MAY 25, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phono-Tape Merchandising • Coin Machine Operating

Handleman Bombshell: He's Near Acquiring 3 Top Distrib Outlets

By NICK BIRO

CHICAGO—The giant Handleman rack-jobbing—and lately distributing—empire appears on the verge of closing a deal to distributorships: Jay Kay and Arc Distributors in Detroit and Big Town in Cleveland. Johnny Kaplan, owner of Jay Kay and a stockholder in the other two firms, confirmed that discussions were being held but said the deal was not closed as of Billboard press time. Neither Joseph nor Dave Handleman of the rack-jobbing chain were available for comment. If the deal does go through, the Handleman interests will have acquired the distributorship of some two dozen major independent lines.

The roster of labels held by the three firms reads like a Who's-Who of the independent diskery field. Jay Kay's major lines include Ace, Atlantic, Dot, Ludix, Mercury, Miller International (Somerset and Stereo Fidelity), Smash, Vee Jay, Vanguard, Verve and Westminster.

Arc, a corporation owned by Henry Droz and Kaplan, handles Kapp, ABC-Paramount, Cameo-Parkway, Imperial, Reprise and Roulette.

Discussions Held

Cleveland's Big Town, owned by Kaplan and Droz, handles Philips, Roulette, Miller International, Vee Jay, United Artist and Vanguard.

Earlier this year Handleman set up its own distributorship, Border City Sales Company, in Detroit, and immediately took on the MGM line.

Kaplan told Billboard that negotiations first started last January, "went from hot to cool," but that "discussions were being held again."

News a Bombshell

Kaplan said that "nothing is consummated as yet," but that "anything is for sale if the terms are right." Asked when the deal might be closed, Kaplan said it would be at least "two weeks to a month."

News of the negotiations hit like a bombshell throughout the country. Distributors — particularly those handling lines held by Jay Kay, Arc and Big Town —were frantic.

The Handleman rack-jobbing interests already extend throughout most of the country.

Need Mfr. Approval

The thinking in the trade is that if the deal does go through,

(Continued on page 5)

Mercury Gets Mathis July 1 On Long Pact

NEW YORK—Mercury Records will have Johnny Mathis starting July 1. Signing of the artist to the label took place Wednesday night (15) when Helen Noga, Mathis' manager, and Irving Green, Mercury president, put their signatures to a contract.

The deal between Mathis and Mercury is an interesting one. Helen Noga has set up for Mathis a firm called Global Records. Mathis will record for Global and the masters he makes will be leased to Mercury. Global will also record other artists and distribute their disks through Mercury, or other companies.

The Mercury-Mathis deal is a long-termer, and it carries a hefty guarantee. He will cut his first sessions for his new set-up in July, when his Columbia contract is over. In addition to singles he will record an album of Christmas songs for the fall season.

Another interesting aspect of the Mathis - Mercury deal concerns the Columbia Record Club. Mercury has a tie-up

(Continued on page 52)

C&W Artists Catch Ear of Madison Ave.

NEW YORK — The appearance of some top country music artists at a meeting of the New York Sales Executives Club this week was the talk of Madison Avenue. A full house of more than 600 packed the grand ballroom of the Hotel Roosevelt to salute Country Music U. S. A. The impact of the program on those attending was so obvious that many look for new uses of country music on radio and TV to result from the presence of

(Continued on page 53)

Label Jumps Have Trade In a Whirl

NEW YORK — Artists are changing labels these days with a rapidity that is dizzying not only to industry veterans but even to younger record men. And it is happening not only among artists who have been cold for a while but with artists who are riding high on the charts, selling both singles and albums and in good career shape. Sometimes they even leave labels they're not mad at.

They are not only leaving small companies to go to the larger ones, but they are even leaving larger ones to go to medium-sized companies. The latest hot name to make a change is Johnny Mathis, who is joining Mercury in July after a highly successful career with Columbia Records.

Why are so many artists making moves? There are many reasons. Sometimes they leave because they feel they are not given the attention they want

(Continued on page 52)

Capitol to Do Caster of 'Tovarich'

NEW YORK — Despite the not-altogether-kind critical notices, Capitol Records will record an original cast album of the Broadway musical "Tovarich," starring Vivien Leigh and Jean Pierre Aumont.

Show has been doing fairly good business at the Broadway Theater here, and seems to be settling down for a run.

Vivien Leigh, who has made several appearances on network TV plugging the show, received unanimous raves from the critics and was subsequently honored with an Antoinette Perry "Tony" Award for "the best performance by a star in a musical." The album will be produced by Capitol's new Eastern a.&r. executive, Si Rady.

Worthy Pop Product Lack Irks British Phono Fans

By JOHN THOMPSON

LONDON — Promoters of Cinebox and Scopitone here are stymied by the lack of product based on top-chart disks. Virtually all of the sound-film material available for the cinema juke boxes is of yesteryear's vintage, and much of it is of Continental origin.

So London operators and distributors are holding off, at least until the two firms come up with pop-oriented music.

Most of the development at the location level has been the work of Radiovision (Westminster), Ltd., and Filmbox Equipment Company, Ltd. The former is agent for Scopitone, the French product, while the latter represents the Italian Cinebox.

"What future is there in it (film-juke operation) until the major record companies allow films to be made around disks in the top 20?" is gist of operators' attitude.

No embracement of cinema-juke box potential on the British scene is likely until the Big Four Phillips, get co-operative with the new medium, Billboard was told.

And operators here have an old ax to grind with the platter makers; namely, lack of price concessions on disks for juke box operation. Tradesters are paying dealer-net rates, and the diskeries, Decca, Pye, EMI and waxeries stand firm against appeals and sulks.

(Continued on page 58)

JUKE BOX OPS SEEK CELLER BILL SWITCH

CHICAGO—While the Music Operators of America, representing the nation's juke box operators hasn't thrown in the sponge on the Celler Bill, forces within the organization are preparing an alternative to the measure—which would remove the performance royalty exemption on juke box play and set up a government committee to collect and administer the funds.

Rather than have the government collect the proposed $5 per machine annual fee, MOA would prefer to act as the collection and administration agency itself, it was learned this week. MOA's official position — no performance royalty payments — has not changed. But sentiment within the organization is that any government role in relations between the performance rights groups and the operators is to be avoided. See Page 55 for complete story.

ROLL OUT RED CARPET FOR JOHANNESEN

SALT LAKE CITY — They rolled out the red carpet here for Grant Johannesen last Saturday (18) in honor of his return home after his triumphal Russian tour. The pianist received rave reviews on his recent trip to Russia. Johannesen, who comes from Salt Lake City, was given a special reception at the Mormon Tabernacle here, and May 18 was named "Grant Johannesen Day" by order of the Governor.

Billboard PAGE ONE SINGLES

★ NATIONAL BREAKOUTS

No National Breakouts This Week.

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

TILL THEN . . .
Classics, Music Note 1116 (Pickwick, ASCAP) (New York)

KING OF THE SURF GUITARS . . .
Dick Dale & the Del-Tones, Capitol 4963 (Bloor-Hoffman House-Surmon, BMI) (Los Angeles)

EASIER SAID THAN DONE . . .
Essex, Roulette 4494 (Nom, BMI) (Detroit)

DETROIT CITY . . .
Bobby Bare, RCA Victor 8183 (Cedarwood, BMI) (Los Angeles)

SO MUCH IN LOVE . . .
Tymes, Parkway 781 (Cameo-Parkway, BMI) (San Francisco)

JACK THE RIPPER . . .
Link Wray & His Ray Men, Swan 4137 (Andval-Florentine, BMI) (Houston)

SWEET THING . . .
Len Johnson, Ray-Co 503 (Bira, BMI) (Seattle)

ALBUMS
Page One Albums will be found in the LP Review Section of this issue

YOU'LL FIND

Hot 100 Chart . . . Page 26
Top LP's Chart . . . Page 33

There's Plenty of Gold in ROULETTE'S GOLDEN GOODIES . . .

SEE PAGES 34-35

Copyrighted material

www.americanradiohistory.com

the no.1 little miss has another big single!

ANOTHER "SUMMER SINGLES BREAKTHROUGH"

(see your distributor for details)

A HUGO & LUIGI PRODUCTION

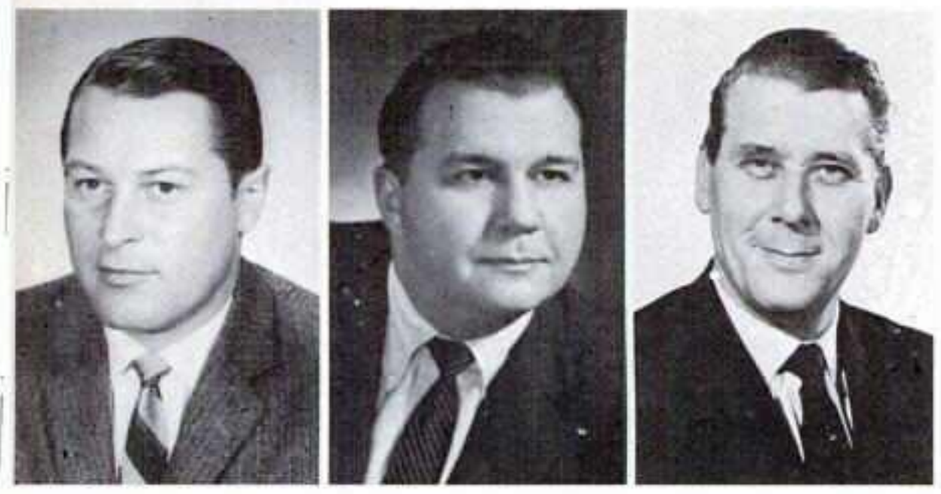
RCA VICTOR

THE MOST TRUSTED NAME IN SOUND

Copyrighted material

www.americanradiohistory.com

BILLBOARD MEN MAP EUROPEAN SWINGS



TO EUROPE: Billboard's Peter Heine, Frank Luppino and Andre de Vekey.

NEW YORK — Three Billboard executives this week were mapping their itineraries for forthcoming swings through Europe.

Sales manager Peter Heine and promotion manager Frank Luppino were scheduled to meet in London this past weekend with Andre de Vekey, who last week was appointed European general manager for Billboard.

Heine's schedule currently runs as follows: May 20-23, central Germany; May 24, Zurich; May 25-28, Munich; May 29-30, Vienna; May 31-June 5, Milan; June 6-7, Rome; June 8-9, Barcelona; June 10-12, Madrid.

Luppino's travel plans include: May 20-23, Paris; May 24-28, Brussels; May 29-31, Amsterdam; June 1-4, Hamburg; June 5-6, Copenhagen; June 7-10, Stockholm; June 11-13, Oslo.

De Vekey's travel plans are not yet resolved.

CAPITOL GETS MORT SAHL

HOLLYWOOD — Capitol Records last week signed disk satirist Mort Sahl to an exclusive recording contract. His best seller to date had been while he was on the Verve label. Sahl was signed by Capitol President Allan Livingston during the label executive's New York stay.

Aussie Disk Trade Brisk, Visitor Says

NEW YORK — Local artists may do well in European countries, but in Australia the U. S., British and European artists still do best, according to Fred Marks, head of Festival Records in Australia. Marks, in New York for a short business trip last week (he left for London over the weekend) handles a flock of American labels in Australia, including Decca, Coral, Brunswick, ABC - Paramount, Laurie, Vox, Atlantic-Atco and Vee Jay.

Marks talked about the Australian disk business at a luncheon thrown for him last week (15) by ABC-Paramount President Sam Clark, which was attended by sales chief Larry Newton, and other ABC-Paramount brass.

