Soviet Coin Games Tout Space Flights

By OMIE ANDERSON
VIENNA—The Soviet Union is developing coin games based on Soviet space achievements. Russian officials here for the Kennedy-Khrushchev meeting revealed ABC the space games have somewhat the same motivation as the West's counter-parties—to entertain and produce revenue.

However, the Soviets, in addition, visualize coin games as a potentially powerful instrument of education and propaganda. A spokesperson for Russia indicated building coin games "which will familiarize our people with the scientific principles of Soviet space flight and instill pride in them over our glorious achievements."

Complex Undertaking
It was pointed out to the Soviet officials that the coin game is, by technical necessity, a highly complex undertaking, and that it would be inordinately difficult to put Soviet citizens into orbit at the price of a coin lever.

But the scientific attitude at the Soviet Embassy in Vienna, who was with the group, expressed as follows: 

(Continued on page 48)

DISK FIRMS HEAVY IN BROADWAY INVESTMENTS DESPITE HIGH ODDS

Even on Hit Album From Top Musical, Profit's Below Par; Costlier Demands by Show Producers Push Stakes to Sky

By JUNE BUNNY
NEW YORK — Although more and more record manufacturers are getting into the Broadway show field for higher and higher investment-stakes, the odds against labels coming out ahead on such deals are increasingly heavy.

Even if a show is a success and an original-cast album hits the best seller charts today, a manufacturer's profits on it are probably considerably less than in past years in view of the stepped-up demands made by producers for sophisticated soundscapes, higher mechanical royalty payments, higher-selling booklets and other expensive prerequisites.

The same time, the chances of a show clicking on Broadway today are more "difficult" than ever. The 1960-1961 season was the worst in Broadway history. ABC Paramount lost $25,000 on the Don Amerco flop "31 Daughters." Capitol dropped $150,000 on the Nat Cole, "I'm With You," which closed out of town. RCA Victor had the original-cast rights to "The Count," which lasted 122 performances before the label was scheduled to record it.

Capitol came out all right on its "Tenderloin," album which made the charts, but the show (in which Capitol had no money) failed to recoup its investment during the Broadway run. Capitol does have $4,000,000 investment in "The Unsinkable Molly Brown," and should get its money back if the box-office numbers continue to hold up.

Kapp Records, which has more than $1,000,000 in "Dannyboy," is currently threatened by sagging box-office receipts as is Columbia, which has money in "The Happiest Girl in the World." "Donnybrook," with a $65,331 capacity, slipped to an estimated $22,586 the week of May 29. "The Happiest Girl in the World." (Capacity $62,835) sagged to an estimated $21,470 for the same period.

RCA Victor's "Wildcat" album is high on the chart but the Lucille Ball musical shut down per- manently last week, another financially, sales on original cast packages take a sharp dip after a show closes. Although Victor didn't have any money in "Wildcat," the label reported to put a sizable sum, although the figure is disputed, plus a 10-15 percent worldwide profit on pressings.

(Continued on page 49)

ROCK—ON THE BONES
Red's Bootleg Racket Is Rough, But Unique

By OMIE ANDERSON
VIENNA—Members of a Soviet "cultural mission," which also flew along with Premier Nikita Khrushchev's entourage to Vienna for the Khrushchev meeting, with his order, confirmed Russia's purchase of Western-made disks from Associated Recordings, Ltd., of London, representative of the Melodisc Records of the U. S. The order is for 8,400 Crown disks, which are manufactured by Associated from master tapes supplied by the American firms.

Soviet officials here supplied interesting information about the show on the Khrushchev transaction in explaining why Russia was apparently beginning the first im- portation of Western pressings. The obvious reasons asked to be unnamed.

(Continued on page 49)

SOLD OUT TALK OF SALE
R & B Singles Surge on Hot 100

NEW YORK — "I'm sure glad rock and roll is dead," a disk re- viewer summed sarcastically, as he gave ear to the week's newest single releases. "Listen to all that 'good music' coming back! The remarks were made to the accompaniment of a racking, pound- ing, down-to-earth rhythm and blues disk. It was simply a rip-off of the times. This week, for ex- ample, 15 strongly R & B-oriented rock sides are to be found in the top 25 Hot 100 listings.

Several years ago, the great mulling pot process began, which found both country and R & B records being absorbed into the main stream of pop music. Never before, however, has the surge of R & B-type performances and material been so pronounced. At the same time, country material, which for a time dominated the top chart listings, has entered a cooling off period.

As the top 25 alone, there are a number of sides with roots as they say. Among these, one would find Ben E. King's "Stand By Me," Dee Clark's "Ralph-Dorsey," "Every Bit of My Heart," by the Pips, "Quarter To Three," by L. S. Bonde, "Those Oldies But Goodies," by Caesar and the Sou-thers; "Daddy's Home," by Shy (former lead of the Heartbeats) and the Limelights, in what amounts to an answer song to the old Heartbeats hit, "A Thousand Miles Away."

Further down in the charts, there are more R & B-derived sides by such artists as the Eddies, Eddie Harris, and the Statlers,...
**Columbia All-Out Drive in Singles Field Seeks Talents, New & Old, Hot & Pop Disks**

By BOB ROLONTZ

NEW YORK — Columbia Records' sign of thrust Anita Bryant and her big deal (see separate story) is the firm's opening move in an aggressive campaign to lure in new singles business in a major way. The plan, according to RCA, is to pave the way for some new talent, new record artists, and altogether the disaster's failure to make much of a dent in the still alive-selling price of records and roll field. Liebowitz’s concern over the rock market being invaded by these sources, was that in mining the teen-boat field, the firm was mining a field that could turn into important additional business.

This is reported to be a key point in the company’s thinking. He is said to be concerned not about today in the sense that Columbia is not feeling the brunt of the beat wave revolution. His thinking is that only by building up the rock and roll, or pop, whatever you call names, will the firm have a source of business to last for many years from now on.

Gardena in Masters Deal for 'Nature Boy' By Pool's Orchestra

HOLLYWOOD — John Guare’s “Nature Boy” was produced at the masters of “Nature Boy” by King of Rock and Roll” as recorded by Roy Orbison. Mr. R. K. Ebert for the latter’s newly formed R.K. Ebert Records, Guare’s label. The label recently released the “Hit Parade” single, which was recorded by the R.K. Ebert Records, and is out now.

Several songs from the “Hit Parade” single are included in the book, which features excerpts from the book, “by the master of ‘Nature Boy’ by King of Rock and Roll.”

The book is available at the time he launched his a.f.r. label, the new SCRACF writer Roy Orbison had formed under the ASCAP rubric. The label now has its own catalog, which is currently being distributed to record stores.

The new label is planing the release of a new single, “Nature Boy,” which is scheduled to be released in the near future.

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NORM SELECTIONS COMMITTEEMEN

NEW YORK — The National Association of Record Merchandisers (NARM) has named its various committees from both its rack members and its associate manufacturer members.

Head of the finance committee is George Berry, and serving with him are Alvin Brant, and Al Bennett. Jim Tiedje heads the personnel committee, and under him are Harold Goldman and Charles Fotheringham. The personnel improvement committee is headed by Larry Rossmann. Also on the committee is Bill Galligher, Cy Leslie and Irwin Kooser. The committee will handle publicity for the organization.

The technical committee is headed by Glenn Becker, with Earl Foreman, Jim Tiedje, Clarice King, Bill O'Dell, and Bill Taltanis. Fates Malcolm is the head of the membership committee.

Carle to New Post In Southern-Peer

NEW YORK — Lucky Carle has been named general man-
ger of Southern-Peer and affiliated companies in the United States, according to an announce-
ment by Mrs. Ralph Peer, publisher of the So-
nor-Peer publishing operation.

Carle, who has been with the company since 1949, has up to this time headed radio and TV expri-
tation, and had been credited with many hits.

RIAA Says Vast Majority Stereo Platters Meet FM Bcast Standards

NEW YORK — Record manufacturers were heartened last week by the Record Industry Association of America’s assurance that “the vast majority of records on the market” are “completely compatible” with the newly adopted FM stereo broadcast standard.

The industry which had expected the advent of FCC-approved stereo to bring about extensive radio experimentation in its products was the recipient of a much needed new stimulus last week. When a PACE Work, engineered and conducted by the Association of Broadcasters, claimed that no more than 5 percent of the current records are completely compatible.

Kevin Montague of the RIAA, who conducted the survey, is a member of a new music committee of the Association which was formed to consider the effects of FM stereo on the music industry. He stated that the survey was a part of the industry’s efforts to prepare for the arrival of FM stereo.

Montague said that the survey was conducted by asking record companies to send in samples of their records which were then tested for compatibility with FM stereo. He added that the survey showed that 95 percent of the records tested were compatible with FM stereo.

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In a move to build up its audience, WUPF-FM is planning to make more use of its FM stereo sound.

The three-stripper sets, which carry the name WUPF-FM, will retail for $39.50. As FM stereo sound becomes more popular, the sound of WUPF-FM will be increased to include live performances of local artists.

Mark’s gives much of the credit for the success of its new stereo program to the management and employees of the store.

In a move to increase the audience for WUPF-FM, the station is planning to make more use of its FM stereo sound.

According to Mark’s management, the station has already started to increase the use of its FM stereo sound, and plans to continue to do so as more people purchase FM stereo receivers.

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First Big Price Slash on Albums Comes In Detroit; Indie Distributors Slice Tab 10%

by NICK BIRK

CHICAGO — The first major break in LP prices came in Detroit last week as several of the city’s independent distributors slashed their price by 10 per cent to industry-wide acclaim. The price reduction was made to all album products and has been described as a permanent move. The price break includes records by all labels, except Arcade and Distribution Company, Jay Kay Distributing Company, Jazz Damber, and Lilianue Distributing Company.

Manufacturer reaction to the price cut has been mixed. Some have been completely behind the distributors in the price cut. Others have been somewhat (Continued on next page)

Merc Up LP’s & Sale-a-Rama

CHICAGO — Mercury Record Corporation is introducing 10 new albums in its mid-March release, by “Richard Hayman Conducts Pop Concert in Soviets,” and among them is a selection of 10 by John E. Martin, publisher of the publishing firm.

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Rabid Talent Hunt Ensues Among Disk Makers for Potential "Big-Name" Artists

On Another Front, Search Goes On for Quick-Hit Talent, But Principal Concern Is Long-Range Vocal Prospects

By BOB ROLONTZ

NEW YORK—One of the biggest talent hunts in many years is now going on, sparked by the desire for and the need for new talent on the part of scores of record firms. The hunt is being conducted on two levels, on the basis of quick-hit artists with a one-record sound, and the other seeking for artists who can be built into the top names of the future.

The reason for the hunt for new names is not surprising. With many of the old great stylists falling by the wayside and with companies unable to really maintain themselves or their own stars on one-hit artist, diskiers are pressing to secure new names with growth potential. They are not overlooking the artist who can come up with a quick hit, due to unusual vocalities or gimmicky arrangements, but they are more concerned with the potential of those who sing "good" and can be developed into stars of the future.

The names most often brought up are young disk artists with strong futures in both the record and the entertainment business are Bobby Darin, Paul Anka, and Bobby Rydell. Elvis, of course, has already been accepted as the great new name for this decade, succeeding the big names of the past. It is pointed out that Darin, Anka and Rydell, as well as Elvis, the singer from the rock and roll have turned into successful pop and album artists.

A check of the best selling single charts of five or ten years ago show how many of the great names of the past have risen to fame through hits. This is true even though the great names are still getting big hits, on records and in concert, and occasionally, they have come up with a good-styled record. But their consistency on records is gone, and according to many A&R men, they have lost the chance of making real money for a record firm that knows a hotter disk act.

It is the large firms, the majors and the established artists, who are more concerned about surrounding a new talent with a pop future than the new small labels. The latter can make use of enough of an occasional one-hit artist who sells his 200,000 copies of a record, in an unusual label style, rhythmic beat or catchy arrangement. The marquee men, on the other hand, need album product for their distributors and dealers and for their credit and overall profit, and they can't build a line or keep on top with one-shot single names.

Record companies are faced with singular problems in attempting to develop new talent. Until an artist gets a hit or a near-hit, it is almost impossible to get him a night club or one-nighter engagement or a TV shot—at least those that will permit the artist to play personal appearance, he can't develop into a lively act. Most booking agencies have abandoned their traditional function of discovering talent and leave it to record companies to find, record and promote. If an artist hasn't been done by a record company to develop vocal discovery and patiently wait out and sometimes second hit. Only after that do the talent agencies become interested in the singer as far as a promotional job is concerned.

Some of the larger firms appear to be less able to handle an up-and-coming artist and make an impact with new talent. They are too busy with the more flexible indie labels. Those large firms often appear to be unable to understand the up-and-coming artists' procedures of getting a new artist accepted by the promotion men, or bandstand shows, etc. In many cases the larger labels will wait unless the artist has made an impact through his hit or hits on a smaller label. The record firm will then bring the artist to join the firm as a star with high guarantee figure. Many of the smaller firms, which have learned that large firms are willing to put a contract with an act that has moved to the big labels at the expense of the smaller firms with smaller labels.

2 European Albums Launch-balboa Label

HOLLYWOOD — Balboa Records, the last week debuted with the release of two LP records. The first, "French Scene," recorded in Paris by Continental and His Gang, is a collection of contemporary French music, while the second, "Gunsmoke," also recorded in Europe, is a collection of cowboy music.

The two records have been well received by radio stations and are expected to be popular with the American public.

The Balboa label was started by a group of disk artists who have been active in the recording business for many years. The label is owned and operated by the Continental and his Gang, who have produced many successful records in the past.

The Balboa label is one of several new labels that have been formed in recent months, and it is expected to have a successful run in the industry.

8911 Greatest Overseas Circulation Award

The Billboard Music Week award for "Greatest Overseas Circulation" last week went to the British magazine, "The Record". The magazine has a circulation of 75,000 copies per week.

The "Record" is a weekly music magazine that covers the international music scene. It is published in London and distributed worldwide.

The magazine is known for its in-depth coverage of the music industry, and it has won numerous awards for its editorial quality and design.

Dale Farms Booking Agency

HOLLYWOOD — Dale Farms Booking Agency, which specializes in booking top-name acts for concerts and other engagements, has announced that the agency has acquired the services of a well-known booking agent. The agent, who has worked with many top-name acts, will be responsible for booking the agency's clients in the future.

The agency has a long history of success in the booking business, and it is expected that the addition of the new agent will help to further its success.

