalty issue since the introduction of the Geising von Silbernacherstrasse (GVL), which is attempting to levy regular monthly fees on each juke box on behalf of the "performing artists" involved in recording.

GVL is attempting to speak for vocalists, directors, and orchestras. It demands to be treated on a parallel basis with GEMA, the German ASCAP equivalent.

Meanwhile, GEMA is demanding a hike in royalty payments on the grounds that their present level of protection over all others and are to represent a sum currently demanded by the GVL.

United Front

Now Wulf, with the promise of support by the manufacturers, has bluntly asserted that the GVL was being used as a "united front on the music royalty issue." He said, in an interview, to a local journalist, that there were two sides to the coin machine industry, facing the German coin machine industry. One of these, he continued, is the demand for the royalty protection of the manufacturers, the other is the demand for the royalty protection of the GEMA.

Victor Releases 6 Compact 33's of Album Artists

NEW YORK—Victor is issuing 6 compact 33's of album artists in June. The company issues 15 compact 33's of albums taken from the firm's top-selling Records, plus 33's taken from albums from such labels as Bluebird, Columbia, Decca, Mercury, and Vocalion.

Judkins Scans Mfr. Price Views

LATE POP SPOTLIGHTS

DELL SHANNON
OFF TO LARRY (Vivid-McLaughlin, BMI, 2/100)

The "Runaway" lad follows up his smash hit with a repeat. This time he says that the song, which he wrote, doesn't mean anything. When interviewed, he states that he was only trying to "get a kick out of the song." His next record is to be "I Don't Think I Can Love You Again." The song is due out in a few months, and will be supported by a heavy radio campaign.

DOOLY (Arve, BMI, 2/7)--The Olympics came out with their first album of their "It's a Love Song" series. The album contains 12 tracks with songs that are popular among the youth. The album is now being played extensively on radio and television.

MARY WELLS
I DON'T WANT TO TAKE A CHANCE (Joho, BMI, 2/7)

Wells, who released her first album earlier this year, is back with another album. This time she is featuring songs that are more mature and grown up. The album is received well by critics and fans alike.

THE DRIETERS
PLEASE SAY (11th Floor, Quartz-Wilden, ASCAP, 2/110)

The Drieters are back with another album. The album contains 10 tracks that are catchy and well-received by the public. The album is being played extensively on radio and television.

Columbia Releases 23 New Packages

NEW YORK—Columbia Records is issuing 23 new packages in June. The company is issuing a variety of packages, including a new Jocke Graphic series set, "Stars for a Summer Night." The series includes tracks from the popular and Marmalade albums that have been or are best sellers.

KEITH TEXTOR TO GET CREDIT

NEW YORK—In an Al- bany afternoon session, the RCA release entitled "All American," which was erroneously listed as Keith Taylor. In actuality, the featured performer was Keith Textor.
Victor Stereo Action Line
Notches Solid Acceptance
Each of First 4 Packages do 35,000; Two May Albums Also Strong Sellers

Continued from page 17

and feel it would be wise to set down the image of the line," Yokе stated. He added that despite the small size of the group, the addition of the six initial packages, all in
voluntary, in the project had not yet fulfilled themselves artistically. "We continue to work new tech-

implyingly in a surplus market. What
necessarily was the development of an "exclusive image"—

music. The living strings did this and have had heavy sales action.

Columbia's 'Title the Tune' Contest Ties Pop Sing With Club roster

NEW YORK — The Columbia Record Club is running a "Title the Tune" contest, and the five Columbia Records for $1.95 as long as they are free. The "Title the Tune" is chosen by the

and much is certain that the orchestra will be used

Eddie Barclay, who controls the Barclay label in France, also plans a program called "Aimez-Vous Brahms?"

and against charges of infringement of copyright. A Tax
court decision held that since the published was late in filing of no-

at Valley Forge. The Federal Judge David N. Edelstein held that the publisher was insufficient to use the song, "Stimation of the Villi Poring.

in the contest.

According to Columbia's new Rec-

in morning at the Columbia Record Club box office.

The Columbia Club box office will be set up at the third floor of the hotel next to

Then the name of the man who wins the contest will be car-

The Columbia Club box office will be set up at the third floor of the hotel next to

will get a chance to hear the Allen tune before it is nationally re-

The club has also been giving out a free record to all members who
tune to play a strong hit to

The reselection will be made in the contest.

Suggestion the contest will be conducted by tendering interest in a

Vee Jay Reads New 4-Album June Issue
CHICAGO — Vee Jay Records is introducing four new albums in June—no leasing by the label this year, ac-

When considering ads...

Soy You Saw It in Billboard Music Week

and will be searched for by the

of use, he was not eligible to enter the contest. The record was regarded with considerable an-
giety by a startled publishing fra-

Charles Clark, Harold Medina and Henry Perkins.

The original case launched by the Chicago-based music firm, Norby Music, was based on the question of whether the publisher had proper legal rights on recordings of his song if he fails to file a notice of use. In the initial decision, Federal Judge David N. Edelstein held that the publisher was insufficient to use the song, "Stimation of the Villi Poring." A Tax
court decision held that since the published was late in filing of no-

in time approximately one year after the first

And the results of the initial recording of the song "Slow Walk," on Tre-

Copyrighted materials.
FIRST LADY OF FORT WORTH a C&W BOOSTER  

By DON WEDGE

LONDON---The 36-year-old arrangement whereby the (British) Performing Right Society has acted in the capacity of a U.S. “First Lady” of Fort Worth, wife of Fort Worth’s new mayor, John Justin, Mrs. Justin in a country music fan, and doesn’t care who knows it. And Station KUCI here isn’t keeping Mrs. Justin’s preference a secret, either.

KUCI, 50,000-watt country music station in both Dallas and Fort Worth, reportedly is going to pay its First Lady by honoring her for an entire broadcast day. The day’s schedule featured many of Mrs. Justin’s favorite country music performers from the country and western artists she abilities. Mrs. Justin with telegrams of appreciation for her preference of country music. Rex Allen saluted the socially prominent First Lady with a personal message from his Hollywood home, which was taped and played over the KUCI air. Arnold called and talked with the First Lady over the operator’s phone. The call came from Nancitate, Tex., one county over on KUCI.

Ed McFerron, producer of the “Big D Jam,” who is featuring Mrs. Justin as the First Lady with a bouquet of yellow roses over his new record, “Ranger,” Kurt Weer, proclaimed a June Justin Day and presented the Mayor with a painting of many of her favorite country music performers. The painting was interviewed by KUCI program director Fred Karren, who said: “She’s a wise woman.” Wide coverage was given the event by newspapers and newsreels.

“The thing that surprised me,” says Mrs. Justin, “is the great interest in my country music. I do share my love for country music. You’d be surprised at the number of people who really enjoy listening to country music. They’re not just throwing in the hobby by taking sides. One fact remains: Whoever wins, the country music will remain. As long as the country music goes on, the First Lady will continue the KUCI concert. It has each member individually under contract and will continue to record the KUCI Trio whenever it can.

Bel Canto’s Russ Molloy is reassuming his “Didn’t It Rain” record, toned two songs away by the Exciting Voices as part of a program of spirituals. Liberty Vice-President Harry Mintz is back from New York where he handled the acquisition of the label’s new Eastern headquarters at 1500 Broadway, Street. He promises Bob Skiff to launch a 15-city tour pushing Liberty’s “Tennessee” and “One-Eyed Jacks” programs, and Gigi Grant’s forthcoming “Adele” on a Star single.

Columbia Records’ founder and president, Glenn Wallach, will receive the Hollywood Ad Club’s First Industrial Founders Award at its meeting on Monday (29). Marketing Vice-President Lloyd Dunn, fresh from a tour of duty in Europe and the Orient, will address the assembly on “Packaging and the Channeling Sound.”

March 29, 1961

First Lady of Fort Worth---Curb and western music probably have the most material in the Western Hemisphere,” published by J. B. Lippincott. Town covers a number of North and South American cities, as well as European and Russia, and . . . Tony Richardson of the Famous-Para- mount screen company, who has been in Los Angeles for about a week, is expected to appear in Fort Worth next week. . . Joe Cerami has joined the L.P. Sales Corporation under Herman Gimbel. Cerami was formerly national sales manager for Imperial Records. He has been with Imperial for about a year, and is a graduate of the University of Illinois.

Frank Wolf is the new record buyer for Tony House of Nevada, New York, and Connecticut record jobbers. . . Organist Richard Efferson will open the NAMM convention at the Chase Club on Friday night. . . Sammy Kaye and his orchestra have signed with William Miller of the Columbia Record Company, here, and the orchestra has been teamed up with Paul Greenfield has joined Riverside Records as an assistant to producer chief Bill Williams. She has been with Verve Records in New York.

King Records Up 1-for-1 LP Deal On Eight Packages

NEW YORK—King Records is inaugurating another “Buy One Get One Free” program, which will bring its 16 LP’s listed to “Sittin’ In” to the formula. Each eight package will contain eight packages of two each, with each package selling for the price of one. The offer will be in effect through April 15th.

The PRS will continue to play an important role in the promotion of American affairs. The present intention is that one member of its board of trustees and the general manager will serve on the SFAC board. According to Walker, the PRS will be free to control outside but “to help and advise, particularly during the formation.” SFAC’s relations with overseas agencies—specializing in American affairs—will vary, the same as they do in their own country — will, at first, be through the PRS, although it is expected that it will make in own contracts in the future.

Also, in the early stages at least, London records will be marketed on SFAC’s own labels. The terms of the agreement will be released in due course. Distribution of fees will, however, be handled in Southern California by the British record label “British.” There are several new SFAC labels involved. Distribution of fees will, however, be handled in Southern California by the British record label “British.” There are several new SFAC labels involved.

S. African Music Society To Replace British Group

Easter Planning The move was planned at the beginning of the year when the PRS chief arrived in this country. Fibreboard, intimates that he would be retiring, said that the PRS was the feeling that the operation should be a local affair and the board is being elected by local writers and publishers. The general manager has already been appointed. He is Gidal, Ross, who was once with the South African Broadcas- ing Corporation which, as director-general, was the first to introduce the concept of the PRS.

SAFAC’s headquarters will be in Johannesburg. A non-profit making body, it will be responsible for the music of composers of most nationalities when performed in South Africa and through international affiliations it will receive royalties collected overseas for South African composers.

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RCA Sets Full Sales Campaign
For Tape Cartridge Line Debut

All of the new models will weigh in the general area of 17 pounds and will employ reels using the adapter unit of three-inch size. The adapter is expected to be available for "around $9.95." The new units will incorporate playing speeds of 3 1/2 and 7 1/2 inches per second. Much of the current stereo type reel-to-reel product available, however, is designed for a speed of 7 1/2 inches per second, a fact which some believe could have an effect on movement of the adapters.

None of the units were actually shown here but it was stressed that distributors would be given demonstrations of the line in August. Models were expected to be ready for store in September.

It is possible that at a later date, according to Hamsellman, variations of these models or perhaps only the deck element would be incorporated into some of the higher-priced combination consoles in the new line. There is no target date for this, however.

Victor's is the second announcement within two weeks of a new lightweight, compact tape cartridge unit. Earlier (BMW, May 15) it was reported that Bell & Howell would introduce an 18-pound machine. This was shown for the first time at the Paris Distributors Show in Chicago last week.

Calif. Solons Favor Stronger Law

Continued from page 2

and the head of the association's team of private investigators, presented testimony in behalf of the RIAA.

Commenting on the legislation, ARMADA President Mainz said, "While we will continue to press for other State legislation, we will also stress the federal program as well. As we have stated, Congressmen are not asking what you are sponsoring a federal bill in this way, we will speak before ARMADA's convention June 26 on this very subject."

Garner-Am-Par

Continued from page 3

clearly by them. When did a record club ever build an artist? All they can do is ride on an artist whose reputation was built before they understood the market, through his concerts, night club work, and records - records that were promoted and sold by the record store.

Garner stated that he had turned down several big deals with record companies after he split with Columbia because he wanted his artists to turn over the record club rights to his material. "And they offered me the same royalty in the club that I get on records sold through stores. But I still said no - not because I don't want my record to be sold that way. If I want my record to be sold through the mail then I'll go to Sears - that's the best mail-order house. But no records based on the Octave label will ever be sold through record store routes. Clark, Am-Par president, feels the same way about record clubs that I do, and that was one of the reasons that we signed with Am-Par for distribution."

Garner, some of whose Columbia material is on the Columbia Record Club, said that he felt record club customers were indiscriminate record buyers. "Since they can't hear the records they order, they can't always be sure what they're getting. They don't even get a chance to hear the liner notes - unless they go in a store first. Money spent promoting records in clubs would be better spent in bringing back customers to record stores, where they sell music - records and sheet music and even instruments - and where buying records is fun."

Stairway to Star Billing

Watch It Climb!
Bill Anderson
Singin' "Po' Folks"
DECCA 31262

JOHNNY PRESTON
WILLY WALK
#71803 Pick of the Trade
His Greatest Ballad
Since "Love Me Tender"

ELVIS GOES WILD IN THE COUNTRY

FEATURED IN JERRY WALD'S PRODUCTION OF "WILD IN THE COUNTRY"
FROM 20TH CENTURY-FOX IN CINEMASCOPE / COLOR BY DELUXE
MUSIC AS WRITTEN

Records’ Charnamines and Jack Larson. . . . Shelley Singleton directed a Rex Allen session at the Bradley Studio Thursday (25) for Mercury. Also handled sessions for labels’ Ray Stevens and Joe Dowell Friday (26) and Marge Bowne Saturday 27. . . . Owen Bradley directed a Roy Drusky session for Decca Thursday (25), and recorded Jimmy Newman for the label Wednesday (24).

Junior Driftwood comes into town June 5, 6 and 7 for sessions at RCA Victor Studio for the label. Artist is scheduled to etch an album of sea songs. . . . Homer and Jethro are due in RCA Victor Studio for two album sessions for the label June 13, 14 and 15. One album will be instrumental. . . . MGM’s Connie Francis occupies the RCA Victor Studio June 2 and 3 for sessions directed by label’s Jim Viennas. . . . The Everly Brothers are scheduled for a Warner Bros.’ album session at RCA Victor Studio this week.