According to Marks, the Australian disk business is growing,

(Continued on page 12)

Record Dealers Have a Kind Word for Clubs

NEW YORK—A number of record dealers believe that the Columbia Record Club and other major clubs, have helped, not hindered, record dealers. Dealers from New York; Springfield, Mass.; Louisville, Ky., and Chicago were among those hailing club benefits to retailers.

These dealers joined leading indie diskery execs Don Pierce of Starday Records and Dave Kapp of Kapp Records on the witness stand as hearings on a complaint by the Federal Trade Commission against various aspects of the Columbia Club moved into the second week of the defense case. Next week, the scene shifts to Los Angeles, where a number of dealers, disk manufacturers, artists and agents are expected to testify on behalf of Columbia.

In the sessions last week Columbia attorney Asa Sokolow dwelled on the fact that for every hit artist available through the record club, there were other competing artists who were not available through the club which a customer could be sold by the dealer. The line of questioning was used repeatedly with dealer witnesses.

Commission counsel countered this by drawing admissions in cross-examination that there is only one "Puff the Magic Dragon," by Peter, Paul and Mary; only one "San Francisco," by Tony Bennett and only one original cast album version of "My Fair Lady."

There was considerable evidence offered last week to show that club offers of specific product tended to bolster dealer sales of the same product coincidentally with the club offers. Asked about their chief source of competition, dealers last week invariably named discounters in their area as their primary problem.

Competitors

George Prince, of Doubleday Book Shops, named Liberty Music and Schirmer's as two of his primary competitors. Asked about the effect of the club on Doubleday retail sales, he said, "I would think it's a beneficial effect because of the advertising." Prince added that he had not personally ever heard a complaint from a customer about low club prices as compared to Doubleday's own strictly list policy. He added that when RCA started its club with an offer of a complete Beethoven Symphony collection, his store sold more of these for a few months following the offer.

If another store were to sell $3.98 list album product at $2.37, "he would be a dis-

Continued on page 12

Decca Managers Meet on May 24

NEW YORK—Decca division branch managers will meet Friday (24) and Saturday (25) at the Hotel Astor here. The meeting has been called by Sy Goldberg, vice-president in charge of sales. Branch managers will be presented with the June singles and album promotions and the new line of Decca phonos being introduced for 1964.

Richard, Kennedy Join Epic Label

NEW YORK—Epic Records has concluded arrangements for American distribution rights of disks by British chanter, Cliff Richard. During the same week, the label named Jerry Kennedy to the post of Nashville a.&r. producer, and signed ragtime entertainer, Max Morath, to an exclusive pact.

In an agreement signed with EMI, Epic will release Cliff Richard product recorded in Britain as well as the United States. It's envisioned that the singer may visit the States later this year for recording purposes.

Kennedy served for two years as a.&r. producer for Mercury in Nashville, have co-produced disks by Patti Page, Clyde McPhatter and Brook Benton. He will now supervise recordings of Jim and Jesse, the Virginia Boys, Jerry McCain,

(Continued on page 12)

Csida Expands In Many Areas

NEW YORK — Joe Csida is expanding his music publishing and show business activities after selling his music publishing enterprises to Bobby Darin last February. One of his first moves is representing the Standard Record Pressing Company of Nashville, in the East. (See separate story.)

Another new area for Csida is that of a specialized record service called Record Representation, Inc. Firm's object is to represent writers, producers and talent managers in the record contract negotiations. In this area Csida has a number of clients, including the Kingston Trio, where he is assisting the Kingston's long-time manager Frank Werber in the recording area only. Firm also reps comic Phil Leeds, writer Herb Hartig, and writer Mark Spoelstra.

These operations are in addition to Csida's music publishing and talent management operations. Davidson County Music, firm which he owns with Eddy Arnold, has hired Paul Wyatt as professional manager in Nashville. The talent management firm continues to represent

(Continued on page 12)

DEPARTMENTS & FEATURES

General
Talent 14
Country Music 20
Rhythm & Blues 22

Music Pop Charts
Hot 100 26
Page 1 Singles 1
Top LP's 36
Page 1 Albums 38
Honor Roll of Hits 30
Hot Country Singles 20
Hot R.&B. Singles 22

Record Reviews
LP Reviews 33
Singles Reviews 24

International
Hits of the World 40
Int'l News Reports 42
Int'l Exchange 46

Radio-TV Programming
Programming Newsletter 47
Ready-to-Go Programming 48

Phono-Tape Merchandising
Equipment Newsletter 50
Best Selling Phonos 52

Coin Machine Operating
Music Machine Programming ..58
Double-Play Disks 58
Bulk Vending 62

Buyers & Sellers
Classified Mart 53

Columbia Wins 13 Grammys to Top Field

NEW YORK—Columbia Records swept the Grammy Awards at the annual NARAS Banquet last week (15), winning a total of 13 awards to runner-up RCA Victor's seven. Three of the awards were garnered by one record, Tony Bennett's "I Left My Heart in San Francisco," which won the best single record of the year award, the best solo male vocal performance award and the award for the best background arrangement (arranger was Marty Manning).

Bennett was not the label's only multiple award winner. Vladimir Horowitz won the classical album of the year award for his first LP on Columbia, and won the best classical performance by an instrumental soloist without orchestra. And Igor Stravinsky won several awards, as a conductor of his "Firebird Ballet," and as composer of "The Flood" which won as best classical composition by a contemporary composer.

Columbia also swept with the best new singer, Robert Goulet; and best new chorus, The New Christy Minstrels.

Victor's big win was for its version of the opera "Aida," plus wins by Peter Nero, and the Heifetz-Piatigorsky concerts in the chamber music field. Artist Bob Jones of the label won the popular album cover award for his Lena Horne LP cover.

Capitol's big win was for the best original cast album "No Strings," and the best large jazz ork performance by the Stan Kenton crew.

There are few surprises in the balloting. "The First Family" album on Cadence walked away with best album of the year and the comedy LP best; Stan Getz grabbed the jazz combo award with his "Desafinado" disking; Ella Fitzgerald won as best femme vocalist; best song was won by "What Kind of Fool Am I." One surprise was the naming of "Alley Cat" as the best rock and roll record. Until the NARAS balloting last week it was always considered a pop disking by the trade.

A total of 600 New York NARAS members and guests in formal dress jammed the Astor Hotel for the NARAS awards. Names like Leopold Stokowski, Marian Anderson, Leontyne Price, Jonathan Winters, Steve and Eydie, Duke Ellington, Dizzy Gillespie, Peter Nero, etc., presented the awards. Merv Griffin emseed and WNEW carried most of the New York session. Mel Torme sang and the Count Basie ork played in its swingingest style.

Here is a list of the NARAS Awards:

Record of the Year:
I Left My Heart in San Francisco — Tony Bennett—A.&R. Producer—Ernie Altschuler

Album of the Year (other than classical):
The First Family — Vaughn Meader—A.&R. Producers — Bob Booker and Earle Doud

Album of the Year—Classical:
Columbia Records Presents Vladimir Horowitz — Vladimir Horowitz — A.&R. Producer—Tom Forst

Song of the Year:
What Kind of Fool Am I—Composers — Leslie Bricusse and Anthony Newley

Best Instrumental Theme:
A Taste of Honey — Composers—Bobby Scott and Ric Marlow

Best Solo Vocal Performance—Female:
Ella Swings Brightly With Nelson Riddle — Ella Fitzgerald

Best Solo Vocal Performance—Male:
I Left My Heart in San Francisco—Tony Bennett

Best Jazz Performance—Soloist or Small Group (instrumental):
Desafinado—Stan Getz

Best Jazz Performance — Large Group (instrumental):
Adventures in Jazz — Stan Kenton

Best Original Jazz Composition:
Cast Your Fate to the Winds —Composer—Vince Guaraldi

Best Performance by an Orchestra—For Dancing:
Fly Me to the Moon Bossa Nova—Joe Harnell

Best Performance by an Orchestra or Instrumentalist With Orchestra—Primarily Not Jazz or for Dancing:
The Colorful Peter Nero — Peter Nero

Best Instrumental Arrangement:
Baby Elephant Walk — Arranger: Henry Mancini

Best Background Arrangement:
I Left My Heart in San Francisco — Arranger: Marty Manning

Best Performance by a Vocal Group:
If I Had a Hammer—Peter, Paul and Mary

Best Performance by a Chorus:
Presenting the New Christy

(Continued on page 8)

Copyrighted material
www.americanradiohistory.com

TEX RITTER AND GENE AUTRY pose with the Tennessee Walking Horse, Country Music, before start of Country Music Association show presented at New York's Roosevelt Hotel Tuesday (14) before the Sales Executive Club.

Jimmy Smith, Herbie Mann Head Card for N. Y. Daily News Fest

NEW YORK—The jazz festival season in this city will be kicked off June 14 when the fourth annual Daily News Jazz Concert will be held in Madison Square Garden.

Leading lights of the jazz recording world will be on hand that Friday evening. The concert will be held on a single night this year instead of the multiple dates held in former years. Two of the top jazz-pop chart makers will be on hand, organist Jimmy Smith and flutist Herbie Mann. Stan Kenton, Louis Armstrong and Anita O'Day will share the spotlight.

Seats are all reserved and priced at $2, $3, $4, $5 and $6. The proceeds from the affair will be donated to major charities of the city: Catholic Charities of the Archdiocese of New York, the Federation of Jewish Philanthropies of New York, the Federation of Protestant Welfare Agencies, Inc., the Red Cross and United Hospital Fund.

WB Calls in Distributors

HOLLYWOOD — Warner Bros. Records will stage a sales meeting of all its distributors at the label's home offices here, to be held July 21-22. The convention headquarters will be the Beverly Hilton Hotel.

Sessions will include sales meetings, the unveiling of new product and fall plans. In addition, those attending will be entertained by the label's artists and Warner film and TV luminaries. Tours of the studio and watching film production in action will round out the agenda.

Mike Maitland will host the distributor delegates along with label executives Bob Summers, Joel Friedman, Joe Smith, Ed West, Lowell Frank and Jimmy Hillard. Warner's staffs from the East and Midwest will also attend, including Stan Applebaum and Monroe Glasberg from the East and the label's district sales manager, Hugh Hilliard, Arnie Thies, Dee Kilpatrick and Sid Shaffer.

NOW ITS 20TH CENTURY-FOX

NEW YORK—Twentieth-Fox Records will be known as Twentieth Century-Fox Records in the future. The label name was changed to tighten association in trade and consumer minds between the disk firm and its movie parent.

SORD Head Issues Call For June Meet

NEW YORK — Andy Anderson, president of the Society of Record Dealers (SORD), has sounded a call for a full-dress membership meeting of the organization, to be held in Miami Beach, June 23-25. The meeting would coincide with annual meetings being held in the same city by the American Record Merchants and Distributors Association (ARMADA) and the Record one-stop Association (ROSA).

Members of SORD, which has been dormant for a number of months, were exhorted by Anderson to attend the meeting to "examine problems and plan their solution."

In his plea for attendance at the meeting, location of which was to be revealed later, Anderson proposed "a full analysis of all factors that are preventing stores from realizing their full potential of business."

He further urged a long-range plan for increasing the volume of business. The plan would encompass physical improvement of stores, rejuvenation of SORD, improved merchandising and speed up of Federal Trade Commission decision concerning trade regulations.

ROY ORBISON, who makes a habit of having hits, has an unusually big one going for him in FALLING. Vital statistics are as follows: Songwriter: Roy Orbison, the Big O himself. Publisher: Acuff-Rose Publications, Inc. Label: Monument. Record Number: 815. Rating: A solid smash!

(Advertisement)

Appointment of Loevinger a Big Surprise

WASHINGTON—Broadcasters were less surprised by recent appointment of FCC Cmr. E. William Henry to chairmanship of the Federal Communications Commission than they were at the President's appointment of antitrust chief Lee Loevinger, until now Assistant Attorney General under Robert Kennedy. Loevinger fills the vacancy left by the long-expected departure of FCC Chairman Newton Minow for a berth at the Encyclopaedia Britannica.