Cap in 'Circular Sound' Hollywood—Capitol last week became the latest label to deliver a full-length album. The album, "Circles", is a collection of songs written and performed by some of the top names in the music industry.

The album was recorded in London, and it is available on vinyl and cassette formats.

The album features songs by such artists as The Beach Boys, The Beatles, The Rolling Stones, and many others.

The album has received positive reviews from critics, and it is expected to be a successful release.

Long Buy Rights for Old Jockey Payola

Trick Back: Swap Newsletter Space

New York — An old payola gimmick is rearing its mean head again on Thursday morning with a new display field. The field is called "The Payola Show" and it is scheduled for a special appearance at the Licensing Show in New York on Thursday.

The show is designed to attract attention to the payola problem, which has been a major issue in the music industry for many years.

The show will feature a discussion of the latest developments in the payola issue, along with interviews with some of the top figures in the music industry.

The show is being sponsored by the Music Publishers of America (MPA), which is a trade association representing the interests of record companies and other music publishers.

The show is expected to attract a large audience, and it is hoped that it will help to raise awareness of the payola problem and the need for solutions.

The MPA is working closely with the licensing authorities to ensure that the show is conducted in an ethical manner, and it is expected that the show will be a success.
"QUARTER TO THREE"

U.S. BONDS

"TWO HOT ONES GOING ALL THE WAY"

"A LITTLE BIT OF SOAP"

B/W

"THE WAY YOU LOOK TONIGHT"

THE JARMELS

LAURIE 3098
**MUSIC AS WRITTEN**

**New York**

New publicity director for Cudmore Records is David Dusha. His first item about the label concerns the firm's new all-black, all-female group, performing "I'll Be There" with a string section. A presentation was expected to go out to West Coast stations in prominent cities.

**Hollywood**

Era Records' national sales manager, Jerry Dennis, has hit the road for a Florida West Coast swing, with the firm's new subsidiary label, Radiant, and its initial release, Adam Rest and the Nite and the Day, at the Palladium for their appearance. Dennis will return in mid-August to meet with potential West Coast coverage, Dennis will embark on a three-week Eastern planning jaunt, kicking off with the ARMDA convention in Miami June 22.

Liberty is extending its "One-Eyed Jacks" (the Marion Brando picture's soundtrack LP) and Gene McDaniels' special album "Hurtin'" (the Ed McMahon special, currently) to Florida. McDaniels' LP has been moved from June 2 to June 19. Program includes a 20 percent per diem for performers, as opposed to the 10 percent per diem previously paid before the 19th plus a 100 percent per diem exchange privilege. Soundtrack LP is backed by a 100 percent per diem return after August 1 on orders of 10 or more albums. Returns will be allowed for an additional August 1. McDaniels' package line-up includes "100 Pounds of Clowns" and "In Times Like These." Lee Zito

**Chicago**

Chicago distributors are watching carefully the LP price slash by leading independent outlets in Detroit but to date there has been no reaction here. One new player, Jerry Saller has signed with Four Winds, local disc jockey, Haskel, who now manages the operateur of Horizon Sound, 2400 West Rush street, has signed to star in a new revue to open at McCormick Place June 16... Amos Hellicer, Minneapolis; John Kaplan, Detroit, and Harry Schwartz, Washington, have returned from a trip to Israel recently, where they viewed completion of the new Shoron Tel-Aviv. The trio did a big job raising funds through stock sales for the 200-room modern structure.

The deal was succeeded last week by the sudden death of Emil Elson, president of Viat-Elikin here. He was 59, Emil had been with Viat-Elikin for some 40 years. His brother Henry is now running the show which runs under his wife Grace and a daughter, Dagnor Mace... David Carrick of Scottsdale, Ariz., has taken a trip to Miami, and is now back in Chicago with the Robert Regopol... Carroll is also planning a single with Frank D'Or... RCA Victor brass will be in town for a preview of the firm's 1964 catalogue "Companion Instruments," June 23 at the Merchandise Mart.

**Cincinnati**

Independent record dealers of the Greater Cincinnati area met Tuesday (6) at the Sheraton Hilton Hotel to form a local dealer association whose aim it will be to coordinate and facilitate business. Those gathered agreed to contribute a fixed sum of money monthly, the money thus collected to be used for advertising along with co-op ads from the distributors. A three-man advertising committee will be formed to handle all advertising, including shopping catalogues, a suburbs and a downtown dealer. The committee will select all records to be advertised. The group voted to hire a local ad man to handle the project. A second meeting is scheduled for late June, at which time election of officers will be held. Present members made plans to meet with Frank Kasher, local manager, and then to local district manager, who is scheduled to visit here during his summer vacation, to submit a letter's new album, "A Humming We Will Go," and he also set up plans to meet with Bill �Cigar� Williams, was in town to promote his new single, "A Little Feeling." Bill Sachs
NOW...GREAT MONO HITS IN EXCITING TWO-CHANNEL DUOPHONIC SOUND!

DUOPHONIC...A BRAND NEW SOUND Now, for stereo phonographs, Capitol has created a new sound. DUOPHONIC is an exclusive Capitol technical development designed to enrich monophonic “hi-fi” performances that are now irreplaceable. It brings to these memorable, once-in-a-lifetime mono recordings a more vivid sound with many of the characteristics of stereo.

DUOPHONIC COMPARED TO MONOPHONIC SOUND In contrast to mono, DUOPHONIC has a dimensional two-speaker effect, a broad spectrum of sound, regardless of the listener’s position. There is no “centering” and none of the disappointing letdown often experienced in hearing mono discs on stereo equipment.

DUOPHONIC COMPARED WITH STEREOPHONIC SOUND DUOPHONIC technically is not stereo. But it is a bigger, fuller sound than monophonic. And through the technique of DUOPHONIC, the great performances of the past may be heard with much of the same spaciousness and depth enjoyed in today’s stereophonic sound.

A WHOLE NEW MARKET DUOPHONIC opens a completely new market for some of the best recordings ever released! Stereophiles can now rediscover the past’s most famous albums...and enjoy a new dimension in sound never before available. Add it all up...a new sound...a new market...new sales...Sum total: new profits for you!

AND NOW, AS THE FIRST DUOPHONIC RELEASE, CAPITOL PROUDLY ANNOUNCES FOURTEEN EXCITING DUOPHONIC ALBUMS OF NEVER-TO-BE-DUPLICATED GREAT PERFORMANCES OF THE PAST...

DT 288
DT 257
DT 627
DT 683
DT 721
DT 720
DT 739
DT 912
DT 1476
DT 1814
DT 10008
DGCR-7127
DP-6257
DP-8275
See your CRDC representative today!

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CINCINNATI

Following his June 6 appearance on the Dick Clark TV-ver, Carl Dobkins Jr. (Decca) embarked on a six-city tour, accompanied by his personal manager, Kay Shappley, to promote his new release, "A Pretty Little Girl (In a Yellow Dress)." Neck takes him to Milwaukee, Philadephia, New York, Cleveland, Pittsburgh and Detroit. He’s due in Nashville Monday (19) for another session at the Owen Bradley studios, . . . Station WZIP’s decision to switch from a policy of so-called “good music” to one of rock and roll has brought an avalanche of protests from listeners. Local columnists also received their share of moans on the subject in print. . . . Local band leader Sammy Lessy recently parted with his “classically styled" combo in the area after a brief exposure at the business. Leeds, who recently waxed an album of society music for King Records, last week cut another session three, coupling “With All the World to Dream About,” a waltz, and “Patiently,” a fox-trot, for the station label, to be distributed through London. . . .

FOLK TALENT & TUNES

By BILL SACHS

DOM and Red Smiley and the Tennessee Cut-Ups, accompanied by their manager, Carlton Hunney, were at the King Record studios, Cincinnati, Monday through Wednesday (5-7), for a waxing session. On the King label since 1951, Dom and Red and the Cut-Ups are currently riding high on the c.d.w. charts with their "Don't Let Your Sweet Love Die." . . . Al Shade and the Shurr Mountain Boys and Girls are the regular Sunday feature at Hummelrege's Greene. "Wondertwoder, Pa., this season is operating under the management of Earl Butterman. The combo also has several other Sunday dates booked in Pennsy parks during the season. In the band line-up are Bob Thomas, fiddler; Al Folta, steel guitar; Junior Shade, bass, and the Gesford Shuttles, Joan and Joanne, drums and rhythm guitar. The park had average turnouts recently for Roy Acuff and the Louvin Brothers, Shade reports. In addition to his band work, Shade continues with his platter shows Monday through Friday, on WLCB, Lebanon, Pa., and WCOY, Columbia, Pa.

Kenny Biggs, singer-guitarist, will have his first commercial release on the B&W Records label around June 15. Initial release will couple "There's Not A Girl in My Country With a Pop-Flavored Instrumental, "Swingin' Swannee Rock."" Desjigs are not ready yet. Kay Winkler, manager of the local Vogue Terrace, a pop-country club, discusses that he's switching soon from Mercury to the Cadence label.

Johnnie Burnette's latest Liberty platter, "Lonesome Stripe," has just been sent to the Valley Song and Anthony Precoda. Winkler has also cut four sides with his society-monger Mary Louise (Cookle) (Continued on page 21)

NEW YORK

Connie Francis appears at the Sahara Club, Las Vegas, starting June 20. . . . Blaine Golden, of Circle Artists, flew to Europe last week to confer with the company’s artists and promoters abroad. . . . Michaelson Roger Odess, son of Harry Odess, New York, graduated from Annapolis last Wednesday (1) and married Judy Beech Friday (11) and then left with his wife for Florida where he’ll be on active duty. . . . Bobby Rydell opens at New York’s Copa June 22. . . . Tommy Zane is at the Village Barn, New York.

James Brown, Chuck Berry, Ben E. King and the Olympics are playing a five-week one-nighter tour for Universal Attractions. . . . Erroll Garner opened at the Crescendo, Los Angeles, last week. . . . The Modern Jazz Quartet opens the Berkshires Music Barn’s summer season in Lenox, Mass., July 2. Bob Rolebent.

CHICAGO

Playboy combines some comedy, folk singing, dancing and good modern jazz in its new review, opened recently, Harold Harris and the trio, Bob Rolebent and his trio provide the jazz, and some six other variety acts furnish the rest. The top-floor Penthouse bill includes the Three Heart Breakers, Tenor Vocal trio, Louis Sparks Trio, folk singing group, and Stagg McNamara, harmonica-playing comedian. In the third-floor lounge the show includes Ben and Adam, folk-singing male duo from Israel; Adam Keele, way-out vocalist-conductor; and King and Mary, Negro song and dance pair.

Ben and Adam then move to the Gate of Horn June 20, where they’ll do a four-week show with Orlento. The Gate of Horn will showcase new talent in a special “Monday Morning” show, that’ll have Sam Telek as host. Every night of the week will be feature but length of each engagement will be one hour. Auditioning is by proprietor Alan Ribot. . . . David Carroll is being honored with an all-star spectacular being held by Station CKLW (Windsor, Ontario, Canada) in his honor. It’ll be a full day (June 13) of Carroll’s music. He’ll personally participate in the free.

HOLLYWOOD

Jimmie Rodgers plays a nine-day stand at Milwaukee’s Holiday House, starting Friday (16), after which he returns here for a four-day layover before going into Ball Hauar, Portland, Ore., for another nine-day run. . . . The Eureka label’s Bob Grossman will release an album of society music for King Records, last week cut another session three, coupling “With All the World to Dream About,” a waltz, and “Patiently,” a fox-trot, for the station label, to be distributed through London. . . .

PITTSBURGH

Jockie Wilson spent a day here (June 7) plugging his latest release as a single, “I'm Coming On Back To You,” and was the guest at a Carlton House cocktail party sponsored by Vern Cupples, Deco-branch manager. . . . Florida Zach has, currently at Connie Costo’s Top of the World cocktail lounge, a pop-country vocal, with a pop-flavored instrumental, "Swingin’ Swanee Rock." Desjigs are not ready yet. Kay Winkler, manager of the local Vogue Terrace, a pop-country club, discusses that he's switching soon from Mercury to the Cadence label.

Johnny Burnette's latest Liberty platter, "Lonesome Stripe," has just been sent to the Valley Song and Anthony Precoda. Winkler has also cut four sides with his society-monger Mary Louise (Cookle) (Continued on page 21)

Rodeo International label. According to Jim Halsey, personal manager to Hank Thompson, a new money-gross record for the Thompson organization was established during May. Included in the month were three weeks at Las Vegas’ Golden Nugget, ending May 31. May dates also included a series of one-nighters, and several rodeo dates. Band personnel remains the same except for Billy Jack Stuntier, fiddler, who replaces Bob White, now with Leon Mead band.

Talent manager and booking Herb Shaffer is now representing Imperial Records out of Nashville and says he’s happy to furnish deejays with Slim Whitman’s latest, "The Bell That Broke My Heart." To get on Herb’s mailing list, drop him a card to 413 Gibson Drive, Madison, Tenn. . . . Bill Strong also landed in Chicago last week after playing a string of engagements in and around his native Houston. En route to the Windy City, Bill stopped off in Tucson, Ariz., for a stand at Tucson Gardens and appearances over KJUN-TV and KMPQ Radio. . . . Hoyt Hawkins, of the Hawkins Nighthawks, cut into a role and landed in a Nashville hotel recently when the successor to his Thunderbird became sick. He’s mending, okay, with Joe Buhumth at his inn during his ab- sence.

Mitchell Torack headlined the show at the Fourth National Convention at Crockett, Tex., Friday (9). On the bill with him were the Stamps, Merle Kilgore and Claude King. Torack’s new Mercury release, “Eating My Heart Out” (Continued on page 43)
WILL SELL LIKE

NAT COLE'S HOT NEW SINGLE
"Take a fool's advice"
(NAT COLE GOES ROCK & ROLL)

Record No. 4582 C/W "Make It Last"
3rd ANNUAL CONVENTION
DIPLOMAT HOTEL • HOLLYWOOD, FLORIDA
JUNE 26TH, 1961

Don't miss the vital meeting of the record industry’s dynamic hard hitting, aggressive association. Hear the great progress made by ARMADA in combating counterfeiting! Informative and fact finding panel discussions about transhipping, long play price structure, inventory control, and many other subjects. In addition eight manufacturers will hold their annual sales meetings during the week. Bring the family! Special rates! See you at the industry meeting of the year!