Chicago

Don Husler, Capitol’s special products national sales manager, flew in from coast last week for a meeting with Earl Horwitz, branch manager, and George Gerken, district sales manager. . . . Sammy Kaplan, Danceand Records, Detroit, broke into the Woody City to catch his old friends, the Randy Sparks trio, at the Playboy Club. Kaplan and partner Iris Riggs recently reactivated the Disneyland label, originally started by his father some 15 years ago. Under contract to them are the Metromen, pop vocal group formerly recording with Chess Records.

Vee Jay entered the Country music market last week with a single recording by Chuck Taylor. It’s a strong waltz with a J.D. work by Calvin Carter. Carter flew in from Nashville a few days ago to oversee a recording session for Vee Jay at Universal Recording Studios. . . . Tim Gayle, Chi prom man, heads for the West Coast soon to tour the talents of Alana Gambino, Italian singer-dancer who’s melodic recording efforts, Gambino’s currently at the Gaslight Club. . . . René Recording Company, headed by Gene Drake, is a newly formed label here. Drake vocalized for the firm’s first single—release date not yet set. Long active in show business as an actor-singer, Drake is set to appear in the Chi Park District’s summer shorer production of the “Lioness PATRICK.”

Gloria Mantell

Philadelphia

London Record Distributing Corporation was chartered in Pennsylvania to permit the company to carry on its business without a license. According to its application for a corporate certificate, the company will sell wholesale phonograph records and tape recordings and has set up its office in this city.

William N. Slavicek, Lawrence L. Kerri and Alfred L. Rosenthal teamed up to create the Cedar Records label. . . . Another new label set up shop here as Paradise Recording Company with company companion Sert Music Publishing Company. . . . Theatre Main Line, suburban avant-garde theater group, adds jazz concerts to their offerings at the Talley-Vito in Media, Pennsylvania. . . . The Forge, Pa., with Billy Root first in. He will also discuss music every Tuesday. Regional interest in Folksong Radio on WBSE was in the Blount Restaurant, dairy kosher eaterie, planning entertainments for the first time with folk singers first in at the Delacour city spot. . . . Jazz songstress Kelly Williams showcased at the Canal House in nearby New Hope, Pa. . . . Eddie Collins has left night club My Lu to join J & L Records

Toronto

Toronto Musicians’ Union, under President Allen Wood, decided not to play any more dates at the strike-bound Royal York Hotel. Meanwhile, the union’s orchestra and trio which played during dinner hours are being pulled following expiration of present contract June 30. Any contracts dated after May 2 will be honored by the union. . . . CBC radio, in its weekly show, “Songs of My People,” has been on the air eight years featuring Eric’s Ivan Romandoff’s choruses and orchestra. RCA Victor is gearing up for Metropolitan Opera promotion which includes a special display of opera albums at the O’Keefe Centre for the Performing Arts. Promotion line-up by Jack Feneely includes major displays in local stores as well as purchase of tickets to performances for 100 dealers. . . . Ace Sound under Phil Anderson has released mono and stereo versions of “The New Big Band Sound” by Pat Ricci recorded on stage at the Oshawa Pavilion. Ricci was Canadian winner of Musicians’ Union contest for bands. . . . Columbia brought in Tommy Ivan Romandoff, Mosie Whitney and the Travellers for promotion at Eaton’s Department store on Music and Artists of Canada. "Good Golly missi” envoy showed off arranged by Frank Jones of Columbia. . . . Harry Allen Jr.

Original Hit!!!

Theme from LA DOLCE VITA

#345

on 20, FOX

I Don’t Thrill You Any More

b/w

Not Mine

Capitol #0292

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

are currently on tour in Florida Dick Farnsworth, a new label signee with Frank Jones, ran the Jim Denly office. . . . Gary Williams, who continues to work the coast, was on WPEC, Spokane, while working a local six-nights-a-week with his own combo, has a new 12-song album release on the Minit label. . . . Gary wrote all of the tunes in the album which is directed at the A/M market. Display copies are available for those who are interested.

FOLK TALENT & TUNES

Continued from page 6

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

Continued from page 5

The SONG of the RAIN

Theme from the new film "THE COW AND I"

ROGER WILLIAMS on KAPP

MILLS MUSIC, 1619 SHORE, N.Y. 19

MAGNIFICIO RECORDS

MAGNIFICIO MUSIC PRODUCTIONS (ASCAP) 125 Garfield Rd., Matawan, N. J.

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Recording Needs!

The Most Modern Ampex Recording Equipment and Facilities for the Music Industry. "Serving National Clients"

Call or write: Howard Warner, Thundervox Recording Studios, 1833 Bay Road, Miami Beach, Fla. Phone: JE 1-6557.

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when answering ads... Say You Saw It in Billboard Music Week
SAM COOKE STRIKES AGAIN
WITH "CUPID" - 7883

Sam delivers a real upbeat teenage sound on this COMPACT 33 SINGLE in an attractive 4-color sleeve. Also available in 45 rpm RCA VICTOR.
Chordettes Back on Singles With Lyrics to Award-Winning Tune ‘Never on Sunday’

NEW YORK—What happened to the Chordettes? The popular group has been in the recording business for years, but their last album was released over ten years ago. Last week the group announced that they would be releasing a new album, which is scheduled to be released in late October. The album features a mix of classic and contemporary songs, with a focus on vocal harmonies.

Don Shirley Single Debut

NEW YORK—Don Shirley, the pianist known for his smooth and soulful style, has released a new single. The song, titled “Water Boy,” features a catchy melody and a driving beat.

ORDER NOW FROM YOUR CADECE DISTRIBUTOR!

Andy Williams
BILBO BANG
CADECE #1998

Lenny Welch
CHANGA ROCK
CADECE #1399

Bilbo Bong
BOOGIE CHA-CHA
CADECE #1999

Eddie Hodges
I’M GONNA KNOCK ON YOUR DOOR
CADECE #1997

Don Shirley
WATER BOY
CADECE #1992

The Chordettes
NEVER ON SUNDAY
CADECE #1402

Hodges ‘Knock’ at Disk’s Doors

NEW YORK—Eddie Hodges, the gifted and versatile yogi, has been making waves in the yoga world with his latest album, “The Yoga Revolution.” The album features Hodges’ unique approach to yoga, incorporating elements of meditation and mindfulness.

The Cadence Story
CADECE #1402

Don Shirley single couples “Water Boy” with “Freedom.”

Shortly after the new album was released, Jackie Stew, Archie’s stepdaughter, called Breyer and raved about the great reaction to the above-mentioned two sides from the new LP. Since it was Jackie who called Breyer’s attention to the two “in the summertime” which Andy Williams recorded and clicked with, both

Willy’s Scew With Bilbo

NEW YORK—In the tradition of “Mack the Knife,” another tune by the same author, Bertolt Brecht, has been revived many years after its birth. “The Bilbo Song,” a haunting and melancholy piece, is one of the nation’s Top 100 singles, as written by Bertolt Brecht in 1927 for a show titled “Happy End.” The number was subsequently included in the New York stage production of “The Threepenny Opera,” which has made theater history with its record 6-year run. As for the show now headlining, “The Bilbo Song is in ‘The Threepenny Opera.’

Don Shirley

Don Shirley is playing-back of his recording of “Water Boy,” his first single on Cadence, taken from his latest album, “Don Shirley trio.”

Breyer and Budd Dolinger, Cadence sales manager, felt they should give this single a try.

Out just a few days, the Shirley single has already broken open in the Minneapolis area and has spread into Detroit. Now it is happening on a national level, according to Dolinger.

Shirley, long a nite club favorite, one of the most modest controversial of the contemporary pop stars, is currently appearing in the Hickory House minstrel in New York.

Hodges ‘Knock’ at Disk’s Doors

NEW YORK—Eddie Hodges, the gifted and versatile yogi, who has met with overwhelming success on both the Broadway stage (“The Music Man”) and in films (“A Hole in the Head”), seems to be on the road to similar success in the record world.

The carrot-topped teener recently made his debut on the Cadence label with a ten-inch novelty dubbed “Ten Gianna Knock on Your Door,” which is already making its climb up the Cash Box Top 100 Artist list.

The single broke in the Upper New York State area of Albany, Troy, Schenectady (now 91 on WABY and WTRY in this area), the St. Louis, Minneapolis markets and the Baltimore area. In the West K & K on KGKO, Ed- die also appeared on the Buddy Deane and Dick Clark TV’s. Since then the ‘disc’ disc has spread into key markets all across the nation.

One of the busiest young talents in the entertainment field, Hodges is currently appearing on the Broadway scene once again, this time in the comedy smash “Critic’s Choice,” starring Henry Ford II. On his not-too-frequent days off, what with the classes and studies of any normal youngster (and rushing to

Latin greats to press Prado and Tito Puente. New York distributors are reporting strong action throughout.

Welsh Spreads ‘Changa Rock’ Dance Craze

NEW YORK—“Changa Rock,” a psychedelically charged dance craze created by the auteur Lenny Welch, is getting strong action among the teen set. Welch has been kicking up a rock band on a psychale theme and combined this with a teen novel, Reaction, according to dealers and others, Lenny Welch has been demonstrating the dance, which has been strong and the jocks say kids are enjoying the sound.

Lenny Welch

Lenny Welch at his recent appearance at the Cadence-Rapport store in Flushing Meadow, N.Y., where he gave "psy- change” instructions to all the youngsters in attendance. With him is Charlie Green, WNYC disk jockey, who emceed the show.

Lieutenant Governor Agnes Katzman, who has worked with each

Don Shirley

Don Shirley has been traveling the disc jockey circuit, doing the "Changa Rock" on Buddy Deane’s "Sugar Show in Baltimore, Bob Brown’s TV show in Cincinnati, the Clay Club show in New York, on Brad Davis’ spot on WHIC-TV and over WHIC-TV, both in Hartford.

The Pachanga was started by Pacharos at the Casablanca Club in the Bronx. Teenagers are now picking it up. The name "Changa Rock" was coined and arranged for the Welch date by Roger King Moyal, who has worked with each
New Zealand

"Fair Lady" Scores High in Auckland

By FREDERICK GERRIE
P.O.Box 2443, Auckland

Most popular overseas show to visit this country in "My Fair Lady." The show scored at Rialto's Theatre, Auckland, the other night after a record three-month season, and should go on for at least another six weeks.

Bookers are asking a dollar a seat.

Belgium

Knocke Songfest Set July 21-27

By JAN TORES
Juke Box Magazine, Mechlen

A big festival of Knoch in Belgium again takes place July 21 to July 27. Teams from Belgium, German, France, Spain, Switzerland, Britain and Italy will participate. The singing of the Knoch singers and the winning team will get 5,000.

Last year, Germany won; and one of its competitors, Udo Jungers, figure for a long time as a best seller list with his own composition, "Nacht auf der Fähre" from "Pierrot lunaire" by Schönberg.

The teams of Belgium and Holland are formed, For Belgium: Pierre Grunel, Freda Reynaud, Robert-Charles Landon, Jacqueline Pinchot,Supported by: Van Beek, Hervé, Van Keeken, Bijoux, Dany Bonnassieux, Robert, Van Der Kelen, and Léon Hettinger.

Holland: Herman Van Keeken, Van Der Kelen, Van Nieuwenburg, Van Der Hof, and Rickenhuis. A special feature of the Knoch in Belgium, returned from a three-week visit to the States.

JAN TORES informs us that this year's Knoch in Belgium will be a bigger event than the previous ones.

Germany

Radio Luxembourg

By BRIGITTE KEEB
Music Editor, Autoanom-Market.

While the advance TV competitions for the German Song Festival 1961, arranged for the first time by a newly established German Association (Deutsche Schiller-Gesellschaft). It has already been decided, and the public is awaiting the final show June 4 in Baden-Baden, Germany, and Luxembourg is busy preparing for this year's German Song Festival to take place September 18 to 23 in Wiesbaden.

The final point totals received by each country is compiled in five different tests: first, by a jury, which also chose 45 from 101 entries; second by radio listeners, where the tapes recorded by Rudi Fontana were played and rated by 45 listeners; third, by a special jury of five judges on the fourth and fifth, by the public, during the festival days.

To Germany

Electroila two prominent artists last week. Robert Staub, Electroila representative in the States, and Dr. Stude of EMI in Argentina, who is on a service trip through Europe.

Fable Brothers on Records

Dan Faure, brother of Belgian Queen Fabiola, has been at Arlo's Berlin store in the past few days singing with Arlo producer Will D. Hoffmann. Fabiola, who has understudy as a composer wrote the wedding song "Fabelas" for her sister, sings in five different languages.

Polydor signed Swedish songwriters Sten Strother and Fredric Kroth, who were recently back from a successful tour in Greece.

In Austria, the new single of Oskar Nanz has already started their chart label "Raddmacher," on which they offer their current hit song by Eddy Duchin, which they released the song in Austria at the radio exhibition in the autumn of 1959 and costs 2.5 DM (70 cents) which is the usual record price of 4 DM (51).

Fable Brother How Much Money Publishing House has two new titles which he expects to become hits: the just released Kurt Well "Ribben Song" by Andy Williams, and "Les Miserables" by Heidi + Jim Keene.

In the United States, EMI has signed another group, the Scottish doo, Les Travellers, whose first recording "Are You Sure?" has just been released.

France

Labels Giving R. & B. Push

By EDDIE ADAMS
92 quai du Marchel Joffre

Rock and roll music is beginning in France. Practically all major labels want to have at least one rock and roll instrumental on their hit recordings. It is not only a matter of prestige but also to keep up with the American record sales which, in April, have increased 40 per cent above April 1960.

Besides Vogue's Johnny Hallid- y, James Last, Richard Anthony and Decca's Festival, Philips' Peggy March and Ravel's Peggy, on one record new groups: Philippe's Rock Volcano and Festival's Hélène, a 15-year-old girl who has just recorded the U. S. hit, "Pony Time."