Loevinger will be replaced at Justice Department by William H. Orrick, formerly with State Department, and a onetime antitruster himself. Orrick will now be the one to hear pleas of dissenting members of the American Society of Composers, Authors and Publishers, who are restive under the Department's amended decree terms for ASCAP.

Onlookers here feel that the FCC will be, if anything, even more strictly regulatory, with the nucleus of New Frontier appointees: Henry, Loevinger, and Kenneth Cox. The last-named is known for his role of special counsel in the Senate Commerce Committee's long 1956 probe into network practices.

On rating services, however, the new chairman told reporters in his first press interview that he did not favor putting ratings under FCC regulation at this time. Although Commission agreement has not been completely achieved on this, Henry will tell the House Investigations Subcommittee his preference when he comes before the rating probers shortly.

FCC Chairman Henry will continue to push for more varied programming fare and curb on commercials, he told reporters.

Decca Blast Backs Grant

NEW YORK—Decca Record has instituted a special 11-day promotion scheme meant to hypo sales of Earl Grant albums. The artist, who has had a number of hit singles and albums over the last year, has a new album, "Yes Sirree" that figures in the plan. Some 11 other albums, most of them chart riders, are also included. The plan carries the usual Decca incentives and will run from May 20 through May 31. The albums included are "Midnight Sun," "Ebb Tide," "Earl Grant at Basin Street East," "The Magic of Earl Grant," "Beyond the Reef" and other albums.

Honest Ratings Of Own Could Rescue Radio

WASHINGTON—Radio may get back national advertising through a new fair rating plan proposed by Radio Advertising Bureau, which would upgrade the service with advertisers.

Edmund C. Bunker, president of RAB, won praise from the Harris Investigations Subcommittee last week when he presented this RAB blueprint for honest appraisal of radio's highly mobile audience. But Subcommittee Chairman Harris (D., Ark.) also warned that the industry would have to back up talk with action, or Congress will have to act to regulate broadcast ratings.

(FCC's newly appointed chairman, C. William Henry, told reporters at press conference last week that FCC preferred to give broadcasters a chance to clean up their own rating problems before further talk of regulation.) (See separate story.)

Representative Harris said the rating services had more power over the broadcasters than the Federal Communications Commission. He found this the logical conclusion from the fact that a single rating service like A. C. Nielsen could control the economic life or death of station licensees by controlling the flow of advertising dollars.

Referring to previous day's testimony (May 14) of Census Bureau spokesmen, Harris advised RAB to plan a rating service that would be as conscientious and open to inspection as that of the government.

With established facilities, survey costs should run roughly around $2 per household, Dr. Taeuber told the Subcommittee. Harris later told RAB President Bunker that the industry should be able to support a good fair audience measurement survey at that rate—preferably two, to make it competitive. He compared the government's $2 per house estimate with high charges of rating services to broadcasters.

The radio rating study plan, which will be entirely separate from any TV rating alliance, will lead off with a field study of three cities, a major metropolis, a medium-sized and a small city. RAB, which has a membership of 1,200 to 1,500 AM stations and two radio networks, would run an open shop rating operation, where anyone with legitimate reason—including congressional investigators—could come and inspect the whole deal.

RAB spokesman told the Subcommittee that upgrading radio audience ratings would mean not only financial recovery for many broadcasters, but consequent improvement in quality of programming. When a station became obnoxiously overcommercialized, audience fall-out would register in honest radio ratings, he claimed.

Morris Gets Int'l Post

NEW YORK—Steven Morris has taken the post of director for world-wide marketing for 20th-Fox Records. The appointment was made Monday (6) and was calculated to give the label a specific post for overseas dealings. Morris comes from United Artists Records where he has been associate director of the international division since May 1959.

The changes that are taking place at 20th-Fox Records will also move the firm into new offices here. According to Norm Weiser, vice-president in charge of operations at the label, the diskery will move into the same building which now houses the parent film firm.

Billboard

Published Weekly by
The Billboard Publishing Company
2160 Patterson St., Cincinnati 14, Ohio
Tel.: 381-6450

Publisher
Hal B. Cook — New York Office

Editorial Office
1564 Broadway, New York 36, N. Y.
Area Code 212, PL 7-2800

Editor-in-Chief ..... Sam Chase
Editors ..... Robert Rolontz, Aaron Sternfield
Associate Editor .... Ren Grevatt

Department Editors, New York
Music News ..... Robert Rolontz
Phono-Tape & Special Issues... Ren Grevatt
Radio-TV Programming ..... Gil Faggen
International News ..... Jack Maher
Talent & Copy Editor ..... Jack Orr
Coin Machines ..... Aaron Sternfield
Editorial Assistant ..... Barry Kittleson

U. S. Editorial Offices
Cincinnati, Exec. News Editor. Wm. J. Sachs
Chicago, Midwest Editor.... Nicholas Biro
Hollywood, W. Coast Manager .... Lee Zhito
Washington ..... Mildred Hall
Nashville ..... Mark-Clark Bates

Research Department, New York
Director ..... Thomas E. Noonan
Pop Charts Mgr. ..... Andrew Tomko

Production Department, New York
Art Director ..... Lee Lebowitz

General Advertising Office, N. Y.
Director of Sales ..... Andrew Csida
Advertising Manager ..... Peter Heine
Promotion Mgr. & Intl. Sales.. Frank Luppino
Midwest Music Sales ..... Richard Wilson
West Coast Music Sales..... Kae Algyer

Coin Machine Adv., Chicago
Coin Machine Ad. Mgr. .... Richard Wilson

Circulation Sales, New York
Circulation Manager.. Walter F. Grueninger

Subscription Fulfillment
Send Form 3579 to
2160 Patterson St., Cincinnati 14, Ohio
Fulfillment Manager ..... Joseph Pace

U. S. Branch Offices
Chicago 1 ..... 188 W. Randolph St.
Area Code 312, CE 6-9818
Hollywood 28 ..... 1520 North Gower
Area Code 213, HO 9-5831
St. Louis 1 ..... 812 Olive St.
Area Code 314, CH 1-0443
Nashville 3 ..... 726 16th Ave., South
Area Code 615, 244-1836
Washington 5 ..... 1526 G St. N.W.
Area Code 202, 393-2580

International Offices
European Office .... Andre de Veckey, Dir.
103 Crescent Dr. South
Brighton 7, Sussex, England
Brazilian Office .... Mauricio Quadrio, Dir.
Rua Visconda de Gavea 125
Rio de Janeiro
Argentine Office .... Ruben Machado, Dir.
Lavalle 1783, Buenos Aires

Cable Address:
BILLBOARD, NEWYORK

Subscription rates payable in advance. One year, $15 in U. S. A. (except Alaska, Hawaii and Puerto Rico), Canada and Europe. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office. Copyright 1963 by The Billboard Publishing Company. The company also publishes Vend, the semi-monthly magazine of automatic vending: one year, $7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management: one year, $10; High Fidelity, the magazine for music listeners: one year, $7, and American Artist: one year, $7. Postmaster, please send Form 3579 to Billboard, 2160 Patterson St., Cincinnati 14, Ohio.

19

Vol. 75 No. 21

Copyrighted material
www.americanradiohistory.com

IT'S FRESH! IT'S FABULOUS!
IT'S AN ALBUM
BY A PERENNIAL FAVORITE
WITH AN EXCITING NEW TWIST!

STEREO "360 SOUND"

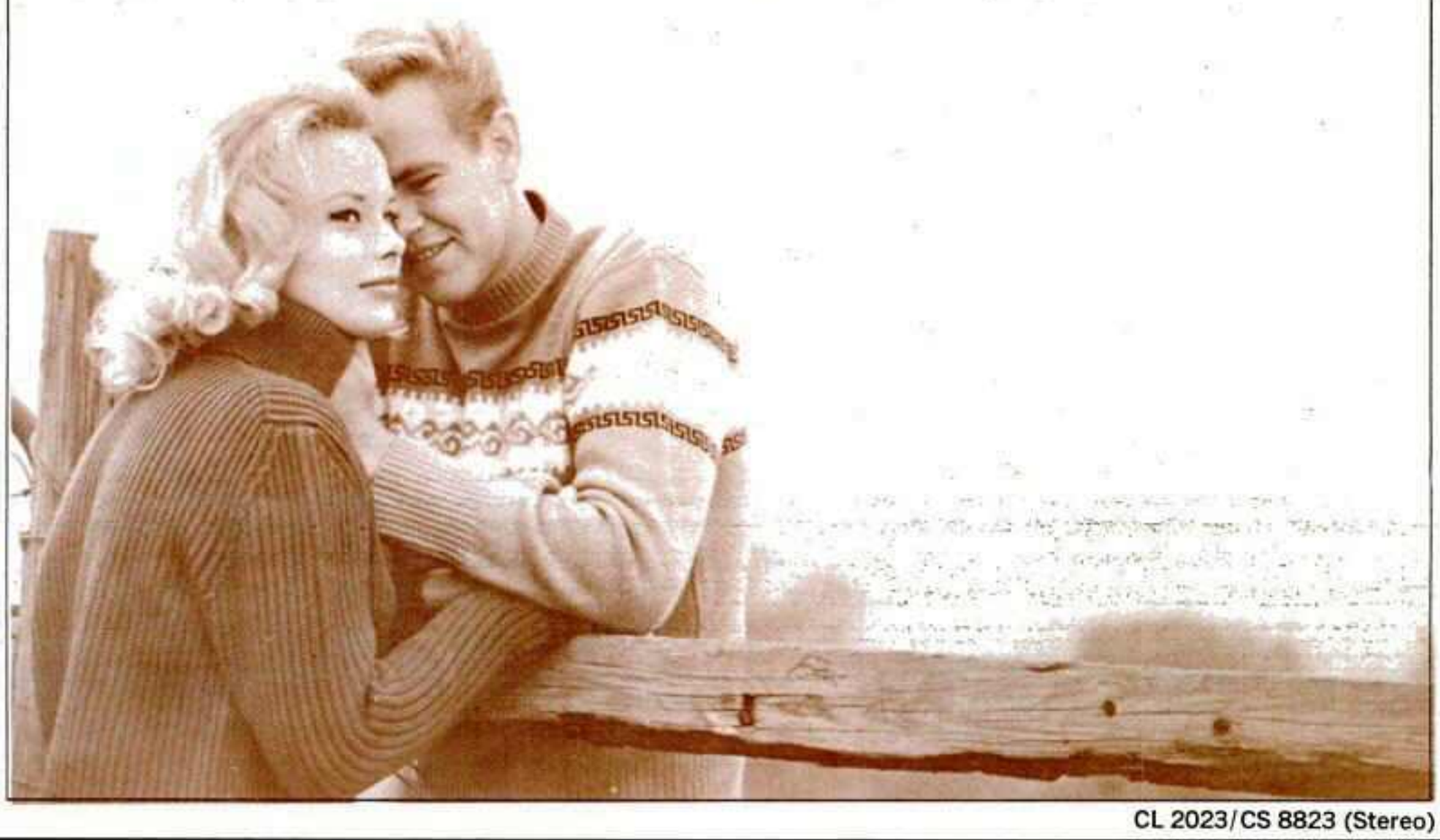
COLUMBIA

Rhythm of the Rain
Up on the Roof
Go Away Little Girl
Our Day Will Come
The End of the World
All Alone Am I
My Coloring Book
I Will Follow You
Can't Get Used to Losing You
Amy
On Broadway
Theme for Young Lovers

THEMES for YOUNG LOVERS

PERCY FAITH

And His Orchestra



CL 2023/CS 8823 (Stereo)

HOW TO WIN NEW FANS AND INFLUENCE SALES!