ARMADA MANUFACTURERS’ SCHEDULE OF SALES MEETINGS AT THE DIPLOMAT HOTEL

SATURDAY, JUNE 24: VALMOR RECORDS, SKYROOM, 9:00 A.M. • ATLANTIC RECORDS, EMBASSY ROOM, 5:00 P.M.
SUNDAY, JUNE 25: CAMEO RECORDS, TV ROOM, 9:00 A.M. • VEE JAY RECORDS, EMBASSY ROOM, 5:00 P.M.
MONDAY, JUNE 26 and TUESDAY, JUNE 27, ARMADA MEETINGS
WEDNESDAY, JUNE 28: TIME RECORDS, EMBASSY ROOM, 9:00 A.M. • UNITED ARTISTS RECORDS, TV ROOM, 5:00 P.M.
THURSDAY, JUNE 29: JUBILEE RECORDS, CARD ROOM, 9:00 A.M. • STEREODDITIES RECORDS, EMBASSY ROOM, 5:00 P.M.

Now for the first time the ARMADA is opening its membership to companies or individuals who are not manufacturers or distributors, and wish to join as associate members. Dues are $150.00 per year. Display booths are available to suppliers at $100.00 for those who wish to show their products. A limited number of booths are available on a first come, first served basis.

Special hotel rates to members and their families. Membership dues must be paid before convention date. For all hotel reservations and information write to:

JORDON ROSS, EXECUTIVE SECRETARY
185 N. WABASH AVENUE
CHICAGO 1, ILLINOIS

MEMBERSHIP REQUEST
NAME OF COMPANY ____________________________
ADDRESS ___________________________________
CHECK ONE
☐ REGULAR MEMBER (Manufacturer or Distributor) $200.00
☐ AFFILIATE MEMBER (Supplier) $150.00
CHECK ENCLOSED ____________ YOUR NAME ____________
PLEASE SEND HOTEL RESERVATION CARD
WHAT A HIT!

IT'S THE GAYEST! HAPPIEST!
SINGING-EST! DANCING-EST! RECORD

HAVE A DRINK ON ME

Buddy Thomas

Todd 1063

Distributed Nationally thru
JAY-gee RECORD COMPANY, INC.
318 west 49 street, new york 36
fl 7-8570
BRITAIN

EMI, Pye & Phillips Intensify Radio Luxembourg Promotions

By DON WEDGE

Editor, New Musical Express

Faced with stiff competition from other radio services, EMI, Pye and Phillips are intensifying their promotions to Moonbeam listeners. In July, Phillips will have eight shows a week. EMI is increasing its output, too, but inside EMI, Pye and Phillips are planning to increase their output in the coming year to a total of 12 shows a week.

The new emphasis on radio will be noticeable, but not immediately, since the BBC's record programmes do not always follow the same pattern. EMI, Pye and Phillips are planning to increase their output by the end of the year.

RECORDING SESSIONS

According to the record companies, the BBC is in need of new talent. EMI, Pye and Phillips are not the only companies to have been making efforts to introduce new talent to Moonbeam listeners. The companies are also planning to increase their output in the coming year to a total of 12 shows a week.

FRANCE

Financial Crisis Faces Theaters

By EDGAR ADAMS

89 rue de la Madeleine

Theater owners are in a bind. The French government has increased taxes on theaters, which have been struggling with high operating costs. The owners are forced to pass the costs on to the audience, which is already feeling the effects of the financial crisis.

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MEXICO

Arcaraz Forms Band; Tour Set

By OTTO MAYER-SERRA

Editor, Americano

Arcaraz, one of the most popular Mexican headliners, has formed a new band. The band has been named the Arcaraz Band. The leader of the band is a great talent, the Arcaraz, and he has assembled a band of top musicians to accompany him on his upcoming tour.

The Arcaraz Band is scheduled to tour the United States in the near future. The group is expected to perform at various venues across the country, including large theaters and concert halls. The Arcaraz Band is expected to be one of the biggest draws on the tour, with Arcaraz himself headlining most of the shows.

DISTRIBUTIVE

Reports indicate that the American magazine scene is in a critical state. The magazine industry is facing a number of challenges, including a decrease in advertising revenue, increased competition from online platforms, and a shift in consumer preferences. Some magazines have been forced to close their doors, while others have struggled to stay afloat.

AUSTRALIA

Johnny Devlin Plans U. S. Trip

By GEORGE HEMING

15 Holden Ave., Beverly

Johnny Devlin, Festival recording artist, will make a trip to the United States. He will be looking to expand his fan base in America. Johnny Devlin is already popular in the United States, but he wants to reach a wider audience.

The trip will allow Devlin to showcase his talent and connect with fans in the United States. He plans to perform at various venues throughout the country, including concerts, festivals, and radio shows.

ITALY

Publisher Bideri Issues Disks

By MARCO DI LUCA

Editor, Musica & SOUND, Milan

The publishing house of Bideri, one of the oldest firms in Naples, which publishes various magazines, has now begun recording artists for their own labels. The first release from the new Bideri label is "Pino Alberghini" and "Due Punti".

NEW RELEASES: The recording "Pino Alberghini" is the first single released on the Bideri label. It was recorded under the guidance of the label's managing director, Pino Alberghini. "Due Punti" is the second release from the Bideri label. It features a song written by one of the label's artists, Pino Alberghini. The song was recorded at the Bideri studio in Naples, under the supervision of the label's managing director, Pino Alberghini.
GERMANY

'West Side Story' Troupe Tours

By BRIGIDITE KEER

Music Editor, American-Swiss, Bern, Switzerland

The German Film Festival 1961, for the first time arranged by a specially founded committee, took place June 4 to 10 in Kosel in Baden-Baden.

On June 4, the sighted and tonsiled audience from 24 nations, the instrument "Bändelterner mit Ein" (12 others) played by Alfred Heuser's orchestra (Potsdam) and conducted by Hermann Julemann, were first guests. Second place went to Les Halles, conducted by Dr. Arthur H. Stein. A final performance of "West Side Story," performed by the Potsdam orchestra, was given to the audience by the famous pop band "The Beatles." The film was directed by Carol Lawrence, and the music by Leonard Bernstein.

The results are based on both the votes of the live audience of the screening performed, as well as the sighted radio listener. The show was broadcast by German Radio Station (Deutsche Welle) and the Kölner Wdr, where the film was also shown.

NEW ZEALAND

Lund is Hosted By Viking Label

By FRED GEORGE

P.O. Box 244, Auckland

American musician group leader Eddie Lund has arrived in New Zealand for a few days, hosted by his record label Viking. More Rock of Viking Fire from Wellington and showed Lund the site. Eddie is scheduled to appear in at least two concerts here.

SPANISH

RCA President In Madrid Visit

By MANUEL MATEO

Editor, DiarioS

53 Av Jose Antonio, Madrid

The Spanish National Radio and Television Authority, headed by Ricardo Garcia, has announced that it will participate in the 1962 Festival of Music. The event will take place in Madrid, and it will be the first time that Spanish music will be presented at the festival.

Jazz Fest Snowball

Continued from page 11

23 with its Second International Jazz Festival with Ray Charles and Count Basie among others.

Latin Boom Sparks Trio's Visit

By JOHN LUCKNER

Tokyo Correspondent

Tri Be Patagonia, on the wing of housing Latin music in Japan, was to arrive in Tokyo on May 28 for a series of concerts in Japan. The first concert was to be held at the Sukagawa Hall, Tokyo, on May 3. The group is expected to be accompanied by the members of the band.

Recordings Companies

Angel Records announced the special release of 20 12-inch LPs recorded by the Tokyo Philharmonic Orchestra in several albums. The orchestra performed Beethoven, Wagner, and other composers during the recording, and the music is to be distributed only to the sponsored members starting in August. In cooperation with the competition, the orchestra also provided music for the special albums containing Toscanini's recordings.

KING 5510

We Don't Know Which Side...Both Sides Great. The Teen Beat!

HANK BALLARD

RELEASE

KING RECORDS
1340 BOWERY AVE. CINCINNATI 7, OHIO

"THE FLOAT"

b/w

"THE SWITCH-KA"

JUNE 12, 1961

"A BIG NEW HANK BALLARD"

Copyrighted material

www.americanradiohistory.com
Ecco una magnifica importazione dall'Italia — un gran bel disco scaturito con tutta la violenza del Vesuvio. Solo la Columbia ha l'originale, autentico successo scritto e cantato dall'italiano CORRADO LOJACONO. La canzone è "GIUGGIOLA"

4-42039 - ottenibile anche su single ♫

TRANSLATION:
Here's a magnificent Italian import — a beautiful record that has erupted with the force of Mt. Vesuvius. Only Columbia has the original, authentic hit, written and sung by Italy's CORRADO LOJACONO. The song is "GIUGGIOLA"

4-42039 - also available on single ♫

ON COLUMBIA RECORDS ♫
Radio Stations and Record Makers Seeking Active Public Participation in A&R Matters

NEW YORK — Radio stations and record companies are calling for the participation of artists in their marketing strategies. From the early days of rock and roll, record companies have been quick to recognize the importance of artist presence in the promotion of their music. Yet, with the rise of streaming services and digital distribution, the role of the artist has become increasingly complex.

For many years, artists have been expected to tour extensively, promote their music on social media, and collaborate with other artists and influencers. However, with the pandemic and the resulting changes in the music industry, artists have had to adapt to new ways of engaging with fans and promoting their music. This has led to a greater emphasis on public participation and collaboration between artists and record companies.

Artists and public figures have been encouraged to participate in record company events and promotions, such as listening parties, meet and greets, and social media challenges. Record companies have also been reaching out to influencers and fans to promote their music, recognizing the power of word-of-mouth advertising.

The future of the music industry is uncertain, but one thing is clear: artists and record companies must work together to ensure the success of their music. Public participation is key to this process, and artists and record companies must be willing to engage with their fans and collaborate in new ways.
the exciting

BRENDA LEE

has the sound... has the beat

in her latest and greatest!

the fabulous

DUM DUM
c/w

EVENTUALLY

31272
PROGRAMMING PANEL

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1264 Broadway, New York, N. Y. Your name will be credited when it appears.

THE QUESTION
If you could be anyone else in show business, who would you rather be and why?

THE ANSWERS

CANDY LEE
WBZ, Boston, Mass.

Eydie Gorme. I believe Eydie is one of the greatest vocalists of our day. She has a tremendous voice and range, and is capable of handling any type song. She possesses humility, warmth, and the power to make people laugh and cry. All of these things plus Steve's (Milt Collier) add up to a pretty great personality, someone that I would like to be.

PAUL COWLEY
WKLO, Louisville

There are so many show business greats it's hard to limit it to one. But if I had to choose, I'd have to be Bing Crosby. He's such a hardworking man who's been on top for as long as I can remember. He exudes grace and style, and has charmed the world of millions worldwide, and has great talent that has earned him all facets of the music business. Again and again he has earned the respect of his fellow tradesmen. So my vote goes for Bing, Mr. Show Business to me.

HENRY BUSSE JR.
KTEN, Denver

Henry Busse, (my father). Or at least I would have liked to have been blessed with his musical talent and to have been in the band business in the days of the big bands. As a young man (I'm 56 now), I worked at the NBC studio where the Balloon almost came alive with the sounds of the band and the happy people. Yes, if I had my choice, I would keep it in my family, but I was one generation too late.

BRUCE MOWROR
WINZ, Miami

Paul Anka. From the very beginning, Paul has proved to be one of the most talented young men in show business. Now at 20, he is not only known as a great singer, but as an arranger, composer, club manager and TV personality, movie producer and star. His greatest achievement, however, is that he brought to life a sensitive kid that came to New York at 15 looking for his break.

CHESS' NEW HITS!
A Hit in Balt.-Wash., D. C.

"DARLING, I'M HOME"
The MANDELLS

Greatest Overseas Circulation
1,891 COMPLETE COPIES OF THIS ISSUE GOING TO OVERSEAS SUBSCRIBERS

21 Times More Circulation Than the Next Magazine!

THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

BILLBOARD MUSIC WEEK

JUNE 12, 1961

BY JUNE BUNDY

WEIZ WARRNS DISTRICTS: The word "exclusive" is a red flag to Station WEIZ, Richmond, Va. The station's list of non-plated records last week was answered by the following note: "If you don't see your record in this list, or you don't see your picture or company's name associated with the exclusive record in the Richmond market, don't play the record on your disk at the same time. If not, save your stamp." The station's president added, "In the future, if we don't see our picture or picture at least one month old we will give you a list of the ones most played during the past seven days in Richmond so you'll know just what's happening on your new material. If you're not coming with it in the order in which the amount of air play you are getting it.

TEN "THAT'S:" Composer-conductor Charlie Gross and singer-filmmaker Gene Silvano visited Station KOAK in San Francisco last week to plug their new movie, "The Young and the Innocent." On tap was the premiere of a special TV package of some of the songs from the movie. The project was produced by American Broadcasting Co. and distributed to the ABC-affiliated stations.

JUNE 12, 1961

THE MANDELLS

CHERYL HANDSCHUH

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JUNE 12, 1961

BEST SELLING

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WINZ, Miami

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TEENAGE GO-TOGETHERS

Pretty
ANN-MARGRET
"I JUST DON'T UNDERSTAND"
A swingin' sound from a swingin' gal for everyone who digs a real pop hit! c/w "I Don't Hurt Anymore"
#7894

Handsome
DARYL PETTY
"ONE LOVE FOREVER"
A fine new voice with a fine new ballad... a bright new star on the rise! c/w "Goodnight Mr. Blues"
#7895

(Dealers: Cut along dotted line and use the above ad in your window as a teen-traffic builder.)

As nice a couple as you'll ever meet, so don't keep them apart. Push 'em together! Ask your distributor about Compact 33, the newest idea in records.
SORD'S Shapiro Raps Jockey Activity in Discount Price Deal

JERSEY CITY, N. J.—Should a disk jockey associate himself with a deep price cut on specific album priced at the retail seller, he gets off the hook, no, according to Lou Shapiro, secretary-treasurer of the Society of Record Dealers of America.

A new 50% discount mark was introduced today by Shapiro which he says is the first 50% discount mark in the record business. Shapiro said that he has had with Fidelitone needles going back to the middle of the year.

Distribution for Jensen under the SORD label is handled by the help of the Jensen Needle, a company which produces the set-up which includes needles only, but other Jensen products may be added or replaced.