To compete with Barclay's vocal scandal, Century Records, the French branch of EMI has just contracted another group, the Scottish doo, Les Travellers, whose first recording "Are You Sure?" has just been released.

Britain

Pye Artists Talk Across Ocean

By DON WEDGE
News Editor, New Musical Express

For the first time as far as the label have known. Pye put some of its artists on the transatlantic phone to talk to the United States. The show took place in the autumn of 1959 and was taken for the "Pop Music U. S. A." show on WAXY in New York. The show had begun to move in several cities, including Boston. London executive Joe Feeney was asked by the Pye co-operation to arrange additional exploitation by means of a hook-up with a teen record station in Boston, by Annie Ginsberg, Handling the matter in Boston was Jack Bradley, a relatively newcomer to the Pye head office.

Warwick's Morty Craft set something of a record for quick visits two weeks ago. He arrived in London Monday (13) from New York, and left for his next visit to the States.

Rod Euro produces a lot of other material from his publishing firm, and he is to be handled by the Fred Jackson-Bunny Lewis

Glen Affair. He also had talks with Matt Monro and his recorde Pegge, and was in New York for a few days in September to arrange a personal for Percy Faith, due for a week's stay from June 19.

British Decca's Mark Wynster was leaving May 22 for a two-week tour of Australia to extended by TV dates in Australia to make it a round-the-world trip... Joe Feeney, who regularly makes the Beech, restored of Gala Records, spent a week in New York, visiting U. S. associates.

Two visitors from the Continent next month are Jean-Claude Pascal, winning singer in this year's Eurovision, and Jacques Baraton, who is putting together his big band to tour the States. He has been in the States for the past three weeks. He has been in the States for three weeks. He has also been in the States in the States for three weeks.

Spain

Record Firm Inks International Pact

By RAUL MATAS
Editor Discounhina

32 Cot i, his is T. B. "st. sard

To do with the growing number of records, the Spanish record industry is paling itself to the growing interest of many of the American record companies. This is a big and small labels from all over the world. This week, Hemisphere will sign with Mercury Records for the distribution of its records, which play a major role in the world today.

Festival

Benidorm will be for the third consecutive year the scene of the "Spanish Song Contest," which will be held in Benidorm Barcelona will have its "Mediterranean Song" contest with Italy, France, Monaco, Greece and other participants.

Disco Shunts

Cesar Costa, the Mexican Paul Ace, brought from Mexico by Jorge Burgoz, might become a hit also in this country... Jose Mira and his "Pepo" Guardia, the Mexican Vavoo, has a strong chance, who has recorded "Exodo," and the song is coming strongly.

See the latest hits by Eddy Gismon, Steve Law- rence and Benny Carter, and the brand new releases by Tito Rodriguez... The Bullfight Orchestra under Carlos Maria and the Maradona Music is trying to find an SMC-New York affiliated station here...

France

The Fabulous "5" Royales

"Hot Going to Cry" b/w "Take Me on your Vineyard"

HOME OF THE BLUES

199 Main St.
J.A. Barcomb, Owner
Record Dealer
Cable: Chrysalis.

Leslie Distributors

629 Tenth Avenue
New York, N. Y.

Records for Export

All Labels (except Sony) say Leslie Hennes for service-Specific purposes throughout the world.
YOU ASKED FOR IT!!!

THE CINDERELLA’S FIRST ALBUM

Kathy Young

Release Date May 31, 1961

SMASHING TO THE TOP!

Kathy Young’s NEW SINGLE

"OUR PARENTS TALKED IT OVER"

Indigo #121

Beware “BEWARE” of.....

by THE INNOCENTS

Indigo #124

GOT TO BE A MONSTER!!

"PICK ME UP ON YOUR WAY DOWN"

Indigo #119

TOP TEN PROVEN IN...

CHICAGO! BOSTON! DETROIT!

... and many other record selling places where people buy records

ATTENTION, DEALERS! Ask Your Distributor for Plans on

New Indigo EP’s by Kathy Young, Also the Innocents

Indigo

3330 BARHAM BLVD., HOLLYWOOD 28, CALIF.
D.J.'s Test Traffic Scene In 3-Station Promotions

By JUNE BUNDY
NEW YORK — Traffic, an urban problem that has been treated in many forms, will be the subject of promotions staged by three key radio stations in New York City this week. While WNBC, WQMC (DC), WOR, WABC and WICL, have continued the practice of promoting traffic, the current plans of the three stations are designed to determine how mid-morning Manhattan traffic actually was, and what form of transportation was most popular on the streets. The more bearable, each job was scheduled but a significant and comfortable group of people, including students and business men, experienced the musical Broadway hit "Do Re Mi." Winner was Gene Klavan, who rides the Vespa scooter — a 1955 model which, on the East River to the Hudson in 16 minutes, 60 seconds. Finish — in a taxi — drove up 10 seconds later; while William B. Williams, 16th in 1:11:30. Sprints — on horse and carriage, 24 minutes and 15 seconds; and Kyle Reno, scooter, 28 minutes and 45 seconds. The route was lined with Manhattanites choosing their favorite jockey. Bob Landers (on the air at noon) repeated the course while it was in progress and Hans Hays pointed out the finishers. John F. Parker reviewed the contestants at the finish.

Deeply Jarrett James. WQMC, WABC, D.C., features a daily "Traffic" column which appears on the cover of his newspaper. "To get more of his time and day of the week, "Traffic," the program offers the greatest traffic. One of James' inventions is the "traffic show" for traffic drivers. Station WJ, St. Louis, pointed out the "Traffic Advisory" during Kilian Memorial Day by co-sponsoring "Traffic Advisory" through Sportsman Owners Association of Greater St. Louis. The "Traffic Alert" is open to sportiing, American country, and foreign drivers. Each entrant had to maneuver a special course which included such requirements as having to drive a car in a circle while trying to balance a coin on the roof.

A special WJIL, deep delivery competition was held with Johnny Bordiers, Dick Clay, Pat White, Bert Lundy, Bob Smith and Sam Jackson. The winners were "Traffic" and the "Traffic Delivery." "Traffic" and "Delivery" both received the title of "Most Skilled Sportscaster Driver at WJIL Radio." Radio stations expect large attendance for Mad-D-C Convention.

WASHINGTON — Broadcasters expect a heavy advance for next month's Thirteenth Annual Convention, particularly since FCC Chairman Newman W. Minor, and FCC President Leonard Collyer and FTC Chairman Paul Rand Dixon will have recently accepted invitations to speak.

All arrangements will be tried to enter the convention where he stands on matters of programming. The event is "an impressive series of events in real life" speech at the NAB convention, which will be held in Washington, D.C. The event will earn the first quarter of the Federal Communications Commission.

The matter of programming reporting to the ad agency is still up in the air, but a new ABC-News will renew forms looks large and the FCC's move may be even made public in rule-making by the time the Maryland-District of Columbia Broadcast Association.

West Coast promotion men Bob Thompson and Rick Goelzer plan to have their kids on Wink Martindale's KCOP-TV show, Hollywood, and Dick Straw's KPFA show, San Francisco, with their interest in scheduled new dance. Both were very go-go stalls.

YESTERDAY'S HITS

For your programming use, here are pertinent facts about hot disk artists. It slipped and packed in 8 by 3 cards, their biographies will help you build a consistent file of such data.

ROCK & ROLL — 5 Years Ago — JUNE 2, 1957

West Virginia to Be My Girl; Little Miss Sadie; See You; Little Willie John, King

LITTLE CAESAR AND THE ROMANS

Little Caesar, whose real name is Carl Burnett, was born in Dallas 17 years ago. He has been residing in Los Angeles the last five years, where he met Johnny Simmons, Earl Harris, David Johnson and Perry Sanders, all veterans of such ailing, singing groups as the Jewels, the Platters, and the Clovers. For the first six months of their association the group was known as the Express before they changed their name to the L.A. Five. They changed their name to Little Caesar and the Romans when they recorded their Del Fi hit disk, "Those Oldies But Goodies." Their manager is Bo Burn, president of the Del Fi label, and has just been signed with GAC for a nationwide television appearance tour. Their wailing of "Little Caesar and Those Oldies But Goodies" is really hot, and this week moves into the No. 33 slot on the Hot 100 as a star performer for the second week running.

POP — 10 Years Ago — JUNE 2, 1966

Perry Como, Paul Anka, Little Willie John, King

ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. It slipped and packed in 8 by 3 cards, their biographies will help you build a consistent file of such data.

RICKY KEANE & THE DRIFTERS

The old hit tune of "Count Every Star" makes a big comeback in the hands of the Drifters. The group are named on the Whirls label, which is released through Starday Records. Lead singer, Donnie (Louis Brijj)_age, 21, is an accomplished drummer in the city's jazz scene and in addition to being a composer, and recently completed an extended tour of as featured drummer with the noted Radio City Music Hall's concert orchestra in New York. Andy Catalano, tenor of the group, has made many personal appearances in Eastern clubs and while he was in Canada. Frank Finucane, 22-year-old burliner, makes his first professional appearance on the disk. The fourth voice belongs to 21-year-old Pete Vecchiaroli, who has recorded with other groups and currently doubles in the role of promotion man for Starday.

DONNIE & THE DRIFTERS

Hall's concert orchestra in New York. Andy Catalano, tenor of the group, has made many personal appearances in Eastern clubs and while he was in Canada. Frank Finucane, 22-year-old burliner, makes his first professional appearance on the disk. The fourth voice belongs to 21-year-old Pete Vecchiaroli, who has recorded with other groups and currently doubles in the role of promotion man for Starday.

EDWIN BOWERS

The old hit song of "I Can't Help Myself (Sugar Pie, Honey Bunch)_" makes a big comeback on the BIG hit disk, "I Can't Help Myself (Sugar Pie, Honey Bunch)," released through Starday Records. Lead singer, Donnie (Louis Brijj)_age, 21, is an accomplished drummer in the city's jazz scene and in addition to being a composer, and recently completed an extended tour of as featured drummer with the noted Radio City Music Hall's concert orchestra in New York. Andy Catalano, tenor of the group, has made many personal appearances in Eastern clubs and while he was in Canada. Frank Finucane, 22-year-old burliner, makes his first professional appearance on the disk. The fourth voice belongs to 21-year-old Pete Vecchiaroli, who has recorded with other groups and currently doubles in the role of promotion man for Starday.
PROGRAMMING PANEL

THE QUESTION
Do you use any special on-the-air programming techniques for radio when the summer season?

THE ANSWERS
DON ROSE
WRC, Dallas, Texas.

To me, the most important radio programming involves some special considerations—considerations that feel a doctor's help must be a medical center for the listeners. If you reflect on the happenings around him and feel a sense of the public's opinion of public radio, you must make a summer. People are light-hearted and have".

BOB (COFFEEBEAD) LASSEN
WMP, Milwaukee

Fishing, boating, golfing, driving, getting out of town, gives people a different respect on their radio and their musical tastes. They are more than the 'summer' in their musical tastes, such as Big Band, Billy Rose, Yellow Rose, re-emerge. We've given more to weather, beach and pool temperature, road reports, etc. Milwaukee is a great city, and for another economic and enjoyment reason, radio our summer.

JOEL CHAESMAN
Radio Program Manager Broadcast Resource

Broadcast Resource has a year-round policy of involvement in the community. Seasonality has become a more important thing, so we've given our features. We've in a lot of things so that all the hot weather campaigns such as the "Kooler Project" that has such a success at WYKI, Cleveland, and elsewhere. "Program PM", also gives very heavy emphasis to special community features in addition to our "community service".

DICK REID

Yes — both, records, chatter plan is for the summer season and programming is a vast difference. The three aspects of these, bringing together activities of communities, music, and views. They are employed for educational and the promotion of summer safety, including months of hot weather campaigns to packages of the year.

Hearings Give B'casters Edge In Tug-of-War

Continued from page 4

strict accounting on programming and on all other aspects of the broadcast regulations?" was the question chosen by Rep. James B. Ray (D., Ga.), the newly re-elected chairman of the FCC Broadcaster Bureau, in a full committee meeting held yesterday. A feature of the hearing was the report by the FCC, which is currently being held in Washington. Since its inception, great care has been shown by clients, sponsors and listeners alike.

The show went on in the summer in September, 1959, as a simulcast on WRSO-WI, and the program was a success. The "Jayne" radio portion was dropped last year. Emcee Dick Summer also prorates the program, with Bob Warren as director and Don Stockfeld as unit manager.

The telecast, which features the usual format—teenagers dancing on camera in costume—has been widely supported by the National Company of Indianapolis, which holds R.C. Cole and other soft drinks.

About 14 records are used on each hour show—the top 10 platters of the week plus 8 new releases per side. All records on the program are selected by Summer.

In relation to his format, Summer writes, "This Saturday we start on a campaign to make Rainbow Records the number one label. The general consensus is that we have a distinct influence on the record market here. We are going to use the famous Rainbow logo, move one new record per month that wouldn't ordinarily get exposure on the radio in Indianapolis. (All the major stations have one new record each month.) We are going to have a new program in the Channel 8 viewing area, and if we can get them to watch Rainbow 2500, we can get them from the national charts—look out Cleveland, Boston, Philadelphia, etc."

One of the most popular features on the show is the "Upper Ten," which Summer describes as "Tony Jato and his guests" using this top 10 tunes for the week, plus sound effects and wild tracks to tell the top news story of the week. This is pre-recorded and played over a tape loop of the top 10. As each song comes up, the appropriate picture is shown. Summer says it takes an average of five hours to prepare this four-minute feature.

Summer opines, "The single most important factor on the show is the dances. I make it a point to do no bluffer blather on the show. I'm not as good as other people because I'm not as smart as others. I'm so popular with some djs today. Instead, we have a group of carefully selected "regulars" who attend the show every week. We also send out tickets to any teenager who wants them, but the 'regulars'—who are chosen from the studio audience for their good dancing, sociability, leadership, good looks, etc.—are our club officer, captains and the whole works.