COLUMBIA RECORDS

® "COLUMBIA" MARCAS REG. PRINTED IN U.S.A.

Copyrighted material
www.americanradiohistory.com

Handleman on Verge of Closing Deal for Three Midwest Outlets

• Continued from page 1

the firm would literally become a national distributor. Queried on this point, Kaplan said he had no idea what Handleman would do.

Seemingly one important contingency to the deal would be approval by the manufacturers whose lines are represented in the distributorships.

If all—or at least a majority don't go along—the deal would be in jeopardy. As of Billboard press time, the majority of manufacturers queried on the subject had "no comment."

Diskeries Dubious

Those speaking off the record, however, were dubious. The big thought in many minds was that if they let themselves be represented by a firm that is basically a rack jobber, it would put their other distributors in serious trouble.

It would seem this line of thinking understates the case. When Handleman started his own distributorship earlier this year with the MGM line, it set off a furor, the likes of which the industry hadn't seen in a long time.

The American Record Merchants and Distributors Association (ARMADA) immediately scheduled an "emergency meeting" for Chicago, which turned out to be one of the best attended in the association's recent history.

The Handleman "invasion" of the distribution picture was a prime topic. Little came out of the meeting, however, except the disagreeable realization by most of the distributors that the marketing picture was fast changing.

Many of the distributors attending the meeting had already entered the rack jobbing and/or one-stop business. Others were urged to do the same.

At the time, one distributor made a prophetic forecast: "The day will come when rack jobbers will be able to force manufacturers to sell direct. The only way to prevent 'Handlemans' from becoming distributors is for us to become 'Handlemans!'"

Many Follow

Many have since followed that line of thinking. Apparently, so has Handleman.

The big question in the trade now is just how will the record-marketing structure develop?

Taking the Chicago metropolitan area as an example, there are several choices. Merger discussions have been going on between major one-stop owners, rack jobbers and distributors for some time.

Big Overlays

Several of the one-stops already operate leased departments and have the equivalent of rack operations in many stores. Leonard Garmisa, owner of Garmisa Distributing, Mercury Record Distributors and Big Town distributorships, also controls Eagle Sales and Pioneer, two large national rack-jobbing operations.

The entry of Korvette's two stores here recently gave birth to New Deal One Stop, an independently owned outlet that services Korvette on singles and low-priced LP's.

The practical effect is that Korvette, a retail dealer, is reportedly able to buy almost as well as one-stops and rackers.

Trio Linked

Following the ARMADA meeting here, the rumor mill had three of the city's largest independent distributors — James H. Martin, M-S and the Garmisa trio—linked as ready to join forces, either in a distributing or racking operation. The deal never went through, but the significant thing is that such a step was deemed feasable.

Recently the hot-stove league has been working overtime about still another turn in the marketing metamorphosis: negotiations by Danny Gittelman's United States Records, Fall River, Mass., for a sellout or merger with one of four large record manufacturers (Billboard, May 18). United States Records is one of the nation's largest racking operations.

A sizable segment of the trade here feels that manufacturers will ultimately move to establish their own marketing outlets. If this is the case, the wholesaler—be he distributor, rack jobber or one-stop—with the greatest number of retail accounts will be in a prime position to effect an advantageous merger with a large manufacturer.

The feeling in Chicago is mirrored in numerous other cities, many of which have one-stops, jack jobbers and distributors in an even greater degree of consolidation.

Standard Pressing Latest In Nashville Disk Parade

NASHVILLE — Music City, U.S.A., as this city is known in the music fraternity, will boast a new disk entity as of Monday (27), when the Standard Pressing Company, Inc., opens for business on Fourth Avenue South. The plant represents the latest addition to the growing number of music and disk business operations centered here.

J. D. Tyner, a prominent local business man will head the firm as president, while Eddy Arnold, leading citizen and RCA Victor recording artist, will serve as vice-president. Attorney A. O. Buck has been named secretary and C. M. Everheart is treasurer.

The plant's capacity is expected to run to 8 to 10 million records annually, either singles or LP's. All equipment is designed, it was said, so that simple adjustments will enable the plant to double its capacity at an early date. Standard will handle the complete job of record manufacturing, with disk men required to supply only a tape to start the production wheels turning.

In addition to the personnel named, Joe Csida, headquartered in New York, will become Eastern representative for the plant as a part of a series of new operations just announced (see separate story). At the same time, Kelley Pace was named superintendent of operations for Standard.

NEW PRESSER: Nashville's newest entity in the disk business is Standard Record Pressing Company, Inc. Pictured above are three top execs of the firm, which starts operations Monday (27). Left to right are Eddy Arnold, vice-president; J. D. Tyner, president, and C. M. Everhart, treasurer.

Elliot Mazur Joins C-P

NEW YORK — Elliot Mazur has joined the a.&r. staff of Cameo-Parkway's new folk and jazz division. The appointment was made in the wake of the company's current expansion into the folk and jazz fields (three albums released this year).

Mazur, who will work with Dave Appel and Dave Edelman, has been a.&r. director for Prestige Records jazz division, and jazz and folk consultant for the Sam Goody organization.

Larry Stewart Named by Victor

NEW YORK—Larry Stewart, at one time vocalist with the Tommy Dorsey, Freddy Martin and Leo Reismann orks, has joined RCA Victor in a new post, that of manager of creative planning for the firm's pop album line. He was named to the new post by Ben Rosner, head manager of popular a.&r. at Victor. Stewart will plan new ideas for albums and will help co-ordinate creative activities between Victor offices in New York, Los Angeles and Nashville.

EDITORIAL

MAKE THEM MEANINGFUL

The greatest attendance at the NARAS dinner last week in New York, Chicago and Los Angeles, and the appearances of illustrious classical, popular and jazz names as presenters of Grammy Awards indicates the high regard in which the music industry now holds the Awards. That this should take place in little more than five years is noteworthy.

But NARAS still has a long way to go. Its Award presentations need the same type of professional staging that have made the Hollywood Academy Awards and the TV Emmy Awards exciting to watch. And the Grammy Awards need the same type of exploitation that has been garnered by the Hollywood Oscars and the TV Emmys, so that the consumer—who, after all, buys the records—is aware of the Awards and what they stand for. This is the task to which all NARAS members and executives must devote themselves over the next 12 months.

PICKWICK BUYS TOPS IN STRAIGHT CASH DEAL

NEW YORK—Pickwick International, Inc., has acquired Tops Records. The acquisition was a strictly cash deal with no exchange of stock, and did not involve Tops' West Coast plant or its payables or receivables.

Several months ago when the Tops firm became involved in financial difficulties, managing executive Larry Finley exited the firm and Pickwick President Cy Leslie moved in as an interim manager of the company's activities, pending a decision on the company's future.

Pickwick plans call for a complete reorganization of the Tops management and sales staff and incorporation of clerical, billing and production operations into Pickwick's Long Island City headquarters. Leslie will become president of the new firm, which will be known as the Kimberly Corporation.

The take-over by Pickwick makes the expanded operation one of the largest in the budget record field. Two years ago Tops acquired the catalog of the late Eli Oberstein which included such labels as Rondo, Rondolette, Ultraphonic, Hudson, Evon, Allegro, Acorn, Halo and Galaxie. Tops' own labels included Kimberly, Craftsman, Golden Tone, Venise and Mayfair. These 14 lines will now be reduced to three, selected from the best material available in the catalog.

Lou Capone, who had been with Tops, will handle sales for the reorganized firm, with Abott Lutz of the Pickwick firm in charge of creative packaging. Both will report to Leslie. A series of sales meetings is now being planned to blueprint future sales and marketing strategy for the lines.

4 Schools Get NARAS Grants

NEW YORK — Four institutions involved with creativity in the recording field were awarded scholarship grants at the NARAS Awards Dinner Wednesday (15) by New York Chapter President Nesuhi Ertegun.

Berklee School of Music, the Columbia - Princeton Electronic center, the Eastman School of Music and the Manhattan School of Music were recipients of the grants and each school will assign the grant to a student of its own choice.

Riverside's Byrd Plan

NEW YORK—Riverside Records has instituted a special plan on new and catalog album product featuring Charlie Byrd. The sales campaign, which gives two free for every 10 purchased, includes the new "Once More, Charlie Byrd's Bossa Nova" as well as eight other Byrd albums in the Riverside catalog.

Of the total of nine, six of the albums are being offered under the Riverside ensign for the first time. They were originally recorded for the Offbeat label which Riverside acquired three years ago. The program runs through June 10.

Point of sale material, window streamers, easels, envelope stuffers and counter throwaways are being utulized as well as a nationwide window display contest. First prize of a $100 savings bond will go to the dealer with the best window. The salesman servicing the winning account will also receive a $100 bond. Second and third prizes of $50 and $25 bonds will go to runners-up and their salesman.

In addition to these programs the label is also introducing follow-up singles to two recent winners. "Yeh, Yeh" by Mongo Santamaria will be out on Battle this week and "Softly" by Charlie Byrd came out last week.

LATE SINGLE SPOTLIGHTS

Pop

MONGO SANTAMARIA

YEH-YEH! (Mongo, BMI) (2:02)—Mongo has had a big single with "Watermelon Man," and this wild, Latin-tinged side could be a repeater. Percussion effects and vocal shouts permeate the effort and it could cause a lot of excitement. Flip is "Get the Money" (Mongo, BMI) (2:16). **Battle 45917**

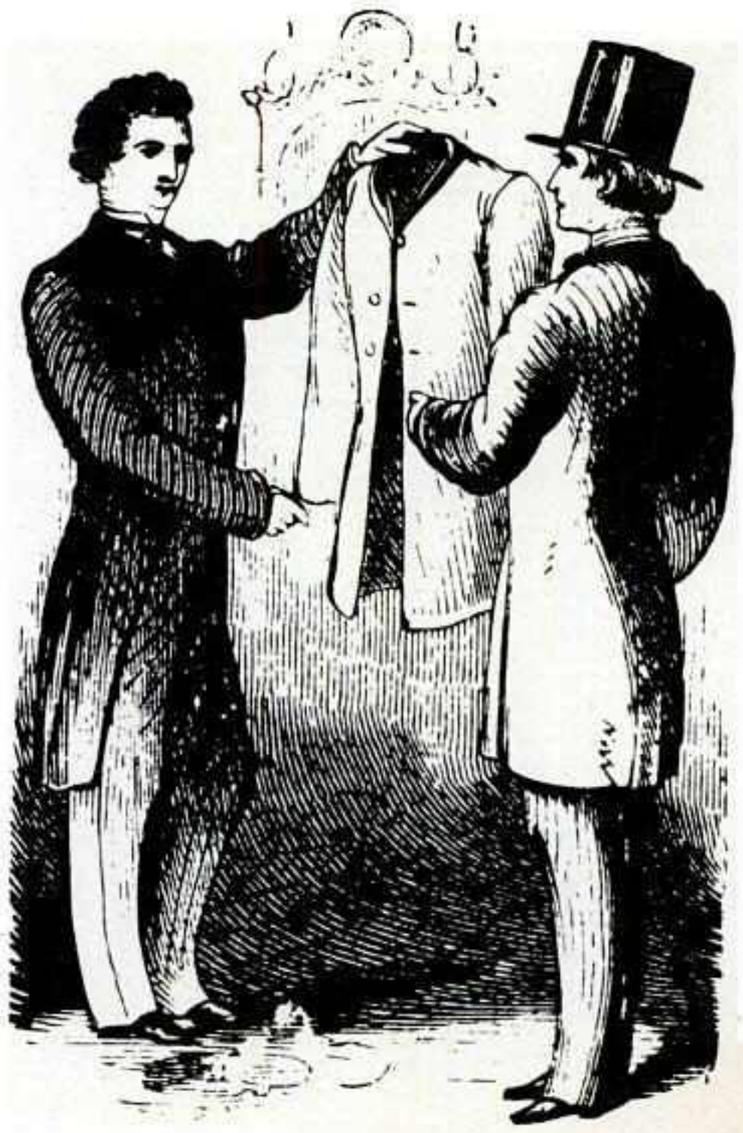
CLEBANOFF STRINGS

ANTHONY AND CLEOPATRA THEME (Robbins, ASCAP) (2:07) —CAESAR AND CLEOPATRA THEME (Robbins, ASCAP) (2:04)

—A number of recordings have already been released on this pairing of themes from the epic film, but these are among the best. The Clebanoff Strings get mighty smart arrangements both ways and each features an exciting beat. Watch both. **Mercury 72134**

Copyrighted material

www.americanradiohistory.com



You can bet
a suit of clothes
that these artists
sell...