The two companies are kicking off their new promotion, which is a promotion for a discount price on certain ranges of the market, which includes needles only, and will be handled by the help of the Jensen Needle, a company which produces the set-up which includes needles only, but other Jensen products may be added or replaced.

Decca Distributes Jensen's Needles

NEW YORK—Jensen needles will henceforth be distributed in record dealers through the Decca Distributing Corporation. The new arrangement envisages the production of a new range of LP and MM needles which Decca will have on its records.

A description of the new range of LP and MM needles was given today by the Decca Distributing Corporation. The new arrangement envisages the production of a new range of LP and MM needles which Decca will have on its records.

New Decca Show for New Phon Models

NEW YORK—Decca Records have announced a flock of new portable and console model phonographs at the present New York convention of the National Association of Retail Record Dealers. A different price group is published in this short week.

The percentage figures shown for each brand in this chart are the total number of weighted points derived from all dealer responses. Point tabulations are based upon the total number of weighted points derived from all dealer responses. Point tabulations are based upon the total number of weighted points derived from all dealer responses.

Phonographs Listed for Over $500

Position | Brand | % of Total Points
------- | ------ | --------------
1 | Magnavox | 49.9
2 | Fisher | 16.6
3 | Zenith | 10.6
4 | Stromberg-Carlson | 6.6
5 | Pilot | 5.0
6 | RCA Victor | 4.7
7 | Motorola | 3.3
8 | Telefunken | 3.3

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New Declar Products

"Hutch' Provides Ear-Level Sound

RCA Victor's new Mark line of stereophonic consoles has a unique feature in its "Hutch" design. The two-tiered feature of the unit is claimed to provide ear-level sound by placing speakers well above the floor. The console shown here, the Mark H, has 2 1/2-inch woofers, 2 3/4-inch oval mid-range units and 2 3/4-inch tweeters, as do all the machines in the series. This Mark H is in French Provin-

Needles Being Packaged as Twins

Rection Corporation, Long Island City, N. Y., has established a packaging gimmick for its replacement needles. The company has designed a twin-pack which contains two of its needle products, thus prompting the consumer to buy two instead of one. The package was unveiled at the Chicago Show where it was received with good distributor reaction.

Home Entertainment One-Stop

Sylvania has added this home entertainment center to its line of instruments. The unit provides 2 1/2-inch TV, stereo phonos and AM-FM radio in one cabinet. The stereo system features a custom automatic recording changer which handles records at the touch of a knob.

The modern cabinet comes in walnut and mahogany ve-

forces as a suggested list price of $699.55. Without AM-FM tunes the set retail for $399.95.
RETAILING PANEL

If you have a provocative question to ask the nation’s record store dealers, please send it to this department, 1564 Broadway, New York. All questions will get a name which will be credited when it appears.

QUESTION

How do you boost your accessory sales?

ANSWERS

ANDY ANDERSON

Record Store

Chicago

Most important is to display them prominently. Another good way is to suggest to customers when you see them in stock with accessories. I have a rack where I keep accessory stock on a turntable. We offer a lot of record sale. In some cases you may want to make an accent in accessories. You might give the customer a very good line on the record itself.

TALENT TOPICS

Continued from page 8

MICKY GENSER

The Spinning Disk Yankees, N. Y.

First of all, I try to carry a good line of accessories, a lot of repair work and I use that as an opportunity to sell records and sell accessories. We offer a lot of displays, a lot of display accessories, even to using a window once a while. One of the best ideas I’ve come across is to play a so-called defective record as a joke, because you can get it in the machine and show them the difference. Then they’ll often buy a good needle directly right away.

DALE ARBUCKLE

Artistic Music Center

Los Angeles, Calif.

We do a healthy business in accessories, some days running as high as $500. The reason for this is that we always have a person waiting for the customer to ask them. We suggest that a customer have his needle checked after he’s bought a new cleaning cloth. This suggestion may not pay off at the actual time they are buying a record, but it will pay off in the long run, and the customers come back a few days later, convinced that he needs the accessory, and will buy it.

DEAN LEAR

Buddy’s Knick Music Center

Igloe, Ind.

We have our accessories well displayed. We have them at the cash register, and at a few locations throughout the store. Accessories are a very important part of our business, and we use them to build customers as well as to make sales. We get a listing of all new home buyers in our immediate area. Then we put together a free record cloth from our store, and this makes the record more presentable.

Verve’s ‘Lucky Seven’ Spots Ella Fitzgerald

NEW YORK—Seven new packages have been set for Verve Records by Frank Sinatra and Ella Fitzgerald. The release is highlighted by three new solo albums. "Get Happy," "Ella Sings Cole Porter" and "Ella Sings Unforgettable." Other sets are by Paul Smith, "The Big Noise/Hello Dolly," and the newly signed comedienne, Jack Benny. All packages will be marketed for the holiday season, and the radio-broadcast public will be directed to supplement trade and promotion with advertising. Each album will be a package to be sold only to mail orders, to 2,000 dealers.
**HONOR ROLL OF HITS**

The Honor Roll of Hits comprises the nation's top tunes according to record sales and jockey performance as determined by Billboard Music Week's weekly nationwide surveys.

**RECORDS AVAILABLE**

Best Selling Record Listed In Bold Face

1. TRAVELIN' MAN
   By Bo Diddley—Published by Golden West Music (BMI)
2. RUNNING SCARED
   By Ray Charles—Published by Columbia (BMI)
3. MOODY RIVER
   By Gary Burton—Published by Keva (BMI)
4. WRITING ON THE WALL
   By R.e.a.f. (Redoyer, Eddy) —Published by Wexler Music (BMI)
5. STAND BY ME
   By J. & P. (Johnson & Perry) —Published by Preston-Tone (BMI)
6. EVERY BEAT OF MY HEART
   By Johnny D—Published by Vaha (BMI)
7. RAINDROPS
   By Dave Clark—Published by Central (BMI)
8. ONE HUNDRED POUNDS OF CLAY
   By Don Dixon—Published by Gilt (BMI)
9. DADDY'S HOME
   By James Stewart & Clifford Brown—Published by Leda Records (BMI)
10. QUARTER TO THREE
    By D.M. (Daye Martin) —Published by Play (BMI)
11. I FEEL SO BAD
    By Chick Willis—Published by Berkley-Hi-Fi (BMI)
12. BOLL WEevil SONG
    By Claude Dick-Brockman—Published by Play (BMI)
13. THOSE OLDIES BUT GOODIES
    By Paul Peter/Neil Curro—Published by Recarta (BMI)
14. HELLO MARY LOU
    By Gene Rind—Published by Janney (BMI)
15. BARBARA ANN
    By Billie Cook—Published by Fount (BMI)
16. NEVER ON SUNDAY
    By Max Richter—Published by Fount (BMI)
17. HELLO WALLS
    By Willie Nelson—Published by Panter (BMI)
18. YOU ALWAYS HURT THE ONE YOU LOVE
    By Peter.Reynolds—Published by ASCAP
19. EXODUS
    By Eddie Bond—Published by Fount (BMI)
20. TOSSED AND TURNING
    By Adamo—Published by Aroma (BMI)
21. MOTHER-IN-LAW
    By Allen Brothers—Published by Mini (BMI)
22. MAMA SAID
    By Don Howard—Published by Mini (BMI)
23. PORTRAIT OF MY LOVE
    By Carl Graham—Published by Forel (BMI)
24. YELLOW BIRD
    By Lurett Pathangi—Published by Vaya (BMI)
25. RUNAWAY
    By Max Crock, H. Weisser—Published by Vaya (BMI)
26. PEANUT BUTTER
    By Bertis-Cottey Smith—Published by Arora (BMI)
27. DANCE ON LITTLE GIRL
    By Paul Alaka—Published by Sparky (BMI)
28. LITTLE EGYPT
    By Lister and Stallin—Published by Progressive (BMI)
29. I'M A FOOL TO CARE

**First Big Price Slash on Albums**

(Continued from page 3)

High LP list price, charging it was "watered." Instead of a high list price and all this wheeling and dealing, we should have a more realistic structure," he charged.

Kaplan said he felt there was a definite price for the record jobbers and the discount houses, and that the independent dealer who was "able to carry huge inventory" would be the only one serving the record company's needs.

Kaplan predicted a lower price would help manufacturers since it would create a healthier dealer, lowering the record business in general.

Kaplan lowered the list price against one of his former lunches—20th Century-Fox—saying he had cancelled the line because the manufacturer was selling to record jobbers and discounters at a lower price than to him.

Kaplan cited a double-packet album that he was buying for $2.40 and selling for $3.50, that a jobber and a discount house bought from Fox direct for "well under $2."

Kaplan said the explanation he got from Fox was that the product would be sold to the jobber and discounted even as two separate albums and hence was a different product. He added, however, that the merchandise was identical.

As to comments on the price war by the manufacturers, Kaplan said the reaction had been "entirely calm."

He noted that "Mercury, Dot, Atlantic and Vanguard don't sell that way at all." At Cadet, he said, they had not sold at retail prices at $3.00, $4.50 and $5.95 albums a flat 10 per cent since May 26.

He said it was in the interest of the independent dealer as strong as any possible adding that "what would stimulate the entire record business.

Kaplan noted that last year he and many of the other Detroit distributors had cut their prices for about two months but that this was a permanent move.

**EXTRA PROFITS**

**FOR RECORD AND COMPONENT DEALERS**

For a few square inches of display space on your counter you can earn a fortune.

If you carry 500 or more copies of any of the following records, you can earn as much as $100.00 per month or more.

To: HIGH FIDELITY

Please send me, each month, ___ copies of HIGH FIDELITY, (free price, $12.00 per year).

I will pay within 90 days of receipt of copies, returning unused copies for full credit.

Name: ____________

Address: ____________

Signature: ____________
The Original!!!

A SMASH POP HIT...
in CHICAGO • MINNEAPOLIS • HOUSTON • MEMPHIS
NEW ORLEANS • CLEVELAND • OKLAHOMA CITY

RUSTY
AND
DOUG'S

( THE REAL BAYOU-COUNTRY CAJUN VERSION )

LOUISIANA MAN

c/w

Make Me Believe

HICKORY 1137

BREAKING BIG in PHILADELPHIA • LOS ANGELES
• BALTIMORE • WASHINGTON

SUE THOMPSON'S
ANGEL, ANGEL

c/w

Throwin' Kisses

HICKORY 1144

Exclusive Management:
ACUFF-ROSE ARTISTS CORP.
Nashville 4, Tennessee
CTpress 7-5366

Hickory
Records
2510 Franklin Road
Nashville 4, Tennessee
### TOP LP’s BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LPs are here, listed by type of material and arranged alphabetically. The same 200 LPs are listed in order of sales strength on the cardboard insert.

#### VOCAL LP’s

<table>
<thead>
<tr>
<th>Title Label</th>
<th>Title</th>
<th>Sales (Spots)</th>
<th>Top LP Rank</th>
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#### INSTRUMENTAL LP’s

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### REVIEWS OF THIS WEEK’S LP’s

#### FOR LONELY LOVERS

Dinah Washington, Mercury SR 60614 (Stereo & Mono)

This pick from the new releases is a must for any collection. Washington’s interpretation of the song is tender and moving, making it a perfect choice for those on the lookout for a special gift.

#### PERCUSSION SPECTACULAR

Arturo Sandoval, Warner Bros. 30905

Percussion Spectacular is a must-have for any collection. Sandoval’s unique approach to percussion is showcased in this album, making it a perfect choice for any lover of music.

#### JANE MORGAN SINGS THE BIG SONGS FROM BROADWAY

Kapp KL 1247

Jane Morgan’s rendition of the big songs from Broadway is a must-have for any collection. Her interpretation of the songs is heartwarming, making it a perfect choice for any lover of music.

#### ZUNGO! AFRO-PERCUSSION

Olujuonji, Columbia CL 1634

Zungo! Afro-Percussion is a must-have for any collection. The rhythms and percussion are captivating, making it a perfect choice for any lover of music.

#### "BIRD" IS FREE

Charlie Parker, 45809 LPL 3001

"Bird" is Free is a must-have for any collection. The music is vibrant and dynamic, making it a perfect choice for any lover of music.

#### Latin American

Pachanga at the Caravan Club

Charito Palacios and His Charanga "La Dというもの". A unique and upbeat collection of Latin American music, sure to add a fun and exciting vibe to any collection.

#### Spoken Word

Elsa Lanchester Herself

Verve V 1034. The veteran movie comedian is in top form in this spoken word collection. Her unique voice and delivery are sure to add a new dimension to any collection.
"Heard the Latest?"

"Send 'em!"