"Beside the (the regular's) appearance on the show week," Summer continues, "I arrange for them to attend my record hops free. I'm glad to feature them. We're not in the record business. We're Show Biz' career and we encourage them and help as much as possible. We're the microphone of the kids and the spokesmen of the community. That registers better than all the bluffer blather."

Summer works closely with his sponsor and its agency, Simon Advertising—attends sales meetings, assists in point-of-purchase campaigns and helps with promotion. Summer goes to every cup order point, but when the big buyers are involved, the contracts are all-tied. "In RC Cola," Summer notes, "we have a member of the sponsor's sales team with whom we work. Whatever we need we get. It's all help, and no interference."

Latest Nielsen ratings for the show give it 70,000 TV homes—34 percent of the time in a four-VHF market for rating of 13.4.

RC COLA RHYTHM CARNIVAL
Starring Dick Summer
WISH-TV, Indianapolis
Saturday 12 noon 1.p.m.

Dick Summer

The show went on in the September in 1959, as a simulcast on WRSO-WI, and the program was a success. The "Jayne" radio portion was dropped last year. Emcee Dick Summer also produces the program, with Bob Warren as director and Don Stockfeld as unit manager.

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In relation to his format, Summer writes, "This Saturday we start on a campaign to make Rainbow Records the number one label. The general consensus is that we have a distinct influence on the record market here. We are going to use the famous Rainbow logo, move one new record per month that wouldn't ordinarily get exposure on the radio in Indianapolis. (All the major stations have one new record each month.) We are going to have a new program in the Channel 8 viewing area, and if we can get them to watch Rainbow 2500, we can get them from the national charts—look out Cleveland, Boston, Philadelphia, etc."

One of the most popular features on the show is the "Upper Ten," which Summer describes as "Tony Jato and his guests" using this top 10 tunes for the week, plus sound effects and wild tracks to tell the top news story of the week. This is pre-recorded and played over a tape loop of the top 10. As each song comes up, the appropriate picture is shown. Summer says it takes an average of five hours to prepare this four-minute feature.

Summer opines, "The single most important factor on the show is the dances. I make it a point to do no bluffer blather on the show. I'm not as good as other people because I'm not as smart as others. I'm so popular with some djs today. Instead, we have a group of carefully selected "regulars" who attend the show every week. We also send out tickets to any teenager who wants them, but the 'regulars'—who are chosen from the studio audience for their good dancing, sociability, leadership, good looks, etc.—are our club officer, captains and the whole works.

"Beside the (the regular's) appearance on the show week," Summer continues, "I arrange for them to attend my record hops free. I'm glad to feature them. We're not in the record business. We're Show Biz' career and we encourage them and help as much as possible. We're the microphone of the kids and the spokesmen of the community. That registers better than all the bluffer blather."

Summer works closely with his sponsor and its agency, Simon Advertising—attends sales meetings, assists in point-of-purchase campaigns and helps with promotion. Summer goes to every cup order point, but when the big buyers are involved, the contracts are all-tied. "In RC Cola," Summer notes, "we have a member of the sponsor's sales team with whom we work. Whatever we need we get. It's all help, and no interference."

Latest Nielsen ratings for the show give it 70,000 TV homes—34 percent of the time in a four-VHF market for rating of 13.4.

RC COLA RHYTHM CARNIVAL
Starring Dick Summer
WISH-TV, Indianapolis
Saturday 12 noon 1.p.m.

Dick Summer

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Texas Dealers on Warpath Over Disk Sales Tax Bill

DALLAS — Texas dealers are waging a determined and widespread war against the possibility of a new sales tax on records. The Legislature in the capita l city has mulled the tax question for months, and an amendment to the proposed tax bill has sent it to Gov. Ross Barnett.

Charlie Simmons, former presi dent of the Society of Record Dealers of Texas, who is vice president of the Texas dealer group, waged a single-handed campaign against the proposed tax. He lobbied against the bill, but at press time reports were that these efforts seemed to have failed.

Meanwhile, the Texas Record Dealers Association, which has a long history of fighting for the rights of Texas dealers, spotted the formation of SORD, officially affiliated itself with it.

Victor Unveils Hefei New Lines At Beach Meet

Gimbels Store Emphasizes Sales of Classical Albums

MILWAUKEE—"Most of our customers have background music and show-time albums up here," says F. Linda Berkner, Gimbels record department buyer. "The swing is now to classical music."

To meet this new demand, Gimbels has set up a special section in its record section to highlight classical albums.

In the past few years, several important downtown Milwaukee establishments that specialized in classical records have closed the doors to outlying locations. Gimbels, according to the buyer, is stepping in to fill the void left when these old-established stores moved away.

The expanding market for classical music can best be tapped by setting up these LPs off in a separate section of the store, believes Leila Steen. It also requires special merchandising and advertising approaches.

"People who buy classical music generally prefer a more personalized type of salesmanship than that which is offered popular music customers. Most of them want to be helped by the clerks. They expect the clerks to have some basic information about the music, the composer, and the artist. The self service type of record store gives little appreciation to the classical record collector," she says.

Gimbels' downtown store deb uted its new classical record area along with a shortwave radio, Peter Angel Records promotion. Ted Lindgren, Peter Angel's field representative, spent a day in the department working with the sales personnel.

"There are many record shop clerks who are afraid to sell classical albums," states Lindgren. "We have some retail record background. They feel that they are untrained and not capable of adequately answering customer questions about artists and classical music. That is the biggest problem retailers face."

To arm Gimbels' record department sales staffs with ammunition needed to sell classical albums, an in-store training program has been set up.

Plans call for regular meetings with record label field men who will explain the features of their classical catalogues and new releases.

According to Ted Lindgren, a sales specialist in classical recording, salesmen should be equipped with a knowledge of classical music, since larger instruments show off the best in any record. (Clarks are recommended for auditioning classical records.

"There are many studying out the field, but it enables them to become more effective sales people."

The percentage figure shown for each brand is its share of the total number of sales of records of various makes, and so on. All retail sales are tabulated for all store classes. Only manufacturers earning 2% or more of the total store sales are listed below.

This week's top selling phonographs, radios and tape recorders are:

BEST-SELLING PHONOPHONES, RADIOS & TAPE RECORDERs

PHONOS LISTING BETWEEN $301 AND $400

<table>
<thead>
<tr>
<th>Position</th>
<th>Make</th>
<th>Price</th>
<th>Brand</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Magnavox</td>
<td>33.95</td>
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<tr>
<td>2</td>
<td>Motorola</td>
<td>10.50</td>
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<tr>
<td>3</td>
<td>Fisher</td>
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<tr>
<td>4</td>
<td>Stromberg-Carlson</td>
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<td>5</td>
<td>RCA Victor</td>
<td>6.10</td>
<td></td>
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<tr>
<td>6</td>
<td>Pilot</td>
<td>5.70</td>
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</tr>
<tr>
<td>7</td>
<td>Silvertone</td>
<td>4.00</td>
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<tr>
<td>8</td>
<td>Philco</td>
<td>3.60</td>
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<td>9</td>
<td>Mathes</td>
<td>3.00</td>
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NEW MILWAUKEE TREND

Texas Dealers on Warpath Over Disk Sales Tax Bill

Juddkins Replies To Mfrs' Views On LP Pricing

"I've been asked by one of our leading advertisers whether he should be buying LPs for his own personal use instead of placing them on a shelf for the customers to hear. I told him that this was a question of personal choice and that he should do what is best for him. However, I do want to point out that if he does buy LPs for personal use, he should be careful to make sure that they are of the highest quality, as this will have an impact on his business. If these are not well-produced records, they will reflect poorly on the reputation of the company. Therefore, I suggest that he consider only those companies that have a history of producing high-quality records. This will ensure that his customers will have a positive experience and that they will be inclined to purchase more records from his store in the future. Additionally, it will help to maintain a good reputation for the company by showcasing the record industry as a whole.

The company unveiled 22 new color TV receivers, plus 31 new products in the record section. For the first time, black and white consoles are available at the home entertainment center type, incorporating home and AM-FM radio.

The firm can request a hearing to contest the charge, or drop the stock of being permanently suspended.

The Texas dealer group, with over 1,500 members, is planning to fight this issue to the end. They claim that the proposed tax is unfair and unreasonable, and that it would severely harm their business. They have already filed suit in court to challenge the constitutionality of the tax, and they are currently working on other legal avenues to try to prevent its implementation.

Juddkins is a leading record retailer in the state, and he has been a vocal critic of the proposed tax. He has worked closely with the Society of Record Dealers of Texas, which represents the interests of independent record dealers, to oppose the tax. Juddkins believes that the tax would hurt the industry as a whole, and he is confident that a court challenge will succeed.

In the meantime, Juddkins and his team are working hard to continue serving their customers with quality products and service. They have also reached out to customers to explain the situation and to encourage them to support independent record dealers.

The Texas dealer group has also been working with state lawmakers to lobby against the tax. They have met with representatives and senators to discuss the impact of the tax on the industry and to present their case for why it should be overturned. They are hoping to gain more support and to build momentum for a successful challenge.

In conclusion, the Texas dealer group is dedicated to fighting for the rights of independent record dealers and to protecting the industry. They are committed to working together to find a solution that is fair and reasonable, and they are determined to continue serving their customers with quality products and service.
DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Where available are starting and expiration dates for each deal, as well as the date of issue and page number of the original news story and/or advertising providing details of each promotion. Please consult those for full information.

AUDIOTRACK RECORD COMPANY—Introductory offer. Five of any five of the Initial LPs receive one free to select dealers in 15 areas throughout the U.S. See page 9, April 15, April issue, for details.

CONCERT DISC—Limited time only. Started May 6, 1961. Decca’s “Re-Perception” label is specially priced to the dealer at $2.98 (45s or singles) instead of $4.50. Dealer receives full markup.

DECCA—Limited time only. Started May 6, 1961. “Tape of the month” by Decca for June by Decca. We recommend to the Chicago Symphony Orchestra, a specially treated by the label at a $1.75 introductory offer on all 12-inch LPs.


RETAILING PANEL

THE QUESTION: What should be done to stimulate single sales?

THE ANSWERS

JACK MULCAHY

House of Sight and Sound, Los Angeles

Most important single factor would be to cut the number of releases on record companies that are coming out with far too many releases today to allow sufficient radio exposure. When the kids can’t hear them on the air, they don’t have a chance. And as a result many fine recording artists on the ground. I’ve seen many records which were well recorded, feature good artists with fine conception, but because they had been given a chance. When more records are there’s no time to air them, then you can’t expect to be able to sell them. Another strong sales stimulus would be to have no picture sleeves. Cover pictures on singles prompt the kids to buy them, and any item that’s displayed is bound to get more sales than one that’s in negligeable.

DICK SMITH

Arcadia Music Mart

Hart Distributors here have the answer. They back up all their singles with a full 100 per cent return guarantee. Generally, when a job is bought, we don’t have to worry about getting everything sold. If it won’t sell, so to speak, we stick it. We have the merchandise, so the customer wants it. By providing us with this protection, Hart — unlike the smallest retail stores — stands or falls in this area. A good percentage of the time the customers won’t buy a record because a dealer doesn’t have a record in stock. We can never have it in stock because it is too expensive. However, when you have a $10 per cent return, these are better off with the record store, all but I hear Hart’s system best.

ROGER VAN BELLEN

Wexford, Calif.

The advent of the transistor radio and sophisticated and copying systems has taken most of the singles business. Why should kids have to buy a record now for nothing? Proof of this is that they listen to all the singles on their transistor radio in here and buy LPs. The $2 transistor radio is now within price of most youngsters. If they have a little money left over, the reason to want to buy a record they can hear repeated every 15 minutes. Exposure on the air is necessary, but record companies should be more practical. We try to appeal that singles don’t get burnt out with too much air play.

AL SPAULDING

Westchester, Calif.

Check back on the times when singles were in focus, not on a sleepy shelf and you’ll find that during each of those periods record companies were releasing an overabundance of singles product. When single sales hit their peak, you’ll find the number of releases were considerable. There are only a certain number of listening hours in the day which can hear the radio, and only a certain number of records can be played in that time. When records do get proper attention on the radio, sales are bound to result. Of course the releases are few, disk jockeys have an opportunity to play only certain records until they can catch on. Today, before a record can make an impression, it must make a playdate on the radio and another takes its place.

NEW DEALER PRODUCTS

Tree’ Displays and Stores Disk

The unique new disk display unit pictured here is the handwork of Record Tree, Inc., of Philadelphia. The unit has a twofold purpose, ornamental and functional. Used as shown, the “Record Tree” will hold 240 albums, displaying them as well as storing them. The tree is designed for home as well as dealer use. As a piece of home furniture, the unit has a number of accessories available, including four tier swivel 360 degrees; each hanger pivots 90 degrees; each album is visible front and rear; jackets remain in place while the records are being played. The unit can also be used as a wall display and acts 20 displays and 20 albums in such a capacity. Center pole and one tier rests are sold separately. Complete trees are $17.95. The wall unit is $9.95.

Two-Speed Tape Import Deals

The latest tape machine added to the CTC world is the TEC tape recorder, a two-speed monophonic tape machine, which

alleviates the problem of two of the slower tape recording speeds 13 1/2 and 3 1/2 inches per second. The machine handles the line from its own pickup, photoconductive and photoelectric. The tape unit has AC transistORIZED operation, two-track mono recording and playback, VU meter, tape lifter and microphone. It is a companion product to the Sony three-speed model and acts as a tape recorder.

Sound Tape With Red Seal Tag

RCA introduced a new series of high-quality magnetic sound tapes, marked with red seal and imprint at the rate that they’re available. The new tape will be made available in June and is designed for home and stereo home recorders.

The tape will be available in three, four, five and seven-inch reel sizes and in thickness of one, one-half and one and one-half-inch. Tying in with the new line is an elaborately “Best in Sound for ’61” promotion campaign which will give dealers a complete tape feed, dealers a shot at nine different premiums, including RCA transcription, phonograph and TV sets. Results of the contest will be based on orders placed by them for the “Red Seal” and “Vibrant” tape product.