BURGESS MEREDITH

A HOME IN THE MEADOW CP 690

SHELLEY FABARES

RONNIE, CALL ME WHEN YOU GET A CHANCE CP 682

TEDDY RANDAZZO

DEAR HEART CP 684

THE RONETTES

THE MEMORY MY 138

DON GANT

BARBARA CP 688

SAMMY HAWKINS

I DON'T WANT TO SET THE WORLD ON FIRE MY 140

...and sell and sell!

Only on COLPIX RECORDS *ON TOP OF THE MARKET, always!*

COLPIX RECORDS A division of Columbia Pictures Corp. **711 FIFTH AVE., N.Y.**

Copyrighted material

www.americanradiohistory.com

Columbia's 13 Grammys Tops NARAS Competition

• Continued from page 3

Minstrels — the New Christy Minstrels

Best Original Cast Show Album:
No Strings — Composer—Richard Rodgers.

Best Classical Performance—Orchestra:
Stravinsky: The Firebird Ballet—Igor Stravinsky conducting the Columbia Symphony Orchestra

Best Classical Performance—Chamber Music:
The Heifetz-Piatigorsky Concerts—Jascha Heifetz, Gregor Piatigorsky, and William Primrose

Best Classical Performance—Instrumental Soloist or Soloist With Orchestra:
Stravinsky: Concerto in D for Violin—Isaac Stern, Violin (Igor Stravinsky conducting the Columbia Symphony Orchestra)

Best Classical Performance—Instrumental Soloist or Duo (Without Orchestra):
Columbia Records Presents Vladimir Horowitz — Vladimir Horowitz

Best Opera Recording:
Verdi: Aida—Georg Solti conducting Rome Opera House Orchestra and Chorus; Principal Soloists: Leontyne Price, Jon Vickers, Rita Gorr, Robert Merrill and Giorgio Tozzi

Best Classical Performance—Choral (other than opera):
Bach: St. Matthew Passion—Philharmonic Choir; Wilhelm Pitz, Choral Director, Otto Klemperer conducting the Philharmonia Orchestra

Best Classical Performance—Vocal Soloist With or Without Orchestra:
Wagner: Gotterdammerung—Brunnhilde's Immolation Scene; Wesendonick Songs—Eileen Farrell, soprano

Best Classical Composition by Contemporary Composer:
The Flood — Composer: Igor Stravinsky

Best Engineering Contribution—Classical Recording:
R. Strauss: Also Sprach Zarathustra — Fritz Reiner conducting Chicago Symphony—Engineer: Lewis W. Layton

Best Album Cover—Classical
The Intimate Bach—Art Director: Marvin Schwartz

Best Comedy Performance:
The First Family—Vaughn Meader

Best Documentary or Spoken Word Recording (other than comedy):
The Story-Teller: A Session With Charles Laughton—Charles Laughton (posthumously)

Best Engineering Contribution—Other Than Novelty and Other Than Classical:
Hatari!—Engineer: Al Schmitt

Best Engineering Contribution—Novelty:
The Civil War, Vol. I—Engineer: Robert Fine

Best Album Cover (other than classical):
Lena . . . Lovely and Alive—Art Director: Robert Jones

Best Recording for Children:
Saint-Saens: Carnival of the Animals; Britten: Young Person's Guide to the Orchestra — Leonard Bernstein

Best Rock and Roll Recording:
Alley Cat—Bent Fabric

Best Country and Western Recording:
Funny Way of Laughin'—Burl Ives

Best Rhythm and Blues Recording:
I Can't Stop Loving You—Ray Charles

Best Folk Recording:
If I Had a Hammer—Peter, Paul and Mary

Best Gospel or Other Religious Recording:
Great Songs of Love and Faith—Mahalia Jackson

Best New Artist of 1962:
Robert Goulet

600 on Coast

HOLLYWOOD — More than 600 people attended the West Coast branch of the Academy of Recording Arts and Sciences fifth annual awards presentation dinner, making it by far the largest turnout here to a NARAS awards presentation. Ironically, the big attendance saw the least number of West Coasters win Grammy awards since NARAS was founded.

The Coast awards dinner, held simultaneously with similar affairs in Chicago and New York, was staged at the Beverly Hilton Hotel's International Ballroom.

Soupy Sales was master of ceremonies.

For the first time since the inception of the Grammy awards, the annual NARAS honor was utilized in local programming here. Radio Station KFAC, the classical music outlet here, interrupted its 23-year-old "Gas Company Evening Concert" (six nights per week) to play disks nominated for the classical awards.

FOR YOUR COMPANY'S

FREE LISTING

IN BILLBOARD'S 1963-1964 INTERNATIONAL MUSIC INDUSTRY

BUYER'S GUIDE

& MARKET DATA REPORT

MAIL THIS COUPON TO US TODAY!

If you have not received or returned your mailed Buyer's Guide questionnaire from Billboard, and are engaged in one or more of the enterprises listed below, it is urgent that you send this coupon to us *immediately* so that we can include you in this giant directory.

(NOTE: U. S. record manufacturers and U. S. music publishers are *NOT* to return this coupon. A special questionnaire is being sent to companies in these classifications which are eligible for a listing).

ELIGIBLE U. S. CLASSIFICATIONS

- **RECORD DISTRIBUTORS**
- **ONE-STOPS**
- **RACK JOBBERS**
- **RECORD IMPORTERS & EXPORTERS**
- **RECORD MANUFACTURER SERVICES & SUPPLIES**

Attorneys
Design & Artwork
Direct Mail Services
Envelopes & Mailers
Jacket Manufacturers
Label Manufacturers
Machine Shops
Materials Milling Plants
Plating Plants
Polyethylene Bags
Pressing Plants
Printers & Lithographers
Processing Plants
Promotion & Publicity
Recording Studios
Shipping Services
Sleeves
Tape Duplication
Tape Manufacturers
Trade Associations
Miscellaneous

- **RECORD DEALER ACCESSORIES & SUPPLIES**

Browser Boxes
Carrying Cases
Catalog Services
Cleaners, Cloths & Brushes
Needles
Rack Manufacturers

- **BROADCASTER PROGRAMMING AIDS**

ELIGIBLE CLASSIFICATIONS OUTSIDE THE UNITED STATES

- Record Manufacturers
- Music Publishers
- Printers of Record Jackets
- Processing Plants
- Sleeves
- Importers & Exporters
- Label Manufacturers
- Machine Shops
- Materials Milling Plants
- Music Licensing Associations
- Pressing Plants
- Polyethylene Bags
- Promotion & Publicity
- Recording Studios
- Tape Manufacturers
- Trade Organizations

PLEASE AIR-MAIL THIS COUPON IMMEDIATELY TO:

Billboard Buyer's Guide, 1564 Broadway, New York 36, N. Y.

URGENT—PLEASE USE TYPEWRITER IF POSSIBLE—THANKS

Your Country (or your State if in U.S.A.) _____

City _____

In which business classification should you be listed

Name of Company _____

Street address _____

City _____ Postal Zone _____ State (If U. S. A.) _____

Telephone, Area Code, If U. S. A. _____ Tel. No. _____

Top executive's name _____ Title _____

If you are a record manufacturer *outside the U. S. A.*, please give us name of:

Top executive for A&R: _____

For Sales: _____ For International: _____

DISTRIBUTORS, PLEASE NOTE: If you are a U. S. or Canadian record distributor, please include with this questionnaire a list of the lines you handle, typed ALPHABETICALLY.

TO BE INCLUDED, YOU MUST AIR-MAIL THIS COUPON IMMEDIATELY

Tran-Sisters

"You Could've Knocked Me Over"

#5952

IMPERIAL RECORDS

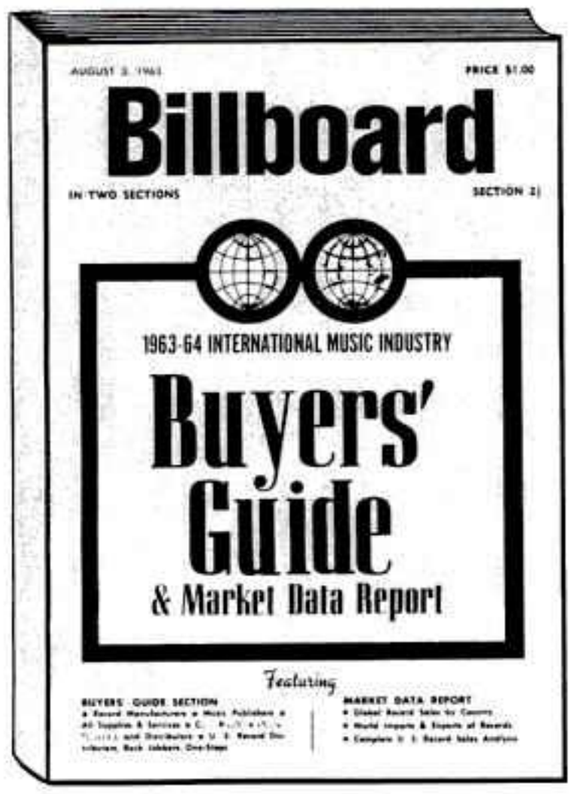
6425 Hollywood Blvd.
Hollywood 28, Calif.

Copyrighted material

www.americanradiohistory.com

Coming...

THE MUSIC-RECORD INDUSTRY'S MOST EFFECTIVE & LASTING ADVERTISING VALUE OF THE YEAR!



The annual reference volume received and used year-round by more people throughout the world than any other publication in the field... your guarantee of continuing, year-long exposure for your advertising message

It's the place people look for information about you...and the place you look for information about others.

Here is the "definitive" directory for the entire music-record industry...vastly expanded in all categories to provide you, your customers and your prospects with the finest, most comprehensive reference source available.