Six brand-new **COMPACT 33 DOUBLES**—featuring these best-selling tunes on doubles for the first time! Top artists, hit pops, eye-catching color sleeves! Order up...on the doubles...today!
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>TRAVELIN' MAN</td>
<td>Dusty Yielt, Imperial 7701</td>
</tr>
<tr>
<td>MOODY RIVER</td>
<td>Dusty Yielt, Imperial 7701</td>
</tr>
<tr>
<td>RUNNING SCARED</td>
<td>Ray Charles, Monument 480</td>
</tr>
<tr>
<td>STAND BY ME</td>
<td>Ray Charles, Monument 480</td>
</tr>
<tr>
<td>RAINBOWS</td>
<td>Cool Cats, Vee Jay 531</td>
</tr>
<tr>
<td>THE WRITING ON THE WALL</td>
<td>Johnnie Ray, Capitol 230</td>
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<tr>
<td>I FEEL SO BAD</td>
<td>Dusty Yielt, MCA Victor 7008</td>
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<tr>
<td>EVERY HEART OF MY HEART</td>
<td>Dusty Yielt, MCA Victor 7008</td>
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<tr>
<td>QUITTER TO THREE</td>
<td>U.S. Kitts, La Grande 366</td>
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<tr>
<td>BOW YOUR SONG</td>
<td>Bubba Liddell, Memory 7202</td>
</tr>
<tr>
<td>THOSE OLDS BUT GOODIES</td>
<td>Little Seoul &amp; the Harlems, Flip 57</td>
</tr>
<tr>
<td>YOU'RE ALWAYS ON MY MIND</td>
<td>Dusty Yielt, MCA Victor 7008</td>
</tr>
<tr>
<td>WE CAN'T HELP IT</td>
<td>Dusty Yielt, MCA Victor 7008</td>
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<tr>
<td>DADDY'S HOME</td>
<td>Shirl and the Lovers, Hall 706</td>
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<tr>
<td>TOSSELIN' AND TURNIN'</td>
<td>Bobbi Liddell, Bubba 1811</td>
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<tr>
<td>HELLO WALLS</td>
<td>Forma Young, Capitol 4352</td>
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<tr>
<td>ONE HUNDRED POUNDS OF CLAY</td>
<td>Gene McDaniels, Columbia 2128</td>
</tr>
<tr>
<td>BREAKIN' IN A BRAND NEW BROKEN HEART</td>
<td>Melba Moore, MCA Victor 7008</td>
</tr>
<tr>
<td>THREE HEARTS IN A TANGLE</td>
<td>Melba Moore, MCA Victor 7008</td>
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<tr>
<td>NOBODY CARES</td>
<td>Bobby Lee, Decca 2333</td>
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<tr>
<td>HOW MANY YEARS</td>
<td>Bobby Lee, Decca 2333</td>
</tr>
<tr>
<td>CUPID</td>
<td>Son compressor, MCA Victor 7008</td>
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<tr>
<td>PLEASE STAY</td>
<td>Del Shannon, Capitol 4819</td>
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<tr>
<td>TONIGHT (COULD BE THE NIGHT)</td>
<td>Del Shannon, Capitol 4819</td>
</tr>
<tr>
<td>I FALL TO PIECES</td>
<td>Pat Christian, Decca 3280</td>
</tr>
<tr>
<td>RAININ' IN MY HEART</td>
<td>Del Shannon, Big Top 3079</td>
</tr>
<tr>
<td>HATS OFF TO LARRY</td>
<td>Del Shannon, Big Top 3079</td>
</tr>
<tr>
<td>I'M COMIN' ON BACK TO YOU</td>
<td>June Carter, Brunswick 2008</td>
</tr>
<tr>
<td>BIG BIG WORLD</td>
<td>Johnny Horton, Liberty 5268</td>
</tr>
<tr>
<td>THE GIRLS A DEVIL</td>
<td>Del Shannon, MCA Victor 7008</td>
</tr>
<tr>
<td>OLE BUTTERMILK SKY</td>
<td>Del Shannon, MCA Victor 7008</td>
</tr>
<tr>
<td>BIG BOSS MAN</td>
<td>Bobby Lee, Decca 2333</td>
</tr>
<tr>
<td>LONELY LIFE</td>
<td>June Carter, Brunswick 2008</td>
</tr>
</tbody>
</table>
WE'RE HATCHING HITS AT LIBERTY

RONNIE
Marcy
Joe
ROBBEE
#110

IN OLD MADRID
Clyde Otis
#55334

LIL' OLE ME
Cornbread and Jerry
#55322

DOWN ON MY KNEES
Walter Vaughn
#55330

"NAKED CITY" THEME
Jack Costanzo
#55333

ADRIFT ON A STAR
Gogi Grant
#55316

GET A BASKETFUL FROM YOUR LIBERTY DISTRIBUTOR

FIRST IN THE FOREGROUND OF SOUND
TOP MARKET BREAKOUTS

NEW YORK
-TONIGHT (COULD BE THE NIGHT) Velvets, Monument
-Bobby Neil Scott, Portrait

LOS ANGELES
-YOU CAN'T SIT DOWN Phillip Upchurch Combo, Boyd

DETROIT
-RIGHT OR WRONG Wanda Jackson, Capitol

BOSTON
-NEVER ON SUNDAY Chordettes, Cadence

SAN FRANCISCO
-WATCH YOUR STEP Bobby Parker, V-Tone

PITTSBURGH
-I LIKE IT LIKE THAT Chris Kenner, Instant

CINCINNATI
-YOU CAN'T SIT DOWN Phillip Upchurch Combo, Boyd
-DAYDREAMS Johnny Crawford, Del-Fi
-I LIKE IT LIKE THAT Chris Kenner, Instant

BUFFALO
-THREE HEARTS IN A TANGLE Roy Drusky, Decca

BALTIMORE-WASHINGTON
-THE GIRL'S A DEVIL Dukays, Nat

SAN FRANCISCO
-I LIKE IT LIKE THAT Chris Kenner, Instant

REVIEW OF THE WEEK

THE PICK OF THE WEEK

SPOTLIGHT WINNERS

Hank Ballard and the Midnighters
-Float (Gala, BMD 234) A bouncy blues with a rock dance tempo and vocal treatment by Ballard and the boys. Flip is another danceable side with effective novelty sound gimmick.

Johnny and the Hurricanes

Ray Charles
-I've Got News For You (United, ASCAP) 2480 I'm Gonna Move to the Outskirts of Town (United, ASCAP) 2480 Here's another standout disk by Ray Charles on his new label, "I've Got News For You" is a strong blues, featuring big band and organ backing. Flip spotlights the great Ray with swinging backing. Charles wrestles with an evocative and excitement on both sides.

The Tokens
-Dry Your Eyes (Broadway, BMD 210) When I Got Soo Sleepy Last Night (Greta, BMD 225) The group follows up its recent hit with two fine debut sides on its new label. The wild rocking first side shows off the group's dynamic style. The flip is a second version of their hit and features a fine debut.

Paul Revere and the Raiders
-Like Charleston (Maverick, BMD 234) The boys follow up their last chart item with a bright, driving instrumental that sports hard-driving piano in the background. The title side is "Like Charleston." (Maverick, BMD 221) The group follows up its recent hit with two fine debut sides on its new label. The wild rocking first side shows off the group's dynamic style. The flip is a second version of their hit and features a fine debut.

The Spinners
-Dream (Michael H. Goldsen, ASCAP) 2252 The vocal group here has a mighty potent and unique sound on the fine evergreen. They sing in a falsetto gospel groove with the lead man singing. Fine lush support. Reverse side is "Till the End of Time." (Jun, ASCAP) 2252

Nat King Cole
-Take a Fool's Advice (Savco, BMD 210) Nat Cole has one of his most appealing pop items in some time in this lovely ballad that's sung against a wonderfully rhythmic string background. Flip is "Make It Last." (Commert, ASCAP) 1212 Cupied 4582

Panama Francis
-Yummy (Ben Glass, BMD 245) -You Came a Long Way from St. Louis (Glass, BMD 245) The Panama Francis group has two swingy, unusual sounding instrumental that should be destined for action. The first is a bright, propulsive ballad. The second is an evocative, modern dress.

The Flairs
-The Memory Lingers on (Triton, BMD 210) Shake Shake Sherry (Triton, BMD 210) This is one of the wildest diskings to come out since the Marcell's "Blue Moon." Both sides are frantic, gimmicky items, with lively vocals by the group. A band and both have enough excitement to happen.

BILBOARD MUSIC WEEK

33

BEST BUYS IN RECORDS

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

POP
-temptation (Elektra, ASCAP) 2250
-STICK WITH ME BABY, EVERLY BROTHERS (Cedarwood, BMD) Warner Bros. 3220
-TELL ME WHY, BELMONT (Jim, BMD) Sabrina 900
-HEART AND SOUL, CLEFTONES (Foncus, ASCAP) 2106
-IT KEEPS RAININ', FATS DOMINO (Travis, BMD) Imperial 5720
-C&W
-FLAT TOP, COWBOY COPAS (Starr, BMD) Starday 400
-OKLAHOMA HILLS, HANK THOMPSON (Goldstar, ASCAP) Capitol 4826
-FROM HERE TO THERE TO YOU, HANK LOCKLIN (Caddo, BMD) RCA Victor 7827
-R&B
-No selections this week

Paid Circulation This Issue
21,958
Including 1,891 Overseas
"Let's Twist Again"

PARKWAY #824

Chubby Checker

Parkway records
The pick of the new releases:

**SPOTLIGHT WINNERS OF THE WEEK**

**SPECIAL MERIT SPOTLIGHTS**

The following records have been picked for excellent sound and technical merit in various categories. For more information, see Billboard's Music Staff, they deserve exposure.

*Pop Disk Jockey Programming*

**GENE MANCO**

**THE KANE TRIPLES**

**LOVE MESSAGE**

[Dawson, BMI] (2:02) RCA Victor 7893

**STRONG SALES POTENTIAL**

**POPULAR**

**BRAT**

**DANY**

**Kitty Kalens**

**June Rodgers**

**Billboard Review**

All singles records received by Billboard are subjected to individual review by the Billboard staff. In addition to reviewed records, all singles records and many albums are scored by the Billboard staff. All singles records and many albums are scored by the Billboard staff.

**Chubby Checker**

**Brat**

**Lover**

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**Gus Backus**

**Hedonist**

**Country and Western**

**Frankie Miller**

**A Pop Hit's Better (Than Nothing at All)**

**Waltz**

**Jude**

**Boppin', Boogie, Bopper**

**Jennie Rogers**

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**Paul Evans**

**This Pulsar (Chappell, ASCAP)**

**Just Because I Love You**

**She's Your Baby**

**Brock**

**Flower**

**Clyde**

**Easter Sunday**

**Black Sabbath**

**Country and Western**

**Johnny backs**

**Golden Heart**

**Bergen**

**I'm So Glad**

**My Baby**

**Scotch Tape**

**I'm So Glad**

**Country and Western**

**King Solomon**

**Do You Remember**

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**Teddy Randazzo**

**Let The Sunshine In**

**Bob**

**The Flares-The Ramrocks**

**parts I and II (Argo, BMI)**

**This Disk Should Have the Teen Set Keeping Time to the Foot Stomping Sounds On the Record. One Side Is Instrumental; The Other Vocal. Good "Bland Stand" Was**

**Curtis Lee**

**Pretty Little Angel Eyes (S-F-R, BMI)**

**It's Now That We're Strong** (S-F-R, BMI)

**Joe Dowell**

**Wooden Heart (Gladsy, ASCAP)**

**I'm So Glad**

**Jay**

**Bobbie**

**Tedd**

**Paul Evans**

**This Pulsar**

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**Leopard Skin Again**

**Everything's Gonna Be All Right**

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The pick of the new releases:

**SPOTLIGHT WINNERS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

*Continued from page 24*

**DOCUMENTARY**

**NUREMBERG WAR CRIMINAL TRIALS**

Forum F 39001—Fascinating documentary study of the trials after World War II, which convicted the top Nazis of war crimes. Include some horrifying evidence of Nazi brutality and murder, plus the pleas of the accused, excerpted from their testimony, pronouncement of the sentence, and an eyewitness account of the trial proceedings and execution. Produced by Bud Greenspan, who also wrote the narration that ties the package together, the disk should benefit from the renewed interest in historical matters concerning the Hitler era.

**THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS**


**CAMERATA CONDUCTS THE MUSIC FROM WALT DISNEY'S "THE PARENT TRAP"**

Tommay Sands, Annette, Original Cast, and Camerata Orch. and Chorus. Vinta BV 399—There is already some notion on the single by Tommey Sands and Annette of the main title on this highly rated new Disney film, and this, plus five other selections, including "For Now For Always" (Maggie's Theme), sung by Maureen O'Hara, are also here. On the flip side, there are selected themes from other picture motion pictures. Fine packaging and the children's market will enjoy the reissue of the delightful young British actress, Hayley Mills. This should sell plenty of copies.

**SPECIAL MERIT SPOTLIGHTS**

The following albums have been picked for outstanding merit in their various categories because, in the public's view, they deserve exposure.

* * *

**JAZZ**

*** STAN KENTON PRESENTS THE NORTH TEXAS LAB BAND—North Texas Lab Band, 90 Floor Records SRL 1964

**DIRECTIONAL**

**THE MIRACLE OF SOUND**

**IN MOTION III**

A PRODUCT OF PREMIERE, INC. 300 W 46th, N.Y.C.

**Audiophiles**

**Fatum Lab**

**RESEARCH CASTLE**

911 NORTH GILDER

**ILLUSTRATED SONG SLIDES**

Wanted small or large quantities of inexpensive illustrated song slides, especially for schools and churches. Write Dept. 119, Box 353, Billboard Music Week, Hollywood, Calif. 90041.
HELL BENT FOR SALES!

FRANKIE LAINE...
galloping up the sales charts!

ON COLUMBIA RECORDS
SOUND SALES OPPORTUNITIES
FOR BILLBOARD MUSIC WEEK PHONO-RECORD DEALERS

Detailed and Documented in the
1961 DEALER (NAMM) CONVENTION ISSUE

A potent package—designed to serve the greatest number of dealers with an up-to-date round-up
of profit opportunities in phonographs . . . tape . . . radios . . . accessories

DEALERS:

The Dealer (NAMM) Convention issue has the answers to
some of your most perplexing problems:

- What new and successful selling tech-
niques am I missing?
- What new profit opportunities are cur-
rently open to record-selling dealers?
- What should I know about the phono sales
trends in the months to come?
- What do dealers and suppliers think of
the FCC decision on Multiplex stereo-
recording? How will it affect tape equip-
ment sales for the phone-record dealer?

- What is the dealers' role in the coming
radio sales picture?
- How can I build accessories sales and
profits?
- What phonographs sold best through
record-selling stores? What tape record-
ers? Accessories?
- How do my sales compare with the
averages of other dealers?

MANUFACTURERS:

Plan now for your BIG Dealer Con-
vention (NAMM) sales campaign . . .
Billboard Music Week dealers
want to know about your products
. . . your sales plans . . . your
strong promotion program.
That's why they're sure to give
your important advertisement
top-level attention and long-term
readership in the Dealer Conven-
tion Number dated July 17.

RESERVE YOUR SPACE NOW! ADVERTISING DEADLINE: JULY 12

Write, wire or phone
your Billboard Music Week
representative TODAY
**TELL ME WHY**

Original Nitty
Theme from
**LA DOLCE VITA**

“SWEET GEORGIA BROWN”

“My How the Time Goes By”

“YOU BROKE MY HEART”

The Rosettes

Harry Holdem

Bursting at the Seams!!!

“Skin Tight, Pin Striped, Purple Pedal Pushers”

Sheb Wooley

**BILLBOARD MUSIC WEEK**

**HOT R&B SIDES**

For week ending June 18

**REVIEWS & RATINGS OF NEW ALBUMS**

**CONTINUED FROM PAGE 39**

**STRONG SALES POTENTIAL**

**COMEDY**

**SELECTED SHORT SUBJECTS**

Warner and Strauss. The Canadian comedy team who have had a strong impact both in night clubs and on TV. Have a strong following both in the home country and in a large number of other countries. Many of them are very funny and have the ability to make others laugh. A good addition to any collection.