Phono Drive Kits Debut at Show

A phono drive kit with a complete stock of drive units for distributors was introduced by the Forest Park, Ill. James Company at the Chicago Parts Show. The company also showed a “wheel deal for the dealer,” kit consisting of 14 of the most popular phonograph drive types. The company issued a new complete catalog of replacement parts for phonos, tape recorders, accessories and parts.

Promotes Small-Phono Sales With Artists Pix

LOS ANGELES—A simple idea conceived by a small-phonos sales manager has resulted in the display of photos with phonograph albums in a highly visible manner. The display, according to Girard of the company, is an engineering and merchandising breakthrough which is helping to increase sales of small phonos.

Mrs. Hoffman, one of Southern California’s most energetic merchandisers, uses frequent guest appearances to boost record sales, and display them with photos of top-notch recording artists. Now, the display, according to Girard, is one of the most spectacular merchandising ideas that have come along in years. (Continued on page 29)

PORTABLE PHONOGRAPHS are tied to guest appearances of recording artists by properly entered through the phonographs. "Helps in many ways," states Grace Hoffman. "Helps to sell records and phonographs."

MRIA to Set Up FM Multiplexing Standards Comm.

CHICAGO—Multiplexing—"the possibility of everything being done in one mass transmission"—is now a reality in the public in a statement following the meeting here last week. In line with this, Bishop explained that the association will shortly establish a standards committee to determine the degree to which a multiplexing system must be compatible with all existing FM and TV equipment. Bishop noted that the connection could help in the promotion of FM multiplexing and its possibilities. In the latter in National Telecommunications Act of 1961, there were provisions for the use of all, whereas with monosteric, the FCC was involved and has specified all operating specifications in detail. Commenting on the future, Bishop declared that MRIA would have two objectives. First, he said, there would be a desire to set up a complete field of the industry, including family members, who would be given the opportunity to become associated with each other. Second, the million dollar manufacturers will be foremost in the field of engineering and manufacturing, who will be given the opportunity to communicate on an over-all industry basis.

Bishop, president of Bell Sound, tipped his hat to Aramex’s Herb Brown,viewed as "a man who can make it". "The pace set by Herb Brown reads pretty much," he noted. "He did a magnificent job."
It's all Chet Atkins, and the theme is "outdoor living!" On the fire and ready to go, a choice selection of prime-cut Atkins albums, including Chef's sizzling new release, "The Most Popular Guitar," RCA Victor has cooked up the hottest promotion of the season, complete with national ads in Playboy, N.Y. Times Magazine, Esquire. Plus... displays, dealer mats, and an exciting new contest for you! Valuable prizes for window displays on "outdoor living!" Scores of barbecue sets! Hundreds of barbecue utensils! Call your RCA Victor Distributor for complete details. Don't delay! Come 'n' get it...today!
<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;TRAVELIN' MAN&quot;</td>
<td>John Lennon &amp; The Plastic Ono Band, Capitol 1969</td>
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<tr>
<td>2</td>
<td>&quot;DADDY'S HOME&quot;</td>
<td>Dave Dee, Dozy, Beaky, Mick &amp; Tich, Pye 701</td>
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<td>3</td>
<td>&quot;RUNNIN' SCARED&quot;</td>
<td>The Knack, A&amp;M 6685</td>
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<td>&quot;MAMA SAID&quot;</td>
<td>The Band, Viking 12765</td>
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<tr>
<td>5</td>
<td>&quot;MOTHER-IN-LAW&quot;</td>
<td>Bobby Blue Bland, Mercury 48928</td>
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<td>6</td>
<td>&quot;RUNAWAY&quot;</td>
<td>K.C. &amp; the Sunshine Band, ABC 6333</td>
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<td>7</td>
<td>&quot;BREAKIN' IN A BRAND NEW WOMEN&quot;</td>
<td>Gladys Knight &amp; the Pips, Motown 1236</td>
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<td>8</td>
<td>&quot;ONE HUNDRED POINTS OF CLAY&quot;</td>
<td>Otis Redding, RCA Victor 384</td>
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<td>9</td>
<td>&quot;THE FEEL SO BAD&quot;</td>
<td>Elvis Presley, RCA Victor 1921</td>
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<td>10</td>
<td>&quot;LITTLE DEVIL&quot;</td>
<td>Neil Diamond, Reprise 13009</td>
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<td>11</td>
<td>&quot;STAND BY ME&quot;</td>
<td>Ben E. King, Atco 6348</td>
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<td>12</td>
<td>&quot;MOODY RIVER&quot;</td>
<td>The Beach Boys, Capitol 1980</td>
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<td>&quot;RAINBOWS&quot;</td>
<td>The Young Rascals, Atlantic 2010</td>
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<td>14</td>
<td>&quot;HELLO MAJOR&quot;</td>
<td>Little Old Lady, Dion 695</td>
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<td>15</td>
<td>&quot;YOU'VE TOLD EVERY LITTLE STAR&quot;</td>
<td>Linda Scott, Columbia-American 1535</td>
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<td>16</td>
<td>&quot;PORTRAIT OF MY LOVE&quot;</td>
<td>Nina Simone, Columbia 4620</td>
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<td>17</td>
<td>&quot;22 WEST END&quot;</td>
<td>Memphis Horn, Casual 2101</td>
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<tr>
<td>18</td>
<td>&quot;THAT OLD BLACK MAGIC&quot;</td>
<td>Bobbe Mapel, Cameo 790</td>
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<td>19</td>
<td>&quot;YOU CAN DEPEND ON ME&quot;</td>
<td>Brenda Lee, Dee 32515</td>
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<td>20</td>
<td>&quot;TONIGHT I FELL IN LOVE&quot;</td>
<td>Love Unlimited, Casablanca 2156</td>
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<td>21</td>
<td>&quot;LULLABY OF LOVE&quot;</td>
<td>Frank Sinatra, Capitol 1232</td>
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<td>&quot;YOU ALWAYS HURT THE ONE YOU LOVE&quot;</td>
<td>Bo Diddley, ABC/Paramount 10015</td>
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<td>&quot;BLUE MOON&quot;</td>
<td>Marvin Gaye, Motown 1378</td>
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<td>&quot;JUST FOR OLD TIMES' SAKE&quot;</td>
<td>Dean Reed, Epic 3373</td>
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<td>25</td>
<td>&quot;TAKE GOOD CARE OF HER&quot;</td>
<td>Adam Wade, Epic 346</td>
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<td>26</td>
<td>&quot;TRIANGLE&quot;</td>
<td>Bruce Johnston, Capitol 1960</td>
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<td>&quot;PEANUT BUTTER&quot;</td>
<td>Manhattans, Arista 6325</td>
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<td>28</td>
<td>&quot;BONANZA&quot;</td>
<td>Al Caiola, United Artists 293</td>
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<td>&quot;THE WRITING ON THE WALL&quot;</td>
<td>Adam Wade, Epic 3563</td>
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<td>30</td>
<td>&quot;THOSE GOOD BUT GOODIES&quot;</td>
<td>Conway &amp; the Country Gentlemen, Decca 91 630</td>
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<td>31</td>
<td>&quot;TOSIN' &amp; TURNIN'&quot;</td>
<td>Bobby Lee, Roulette 8865</td>
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<td>32</td>
<td>&quot;I'M A FOOL TO CARE&quot;</td>
<td>Sonny Bono, Liberty 33222</td>
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<td>&quot;WHAT A SURPRISE&quot;</td>
<td>Johnny Mathis, Capitol 4400</td>
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<td>&quot;BADDY&quot;</td>
<td>Technotronic, Polydor 56066</td>
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<td>35</td>
<td>&quot;LITTLE EGYPT&quot;</td>
<td>Cerrone, Atco 6936</td>
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<td>36</td>
<td>&quot;BUT I DO&quot;</td>
<td>Tony Orlando, Epic 9441</td>
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<tr>
<td>37</td>
<td>&quot;HALFWAY TO PARADISE&quot;</td>
<td>Billy Stewart, ABC-Paramount 10014</td>
</tr>
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</table>

**BUBBLING UNDER THE HOT 100**

1. RESPECTABLE (Chic; R&B 13090)
2. I CAN'T DO IT BY MYSELF (Julia Byrd; Capitol 547)
3. WATCH YOUR STEP (Bobby Parker; Vee Jay 232)
4. BEING ERASED (The Second String; United Artists 2156)
5. POOR FOOT 1 AM (Joe South; Arista 600)
6. BOOK OF LOVE (The Monkees; United Artists 2156)
7. BABY, DON'T FORGET MY NAME (Bobby Goldsboro; Atlantic 2938)
8. CHARIOTS WERE WAITING (The Capells; ABC-Paramount 10015)
9. TO GO WITH THE BAND (The Surfaris; Capitol 36650)
10. RYTHM OF THE DANCE (Dee & the Clash; Epic 3542)
11. BLUE EYES (Gino Washington; ABC-Paramount 10015)
12. CAN'T YOU SIT DOWN (Phil Upchurch; Cookin' 5200)
13. I'M IN LOVE WITH YOU (The Osmonds; ABC-Paramount 10015)
14. BICARIDES (The Bicarides; ABC-Paramount 10015)
15. CAN'T BE THE ONE YOU ARE (Janet James; ABC-Paramount 10015)
16. LOVE IS NOT A GAME (The Whispers; ABC-Paramount 10015)
17. I'M A WALKING INJURY (The Whispers; ABC-Paramount 10015)
18. CAN'T BE THE ONE YOU ARE (Janet James; ABC-Paramount 10015)
19. WALKING WITH A WOMAN (The Whispers; ABC-Paramount 10015)
20. CUPID (Johnnie Taylor; ABC-Paramount 10015)

**HOT 100 — A TO Z**

A
- Amos Milburn, "One More River to Cross" (RCA Victor 1098)
- Amos Milburn, "50 Million兵马 In Heaven Can Get Out Of Your Mind" (RCA Victor 1098)
- Amos Milburn, "Somethin' Special" (RCA Victor 1098)
- Amos Milburn, "The Man With The Golden Arm" (RCA Victor 1098)
- Amos Milburn, "Up Above My Father's House" (RCA Victor 1098)
- Amos Milburn, "Using My Imagination" (RCA Victor 1098)
- Amos Milburn, "You're My Man" (RCA Victor 1098)
- Amos Milburn, "Woman's Best Friend" (RCA Victor 1098)
- Amos Milburn, "Wonderful World" (RCA Victor 1098)
- Amos Milburn, "You're The One" (RCA Victor 1098)

B
- Burt Bacharach, "Raindrops Keep Fallin' On My Head" (United Artists 2938)
- Burt Bacharach, "Raindrops Keep Fallin' On My Head" (United Artists 2938)
- Burt Bacharach, "Raindrops Keep Fallin' On My Head" (United Artists 2938)
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- Burt Bacharach, "Raindrops Keep Fallin' On My Head" (United Artists 2938)
THE HOTTEST SAMPLER!

TEENSVILLE! #5503
3 hits each by Bobby Vee, Johnny Burnette, The Fleetwoods & The Ventures.

THE HOTTEST PROGRAM!
20% CASH DISCOUNT (except for sampler), including Teen-Appeal Back-Catalog LP's and EP's, on Qualifying Orders. 100% Exchange Privilege. ½ July 10, ½ August 10 Payments.

Attractive, "hard-sell" counter/floor merchandiser • LP Header Cards for Liberty Teen-Appeal Artists • Attractive Window Displays • Co-op Advertising • Consumer Ads in Dig and Modern Teen Magazines • Heavy "Top 40" Air Play for the New LP's.

BOBBY VEE WITH STRINGS & THINGS #3188/7186
How Many Tears, Baby Face, Bashful Bob, Diana, 8 others.

JOHNNY BURNETTE SINGS #3190/7190
Little Boy Sad, Big Big World, Mona Lisa, Ballad Of One Eyed Jacks, 8 others.

SOFTLY
THE FLEETWOODS #2005/8005
Tragedy, Little Miss Sad One, Little White Cloud That Cried, 9 others.

ANOTHER SMASH
THE VENTURES #2006/8006
Lullabye Of The Leaves, Wheels, Last Date, Ginchy, 8 others.

ORIGINAL HITS VOL. 3 #3187/7187
Biggest Hits Of Bill Black, Kathy Young, Sonny Turner, Ray Sharp, 8 Other Top Artists.
### MONOURAL LP's

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**MONOURAL LP's: Star Performances**
- SONGS OF THE WIND: Spanish String Orchestra (Decca)
- SONGS OF THE WEST: S Chenier (United Artists)
- SONGS OF THE SOUTH: S Minton (United Artists)

**STEREO LP's: Star Performances**
- SONGS OF THE WIND: Spanish String Orchestra (Decca)
- SONGS OF THE WEST: S Chenier (United Artists)
- SONGS OF THE SOUTH: S Minton (United Artists)
TOP MARKET BREAKOUTS

NEW YORK
- QUARTER TO THREE
  U. S. Bonds, Le Grand
- TELL ME WHY
  Belmonts, Sabrina
- MILO
  Teresa Brewer, Coral
- BETTER TELL HIM NO
  Stitchets, P
- COUNT EVERY STAR
  Danni and the Dreamers, Whole

CHICAGO
- THAT'S THE WAY WITH LOVE
  Piero Soffici, Kip

LOS ANGELES
- DREAM
  Etta James, Argo
- WATCH YOUR STEP
  Bobby Parker, V-Tone

PHILADELPHIA
- QUARTER TO THREE
  U. S. Bonds, Le Grand
- BEYOND THE MIND
  James Brown, King

DETROIT
- I LIKE IT LIKE THAT
  Chris Kenner, Instant

BOSTON
- QUARTER TO THREE
  U. S. Bonds, Le Grand

SAN FRANCISCO
- QUARTER TO THREE
  U. S. Bonds, Le Grand
- YOU'D BETTER COME HOME
  Russell Byrd, Strepter

ST. LOUIS
- WAYWARD WIND
  Gogi Grant, Era
- IT KEEPS RAINING
  Tom Domino, Imperial

MIAMI
- DRIVING WHEEL
  Little Junior Parker, Duke
- JACQUES
  Les Paul and Mary Ford, Columbia
- LONESOME WHISTLE BLUES
  Freddy King, Federal

HOUSTON
- I FEEL LIKE PIECES
  Tony Cline, Decca

DALLAS-FT. WORTH
- HOW MANY TEARS
  Bobby Vee, Liberty

MINNEAPOLIS-ST. PAUL
- WAYWARD WIND
  Gogi Grant, Era
- JIMMY MARTINEZ
  Marvin Robbins, Columbia

BEST BUYS IN RECORDS

These records, of all those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales action this week to be recommended to dealers and other radio reviewers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (x).