Nearly 5,000 listings—each one including essential "contact" information on:

- **RECORD MANUFACTURERS**
- **MUSIC PUBLISHERS**
- **RECORD DISTRIBUTORS**
- **ONE-STOPS**
- **RACK JOBBERS**
- **RECORD IMPORTERS & EXPORTERS**
- **RECORD MANUFACTURER SERVICES & SUPPLIES**

Attorneys	Materials Milling Plants	Recording Studios
Design & Artwork	Plating Plants	Shipping Services
Direct Mail Services	Polyethylene Bags	Sleeves
Envelopes & Mailers	Pressing Plants	Tape Duplication
Jacket Manufacturers	Printers & Lithographers	Tape Manufacturers
Label Manufacturers	Processing Plants	Trade Associations
Machine Shops	Promotion & Publicity	Miscellaneous

- **RECORD DEALER ACCESSORIES & SUPPLIES**

Browser Boxes	Catalog Services	Needles
Carrying Cases	Cleaners, Cloths & Brushes	Rack Manufacturers

- **BROADCASTER PROGRAMMING AIDS**
- **OVERSEAS MUSIC-RECORD COMPANIES, INCLUDING:**
  - Record Manufacturers
  - Music Publishers
  - Printers of Record Jackets
  - Processing Plants
  - Sleeves
  - Importers & Exporters
  - Label Manufacturers
  - Machine Shops
  - Materials Milling Plants
  - Music Licensing Associations
  - Pressing Plants
  - Polyethylene Bags
  - Promotion & Publicity
  - Recording Studios
  - Tape Manufacturers
  - Trade Organizations

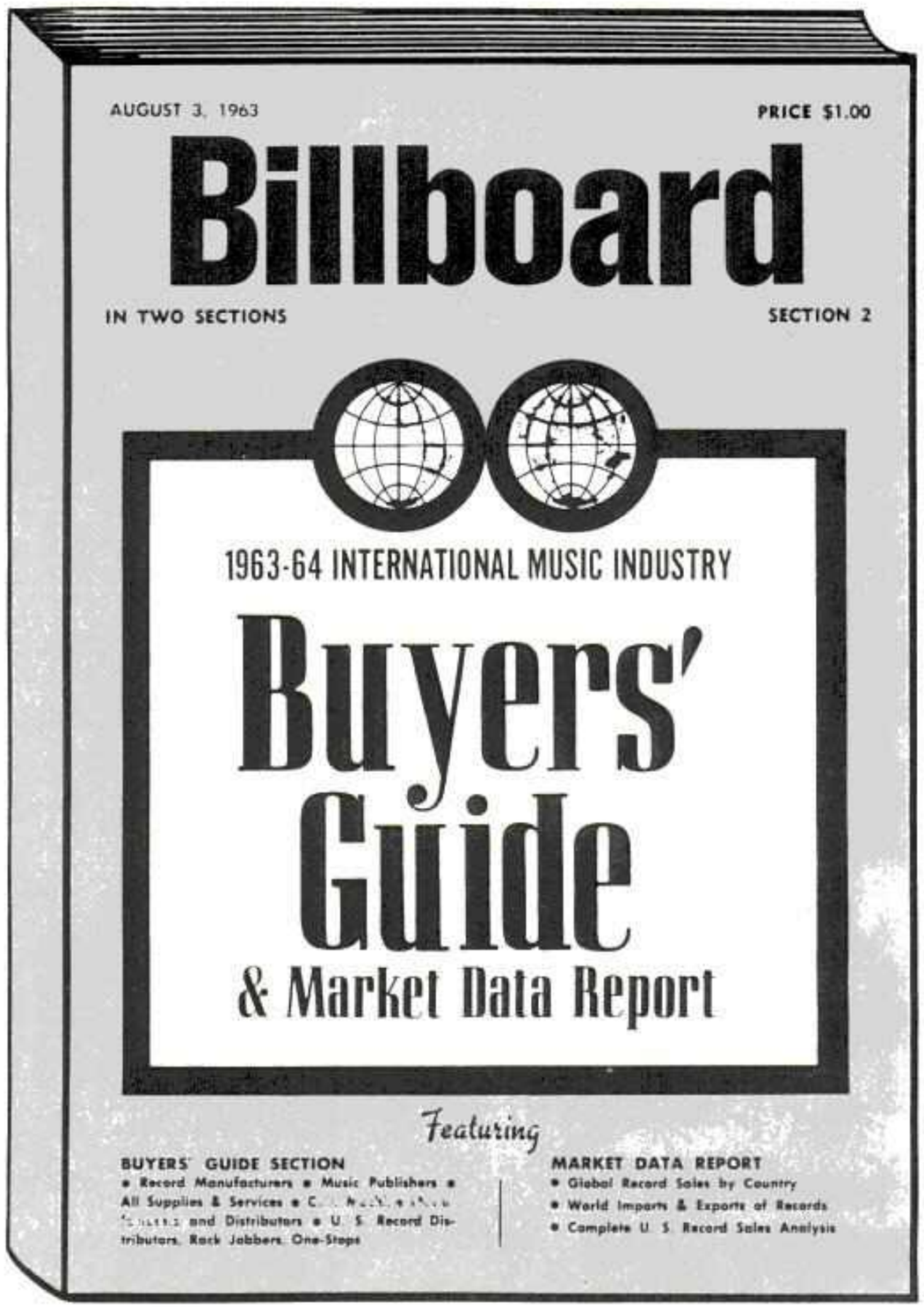
International distribution of more than 30,000 copies will go to top influentials in every phase of the industry—

- **including your customers**
- **and your prospects**

LET THEM KNOW YOU'RE IN BUSINESS... AND MEAN BUSINESS

See Deadline Information

www.americanradiohistory.com



ADVERTISING DATELINE: JUNE 20, 1963
DATE OF ISSUE: AUGUST 3, 1963
International Distribution Begins: July 29, 1963

Billboard's staff of professional copy and layout artists are at your disposal for any assistance you need in the preparation of your ad... at absolutely no obligation.

BUT PLEASE ACT PROMPTLY: The earlier your ad reservation—the more time and care can be given to its preparation—and the more forcefully your product or service can be presented to the international buying market.

—FILL IN THE COUPON BELOW AND MAIL IT TODAY!—

☐ Reserve advertising space checked at the right

☐ Prepare an advertising suggestion for me, size checked at right. I understand this does not obligate me to advertise unless I approve the suggestion

☐ Tell me more about your Buyers' Guide

DISPLAY AD SIZES

☐ ...Pages ☐ 1/2 Page
☐ 2-Page Spread ☐ 1/3 Page
☐ 1 full Page ☐ 1/6 Page
☐ 2/3 Page ☐ 1/12 Page

EDITORIAL LISTING ADS

☐ 2" Space ☐ 1" Space

Name ..... Title .....

Company Name .....

Type of Business .....

City, Zone, State .....

Area Code & Phone Number .....

BILLBOARD • 1564 BROADWAY • NEW YORK 36, N.Y.

www.americanradiohistory.com

VERVE SALUTES 1963 NARAS "GRAMMY" WINNERS

ELLA FITZGERALD

Best Solo Vocal Performance—Female

ELLA SWINGS BRIGHTLY WITH NELSON RIDDLE

V/V6-4054

NEW ALBUM:

ELLA SINGS BROADWAY

V/V6-4059

NEW SINGLE:

BILL BAILEY, WON'T YOU PLEASE COME HOME

VK 10288

STAN GETZ

Best Jazz Performance—Soloist

DESAFINADO

(FROM THE ALBUM JAZZ SAMBA)

V/V6-8432

NEW ALBUM:

JAZZ SAMBA ENCORE!

V/V6-8523

NEW SINGLE:

SAMBALERO

VK 10291

THE AWARD-WINNING JAZZ OF AMERICA IS ON

Verve Records is a division of Metro-Goldwyn-Mayer, Inc.

This One

ZZ1H-BA9-NLX3

Copyrighted material

www.americanradiohistory.com

Record Dealers Have a Kind Word for Clubs

• Continued from page 3

counter," Prince said, "but the club (whose average net price per album price runs to about $2.37) is not because the choice is limited and you are forced to continue the arrangement."

Bertrand Inden, of Chicago Lowes Record stores, said the clubs had not adversely affected his business. He noted that some customers came in with Columbia ads, and these products we could not sell them, "but we sell them other items, because we have it right away."

Ben Karol, who operates various locations in the New York area under the King Karol trade name, was asked to cite the principal competitors of prominent artists offered through the club. In each case, Karol was able to name several important names not available through the club.

Karol said that when the Columbia club offered the now-famous Mercury "1812 Overture" package, long after its initial retail offering, "there seemed to be a revival of interest a little after the record club offer." Asked if he could compete with Korvette's, Karol said, "No not on price, but we do on availability and service." This competitive factor was also related to the aspect of clubs.

Among the witnesses Tuesday (14) was Louis Del Padre, operator of several stores in the Springfield, Mass. area, whose main complaint was leveled against "discount stores with their phony ads." Clubs, Del Padre saw as a "temporary come-on until the glamor rubs off and the customer drops out because he can't get what he wants. Then he returns to us." Del Padre was asked about a number of specific recordings. Virtually all he listed as top retail sellers were noted as having been offered through the club.

Del Padre said it was possible that he has lost customers to the Columbia club because of its ad policy, but as far as the initial offer (six for $1.89) is concerned "I don't think that impairs the value image because it's just far too low to even seem realistic."

Benjamin Blincoe of the Turntable store, Louisville, said he acts as a redemption center for the Columbia Club bonus deals. "It's a good will thing for us, but it also brings customers into the store. We wouldn't otherwise see these customers at all. These club members still buy from me." Blincoe said he believed club advertising had stimulated retail interest and sales. Blincoe said he regards the club not so much as a discounter but as a "helpful competitor."

Don Pierce, operator of Starday, a country-based label in Nashville, was highly enthusiastic about clubs and mail-order sales in general.

"I've sold records in various packages by mail for over 10 years," Pierce told the court. "The buyer of our kind of product often is far from a store. He is used to buying through the mail from Sears, Roebuck and Montgomery Ward. The country buyer is a shy type who doesn't like to have to speak up for what he wants. He probably prefers to get his records delivered to the privacy of his home.

Record clubs, I think, have broadened the base of the whole record business. It's the same way with racks, for that matter. Clubs and racks are both just part of the changing pattern."

Pierce said he had spoken with Columbia about club distribution for his product, but since he hadn't heard anything, "I may have to start my own club, because it's important distribution."

Kapp, making a repeat appearance before the hearings, said his company entered the Columbia club fold "because our records needs a market we weren't reaching through the dealer." He said he insisted on a guarantee "because we wanted a substantial representation of our catalog in the club."

He related his original opposition to the club's offer of a Roger Williams "Fabulous Fifties" package ("it had already sold 300,000 and had been on the Billboard chart for 64 weeks) but they did it and it sold 240,000 more. After that, dealer sales began to pick up considerably." There was considerable additional testimony from Kapp tracing upward and downward retail sales curves on various Kapp albums in relation to their availability through the club.

In addition, Kapp commented that club affiliation has helped in dealings with artists and that "It's almost impossible to get original cast new album rights today without club distribution."

Also testifying during the week were Irving Arlen, a New York-based leased department operator, and Elliott Leonard, who is in charge of the record department of the Harvard co-op in Cambridge, Mass.; Milan Dunlap, Oklahoma City dealer, and Columbia exec Vice-President Norman Adler in a brief repeat appearance.

RIAA Slate Re-Elected

NEW YORK — Glenn Wallichs, chairman of the board of Capitol Records, was elected to head the Record Industry Association of America for another year, at the annual meeting of the organization Tuesday, May 14. Re-elected as well were Dave Kapp, first vice-president and assistant treasurer, and Ira Moss, James Johnson and Sam Clark, vice-presidents. Elected as vice-president for the first time was Rose Rubin of Monitor Records. Also re-elected were John Stevenson, treasurer, Henry Brief, executive secretary, and Ernest Mayers, legal counsel.

The RIAA at this annual meeting created an associate membership for manufacturers of phonographs and tape recorders. Idea is to set up a closer liaison with makers of playback equipment.

The next annual meeting of the RIAA was ratified to be held on the third Tuesday in January, instead of May, so that the term of the officers would more closely approximate that of the organization's fiscal year.

RAKER SETS PYE DEAL

NEW YORK — Jerry Raker, general manager of Colpix Records, is currently in London. The label manager is busy putting the finishing touches on a new contract which will give the distribution of Colpix product in England by Pye Records. While in Europe, Raker will also visit Colpix distribs in Italy and Ireland.

DISK JOCKEYS

There'll Never Be A Dull Moment! . . .

. . . with BILLBOARD ALWAYS AT YOUR FINGERTIPS

Each New Weekly Issue of Billboard gives you fresh, exciting material that'll enthrall your listening audience.

BE THE FIRST

To introduce "tomorrow's" hit tunes—Today!