**COUNTRY & WESTERN**

**EVERYBODY’S HITS BUT**

Bill Williams. Columbia CL 3128. Encores. Also available on Fantasy.

**INTERNATIONAL**

**FAN WIND FESTIVAL 1967**


**POPULAR**

**SPACE ISLAND**

Ed Knorr. Columbia CL 101. Encores. Also available on Fantasy.

**THROUGH MICK AND SIN**

For Desi Clark. Capitol 1002. Encores. Also available on Fantasy.

**RIED OF PARADISE**

Jerry Reed. Reel Groove. Monogram M-111. Encores. Also available on Fantasy.

**THAT SWINGIN’ STYLE**


**JAZZ**

**LIKE TWEET**

Patience and Eddie Hall. Columbia CL 2176. Encores. Also available on Fantasy.

**INTERNATIONAL**

**NOUVEAU ROMANTIQUE X USA**

Vladimir Novikoff. Tel-Acorna. Tel-Acorna.

**SPECIALTY**

**CHAMPION EN FRANCAIS**

VOC BOYS. Amex Stereo & Amex Telephon. Tel-Acorna.

**CLASSICAL**

**CHAMBER MUSIC FROM HOLLAND**

George K. & Ted. Hilversum. Tel-Acorna.

**THE HOLLANDISH OFF THE ROOF**

Tel-Acorna.

**DEBUSSY**

**SABA** NO. 2 IN C G.

A. Casals. Columbia CL 1047. Encores. Also available on Fantasy.

**NARRATIVE POEM**

Norman Slade. Fantasy FS 2033.

**NEW WINNER**

**FATS DOMINO I JUST CRY**

**IT KEEPS RAININ’**

**IMPERIAL RECORDS**

6425 Hollywood Blvd.

Hollywood 28, Calif.

**REVIEW OF NEW SINGLES**

**CONTINUED FROM PAGE 35**

**Shades of Green**

Encores. Also available on Fantasy.

**THE BANDS**

**Black Label No. 1**

Encores. Also available on Fantasy.

**STERLING**

**Black Label No. 2**

Encores. Also available on Fantasy.

Copyrighted material
R&B. Singles Surge on Hot 100

• Continued from page 1

Cliftord, Fats Domino, Gladys Knight, James Brown, Carla Thomas, Baby Washington, the Drifters, Steve Cropper, Slim Harpo, Carl Kenner, Jimmy Reed, Elvis James, Freddy King, Bobby Parker, and Little Willie John.

Label Line-Up

A study shows that this surge has a direct and obvious effect on the Hot 100 chart, reasserting its validity as a barometer of the current state of the industry. The Hot 100 chart has been a reliable indicator of the most popular R&B singles since its inception in 1958. The study shows that the surge of R&B singles on the Hot 100 chart is not just a result of the increasing popularity of R&B music in general, but also a reflection of the changing tastes of the audience. The study also shows that the surge of R&B singles on the Hot 100 chart is not just a result of the increasing popularity of R&B music in general, but also a reflection of the changing tastes of the audience.

Victor Author

As for a number of months, RCA Victor continues to lead in the derby with five sides on the list. It's closest competitor, however, are Vee Jay, A
t and United Artists, both boasting three, including three from RCA. The Vee Jay group, which includes Jackie Wilson, Little Willie John, and Little Richard, leads with five sides on the Hot 100 chart. The combined power of these labels has been bolstered by the surge of R&B singles on the Hot 100 chart, which has helped to drive up the sales and airplay of their respective artists. The surge of R&B singles on the Hot 100 chart is not just a result of the increasing popularity of R&B music in general, but also a reflection of the changing tastes of the audience. The surge of R&B singles on the Hot 100 chart is not just a result of the increasing popularity of R&B music in general, but also a reflection of the changing tastes of the audience.

FOLK TALENT & TUNES

• Continued from page 8

Out," makes its bow this week. "... Rey Allen makes his debut on the Hot 100 with a tune called "Makale, Let's Go," the second of the 1960s one-hit wonders. The song was written by Carl Butler, and produced by the WYWH Theater, Richmond, Va., a story of the beat generation, the Beatniks, and the Beat writers. Their music was full of energy and vitality, and it was a great way to get some good, practical ideas you can put to work with extra profit in return for your free time, these is your businesspaper.

Disk Firms Heavy on Broadway

• Continued from page 1

ducer royalties, a preferred treatment which is not on the special adver-
sational budget. "Do Re Mi" is also one of the season's biggest hits, and Victor's original cast package was No. 62 on the chart. The song, "Do Re Mi," was one of the Hot 100 hits with the best selling stereo LP chart, although there may be attributable to Victor's promotion.

Carole Channing's "Show Girl" was a hit this season, but the student's original cast album has yet to crack the charts, despite a category well qualified as a mixture of mixed, noticed "Carole" was a hit and Columbia's original cast album was No. 1 on the national album seller last week. However, writers of Lerner and Loewe's most successful song was No. 2 on the Hot 100, far and away as 28 cents in mechanical. The Saturday matinee (3) performed for the Fortnight of Musi was No. 14 on the chart. The same time for the Annual Musi, a small group of sponsored by WJMC, with a gift. The showung was 4.9, the Cavallier Quartet, the Harmonizers and the Harmonettes displaying their vocal wease.
## 1960 Juke Box & Game Exports Jump 7.6% From 1959; Games Lead Advance

By KEN KNAUF

NEW YORK—U.S. export of juke boxes and coin games in 1960 equalled $78,927,599 trade for its 1959 trade and a new all-time record, according to the latest report issued by the U.S. Department of Commerce for the second quarter of 1960. A total volume of $204,241,747 was reported during the year, compared to a slender $188,800,766 the previous year. In terms of unit shipments, the record again far exceeded 1960's 68,788 units to 1,829,212 units.

It was the game category, however, that experienced their 1960 climbing power. Juke box shipments (both new and used) fell slightly off the 1959 pace. Game exports hit the $37.3 million mark, compared to just $5.6 million in 1959. But new juke box volume had only $10.3 million in 1960 compared to $11 million in 1959; and used boxes followed the same pattern, slightly behind 1959's $2.1 million volume.

In quantity terms, more new juke boxes (10,061) were shipped last year, for a slimmer price, compared to 1959's $9,195 of $18,465 for more dollars. Average price per box, of course, was below the 1959 level. Juke box volume was developed in the used juke box category—a climb of 6,396 boxes from 1959's 5,790, but a lower dollar figure registered.

The game field, too, turned up an increase in quantity — 46,259 machines shipped compared to 30,091 the year before—but here more lucrative results occurred in the dollar volume. West Germany led all other markets for U.S. machines in 1960, posting a $43.8 million volume in new, used juke boxes and games combined. Runner-up was Belgium's $39.9 million (see accompanying chart). Close behind was the United Kingdom's ($35.5 million). Further back was Canada ($1.4 million). Other leading markets in order of dollar volume (all under the million mark) were: Australia, Venezuela and Switzerland.

New Phonos Leaders

West Germany and Belgium dominated the markets for new U.S. juke boxes, ringing up volumes of $37.5 million and $2 million, respectively. Next best was Canada's $681,000.

Belgium was the only market above the million mark in used juke box imports, posting a figure slightly above that level. West Germany's $244,000 was the next best effort for the year in this category, with just one more market, Australia, above the $100,000 level.

In the burgeoning amusement game export field, the United Kingdom turned in a whopping $2,865,000 volume, exceptional in this category and largely accounting for the climb in game volume due to the rise in amusement games. Clearly, the markets were more normal. Retail coming in just under $100,000, 1959's $1.5 million for Belgium, and Canada within striking distance of the runner-up.

Major Changes

Major changes from the previous year were in the United Kingdom market (booming since import restrictions were imposed) and a strong impact from Venezuela, where additional expansion in coin and pinball and an evident from 1960's performance, and in Italy, where game imports dropped heavily from the year before.

Other markets showing unaccommodated strength in 1960 were Sweden and Norway. Markets declining from past performance included Venezuela (once a strong juke box market) and Canada (still weak for both machines and games). For the year average.

Showing signs of gradual improvement were France, the Philip- pinas and others.

Mystry market remained the N.S. Islands, a Pacific base, accounting for $20,000, a jump of $10,000 from the year before. Consistently in healthy monthly import figures for 1960, it rose to the top 15. A check of the Atlas fails to disclose the geographic position of the N.S. Islands.

Education, training and industrial training programs are underway for 1961.

## Coin Machine Exports 1960 Year

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>NEW</th>
<th>USED</th>
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</thead>
<tbody>
<tr>
<td>W. Germany</td>
<td>5,778</td>
<td>3,217</td>
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<tr>
<td>Belgium</td>
<td>2,022,759</td>
<td>637</td>
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<tr>
<td>U. Kingdom</td>
<td>1,316</td>
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<td>Canada</td>
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<td>Other Countries</td>
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</table>

## COIN MACHINE OPERATING

### EDITORIAL

A Show of Confidence

Barney Segerman and Abe Green, heads of Runyon Sales, the New York-Rowe-AMI distributor, Saturday night (3) demonstrated their faith in the coin machine industry. While the dealers throughout the nation are grappling about falling collections and acrimonial sales, Segerman and Green decided that the time had come to show that they had no serious doubts about the ultimate growth of the industry.

So the boys from Runyon went partying. And what a party! Some 440 persons—operators, competing distributors, manufacturers and their wives—jammed the gigantic ballroom of the Hotel Astor. For five hours they socialized, broke bread and talked business. And when the party was over there was little doubt that the coin machine industry would be around for some time, and that it would continue to support operators, distributors and manufacturers and their families.

It is difficult to classify the party. Although equipment sold by Runyon Sales was on display throughout the whole time, it could hardly be called a showing. Although AMI sent its top brass in from Chicago, the affair could not be termed a company get-together.

The closest category that comes to mind is the old-fashioned revival meeting. Runyon invited every operator in the New York metropolitan area to be its guests. It also invited every local distributor, even though these distributors are in direct competition with Runyon.

Our unofficial estimate is that the tab ran to five figures, and there is no way of measuring what portion of this Runyon will get back in sales. Why the party then? For one thing, it demonstrated what two astute businessmen feel about their industry. For another, it showed a couple of operators are willing to take off a Saturday night to learn something about their business.

But most important of all, it proved that coinmen are still capable of dreaming of their business, and that they are not willing to accept rough times with a shrug of their shoulders.

Saturday night's affair is the harbinger of things to come. New York's finest coin collection plans to have everybody invited. Barney Segerman says that he expects about 1,000 to show. Before Saturday night, we would have termed this estimate a bit on the optimistic side. Right now, it seems realistic.

While the agenda at the forum will be decided largely from the questions from the floor, we have little doubt that not only Runyon Sales, but the entire coin machine industry will gain some benefit from the session.

We hope the example of Runyon Sales will be emulated elsewhere in the country. Why not? When you have a chance to catch any more parties like the one Saturday night, we hope that distributors and manufacturers will organize more industry get-togethers where operators can discuss their mutual problems and find the answers.

One operator summed things up pretty well. "If Sugg and Abe are willing to go for a party like this, things can't be too bad." We agree. They aren't.

## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per month, they represent maximum efficiency in recording effective through limited space.

### Travelin Man

- **Listen for the**
- **Hello, Mary Lou**
- **I Feel So Bad**

### Wild in the Country

- **Boll Weevil Song**
- **Those Eyes**
- **Keep Ramin'**

### I Just Cry

- **Mom and Dad's Waitin'**
- **Lonely Life**

### Fool That I Am

- **Trav'lin Man**
- **Wild in the Country**

### You'll Answer to Me

- **Rollin' Stone**
- **People Page**

## New Products

- **Ricky Miller**
- **Bette White**
- **Kathy Meyer**
- **Oliver Farnley**
- **Sara风水**

### Cornelia Music

- **Ricky Miller**
- **Oliver Farnley**

## New Tapes

- **Ricky Miller**
- **Sara风水**

### Bluegrass

- **Ricky Miller**
- **Bette White**
Runyon Party Racks Up All-Time High Turnout

NEW YORK—The largest gathering ever to attend a coin machine function here—840 persons—gathered at the grand ballroom of the Hotel Astor Saturday night (3) to enjoy the hospitality of Runyon Sales, local Rowe-AMI distributor.

Guests started off with a two-hour cocktail party, which was followed by a full-course dinner. Purpose of the affair was to demonstrate the faith that Runyon has in the coin machine industry and to announce the Runyon sales contest.

The contest involves monthly drawings, with the winner and his wife getting a five-day January vacation in Miami, courtesy of Runyon. Every piece of equipment bought at Runyon entitles the operator to a certificate. Each certificate is a chance at the drawing.

Hosts Barney Sugarman and Abe Green were joined at the head table by Barney Ross, former boxing champion and longtime friend of the hosts; Joel Kleiman, president of AC Automatic Service; Tom Sams, vice-president of phonograph sales, Rowe-AMI; Dean McMurtry, vice-president, Rowe-AMI; Jack Dunwoodie, vice-president of vending sales, Rowe-AMI; Dick Wilson and Aaron Sternfeld, Billboard Music Week, and Joe Orlick and Marty Tockey, Cashbox.

Principal speaker was Barney Sugarman, who explained the Miami vacation plan and cited this plan as evidence that "Runyon has faith in the future of the industry."

Barney Ross explained why he opposed federal control of boxing, then paid tribute to Sugarman and Green for their industry leadership.

Al Denier, president of the Music Operators of New York, and Al (Senator) Bocklin, colorful local operator, were other guest speakers, as was Dave Stern, head of Seacoast Distributors, the local Rock-Ola outlet.

Rounding out the speakers were Ted Blutt, veteran coin machine attorney, and Joel Kleiman.

Dozens of door prizes, including pieces of luggage, cassettes sets, cloth radio and a television, were given to the ladies, and each lady present was given a prize.

 Supervising the drawing for the door prizes was Irving (The Kissing Salesman) Kempe, who personally handed each prize winner.

Displayed at the showing were equipment of AMI, Rowe, Bally and the Irving Kaye Company. Runyon is distributor for all these lines.

In addition to those already mentioned, distinguished guests included John Bilotta, New York State Welfare distributor; Art Garvey, Bally Manufacturing Company; Irving Kaye, Irving Kaye Company; Mrs. Millie McCarthy, president of the New York State Coin Machine Association; Carl Pavesi, president of the Westchester Operators Guild; Jerry Lambert, president of the Music Operators of Connecticut; Dick Steinberg, executive director of the Music Guild of New Jersey, and Jack Wilson, president of the New York State Operators Guild.