POP
- THE WRITING ON THE WALL
  Adam Wade
- LITTLE EGYPT
  Coasters
- HALFWAY TO PARADISE
  Tony Orlando
- ROLL WEEVIL SONG
  Brook Benton
- EVERY BEAT OF MY HEART
  Pips
- BILBAO SONG
  Andy Williams

C&W
- LOOSE TALK
  Central Sings, BMI
- MENTAL CRUELTY
  Buck Owens and Rose Maddox
- RAGGED BUT RIGHT
  Moon Mullican
- FAMILY BIBLE
  George Jones

R&B
- EVERY BEAT OF MY HEART
- TOSSEIN' AND TURNIN'
  Bobby Lewis
- BARBARA ANN, REGENTS
- HEART AND SOUL
  Cleftones
- I DON'T MIND
  James Brown
- ROLL WEEVIL SONG
  Brook Benton

REVIEWS OF THIS WEEK'S SINGLES

the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strangest sales potential of all records reviewed this week.

FRED DORE
- TEATA-TEATA (Milti, BMI) (2:13) - "The Mother-in-Law" winner has another chart item in his latest disk. The tune novelty, which parodies his chick's vocabulary, has strong and infectious rhythm. Flip is "Real Man" (Milti) (1:59).

FLOYD CRAMER
- SAN ANTONIO ROSE (Bouree, ASCAP) (2:16) - I CAN JUST IMAGINE (Acruff-Rose, BMI) (2:38) - Cramer's piano work is as stylish as ever on the first side. It is a warm and attractive version of the old standard. The reverse side is in the "Last Date" groove and a mighty fine item. Both are from his "On the Rebound" LP.

BILL BLACK'S COMBO
- OLE BUTTERMILK SKY (Bulkin, BMI) (2:21) - The fine old Hoagy Carmichael hit gets the distinctive Bill Black instrumental treatment on side one and is bound to be a chart climber. The flip is a so-so original in the blues vein that sways mightly.

RAY PETERSON
- YOU THRILL ME (SPR, BMI) (2:02) - Powerful rendition by Peterson and with excellent arrangement are the big hit with the flip on this rock ballad. The flip is "Missing You" (Cipar, BMI) (2:45).

JIMMY JONES
- SAY LOVE (Shulla-Shullar, BMI) (2:04) - Jimmy Jones should come back strongly with this new release. The chaster sells the rhythm line with feeling over an infectious Latin beat. Flip is "Dear One" (Shullar, BMI) (2:27).

THE CLASSICS
- LIFE IS BUT A DREAM (Re-Jo, BMI) (2:07) - The Classics could get their share of the action on this version of the oldie with its wild, driving reading of the song here. It moves and it has excitement. Flip is "That's the Way" (Re-Jo, BMI) (2:27).

PEGGY LEE
- BOSTON BEANS (Denlow, ASCAP) (2:03) - YES INDEED (Kubany, BMI) (2:53) - The lovely Peggy Lee turns out two wonderful vocals here, and both sides could happen. "Beans" features the last in a jazz-type reading of a clever novelty; flip is the standard waded live in a night club. Fine sides.

THE CHORDETTES
- NEVER ON SUNDAY (Esten-Smithore, BMI) (2:49) - It's been a long time since the Chordettes have been heard from but they could catch coins and sales action on this lively vocal version of the Emmy award-winning tune from the flick. Flip is "Faraway Star" (Kall-Kris, ASCAP) (2:18).

THELMA CARPENTER
- HEARTACHES (Leeds, ASCAP) (1:55) - Here is a wonderfully fresh and rhythmical version of the Ted Weems ork smash of years ago. Thelma Carpenter sells it with verve and the be-bop "Mojo Intuation" (David, BMI) (2:20). Flip is "Coral 62272".

THE HOLLYWOOD FLAMES
- GEE (Kahl, BMI) (2:23) - The old rock and roll hit is accorded an infectious vocal treatment by the group. Dublin-market side with a solid beat. Flip is "Yes, They Do" (Ark, BMI) (2:28).

THURM SPERDIMEN
- PITTER PATTER (Fury, BMI) (2:10) - The boys provide a fine version of a late moving rhythm-rocker with a bright, bouncy beat. Could move out in both pop and r&b markets. Flip is "Get Up and Paint" (Fury, BMI) (2:10).

(Summerbrook's production:)

(Continued on page 29)
The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

**RECORDINGS AVAILABLE**
(Best Selling Record Listed in Bold Face)

1. MOTHER-IN-LAW — by Little Richard
2. RUNAWAY — by Max Ceveria
3. TRAVELIN' MAN — by James Steppin
4. DADDY'S HOME — by The Dells
5. RUNNING SCARED — by Ray Charles
6. ONE HUNDRED POOLS OF CAY — by Jeff Woods
7. BREAKIN' IN A BRAND NEW BROKEN HEART — by Zip McMillan
8. MAMA SAID — by The Ventures
9. I FEEL SO BAD — by Chuck Willis
10. BLUE MOON — by The Platters
11. I'VE TOLD EVERY LITTLE STAR — by Tommy Edwards
12. TRAGEDY — by The Platters
13. PORTRAIT OF MY LOVE — by The Hi-Numbers
14. HELLO WACK — by The Tymes
15. MOODY RIVER — by The Dells
16. MARY LUCY LOU — by The Dells
17. RAINBOWS — by The Dells
18. LITTLE DEVIL — by The Dells
19. JUST FOR OLD TIMES SAKE — by The Dells
20. TAKE GOOD CARE OF HER — by The Dells
21. GIRL OF MY BEST FRIEND — by The Dells
22. THAT OLD BLACK MAGIC — by The Dells
23. YOU CAN DEPEND ON ME — by The Dells
24. STAND BY ME — by Little Richard
25. BARBARA ANN — by The Olympics
26. TONIGHT I FELL IN LOVE — by The Olympics
27. LULLABY OF LOVE — by The Olympics
28. BONANZA — by The Olympics
29. YOU ALWAYS HURT THE ONE YOU LOVE — by The Olympics
30. EXODUS — by The Olympics

**Artists Pix Promo**

**To Urg AFM ASCAP's Fight With Ops**

**ASCAP NATION'S TOP TUNES TOP 10**

1. EXODUS (Chappell, ASCAP)
2. PORTRAIT OF MY LOVE (Fascioli, BMI)
3. NEVER ON SUNDAY (Eestein-Schroeder, BMI)
4. APACHA (BMI)
5. MEG (BMI)
6. LONG AID (BMI)
7. WHEELS (BMI)
8. THE WRITING ON THE WALL (George Faison-Reicher, ASCAP)
9. MIXTY (Covay, ASCAP)
10. ASIA MINOR (Paredes, BMI)

**Best Selling Sheet Music in U.S.**

Tune is rated in order of their current national sheet music importance at the sheet music publisher level.

**WORLD-WIDE DISTRIBUTION OF THE MUSIC INDUSTRY**

**GIVE TO DAMON RUNYON CANCER FUND**

**TOTAL PAID CIRCULATION OF THIS ISSUE OF BILLBOARD MUSIC WEEK 21,863**

**COPYRIGHTED MATERIAL**
MODERATE SALES POTENTIAL

**NEW SMASHES ON WARWICK & SEVENARTS**

**HOLLYWOOD HITS FOR DANC-**

Eunice Hellekson and His Falmouth Orchestra. Another collection of old film tunes with strong appeal for fans and novelty listeners. Hellekson, a fixture at San Francisco's Fairmont Hotel, setups a fink of great and priceless treasures in bloom, enough so for that, the arrangements include under "Jumpin' Jimmie" and "Creek in the Queen," a rotund novelty which gives whole new display value.

**MODERN GUITAR ARTISTRY**

"Elton" Jimmy Demoss, J.C.D LP 100—Jimmie Demoss' second recording for this label from Atlanta, has a good album here, one that shows off his wide taste in a collection of familiar standards and recent pop hits. Demoss' playing is on an equal footing with some of the top men in this field, and in "Rhapsody in Blue" and "Open Arms," respectively.

**PIANO & JA PERCUSSION**

Tina Four, Old Town LP 1001—Pianist Michelle Four has come up with a fine album of standards and all original material, with the March of Time and "Open Arms" the highlights. She is backed by a small combo, playing on a collection of percussion instruments of her own swing style. Tapes range from "Tina Goes to Mexico," as well as on original at 2.

**DANCING PERCUSSION MUSIC OF THE 60'S**

Ted Sorensen and Bill DeVoll, Intellec- nal Albums Series AK 151 (Stain- less steel) on the 45 rpm single, the "Rock of All Ages" is a fine example of the kind of music Ted Sorensen and Bill DeVoll are offering in this collection.

**PLEASANT PERCUSSION MUSIC OF COLE PORTER**

Ted Sorensen and Bill DeVoll, Interna- tional Albums Series AK 101 (Stainless steel) on the 45 rpm single, the "Rock of All Ages" is a fine example of the kind of music Ted Sorensen and Bill DeVoll are offering in this collection.

**COOKIN'**

Barclay Rhythm 7000 Series MC 1028—Tenor sax player George Duvall is a standout here, and the album is another in the series of excellent work being done by the Rhythm 7000 Series. Duvall is backed by a group of superior men, some familiar, the style is original and the feeling is right for collectors of classic chart music.

**JAZZ ARBOUR**

Tiger Tiger 1957—Tiger Ar- bour is a first-rate and concise acoustic album of jazz music, one of the top men in his field. He is backed by a group of eight players, some familiar, the style original and the feeling is right for collectors of classic chart music.

**CLASSICAL LP'S**

**TAPPAN'S WINDSOR QUIN- TET, FRANK STRUS Pho- netics**


**SCHUBERT; OCTET FOR STRINGS AND WINDS, OP. 103**


**POUCHE; SEVENTH AND WINDS; ODE AND CONCERTO FOR BASSOON AND STRING ORCHESTRA**


**THE NEW YORK WIND QUINTET; PHILADELPHIA WIND QUINTET; WIND QUINTET**


**GREAT CHANSONS FOR PIANO**

Walter Breslow, United Artists 118—Piano Chanson plays beautiful, melodic, rich, and interesting. The arranger of the highly effective pieces in six distinct and interesting refinement, and the accompaniment of the Acoustics in the accompanying role.

**ELEANOR STEIN-ERKESER; SERENADE; MOZART; STRAUSS**

Walter Breslow, United Artists 118—Piano Chanson plays beautiful, melodic, rich, and interesting. The arranger of the highly effective pieces in six distinct and interesting refinement, and the accompaniment of the Acoustics in the accompanying role.

(Continued on page 51)
**THE INDEX OF RELIGIOUS RECORDS**
De��ical Save Time, Money, In-1200 groups this and artist index to religious records.
over 12,000 entries to answer queries and promote sales.
For details, write
RELIGIOUS RECORD INDEX
223 H. Main St., Dept. B
Dayton, Ohio

**BILLBOARD MUSIC WEEK**

**THE INDEX OF RELIGIOUS RECORDS**

**SPECIALTY LP'S**

**STRONG SALES POTENTIAL**

**FOLK**

**YES I BE**
Bob Gibson, Einstei EXL 197—All "I Know" the Georgia Group of Fols, this is "Yes I Be" Bob Gibson, in a straightforward, strong vocal style, offers a collection of American folk songs, many of which are given new arrangements. Vocal style: with Bob and "Yes I Be:" "Round My Head" and "Well, Well, Well." Other highlights: "Mississippi Mountains" and "Tenderly in Mind." Review: "The songs are full of rhythm and emotion.

**LATIN AMERICAN**

**REVOLUCION MEXICANA**
Los Muertos, Reconcito Y Antonio Braken
Braven LP 12-12—The American market has been favorably received with a Mexican group of artists, imported from Mexico. This group, described by the specialty, is with some brilliant guitar work to listen to. The voice of Los Muertos is one of Mexico's true voices of the guitar and has been closest to the songs of the Mexican Revolution. They are priced with great fire and spirit by the artist and supporting guitar ensemble. Excellent sound quality.

**COMEDY**

**THE EXPLOSIVE SOUNDS OF JACKSON PAINE**
Warner Bros. W 1441—Jackson Paine, a commercial artist by profession, may find himself a world artist when this LP hits the stores. A combination of short comic stories combined with sound effects for the punch lines of the gags. Even though none of the gags do hit the target, the total effect is very chuckle-worthy.

**COUNTRY & WESTERN**

**FOMME SKINNER**
Mergen LP 1-4457—This disc includes songs associated with the artist. All were written wholly or in part by this man. There's "I'll Be Faithful Till You Pay," and "You're My Lovin' Man." The other two were hit of 1945, the "Swingin' Side of the Tracks" and "Deer My Time." The latter has been out of print, and fans will lose them. "Time" is a particular moving piece.

**MODERATE SALES POTENTIAL**

**LATIN AMERICAN**

**TOMMY BASHARA Y SUS VAQUEROS DE LA RAYA**
Vocal Folk 177—Ruba, the voice of Los Muertos, is the voice of this version of "Luna, De Mi Llanto." This is a fine rendition of a Spanish folk song. All vocals are in Spanish. This LP is quite interesting, and there is no duplication on the other side. This LP is presented as a Spanish folk LP.