Subscribe Now →

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati 14, Ohio 710

Please enter my subscription to BILLBOARD for

☐ 1 YEAR $15 ☐ 3 YEARS $35 ☐ New ☐ Renew

☐ Payment enclosed ☐ 2 EXTRA issues for cash ☐ Bill me later

Above subscription rates are for U. S., Canada and Europe. Other overseas rates on request.

Company_____

Name_____

Address_____

City_____ Zone____ State_____

Type of Business_____ Title_____

NEWS REVIEW

A Bad Taste for 'Tonight'

It's incredible that in this day and age the powers that be for the "Tonight Show" can be in such awe of Hollywood and its famous inhabitants as to allow a completely incoherent Howard Duff, a dry-mouthed Marlon Brando and a busybody Zsa Zsa Gabor to clutter up the TV screen just because they're in the movies.

Comedian Allan Sherman's routine from his hit album was hilarious and the interview that followed was equally entertaining. From that point on the "Tonight Show" of Wednesday (15) degenerated into uncontrolled chaos, mumbling and embarrassing repartee.

GIL FAGGEN

Booking Fuss Brings in AFM

CHICAGO — A contract squabble between Ralph Marterie and MCA is about to be adjudicated by the American Federation of Musicians' (AFM) International Board.

The suit is being termed a "case of first impression," in other words, the first case of its kind ever to be adjudicated by the board, and would set precedent for similar disputes in the industry.

It started with MCA filing a charge against Marterie asking for commissions allegedly due on dates booked for the bandleader.

Marterie denied the commissions were due and filed a counterclaim for damages in excess of $50,000, charging that MCA had an obligation to exert its best efforts to continue booking the artist but had violated this by voluntarily signing a consent decree and going out of business.

Jordan Ross, attorney for Marterie, said that oral hearings have been granted by the union.

Aussie Disk Trade

• Continued from page 3

though it is not as buoyant as it was last year. Part of this Marks attributed to the high price of Australian records, $1.25 for a single, and $6.50 for an LP. He also said the market was more competitive than it used to be.

In Australia a good single today sells about 30,000 records. The Festival label said they sold more than that a few years ago, like 50,000.

Manufacturers control their product closely, unlike the U. S., said Marks. His firm, one of the strongest independents, has six distributors, one for each Australian State. Dealers must buy from these distributors if they want Festival product. And there is no discounting. Dealers are allowed to run sales twice a year, and have no return privilege. There are about 1,200 dealers in Australia.

Festival Records is owned by Mirror, Ltd., of Sydney, and ABC-Paramount. Mirror, Ltd., is a subsidiary of News, Ltd., a large operation that owns newspapers, magazines and TV stations.

NAME AVAKIAN BY LEWIS ORK

NEW YORK — George Avakian has been appointed manager of Orchestra U.S.A., the John Lewis co-operative organization. The ork's first album, "Orchestra U.S.A.-Debut," has just been released by Colpix.

Avakian, who has a non-exclusive independent producing agreement with RCA Victor, recently expanded into music publishing and has been producing masters.

Miller Brewing Sponsors U. S. Jazz Telecast

NEW YORK — The Miller Brewing Company is sponsoring the third International Program Exchange which will present American Jazz Wednesday, May 22, from 7:30 to 8:30 p.m., EDT. The show is being produced by WBBM-TV Chicago and will be carried by five CBS owned stations and broadcasters from other countries. Count Basie, Stan Getz, John Coltrane, Carmen McRae are a few of the leading lights of jazzdom to be presented. Willis Conover will be the host.

Darin, Charles Sell 500G

NEW YORK — Despite generally soft business conditions in the business, Atlantic and Atco album Vice-President Nesuhi Ertegun teamed the labels special program centering on Ray Charles and Bobby Darin most successful. The plan, according to Ertegun, passed the $500,000 mark. Darin and Charles LP's were offered at a typical one free for each two purchased rate. During the Charles-Darin plan time catalog by other artists on both labels was offered to dealers at a special 15 per cent discount rate.

Premier Dividend

NEW YORK — Premier Albums, Inc., producer of budget-priced records, has declared a 5 per cent stock dividend payable June 11, 1963, to stockholders of record May 24, 1963, it was reported by Philip Landwehr, president.

Csida Expands

• Continued from page 3

Eddy Arnold and Jim Lowe. Csida also has record production sessions skedded with a number of producers.

Concerning a report in Billboard that he would head up a new record firm to be launched in Nashville, Csida said that he had had talks with Frank Poole and others who are starting the firm, about heading the company when the financing is completed. "If the time comes when it seems advisable for me to become president of the new company, I will make whatever adjustments are necessary in my present operation."

Richard, Kennedy

• Continued from page 3

Bobby Helms and Shirley Ray. Kennedy is also an accomplished guitarist, having been involved in many hit Nashville recording dates.

Morath has been appearing on a TV show known as "The Ragtime Era" on a 60-station educational TV hook-up. He has also completed production of 15 half-hour TV shows known as "Turn of the Century," for later airing on the same station line-up.

Copyrighted material

www.americanradiohistory.com

BMI

is extremely proud of its affiliated writers, composers and publishers who have been honored this year with eleven distinguished

NARAS AWARDS

BMI salutes these talented award winners and takes great pride in the fact that their music is licensed for performance through BMI.

- ***Song of the Year***
  WHAT KIND OF FOOL AM I?
  from "Stop the World—I Want to Get Off"
  Composers: Leslie Bricusse and Anthony Newley
  Publisher: Ludlow Music, Inc.

- ***Album of the Year***
  THE FIRST FAMILY — Vaughn Meader
  Writers: George Foster, Earle Doud, Bob Booker

- ***Best Jazz Performance—Soloist***
  DESAFINADO — Stan Getz
  Composer: Antonio Carlos Jobim
  Publisher: Hollis Music, Inc.

- ***Best Original Jazz Composition***
  CAST YOUR FATE TO THE WINDS
  Composer: Vince Guaraldi
  Publisher: Friendship Music Corp.

- ***Best Country & Western Recording***
  FUNNY WAY OF LAUGHIN' — Burl Ives
  Composer: Hank Cochran
  Publisher: Pamper Music, Inc.

- ***Best Rhythm & Blues Recording***
  I CAN'T STOP LOVIN' YOU — Ray Charles
  Composer: Don Gibson
  Publisher: Acuff-Rose Publications

- ***Best Folk Recording***
  IF I HAD A HAMMER (The Hammer Song) — Peter, Paul and Mary
  Composer: Lee Hayes and Pete Seeger
  Publisher: Ludlow Music, Inc.

- ***Best Rock & Roll Recording***
  ALLEY CAT — Bent Fabric
  Composer: Frank Bjorn
  Publisher: Metorion Music Corp.

- ***Best Performance by a Vocal Group***
  IF I HAD A HAMMER (The Hammer Song) — Peter, Paul and Mary
  Composer: Lee Hayes and Pete Seeger
  Publisher: Ludlow Music, Inc.

- ***Best Classical Performance***
  (Instrumental Soloist With Orchestra)
  Stravinsky: CONCERTO IN D FOR VIOLIN — Isaac Stern
  Igor Stravinsky, Columbia Symphony Orchestra
  Publisher: B. Schott's Söhne, Mainz

- ***Best Comedy Performance***
  THE FIRST FAMILY — Vaughn Meader
  Writers: George Foster, Earl Doud, Bob Booker

BMI also salutes the following artists whose Grammy-winning albums including these BMI-licensed compositions:

MAHALIA JACKSON: **Wither Thou Goest, Crying in the Chapel;** PETER NERO: **Yellow Rose of Texas, Black is the Color of My True Love's Hair, Journey to Red Rocks;** STAN KENTON: **Turtle Talks, Malaguena, Waltz of the Prophet;** THE CHRISTY MINSTRELS: **This Land is Your Land, Don't Cry Suzanne, Wellinbrook Wells;** ELLA FITZGERALD: **Georgia on My Mind, My One and Only Love.**

BMI

BROADCAST MUSIC, INC.

589 FIFTH AVENUE
NEW YORK 17, N. Y.

Copyrighted material
www.americanradiohistory.com

BARBRA STREISAND AT BASIN ST.

A World of Talent and Class

There are few young entertainers who have come along in the past decade with the talent and ability of Barbra Streisand. She can sing a ballad with an emotional intensity that is catching, and she also has a comedy flair that to this reviewer is akin to that of the great Bea Lillie. Added to all this she has a stage presence that is fascinating in one so young, and a personality that is, to say the least, endearing.

Miss Streisand showed all of these facets of herself at her debut at New York's Basin Street last Monday (13) before an overflow audience that included almost all of show business, from singer Georgia Brown and Connie Francis to the town's top agents, bookers, record people and scribes.

It was a gala opening and a very impressive mid-town debut for the thrush (she had appeared in New York at the Bob Soir shortly after she left "I Can Get It for You Wholesale" last year), and on the basis of her work at the club that night, it is a safe bet to say she is headed for eventual night club and musical comedy stardom.

Benny Billed First

Actually Miss Streisand was not top billed at Basin Street last Monday. The Benny Goodman Sextet had top billing, and there is no doubt that Benny, who had with him Bobby Hackett and Tyree Glenn on his go round, was responsible for bringing in many of the patrons. The B.G. fans still continue to applaud when Benny swings into "Avalon," "Sing, Sing, Sing," and the rest, and Benny's clarinet work, as always, is just fine.

But Benny is turning himself into a period piece. He plays hardly any tune that he has not played for years, and his entire repertoire seems to date from the 1930's. It's true that no one expects Benny to play rock and roll hits like "He's So Fine" but what's wrong with a few more tunes from "Oliver!" "Stop the World," or, even, "The Sound of Music?"

Taste, Too

To return to Barbra Streisand, suffice it to say that in addition to her performing ability, she also has a fine taste in songs. She did a magnificent job on "Who Will Buy?" from "Oliver!" turned the bright oldie "Happy Days Are Here Again" into a touching and wistful ballad, and won the hearts of all with her dramatic reading of "When the Sun Comes Out." She showed a deadpan comedy style with her riotous straight version of "Who's Afraid of the Big Bad Wolf?" and took the entire folkniks scene for a merry ride with her serious and involved story of the plot of an Estonian folk song, which she never sang. Barbra, you're quite a girl, and all performer.

BOB ROLONTZ

TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

MAY 20-26
(All Times Eastern Daylight Saving)

MONDAY 20—ANDRE PREVIN, OSCAR BROWN JR.
These two jazz musicians will be seen on the Westinghouse tape-syndicated Steve Allen show. Both have several LP's on Columbia.

MONDAY 20—ANNA MARIA ALBERGHETTI, MORT SAHL
Both will appear on the Johnny Carson Tonight show (NBC-TV, 11:15-1 a.m.), which emanates this week from Burbank, Calif. Sahl is currently on Reprise Records.

WEDNESDAY 22—JIMMY DURANTE, JANE POWELL, SHELLEY BERMAN
All will be featured tonight on the Perry Como show (NBC-TV, 9-10 p.m.), which emanates from Chicago. Berman's latest Verve LP is "New Sides."

THURSDAY 23—EDIE ADAMS
Will be guest of Johnny Carson's Tonight show (NBC-TV, 11:15-1 a.m.).

THURSDAY 23—MEL TORME
Returns to the Steve Allen show tonight. He has become somewhat of a regular there of late.

FRIDAY 24—BOB HOPE, JANIS PAIGE, LESLIE CARON
Three vets will be guest of Johnny Carson's Tonight show (NBC-TV, 11:15-1 a.m.). Hope's latest LP is on Decca.

SATURDAY 25—THEODORE BIKEL, CLANCY BROS. & TOMMY MAKEM, JUDY COLLINS, ALLEN & GRIER
Folk-oriented performers form cast of tonight's "Hootenanny" (ABC-TV, 8:30-9). All are represented by several albums.