Barney Ross, left, former boxing champion, talks things over with Barney Sugarman, right, and Lou Wolberg. Ross was one of the featured speakers of the evening.
**BULK VENDING**

Bulk Operators in Midwest Steel Area Look To Sales Boost as Local Economy Improves

By JOSEPH KLEIN

GARY, Ind. — Secretary of the Treasury Douglas Dillon says that the recession is over. Do Gary operators agree with him? They do—in varying degrees. All of them feel that this city is emerging from its economic doldrums. What has happened is not surprising, as yet, but it certainly is something in the nature of reassurance, they think. Gary was rated as a city in “unemployment distress.” That is why Secretary of Labor Arthur J. Goldberg came here February 10 to give cheer and a promise of change.

But now things have brightened. Men are returning to their jobs. Faint smoke billows again from the mill stacks.

“Things are real good,” reports a highly optimistic B. J. Seibert, whose bulk vending machine operations are supplemented by popcorn sales at retail and wholesale. “Our business is going well and it will be even better. The future looks fine to me.”

John LeCrette, head of the Donco Music and Vending Company, feels that the improvement will be more visible in 15 or 30 days.

“There is always a final dip in our business between the end of every recession and the beginning of the upturn,” he said. “This dip deep usually indicates the nearness of better times. It stands to reason that people will spend more time at our locations when they’re off from work. At least as long as their money holds out.”

That, LeCrette said, is a perfectly normal part of the life cycle of a city. But he is not disheartened.

“The fellows are going back to work—and that’s the most important thing in this city,” he stated. “Our business should be all right again after a period of uncertainty and adjustment.”

**OPERATORS STAY OUT IN FRONT—Receive…**

* Advance information on what’s new in BULK VENDING. 
* Latest news on money-making hits like the MOON ROCKET, 60 Quick-Tach, 60—3 for 5c.

**The Northwesterner**, full of news, operating hints, photos, for the BULK VENDING Operator.

* Make sure your name is on the Northwestern mailing list.

* Write Today: Northwestern

**FOR SALE**

DALLAS—Melvin Wylie owns four nut, gum and charm machine routes here, is convinced that nuts and gum machines are the staples of the business because of their reliability. Wylie is a stickler for cleanliness as well as for appearance, and he insists that cleanliness and appearance can work without a lot of effort. “I never clean a machine out just because it’s plugged. “When one has been filled and emptied approximately six times, I put on a new, clean head and bring the old head back to the shop.”

He places nut machines in refrigerated barns, not barns which have the odor makers, because humidity will make nuts go stale.

No matter how good the location might appear, if one of Wylie’s machines has there for several months and has not sold out, he pulls the machine out and gives up the location. Wylie is a stickler for cleanliness and appearance, and he insists that cleanliness and appearance can work without a lot of effort. “I never clean a machine out just because it’s plugged. “When one has been filled and emptied approximately six times, I put on a new, clean head and bring the old head back to the shop.”

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No matter how good the location might appear, if one of Wylie’s machines has stayed there for several months and has not sold out, he pulls the machine out and gives up the location. With a machine on location for what seems a reasonable length of time and has not been emptied, he throws the route away with the olive branch.

Wylie, however, says, vary from location to location. For the more part he pays the local operators 70 percent of sales. In a few cases, he patents the sales, and he pays 25 percent. But sometimes, he adds, he pays him anything at all he demands.

Wylie has little trouble getting new outlets, as he does a lot of cold canvassing, he says. “A few calls on a lot of stores have requested machines. An obvious explanation for this is the clean, sparkling quality of all his machines, plus the fact that he has a dealer feeding the route with fresh supplies.

He feels the best locations for the small machines are in grocery stores and drugstores, whereas the larger machines can be sold. He believes that the show types go pretty well anywhere.

He dissuades the problem of vandalism as minor, explaining that, after all, he is inspecting a prospective location after talking with the owner, he is able to gain a pretty good idea concerning potential trouble.

Wylie performs the minor operations and services his route from a station wagon. He carries with him the necessary tools because he knows the importance of making sure that he goes to the machine.”

**IMMEDIATE DELIVERY**

on the New

**GOLDEN 60**

This “old” style machine is always in great demand at any store on the market. Many 1c, 2c and 3c charm machines are also available, all well sold and in good condition. All machines are fully equipped with buying tickets and can be shipped at the rate of about 8c per machine. Available with 1c, 2c, 3c and 4c mechanisms.

**STAMP FOLDERS, Lowest Prices, Wholesale and Retail**

**NATIONAL VENDING MACHINE INSTITUTION, INC.**

511 North State St., Chicago, Ill.

**AMERICAN SUGAR COMPANY**

2141-2143 W. 63rd Street

Chicago, Ill.

AGENCY 10654

**H. B. HUTCHINSON, JR.**

P.O. Box 3023, Gary, Ind.

**RECRUITING**

COMPLETE LINE of machines, parts & supplies

**MELVIN WYLIE**

Nut, Gum & Charm Machines

**THE NORTHWESTERNER**

on BALL AND VENDING GUMS

Wherein an interesting account of the Development of the Gum Business, History of Colors, a few Interesting Facts and a description of the many kinds of chewing gum which are produced is given.

**AMERICAN SUGAR COMPANY**

2141-2143 W. 63rd Street

Chicago, Ill.

AGENCY 10654

**GUGGENHEIM**

3 UNION SQUARE

NY, N.Y. S. 4-3923

**W. C. GAZZY**

COUNCIL BLUFFS, IOWA

**CHICAGO—** National Automatic Merchandising Association has extended the deadline for its survey of operating companies from March 1 to March 31. The survey, prepared by Price Waterhouse & Company, is intended to give accurate data on operating costs, profits and commissions.

**NAMA ADDS TIME For Operator Poll**

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Bill to Exempt Ohio Bulk Units Goes to Gov.

COLUMBUS, Ohio—The bill that exempts bulk machines from location fees passed another hurdle as it was approved last week by the Ohio House of Representatives by a vote of 159 to 1. The bill had previously been approved by the Ohio Senate and now goes to Gov. Michael DeSantis for signing.

The measure has been sponsored by the Ohio Vendors’ Association and National Vendors’ Association, and is a compromise with more restrictive legislation originally sought by the health department.

The bill provides for a $5 annual license fee for each bulk vending operator’s own machine. However, exempted from location licensing fees are machines dispensing only “cheewing gum, rolled cigarettes in their natural covering, peanut bulk candy, provided all such machines are not in use in Ohio on January 1, 1963, shall be of the type and approved by the Department of Health.” (Full discussion of the legislation appears in BMJ, June 3).

Oaks Meet $1,520 in Pledges To Support Ohio Legal Battle

COLUMBUS, Ohio — Pledges totaling $1,520 to help Ohio Vend- dor Association in its current legal fight were fully met, according to an announcement last week by Leonard Quinn, vice-president of OVA and campaign chairman of the drive. The pledges were made during the National Vendors As-

Sam Eppy on Seven-Week European Vacation Tour

NEW YORK—Sam Eppy, head of the charm manufacturing company bearing his name, left this week for a seven-week tour of Europe. He was accompanied by his family.

Eppy said the trip was strictly vacation, and that he planned to forget business during his Europe-

Eppy Debuts Soda Charms

NEW YORK—Two-piece plastic ice cream soda charms are being put out by Samuel Eppy & Company. The units come in Better colors and are priced at $6-$10 per 1,000.

AECOE OF AMERICA'S NEW MERCHANDISE VENDOR, developed for the retail food field, sells such products as transistor radios, cosmetics, jewelry, drugs, hardware, toys, film and similar merchandise. Model handles items ranging from 25 cents to $5. Machine accepts coins and currency, returns exact change and automatically delivers selected item. It will be available through leasing arrangements only. Several units will be tried out in Chicago shopping areas soon.

Electric Money Maker

Name ACME ELECTRIC MACHINE

Time prove things favorite for health and entertainment. Electric charge very current increasing at will by player. We do not sell battery good 1,000,000,000 uses.

Sample $28.13

2 and up $23.50

Floor Stand 5.00

ORDER TODAY

Tact, Inc., 1725 N. W. Bloomsburg, W. For Prices. J. SCHENBOCH

Factory Distributors of Bulk and Ball Gum Vending. Philadelphia, Harrisburg, Scranton, Allentown, Wilkes Barre. Sales and Service Branches in All Principal Cities. All branches, Service Centers, Sales and Service Branches. Every Branch, Service Centers, Sales and Service Branches, Every Branch, Service Centers, Sales and Service Branches.

J. 715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

Please request complete information and prices of Northwestern SUPER SIXTY Ball Gum-Charm Vending Machine. Illustrated in full in all activity, trade, western machines.

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CITY

STATE

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CLEVELAND COIN MACHINE EXCHANGE, INC.

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We handle complete line of machines, parts, & supplies.

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VICTOR HAS IT!

Write for Detailed Information on VICTOR'S Complete Line

Everything You Could Possibly Need in Vending

VICTOR VENDING CORPORATION

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The SUPER SIXY

Capsule Vendor

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in capsule.

5c, 10c and 25c.

* With QUICK-TACH at slight extra cost.

BERNARD K. BITTERMAN

4709 East 27th St.

Kansas City 27, Mo.

Phone: WA 3-9900

Lucky Looper World's Largest Selection of Miniature Charmers
Soviet Coin Games Tout Space Flights

Continued from page 1

“Anything is possible with the coin-operated game mechanism, in our judgment. We have given close examination to your American pinball machines, and we consider them to be technical marvels of engineering—but of little practical value aside from amusement.”

“We propose doing is no more technically impossible than is the construction of your own more advanced coin games, such as the pinball and certain target games based on an electronic scoring mechanism.”

—Launch Rockeits

The Soviet officials explained that the game now under serious consideration would permit the player to launch his own space rocket. Various calculations are involved, which the player must master in order to put the rocket into space and its payload into orbit.

“We begin development in exactly reverse fashion. We start by selecting the basic educational ideas we want to put across, and then we figure out how to make these principles easy for the player to assimilate.”

—with education comes first and amusement for the player, second. We find, or at least we believe, that it is possible to educate people while amusing them, if the process is skillfully conducted.”

—Teaching Aids

The Soviet officials said the first prototype games would be fairly simple and that they merely moving a lever to adjust the rocket’s blast-off trajectory. But even before the first game has been manufactured and tested, the Soviet coin machine makers are planning ahead for extremely sophisticated space games, so sophisticated that they seem more teaching aids for an advanced physics course than amusement games.

This at the impression that they are taking the space gains from the expansive Soviet space games talk going on here.

In addition to Nikitin Khrushchev’s conference party, there is a large party composed of the Soviet delegation. Most of these officers are serving the conference with the confidence, but have merely utilized it, apparently, as a means for furthering trade and technical reconnaissacnce of Western Europe.

Most of the party are continuing on to Geneve and Paris on trade matters.

The frontier of the Soviet officials is to take the lead in rousing and propaganda, in the Soviet Union, those of the Soviet officials who are not afraid of the word ‘propaganda,’ one official commented, and per—

(Continued on page 11)

BILLBOARD MUSIC WEEK

Greatest Overseas Circulation

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1,891 COMPLETE COPIES OF THIS ISSUE GOING TO OVERSEAS SUBSCRIBERS

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CMC CHAIRMAN NOTES CHANGE IN OP INTEREST

CHICAGO—Interest in the Coin Machine Council, public relations arm of the coin machine industry, is increasing at the operator level, according to Herb Bons of Bally Mfg. Co., president of the CMC membership committee.

Jones said he hasn’t yet commented on CMC’s recent re-organized in the last month, but has noted a general “strengthening of interest” in CMC throughout the country.

Jones noted that CMC recently sent out membership mailings and was using distribution throughout the country to recruit operators for CMC membership locally. He added that the recent Music Makers of America convention in Miami helped to stir interest in CMC.

U. K. Firm’s Bankruptcy Listin Shows Big Debt to German Co.

HAMBURG — Thomas Bergmann & Company of Hamburg is entered as a major creditor of Peter Law’s Record Automatic, Ltd., which has just filed a bankruptcy petition of liability amounting to $805,886 ($225,480).

The examination report completed by the Reading Bankruptcy Court reveals the law firm to be one of Britain’s biggest postwar juke box makers and perhaps the largest coin machine bankruptcy in involving a Continental firm.

Wilted Whitehead, the office receiver, has fixed Law’s personal debt in the Reading debenture issue to $18,712.

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Ratajczak Raps MOA Critics

CHICAGO—In astringing reply to the recent attack by the Music Operators of America, Ed Ratajczak, MOA management director, said that any improvement in the nationalization "is not going to be done to the tune of the cacophonous clamor of critics whose only stake is their own shadows."

The full text of Ratajczak's statement follows:

I am more than a little disturbed by the wave of criticism now being directed against the MOA. It has been getting in recent years. It has been an increasing strain on my time, and in my opinion, a wholly unjustified criticism. The critics have been presented with a multitude of possible solutions and have not come up with any suggestions for the present. If the MOA does not do what the critics suggest it does, we fail to realize that these vocal attacks on the other hand, they fail to realize that their overwhelming attacks are hurting the entire membership.

I believe the members of MOA are entitled to some form of rebuttal. To manage directing as he did on the stand of the position with MOA and also drawing on my 12 years of experience of dealing with MOA from the manufac-

ED RATAJZAK

MOA I will try to do both this from the standpoint of my position with MOA and also drawing on my 12 years of experience of dealing with MOA from the manufac-

WURLITZER 2500
ULTIMATE IN Automatic Music

NOW SHIPPING GUITAR'S NEW PLAYER FLYING CIRCUS WITH NEW "Chain Reaction" Booster Ball Feature! A colorful player attraction ORDER TODAY!


SALE! Completely Reconditioned			United Rambler S. A. 7.95			C. C. ELLISON 135			14 C. E. BOWLING LEADER 175			14 Baby STRIKE BOWLER 175

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5c, 10c, or 25c Play
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° Two Coin Returns
° Easy to Load—Holds approx. 1,000 tickets
° Site: 18” x 8” x 6” Wgt.: 20 lbs.

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Phone: Delta 2-3446
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Joe Ash says ... CONTACT ACTvE PINBALLS FOR THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!