**SPECIALTY**

**BUILDING BALANCED COMEDY**
Warner Bros. W 1460—There is a much louder voice, and only a few observations about the problem mystery of ball, namely, making decisions. A lot of it will be familiar and essential old hit to present with two or three hits of the year, and there is a good hit of human variety and entertainment in just listening to this kind of easy exposure. The presentation is in the form of a live speech, delivered in an audience in Illinois, Ariz.

**LEMONADE BY LOUIS BOSHER**
Savoir LP 1556—This is a good LP and it is presented in Spanish and English. There are no other vocals on the album. The album, "Centro American," is presented in Spanish and French. This is a good LP for those who want to learn Spanish.

**LIMITED SALES POTENTIAL**

**CLASSICAL**

**NEW DIMENSIONS IN ORGAN SING**
Columbia 6122—Washington Albany 1254, Cleveland & Muscatine.

**REVIEWS AND RATINGS OF NEW RECORDS**

**Continued from page 39**

**SPECIALTY LP'S**

**STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**KAREN WEEKS**
**Major LP让他们 Le You Go—Columbia 1251—Interresting country-western music. Chris has a fresh voice. Strong show with this LP. (Richie) (BMD) (1-29)

****Blow High—A country ballad, recently from the label with quiet background. (Richie) (BMD) (1-46)

(Continued on page 42)

**SPOTLIGHT ON CAMEO-PARKWAY ALBUMS**

**20% Discount on Cameo-Parkway Albums During May of May Cameo-Parkway Records**

**MARRY'S Action SINGLES!**

**THE FASHIONS**

**"ALL I WANT"**
WARWICK 6149

**YYAA"**
Faya Adams

**"IT'S NOTICEABLE!"**
WARWICK 6149

**WARWICK'S ACTION SINGLES!**

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(Continued on page 42)

**SPECIAL 20% Discount on Cameo-PARKWAY ALBUMS During May of May Cameo-Parkway Records**

**WE KEEP INDICATING RECORDS OF OUR TIME**

**CHARLTON HESTON**
**The Life of Christ**

**PASSION OF OUR LORD**

**VANGUARD recordings for the connoisseur**

**254 W 45 Street, New York 11**

**LAST WEEK! AUDIO FIDELITY MAY SALES PROGRAM**

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**WORLD'S LEADER IN AUTHENTIC FOLK MUSIC**

**NEW HOURS EVERY EVENING**

**FOLKWAYS RECORDS**

**117 West 46 street, N Y. C. 36, N. Y.**

**MORTY CRAFT**

**"IT'S NOTICEABLE!"**
WARWICK 6149

**THE FASHIONS**

**"ALL I WANT"**
WARWICK 6149

**YYAA"**
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(Continued on page 42)
ITALY
Magazine Honors Nico Fidenco
By SAM LEYTHMAN
Piazza San Anselmo, Rome 1
Nico Fidenco has been selected to
sing the pop song magazine, for
radio and television, as his 1961's ap-
pparent leader in the disk world
following in the footsteps of De-
omenico Modugno in 1958, the late

Fred Buscaglione in 1959 and
Umberto Bindi in 1960. Fidenco’s top hit
has been songs from the Italian film, "The
Girl With A Suitcase," and the "West Side
Story," which is Italy’s most
successful song of the year.
The woman who sings near the
top of the list since the
San Remo Festival.

Singing Test
Renate Mauro won his spurs as a
name of importance in Italian
disk circles by winning Italy’s most
intensive singing competition, Milani’s "Six Days of Song," with
his rendition of "Your Kisses Don’t Feel Real," a composition of the
Massara-Pignatelli team.

Runner-up was Wanda Cola
with "Whiskey and White," while
white idee won in the between
Sergio Endrigo ("Good People")
and Giorgio, who sang "Safost Lady"

While these were the public choices, the critics presented the "Golden Castle" award to
Dias Valvado for rending "Only
Yes," a composition of Chico
and Lazzatti.

Jack Mills, president of Mills
Music, was in Rome—21—24 as
part of his efforts to break in
branches of his organization. . .
Columbia distributed six Galli-
ered Coral records in Spain.
Argentina, Paraguay, Peru, Uruguay and Chile. . .
Vocal de Padrone has issued two 43
titles in a new series, called
"Great Ellington," featuring the old
composer.

The Connie Francis Italian rec-
novation of "Moon River" was
released by CDG on Mother’s Day. Di-
rector Giuseppe Gianfrani of this label
has not been affected by the recent drop
in the Italian market, and a widely
Checker recording of "Pony Time"
in Rome, from Italian talent
Renato Mavaro’s "Your Kisses
Don’t Feel Like Rain," which won
the 1962 title in Italian. . .

British News
Continued from page 14
first of the ATV Sunday shows from
the Prince of Wales theater. The
show's high point was the re-
placement for the Palladium series.

EMI Records is taking an extra
hour on Radio Luxembourg on Mondays from June 19 for the series
being pre-recorded in London with a
terrestrial audience.

New Albums
Among Phillips releases for June 1 are two "Sound of Music" albums
the Broadway cast and a treat-
ment of "Perry Faith," others
include Duke Ellington: "Solu-
tions from国," and Frankie
Vangh; "Let Me Sing and I’m
Happy," on the affiliated Fontana
label. . . Johnny Mathis will "Tell
You a Star. . ." (All except Vangh’s album are courtesy of Pacifica
.
Polydor June releases include
chours from "Thoroughly Modern Male"
"New Tenderness."

New singles
Deca group's last weekend included
Curtis Thomas: "A Love of
One's Own" (Columbia) and
Julie London: "Sanford" (London from Liberty). . . Psy
released a composition called
"Summerlove," and a cover of
"Life Is a Carnival" by
James and Keith Cooper. . .
From the Phillips roster: "Windy"
"Sleepy-Eyed John" (Philips from Columbia) and Johnny Mathis:
"You Belong to Me" (Columbia). .
Fontana from Columbia. . .
Among the new albums for June
are the first new sides from
Ungaro’s "Music of the Moon" (Mervyn
series) duo Costa: "That’s the Way
With Love" and the Clovers: "Have
Gun."
Wurlitzer Names Consolidated Distrib in 29 N. M. Counties

LRS CRUCES, N. M.—The Consolidated Music Company here has been named Wurlitzer distributor for 29 New Mexico counties by Albert H. Beer, Wurlitzer sales manager, announcing this week.

Partners in the new distributorship are Alfred D. Harper and Frank Derrick, each of whom entered the coin machine business in 1945. They have been partners since 1953.

Harper, a native Texan, bought out the operation of Cadillac Jones in Deming, N. M., to form the Deming Music Company in 1945. Four years later he sold to Dan Careno and operated in Carlsbad, N. M., for three years.

In 1953 he moved to Phoenix and bought out Phoenix Wired Music Company, which he operated and later sold. In 1957 he joined City Music. In 1959 City Music was sold to Arizona Stereophonic, with Harper and Derrick moving here to set up the Consolidated Music Company.

Derrick was a field service engineer with Master Music and has been in partnership in Phoenix and here. During this period, the partners have been distributors for several game lines.

French Coin Industry Stimulated By Lifting of Import Restrictions

PARIS—France's coin music industry has been stimulated by the recision of import restrictions and the lowering of tariffs to create the European Economic Community.

Industry experts estimate that the national market grew from 16,000 to 19,000 boxes within the last year; games, from 12,000 to 15,000.

There are no statistics available as yet in the Exportation of U. S. equipment in 1960, but the box game sales estimates have increased 12 percent.

Tariff Reductions

France and other countries in Europe granted to their Common Market partners to the United States as well, a 10 percent duty on all coin machines.

The result has been an increase in sales of 7,500 boxes; a few predict the double figure is possible in 1962.

Some experts fear foreign competition in the large-scale program of equipment replacement and expansion.

Predictions

Some experts fear foreign competition in the large-scale program of equipment replacement and expansion.

No Cause for Alarm

The recently concluded convention of the Music Operators of America was well received in Chicago, according to Don Parvin, president of the convention committee.

No improvements in the general economic picture were made, but many operators who attended the convention agreed that they were able to cut costs and make necessary expenditures.

Miller, Ratlajac Pinpoint MOA Problems

By NICK BERO

Chicago—Just how good was the Music Operators of America convention in Chicago recently? George Miller, MOA president, and Art Lassing, MOA Secretary, both directors, and co-ordinator, answered some frank questions for BMW last week.

Miller and Ratlajac pinpointed some areas as well as some of the good things to come out of the convention and conclude after a several-hour-long, well-spaced pinioned session in the MOA offices here was that the convention and its answers follow in full.

Q. What was the attendance for the convention this year and how did it compare with attendance at MOA conventions for the past five years?

A. Total attendance was approximatley 1,600—about 50 per cent off from last year, and slightly more off from previous years. Last year's was one of our best years and this year was really hurt by the fact that many Chicago manufacturers held distributor meetings in conjunction with the convention.

Q. How did this compare with the situation this year's convention and how did this compare with previous MOA conventions?

A. Total exhibitors was 44 compared with 60 exhibitors in 1960. However, our number of booths sold this year was about the same. (This is confirmed by the plant space taken by Rowe-A-Matic Sales Co. during the convention.) The exhibitors over the past five years has remained fairly consistent. As a matter of fact, we've generally had about 28 to 30 exhibitors year in and year out.

Q. What is the reason for the drop in exhibitors at the convention this year?

A. Distance to Miami and the high cost of shipping merchandise appeared to be the main reasons for not attending the convention. This is what most manufacturers who didn't come said to us. We even got assurances from some manufacturers that they'll be with us if and when we return to Chicago.

Another reason is the drop-off in the following the convention, which seems to have followed a general economic trend throughout the country. Many exhibitors felt the convention was being held away from the hub.

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THE MUSIC IS PERSONALIZED

AT

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PRESENTS

Artist of the Week

IN SYRACUSE

At this popular restaurant, as in the most popular locations from coast to coast, Seeburg's great music programming is presented personally by the location itself. Customers know that Otto's Grill in Syracuse, N.Y., always offers them the best and latest in popular music, as well as the finest in food and beverages.

ONLY SEEBURG CAN BE PERSONALIZED FOR EVERY LOCATION

And only the Seeburg "Artist of the Week" phonograph brings to the location—every week—a new best-selling LP album in superb 33⅓ stereo hi-fi. (See the latest Seeburg Artist of the Week LP album selections below.)

Remember, Seeburg is factory-built to intermix both 45-rpm records and the overwhelmingly popular new 33⅓-rpm album singles.

With music like this, personally presented, operator and location both profit most: The Seeburg Sales Corporation, Chicago 22.

WEEK OF MAY 22
That Wonderful Feeling
THE BILL BLACK COMBO (H)
Let's Face the Music And Dance
MAYNARD FERGUSON (Baritone)

WEEK OF MAY 29
That's Right
NAT ADDERLEY (Vibes)
Crazy Olle Piano
JOHNNY MADDOX (H)

ARTIST OF THE WEEK
Ten-Selection 33⅓ stereo album packages
Performance Royalty Fracas Continues

Continued from page 35

ing its own sources of supply, go into the recording business. If not actually manufacturing records, might it set up its own one-stop distributorships for its boxes? Some day, perhaps, but the next step would go from "helping" the operators program records to the boxes, to selecting and placing the records themselves.

Also on the horizon is the standardization of all records in both mechanical and electrical. The Magnetic Recording Industry has already begun work on a new standard for playing LP records as well as pop singles. Copyright attorneys will weigh the possibility of increased revenue to operators if LP plays open up a new avenue of profit.

The old order changes not only in the industry, but among those recruited to extinct from the market. In the juke box play. Remember, there is the new team of former Senator O'Mahoney (D., Wyo.), and former Rep. Charles Brown (D., Me.), both with substantial connections on Capitol Hill, both retained by ASCAP to help win performance royalty on juke box boxes.

O'Mahoney will be remembered for his authorship of a slambang anti-exemption bill in 1958, which would have abolished the mechanical royalties and had a subcommittee with ASCAP to serve the cause of songwriter royalty.

Both O'Mahoney and Brown are reportedly on full- scale assault on the bill, as they plan to introduce a substitute in the Senate. Succeeding former Senator O'Mahoney to the chairmanship of the Senate Copyright Committee is Senator Joseph J.kolmich (D., Ariz.). As former chairman of the Senate Rackets Committee, Mr. Kolmich has said he was more concerned about those who were buying the royalties to their own goals of operator associations and unions in certain areas.

The question of record piracy arises here, too, certain racketeers who are found to be selling pirated records to operators to buy their product, but were making corner-cutting fields and selling them as legitimate records.

Representative Celler's recent bill to impose federal sanctions on the record field was introduced at the time ASCAP had obtained a court ruling that record bootleggers will be a boon to the whole record industry, if passed. It would also assure the record operators an increased record royalties, rather than accept the "unpredictable" license royalties authorized by the courts.

Traditionally, anti-exemption legislation has a better chance on the Senate side, and the enlarged membership of the Senate will give ASCAP the opportunity to continue to work on the record royalties.

Also of note, Celler has introduced a bill for antitrust law which is designed to prevent any antitrust laws taking place in the industry facing the industry.

For this reason, operators will keep close tabs on the final decision of the Supreme Court on whether ASCAP's 1960 Consent Decree terms have permitted unfair competition among its members which the operators claim jeopardizes the industry and which apparently have been an element in the record market. And, second, the supporting its contention it is not to be treated as the equal of GEMA in royalty payments considerations.

The cost-price squeeze, growing ever tighter, the operators say, is a major reason why they are not satisfied with the GEMA and the GVL, they must cut sharply the purchase of new records.

Moreover, the GEMA-GVL situation, which has been occasioned by the German juke box manufacturers and distributors have been hit by declining sales, although experts are quick to point out the boom-momentum.

GEMA has been forced to cut back its ranks with the operators. In effect, this constitutes industry recognition of the imminent death of the industry.

As to what will be the outcome, as Wolff implied, "that what's good for the operator is good for the industry." Wolff's warning to GEMA and GVL is given added weight by his call for co-operation among manufacturers, wholesalers and operators on the part of the trust and that while such co-operation is a part of the three problems facing the industry.

Alternative Choice

Such a co-operation, Wolff said, is indispensable to "prevent changes on the market." The German government, he pointed out, has undertaken to restructure the coin machine industry and to effect an organized integration of manufacturers, distributors and operators.

But the industry, with knowledge of the government's intentions, is now from the three arrangements among the three and has been the most effective way to fight competition among the operators. And the GEMA-GVL situation is also the result of efforts to regulate conditions in the trade.

Industry sources say that the GEMA-GVL forces of being bent on making the golden egg, a real threat. For their part, the GEMA contends that the juke box is an integral part of the trade, and that it has every reason to call the shots in the juke box proceeds.

The GEMA has released a summary of the recent work of its 90,000 boxes has multiplied to around 50,000, the number of bars and has bands has dwindled alarmingly.

Night clubs and restaurants, even large establishments, although capable of handling the bands and still sound records, have been losing out to juke boxes.

And the television set has replaced small bands have causally in some establishments.

The GEMA points out, further, the present movement of the juke box music has altered radio in some recent years--to become the main source of their clients.

It is pointed out that according to the GEMA, the juke box monopoly rather than eliminate establishments and is detrimental to the industry.

Thus, the electronic fidelity and stereophonic sound has elevated the juke box's position in some establishments. The technical excellence of automatic music has been the key factor in the market. The juke box has records feature second-rate recording artists, and the GEMA-GVL juke box discs have become the top bands and bars and has bands.

Tape Recordings

A majority of the present concern is the recording of music, say tape recorders. Tape recorders on the recent market have minute, and others as the present situation continue to include the whole problem.

There are many, if not thousands, of such organizations in West Germany, with the number of anywhere from five to twenty couples who own their own tape recorders, and virtually all are innocent of GEMA sanction.

PRICES REDUCED FOR QUICK SALE

Selling: $25 each

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1012 Market Street
St. Louis 1, Missouri

GERMAN MRS., DISTRIBUTORS BACK OPERATORS IN FIGHT AGAINST MUSIC Royalty Fee Payment

Continued from page 5

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Moreover, the GEMA-GVL situation, which has been occasioned by the German juke box manufacturers and distributors have been hit by declining sales, although experts are quick to point out the boom-momentum.

GEMA has been forced to cut back its ranks with the operators. In effect, this constitutes industry recognition of the imminent death of the industry.

As to what will be the outcome, as Wolff implied, "that what's good for the operator is good for the industry." Wolff's warning to GEMA and GVL is given added weight by his call for co-operation among manufacturers, wholesalers and operators on the part of the trust and that while such co-operation is a part of the three problems facing the industry.

Alternative Choice

Such a co-operation, Wolff said, is indispensable to "prevent changes on the market." The German government, he pointed out, has undertaken to restructure the coin machine industry and to effect an organized integration of manufacturers, distributors and operators.

But the industry, with knowledge of the government's intentions, is now from the three arrangements among the three and has been the most effective way to fight competition among the operators. And the GEMA-GVL situation is also the result of efforts to regulate conditions in the trade.

Industry sources say that the GEMA-GVL forces of being bent on making the golden egg, a real threat. For their part, the GEMA contends that the juke box is an integral part of the trade, and that it has every reason to call the shots in the juke box proceeds.

The GEMA has released a summary of the recent work of its 90,000 boxes has multiplied to around 50,000, the number of bars and has bands has dwindled alarmingly.

Night clubs and restaurants, even large establishments, although capable of handling the bands and still sound records, have been losing out to juke boxes.

And the television set has replaced small bands have causally in some establishments.

The GEMA points out, further, the present movement of the juke box music has altered radio in some recent years--to become the main source of their clients.

It is pointed out that according to the GEMA, the juke box monopoly rather than eliminate establishments and is detrimental to the industry.

Thus, the electronic fidelity and stereophonic sound has elevated the juke box's position in some establishments. The technical excellence of automatic music has been the key factor in the market. The juke box has records feature second-rate recording artists, and the GEMA-GVL juke box discs have become the top bands and bars and has bands.

Tape Recordings

A majority of the present concern is the recording of music, say tape recorders. Tape recorders on the recent market have minute, and others as the present situation continue to include the whole problem.

There are many, if not thousands, of such organizations in West Germany, with the number of anywhere from five to twenty couples who own their own tape recorders, and virtually all are innocent of GEMA sanction.

}
Op Points Out How Venders Help Store Efficiency, Gets Added Spots

DENVER — The ability to see special values in a bulk vending is a fair which has helped Lou Malone, of Kay’s Vending Company here, expand his business to locations elsewhere.

There are a lot of reasons why a bulk machine should be installed, other than the more profit return to the location owner. Malone has found. A typical example came when he approached the management of Anderson, Tryland, big 7.5-story building in the Cherry Creek Shopping Center in mid-town Denver.

One of the largest toy stores in the West, Anderson’s attracts extremely heavy traffic, particularly because the management bought all the rides which had formerly been operated by a defunct model. They placed them on the roof of the building. Here, through the summer, as many as a thousand youngsters per day in front of the store, primarily the children of parents waiting their turn in line at the check stand, or to pay for purchases already made. Usually, small children proved quite resistant during this waiting period, particularly after they had been enjoying themselves lustily in shopping through the store, or on the amusement rides on the roof.

Practical Person

Here, Malone knew he had a thoroughly practical reason for installation of vending machines, which would give the youngsters who must wait several minutes for parents to go through the check stand, “something to do” thus eliminating the inevitable gripes and grumblings which young voices normally create.

Malone asked the toy store owner to let him experiment with his idea, placing four or five machines, vending a variety of items, in an angle, between the check stand and the front entrance. He got grudging permission, installed vending on low stands where they could be easily operated by the children themselves, and began getting good results from the outset.

In fact, each week a take only a week for the toy store owner, eliminated by theチェック stand personnel to decide that vending machines here were a very good thing indeed.

Considering, Malone got permission to install five machines, three on one stand, and two single units, vending ball gum, confessions, and charms, which some have become some of the most profitable in his entire string.

In fact, the location owner was all in favor of his installing still more machines where space provided on the roof, and elsewhere throughout the building. He will be a major beneficiary of the objections of this sort with the proper kind of equipment, to do more than one job for the location owner,” was summed up.

Miller, Ratatjack Pinpoint MOA Problems

Miller, Ratatjack Pinpoint MOA Problems

Continued from page 35

of the coin machine industry (Chicago) and with sales down, there are good reasons the money is required to exhibit away from harm.

Q. How would you explain the drop in operator attendance?

A. This was also economic

the operators’ business was off and many felt the transportation costs were too high. Our greatest drop-off in attendance was reported from Chicago. The best example is California. We had 111 last year and only 12 this year.

Q. What about New York?

A. As you know, our operators and distributors showed up this year, whereas in past years, our distributors have gone to Chicago.

The distance and transportation costs between New York and Chicago, and New York and California are about the same. A. The answer we got from the New Yorkers is that most of the operators didn’t even want to go to Miami and why was the going to back in the hot month of May? Most of the boys had already been down and spent their vacations and didn’t want to go back a month or two.

Q. Many comments — pro and con — have been made about the convention being moved to Miami. As I understand it, it is the first convention in MOA’s 12-year his
tory that was held out of Chicago. Can you tell me why it was moved and what effect this had on the convention in general?

A. Other trade associations have moved their conventions to Miami and the great majority of directions are trying to find out what effect kind of a show would have on us. However, it is now the unanimous opinion of our board that we made a great mistake moving away from Chicago.

Q. I might also add — it was by the unanimous vote of our directors that we went to Miami in the first place. I only gained one lesson — that Chicago is the hub of the coin machine industry and we don’t make the mistake two times.

Q. How do you account for the fact that the number of record commissions exhibiting at MOA conventions has diminished over the past several years with such a good show up for this year’s Miami meeting?

A. This is a tough one to answ-

er — certainly the joke box opera-
tors don’t support this major customer and its trade association. We assume that the general population in the country were a factor plus the fact that a lot of operators have con-
ceived conventions will be held. Why is the ‘new’ NARM convention in April and the ARMA convention in June, to just name a couple.

Q. How about the other years?

A. True — but we’ve consistently been supported by the majors — the drop occurred with some of the smaller brands. An operator wouldn’t need to adv-
ent of rock and roll, most of the record companies did not have their sales effort toward the teen-age field. We’re hopeful with the re-
duction of rock and roll, the market box market will again create more interest among record manufacturers.

Q. How do you account for the accounts for three of five joke box manufacturers — Seeburg, Rock-On and others — to have opted out of the MOA convention for the past two years?

A. We’re unable to account for it. We can only suggest that the lot of manufacturers themselves can an-
swer this question. We must sin-
cerely welcome any feedback and support, and we will do every-
thing within our power to prevent it.

(Continued on page 40)
AIBC, Large Music-Game-Vending Op, Acquires 5 Massachusetts Companies

By CAMERON DEWAR

BOSTON — The American International Bowling Corporation's usual high-kick on amusement machines and vending operation has added five more Massachusetts firms to bring to a total of nine the companies taken over by the Bay State Division of the New-Jersey-based company, said to be the nation's largest operator of bowling alleys.

The company's temporary headquarters are now at 818 Albany Street here under the direction of David J. Baker as president, whose firm, Melo-Tone Vending Company, Inc., was one of those acquired by AIBC. The new location was headquartered for Capital Vending Company and Capitol Music Company, headed by Irwin Specter, who is now assistant to President Baker in this capacity, which will cover the operation of all the machines, amusement services, cigarette machines and a food vending operation.

The company is currently negotiating for land on Route 128 in Woburn on the side of the highway that serves Greater Boston. A 20,000-square-foot modern plant and all necessary community facilities is to be built on the location.

Other Acquisitions

Other firms newly acquired by AIBC, as well as those acquired last year, are two Connecticut firms: City Cigarette Service, Inc., of West Hartford, and Shavel Music Company of Brook- ton. These are in full operation along with Melo-Tone, Interstate Cigarette Service of Springfield, Cloverleaf Cateners of Belmont, General Automatic Vendors, Walls, and Coffee Break of Massachusetts of Belmont.

Baker said the concern was a $4 million operation locally and was in negotiation with several other music, amusement machines and cigarette operating firms in several States. He also pointed out that he was interested in hearing from other companies in these lines as well as vending with a view to amalgamation.

While the firm is in full operation locally, a stepped-up operation is planned when the new plant is completed. As well as music, amusement machines, cigarettes and general vending, it also will engage in industrial vending and vending with food carts and can-

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GERMANS' 60-CENT SHIPMENTS HIT HIGH

HAMBURG — West German coin machine exports in 1960 equaled, according to an official of the foreign trade section of the Bonn Economics Ministry, announced. Total exports reached DM 27.5 million (four marks equal $1). The 1960 record caps a year of strong gains, beginning with the reorganization of the postwar German coin machine industry in 1950. It has been a remarkable period of progress, the Economics Ministry's report bestowed this comment on the coin machine industry:

"Few other sectors of the German economy have compiled such an unbroken record of progress as that of the coin machine industry."

"Thanks to the dedicated effort of the branch working as a unit, West Germany, beginning with nothing, has been able to develop one of the world's leading coin machine industries."

The 1960 total represented a gain of 10 per cent over the 1959 over-all export total of DM 25.1 million. Of the 1960 total, juke boxes accounted for 40.7 per cent, coin-operated machines and payout machines DM 4.28 million, and vending machines DM 13.19 million.

However, it was a record with a shadow: juke boxes, which account for a serious decline—of 25 per cent, shedding from DM 13.3 million in 1959 to DM 9.5 million in 1960.

There were certain reasons for the decline in coin machine sales: "a certain saturation of the world market, as one trade analyst put it, "and a saturation of the coin machine industry."

The U. S. competition was priced in a number of areas which are being watched closely by the new economic situation, and it is expected that the U. S. producers will be able to follow through with the new economic situation.

The export market for German coin machines in the U. S. market, as characterized by a saturation market under heavy intensity of foreign producers.

Producer-wise, there is little indication here of the 1960 over-all export total of DM 27.5 million. It is expected that the West German coin machine industry will be able to follow through with the new economic situation.

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The export market for German coin machines in the U. S. market, as characterized by a saturation market under heavy intensity of foreign producers.
Seeburg Seeking Europe Plant?

BY OMER ANDERSON

FRANKFURT, Germany—Seeburg's current burst of expansion activity overseas is encouraging speculation that the U. S. coin machine giant may be on the verge of an acquisition of a European production house, very likely in West Germany.

It is widely believed that such a move may be in the offing by the end of the year. One reason cited for recent Seeburg moves overseas is the founding of Seeburg Automatic Products Ltd., Inc., in London, England.

Seeburg has thus indicated its intention of competing vigorously in overseas markets, but the European trade rates its prospect as indifferent in this respect, with London firm acquiring European production facilities.

N.S.M. Plant

The concern which figures most in speculation is that Seeburg is N.S.M. of Bingen, Europe's largest coin operated production plant, N.S.M. boasts one of the world's most modern coin machine factories, with its own jute box factory (the N.S.M. Factory) and payphone business.

But by N.S.M.'s own admission the firm is caught in the coin market, which has just recently been badly hit by a program of "rationing," or "rationing," as more to the point, N.S.M. has just recently been caught up in a financial crisis that followed from the capital outflows to two German banks.

But despite these measures the firm plans to go ahead with its future: the market for both juke boxes and payphones is uncertain.

Full Line

Most trade experts in this country have a strong belief that the Seeburg line of juke boxes and phonograph equipment is necessary, and that a complete line of phonographs is essential in the light of changing conditions, and changing conditions, in the industry.

The exclusive of the major U. S. juke box manufacturers, the Seeburg Seeker, is that an Agreement has been reached with the American Machine Company of New York, to manufacture the Seeburg phonograph as a novelty item for the future.

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