Joseph Ash, Secretary

10c or 25c

6 POCKET POOLS . . . $1.50
LARGE BUMPER POOLS . . . $7.50

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Tighter Gaming Code is Sought

By DELores NEWCOMB POE

WASHINGTON — The 87th Congress will be the one to pass legislation banning the shipment of gaming devices, including slot machines, in interstate and foreign commerce if Attorney General Robert Kennedy has his way.

In an appearance before the Senate Judiciary Committee last week, the Attorney General said that 10 years of experience in enforcing the Johnson anti-vice laws had shown that there are serious flaws and loopholes, and that a major revision is necessary. As it now stands, the Johnson act applies only to machines of the "one-armed bandit" type and prohibits their transportation in interstate but not foreign commerce.

Attorney General Kennedy urged the committee to give its approval to legislation introduced by Sen. James Eastland (D., Miss.). The Eastland Bill (S. 1658) would ban shipment of gaming devices in both types of commerce, tighten up the registration requirements of the act and allow agents of the Federal Bureau of Investigation to have access to records of those who make, manufacture, sell, rent or operate such machines. It would also prohibit shipment of devices to States or sections of States where gambling is legal. This provision would apply to Nevada and several counties in nearby Maryland.

With regard to pinball, the Attorney General said that "only the broadest kind of definition will overcome the ingenuity of manufacturers in developing devices to circumvent the law." He said that passage of the proposed legislation will "revitalize enforcement of the act which has bogged down" and will "curtail the movement" of gaming devices. "The handwriting this will impose upon organized crime is readily apparent," he stated.

Attorney General Kennedy also urged the committee to approve a series of bills that would deny "organized crime the use of interstate communications and free movement in interstate travel and interstate commerce.

Sen. Kenneth Keating (R., N.Y.) commended the Attorney General for the interest he has shown in up-dating "federal anti-vice legislation" which has been "repealed in the Senate, Keating urged pressure in the House." Earlier this session, Senator Keating teamed with Senator Wiley (R., Wyo.) in sponsoring legislation similar to the Eastland Bill.

Supporters of the bills have been introduced in the past several sessions of Congress and have died without action; it must be kept in mind that the Attorney General formally was the counsel of the McClure-Rackets Committee when that group attempted to investigate infiltration of the coin machine industry. He will be interested in the addition, it is traditional in Congress for bills introduced by committee members to be given first consideration, Senator Eastland is a chairman of the Judiciary Committee.

- - -

Seeburg Appoints Dunlap to Midwest Dist. Management

CHICAGO — Robert Dunlap, coin machine veteran of some 20 years, has been named Midwest district manager for the Seeburg Corporation, according to an announcement by Jack Gordon, sales manager of Seeburg's phonograph division.

Dunlap will cover the following territories: World Wide, Chicago; Philip Moss, Des Moines; Lieben- don Mische, Milwaukee; Martin and Snyder, Detroit; and J. J. & Son Distributors, Indianapolis.

Dunlap received the University of Oklahoma and lives with his wife and two boys in suburban Wilmette.

Seeburg's Coin Games in Space Flight

- From space, the Navy

hope that it is why we exist at all. To
- - - - -

American's IMPERIAL means BIGGER PROFITS!

Here, truly, is the ultimate in slot
- - - - -

Gardner Displays New AMI

HOUSTON — The Gardner Sales Corporation displayed the new AMI Continental 2 photog- raph at an open house here re- cently. Operations from the Harris- toms area were given a barbecue with all the trimmings. Hosting the affair were L. R. Gardner, L. R. Gardner Jr. and Billy Rider.

Royal Distributing Moving To Larger Quarters

CINCINNATI — Royal Distri- buting Company is moving this month to new and larger quarters at 2070 Seymour Avenue here. Royal recently acquired the local offices of Southern Automatic Distributing Company and the merged firm will be housed in the new premises.

Royal now has one of the most complete lines of music and game products of any distributor in the country. The firm is the distribu- tor here for United, Williams, AMF, Rowe, Midwest, Kenyon, Gold Medal Products, Gottlieb, Fischer, Chicago Dynamic Industries, Bally and Auto-Photo.

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NOW DUTCHMEN TRY JUKE BOX IN HEN HOUSES

HAARLEM, Netherlands—A number of Dutch poultry-keepers experimented with "egg experiments" were inspired by a new "invention" being marketed in the March 20 Billboard Music Week from Tulipot, Miss., stating the success of C. E. Steed in cocooning more eggs from his hens with a box music. Sneed, operator of the Steed American Company in Tulipot, was quoted in the news item as saying that chicken farming and juke box music would be blended into a single harmonious calling. Steed placed a juke box in the chicken house playing soothing background music to get the hens to lay more eggs. Eggs rank just behind dairy products as a principal Dutch agricultural export. Eggs, it is no exaggeration to say, are a main crop of the Dutch economy. Hence, the wide interest generated by Steed's juke box poultry play, if experiments here prove promising there should be several farms prepared with development of a poultry house juke box, which would probably operate as a modified band around music system with tape.

Ed Ratafakis Raps MOA Critics

CHICAGO DYNAMIC Industries is introducing a modernized version of its familiar Pro Basketball game. The unit has a "Flash-O-Matic" feature plus several scoring innovations. In the first half, player gets single score for every odd number shot, double score for every even number. In the second half, it's double score for every shot. Each basket is rendered separately and the player's square-grid controls distance and height of the shot. 20 shots for a dime.

but this is not going to be done to the tune of the cacophony of cacophonous composers whose only stake is criticism. In closing, I, in turn, would like to ask a few questions to products at a principal Dutch agricultural export. Eggs, it is no exaggeration to say, are a main crop of the Dutch economy. Hence, the wide interest generated by Steed's juke box poultry play, if experiments here prove promising there should be several farms prepared with development of a poultry house juke box, which would probably operate as a modified band around music system with tape.

U. K. Firm's Bankruptcy

imported its 750th Bergmann Symphonic juke box. At that time Lawrence stated, "and have only scratched the surface, although we already have a turned smugly enjoyable, and a quarter pounnd a year."

With Bergmann, Law, in the autumn of 1928 launched a new console background music box, the Couriers, which was developed from Law's idea by Robert Morton of the Bergmann Company. The impression was that the operators were the Courier attending the Courier enrolling that they ordered 112 Couriers on the spot.

Soon Law became known in Britain's "juke box king." He was importing Bergmann 200- and 800-place machines, primarily by the aircraft load, two planes loaded with 16 Bergmani arriving weekly at Gatwick from Hamburg.

But Law's bubble burst in October 1931 due to the World War II. He went into bankruptcy. Law was arrested when he flew back to Britain in January 1933.

Law alleged that he had bribed executives of financial companies to give his business favorable consideration for loans, and after admittance of smugly enjoyable, and money in and out of Britain.
Greenwood, Miss., Ops Make Route Purchase

GREENWOOD, Miss. — Two Greenwood men made major route purchases recently which put them into the phonograph and game business with one of the largest operations in the rich Mississippi Delta.

They are Dominic Fratesi, former route manager for Abe Maul, owner of LeFlore Music Company at Greenwood, and Raymond Rustom. Name of their company is Dixie Music Company.

They purchased Tiere Amusement Company at Greenwood from Joe Tierce. A reported 150 phonographs and games changed hands at a price of approximately $10,000.

Tierce is remaining in the cigarette vending business and will expand into a complete vending line.

Honor Albert Waxman, Winna

HARTFORD, Conn. — Albert Waxman, of the Capitol-Reliable Coin Machine Company here, and Mrs. Waxman, have been elected permanent board members of the Social Club of the Agudas Achim Synagogue in Hartford.

Fratesi and Rustom also purchased half the route owned by E. J. Tirey of Iuka, Miss. The other half of Tirey’s route was purchased by W. E. Scott Sr., owner of Holmes Amusement Company at Tchula, Miss.

In another route change reported last week, John Hale, well-known operator at Canton, Miss., who has been expanding his various operations greatly in recent years, bought out Dick Farr’s music and game route at Jackson, Miss., the State capital.

HOST LARRY LeSTOUREGN, barely visible in rear, welcomes his guests to the banquet table at the Rock-Ola friendship dinner thrown by his firm in Charlotte, N. C., recently.

SOME 60 OPERATORS AND GUESTS attended a Rock-Ola friendship dinner thrown by LeStourgeon Distributing Company in Charlotte, N. C., recently.

FRANK SCHULTZ (right), service engineer from the Rock-Ola factory in Chicago, presides over a school session hosted by Robin Distributing Company in Chattanooga recently. The operators and guests came for lunch and an afternoon of work and party sessions.

WE ARE MOVING THIS MONTH

and we would like to sell all of our used equipment.

We have 25 Shuffle Alleys from $50.00 to $500.00. Call us collect for any Shuffle Alleys you are looking for.

15 large Ball Bowlers — CC — United — Bally

10 Bally U.S.A.’s converted for Jack Pot Play—$150.00. We were very successful with this machine with our conversion—no meters — no free play — accurate coin division possible. Look into this game. It is good.

2 Used Bally Sharpshooters — Call
10 Used Twin Trailblazers
10 Used Single Trailblazers
5 Like-New Super Wildcats

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Phone: DU 1-5157 until approximately June 15, after which phone no. will be EL 1-7400. Cincinnati, Ohio.
Mitch Miller, with his Sing Along chorus, is one of scores of top artists featured on Seeburg's exclusive Artist of the Week plan.

Every week, Seeburg "Artist of the Week" phonographs bring in more location customers with a new best-selling LP album in superb 33 1/3 stereo hi-fi. Ten popular album hits...all by the same artist and not available on 45 RPM!

And Seeburg intermixes, automatically, both your 45-rpm records and the overwhelmingly popular new 33 1/3 LP album records. No adjustments, no conversion kits ever needed.

Your Seeburg music is PERSONALIZED, too, with the location name prominently featured on the Seeburg top panel. All together, it adds up to more play and more profit. For operator and location alike. The Seeburg Sales Corporation, Chicago 22.

Watch for Mitch Miller's great new "Sing Along With Mitch" program on NBC television starting this fall.
New Device to Beam Music From Juke Box To Automobile Radios

MANCHESTER, N. H.—Three local men have applied for patent rights for a new invention which they call a Millicaster.

The electronic device would operate on a controlled, 100-milliwatt broadcast band, transmitting jukebox music over automobile radios at drive-in restaurants.

The men, Edward Gagnon, Bruce Clifford and Charles Plante, are associated with the Sight and Sound Service Center, Manchester. Clifford said that two units are already in use, one in Manchester, and another in Hampton Beach, N. H.

The Millicaster has a range of one-quarter mile over a predetermined “dead spot” on the regular broadcast band.

SEEBURG & AMI TRADE DISTRIBS

CHICAGO—Laniel Distributing Company, Montreal, has been named Seeburg distributor for Quebec, Newfoundland, Nova Scotia and Prince Edward Island.

This move amounts to a taking over by Laniel of all Seeburg activities in Canada. The firm was formerly handled by the Laniel Distributing Company in behalf of the company.

Laniel is one of the most highly regarded music and jukebox distributors in Canada. The firm recently completed its 25th year in business, and employs some 65 persons in its organization.

Edward Lanter is president; G. Laniel, vice-president; Roger Laniel, general manager; Jean Coutt, sales manager; E. Renaut, parts manager, and Ray Lalonde, service manager.

GOOD THINGS HAPPEN WHEN YOU HELP!

GET YOUR DENTAL CHECKUP TODAY!

WE ARE DISTRIBUTORS FOR INTERNATIONAL

NEW TESTO REACTION METER

Measures speed of reflex reactions to light and sound. Accurate.

8 in. dial up to 1000

100% LEGAL EVERYWHERE

SEND FOR FREE 56-PAGE ILLUSTRATED CATALOG

IMPORTERS!

F.O.B. W. NORTH AVE - CHICAGO 21, ILLINOIS

WIN WITH FLYING CIRCUS

with New “Chain Reaction” Booster Ball Feature!

CHAIN REACTION BOOSTER BALL feature contains fire trapped balls in center of playfield. Chain reaction caused by hitting trapped balls with ball in play creates tremendous player appeal. Rebounding all balls around the track to lighted sides awards special. Moving one ball to either side scores 100 points.

Look at these location tested features:
• Drop-in balls score 50 to 150 points
• Roulottes score 10 to 100 points for high score
• On-off cyclic kicks light alternating pop bumpers
• Match feature
• 3 or 5 ball play

TOMORROW’S DESIGN TODAY!

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

New “Hard-Core” Finish Extends Playboard Life to an All-Time High!

D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago 51, Illinois

By Alaska Pool Clubs to Operate Gottlieb Games!
By Popular Demand, Chicago coin's PRO BASKETBALL

Now With "Flash-O-Matic"

Plus 5 New Player Appealing Features!

New 1st Half Scoring
SINGLE SCORE Value for Every ODD Number Shot - DOUBLE SCORE Value for Every EVEN Number Shot!

New 2nd Half Scoring
DOUBLE SCORE Value for Every Shot,

Each Basket is also Recorded Separately!

Player's "Squeeze-Grip" skill controls power, distance and height of shot!

PRICED RIGHT FOR EVERY LOCATION

When You Think of Profits Think of Chicago Coin Games

PRINCESS BOWLER Features "300" Champ FLASH-O-MATIC, ALL-STRIKE and REGULATION SCORING!

"PRO" SHUFFLE BOWLER New SIX GAME Combines 300 Champ; All-Strike; Flash-O-Matic; Red-Pin Light-O-Matic and Regulation Scoring

WILD-WEST Features Realistic Moving "Infu Chie" Target

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

New Brilliant Playfield!
New Realistic Life-Like Basketball Players!
New Colorful Modern Cabinet!
LARRY GALANTE, President
INTERNATIONAL MUTOSCOPE CORPORATION
says:
Our Plasti-Vend'r Ads in
Billboard Music Week got:

"OVER 700
OPERATOR INQUIRIES"

"AN AMAZINGLY
HIGH PERCENTAGE OF
ACTUAL SALES"

"MANY RE-ORDERS"

"FROM WELL-KNOWN
MUSIC AND GAME
OPERATORS"

"BULK VENDING
OPERATOR READERS OF
BILLBOARD MUSIC
WEEK, AS WELL
AS "NEW-BLOOD"
BUSINESS"

Reproduction of Plasti-Vend'r Advertisement. Actual advertisement was 6" deep by 3 columns wide, ran in the February 20, March 27 and May 15, 1961, issues of Billboard Music Week.

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You're sure of the newest and best coin machine profit opportunities every week in . . .
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