SUNDAY 26—EYDIE GORME
Songstress will be one of guests on the Ed Sullivan show (CBS-TV, 8-9 p.m.). "Don't Try to Fight It, Baby" is her latest Columbia single.

SUNDAY 26—ELAINE MALBIN, WILLIAM WARFIELD, SANDOR KONYA
Operatic trio will bow on the Voice of Firestone (ABC-TV, 10-10:30 p.m.).

SUNDAY 26—EMMY AWARDS
Emsees for this star-studded awards presentation of the National Academy of Television Arts and Sciences are: Arthur Godfrey (New York), Walter Cronkite (Washington), and Joey Bishop (Hollywood). (NBC-TV, 10-11:30 p.m.)

TALENT TOPICS

NEW YORK

Tony Bennett will be among the many stars to participate in a benefit performance at Civic Auditorium, Baltimore, on May 26, for the NAACP. . . . Johnny Mathis will make his first tent appearances this summer in the East. Featured on the bill with him will be **Allen Drake**, the **Marcello Ballet Espagnol** and the **Brandywine Singers.** . . . When **Buddy Greco** plays the Philadelphia Academy of Music next month, it will mark his first concert appearance in his home town. . . . **Brenda Lee** will also make her stock debut this summer when she plays Dorothy in "The Wizard of Oz," starting July 15 in Charlotte, N. C., for one week, followed by six days in Warren, Ohio, August 27, and Columbus, Ohio, September 3. . . . **Duane Eddy** left last weekend for a tour of England and the Continent, which includes stops in Germany, Italy, France and Sweden. . . . **Gisele MacKenzie** has been signed to be a permanent member of the cast of **Sid Caesar's** bi-weekly ABC-TV series, debuting September 19. . . . In the same vein, **Gary Crosby** has been signed to his first continuing TV role on the NBC "Bill Dana Show," which will be aired on Sundays. . . . **Pat Boone** will make a national tour of 25 theaters in conjunction with opening dates of his latest MGM picture, "The Main Attraction," beginning June 12. . . . Word comes from Columbia's Hollywood office that they're keeping their eye on a young lady from Seoul named **Kyung Sun Lee.** Though Kyung Sun neither sings nor plays an instrument, she has won the af-

(Continued on page 17)

'UNQUOTE'

Irving Berlin (talking about songs and success on his 75th birthday anniversary): "There is absolutely no formula for achieving a successful song. A song becomes successful when the public likes it. Who can anticipate that? No one."

Woody Woodbury (telling of the curfew law in a small village he knows): "They had one, but were forced to abandon it. The bell rang at 9 p.m. and everybody complained that it woke them up."

Folk singer Miriam Makeba (discussing her singing role): "I don't consider myself a folk singer. I'm just a singer. As long as you sing, you don't have to be one thing or another."

Emmy Awards producer Bob Finkel (describing the novel opening planned for the television show of the awards): "A different star will come on one after the other to say one word of this phrase: "The National Academy of Television Arts and Sciences presents the 15th annual Emmy awards." Bob Hope will say 'The' and Red Skelton will say 'National' and so on. Most of the stars went along with the gag, but one of our famous scowling actors declined, saying that 'of' wasn't a big enough part for him."

Bob Newhart Opens Melody Top's 4th Year

CHICAGO — When Bob Newhart comes on the stage at the Chicago Melody Top Theater next Friday (31), it'll mark the fourth consecutive year of operation for the Midwest summer theater.

This year's schedule includes seven plays, six of them musicals, all with a name cast. Bill Rach is the producer, in association with Charlie A. Comiskey (of White Sox fame) and Joseph R. Vaughn.

The same trio will also open the new Milwaukee Melody Top Theater, which will be a duplicate of the Chicago tent, and will premier June 18 with Gordon and Sheila MacRae in "Guys and Dolls."

The Chicago tent starts with "The Golden Fleeding," starring Newhart and Brigid Bazlen. (Miss Bazlen is daughter of Chicago American columnist Maggie Daley.)

Next on the Agenda is "The King and I" starring Jane Morgan. The show runs from June 10 to June 30. The MacRaes open "Guys and Dolls" July 1 through July 14.

Robert Cummings will make his first appearance in a Chicago theater when he opens in "The Music Man" for two weeks, July 15-28. After that Jaye P. Morgan bows in "The Unsinkable Molly Brown," July 29-August 11. Earl Wrightson comes with Lois Hunt to star in "The Vagabond King" from August 12-25. Closing the season will be Van Johnson in "Bye Bye Birdie," August 26-September 9.

ARTISTS' BIOGRAPHIES

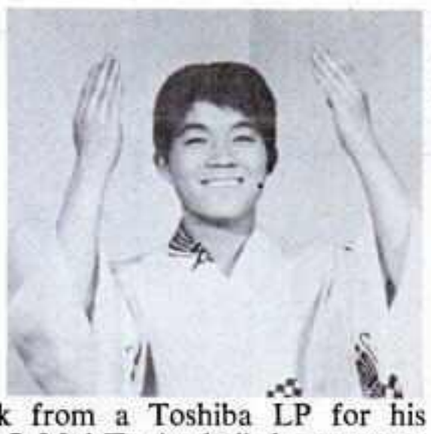
For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.

ROCKY FELLERS
(Scepter)

PERSONAL MANAGER: Paul Cantor, Wand Management. **BOOKING AGENT:** Charlie Rapp. **NAMES & AGES:** Eddie (8), Albert (10), Tony (16), Junior (18), Pop (?). **BORN:** Pop, Mindanao; Junior and Tony, Manila; Albert and Eddie, Shanghai. **BACKGROUND:** The Rocky Fellers have been active in show business for the past four years, after Pop decided the family ought to hit the boards. Of course, only the boys have been allowed to get into the act thus far—they have five sisters back home in Manila. Since their beginnings, they have appeared on the Dinah Shore, Jack Benny, Jackie Gleason and Ed Sullivan television shows as well as a variety of night clubs. Their first single smash hit has been riding the charts now for some 10 weeks. They're doin' all right.

LATEST SINGLE: "Killer Joe" is No. 19 on Billboard's chart.

KYU SAKAMOTO
(Capitol)



HOME TOWN: Kawasaki, Japan. **AGE:** 22. **BACKGROUND:** Kyu (pronounced "Q") has been a big star in Japan for almost four years, racking up eight best selling albums and 15 hit singles in that time, as well as acting in movies and television appearances. When Washington state disk jockey Rich Osborne (KORD) played a track from a Toshiba LP for his audience recently, entitled "Ue O Mui Te Aruko" the response was so favorable that the disk was soon one of the most popular in Washington state. Capitol Records, the U. S. associate of Toshiba decided to release it in this country, but changed the name to "Sukiyaki."

LATEST SINGLE: Sukiyaki makes a spectacular 25 point jump this week to spot No. 20 on the Hot 100 chart.

Copyrighted material
www.americanradiohistory.com

In Proud Acknowledgement Of
The Many Talented People Whose Outstanding Performances Earned

13 NARAS AWARDS

Columbia Records 1962 "Grammy" Awards—
National Academy of Recording Arts and Sciences

1. RECORD OF THE YEAR
I Left My Heart in San Francisco—Tony Bennett
(Produced by Ernie Altschuler)

2. ALBUM OF THE YEAR (Classical)
Columbia Records Presents Vladimir Horowitz
(Produced by Thomas Frost)

3. BEST SOLO VOCAL PERFORMANCE (Male)
Tony Bennett—I Left My Heart in San Francisco

4. BEST BACKGROUND ARRANGEMENT
Marty Manning, Arranger For "I Left My Heart in San Francisco"—Tony Bennett

5. BEST PERFORMANCE BY A CHORUS
Presenting The New Christy Minstrels

6. BEST CLASSICAL PERFORMANCE (Orchestra)
Stravinsky: The Firebird Ballet—
(Igor Stravinsky Conducting
the Columbia Symphony Orchestra)

7. BEST CLASSICAL PERFORMANCE (Instrumental Soloist or Soloists With Orchestra)
Issac Stern—Stravinsky: Concerto in D Major For Violin
(Igor Stravinsky Conducting
the Columbia Symphony Orchestra)

8. BEST CLASSICAL PERFORMANCE (Instrumental Soloist or Duo Without Orchestra)
Columbia Records Presents Vladimir Horowitz

9. BEST CLASSICAL PERFORMANCE (Vocal Soloist With or Without Orchestra)
Eileen Farrell—Wagner: Götterdämmerung—Brünnhilde's Immolation Scene
Wesendonck Songs
(Leonard Bernstein Conducting
the New York Philharmonic)

10. BEST CLASSICAL COMPOSITION BY CONTEMPORARY COMPOSER
Stravinsky: The Flood

11. BEST RECORDING FOR CHILDREN
Leonard Bernstein Conducting The New York Philharmonic—Saint-Saens: Carnival of the Animals/Britten: Young Person's Guide to the Orchestra

12. BEST GOSPEL OR OTHER RELIGIOUS RECORDING
Mahalia Jackson—Great Songs of Love And Faith

13. BEST NEW ARTIST OF 1962
Robert Goulet

COLUMBIA RECORDS

®"COLUMBIA" MARCAS REG. PRINTED IN U.S.A.

Copyrighted material

www.americanradiohistory.com

We're proud to have so many "Grammies" in the family!

CONGRATULATIONS

to our 1962 NARAS Award winners!

BEST PERFORMANCE BY AN ORCHESTRA OR INSTRUMENTALIST WITH ORCHESTRA PRIMARILY NOT JAZZ OR FOR DANCING

PETER NERO—"The Colorful Peter Nero"

BEST INSTRUMENTAL ARRANGEMENT

HENRY MANCINI—"Baby Elephant Walk" (Henry Mancini)

BEST CLASSICAL PERFORMANCE—CHAMBER MUSIC

JASCHA HEIFETZ and GREGOR PIATIGORSKY with WILLIAM PRIMROSE "The Heifetz-Piatigorsky Concerts"

BEST OPERA RECORDING

LEONTYNE PRICE, JON VICKERS, RITA GORR, ROBERT MERRILL and GIORGIO TOZZI with GEORG SOLTI conducting—Verdi: "Aïda"

BEST ENGINEERING CONTRIBUTION—CLASSICAL RECORDING

LEWIS W. LAYTON, engineer—R. Strauss: "Also Sprach Zarathustra" (Fritz Reiner cond. Chi. Sym.)

BEST ENGINEERING CONTRIBUTION—OTHER THAN NOVELTY AND CLASSICAL

AL SCHMIDT, engineer—"Hatari!" (Henry Mancini)

BEST ALBUM COVER—OTHER THAN CLASSICAL

ROBERT JONES, art director—"Lena . . . Lovely and Alive" (Lena Horne)

RCA VICTOR
THE MOST TRUSTED NAME IN SOUND

Copyrighted material

www.americanradiohistory.com

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

After her successful New York club debut at the Copacabana, **Brenda Lee** opens at Blinstrub's in Boston for the week. . . . **Kitty Kallen** can be heard this weekend at Freedomland. . . . **Peter Nero** continues his cross-country with a date at the Senior High School, Berwick, Pa. (21). . . . **Eddie Fisher** at the Latin Casino, Cherry Hill, N. J., from May 25 through June 9. . . . The **Travelers 3** open May 20 for two weeks at the Shadows in Washington, D. C.

MIDWEST

First familiar **Vaughn Meader,** at Chicago's Edgewater Beach Hotel from May 20 to June 9. . . . **Judy Henske** into Farragher's, Cleveland, for two weeks, May 20. . . . Comic **Jackie Mason** goes Irish at Mr. Kelley's, Chicago, on May 20 to June 9. . . . **Phyllis Diller** is at Baker's, Detroit, through June 2. . . . Folk disoriented **Smothers Brothers** will be in Cincinnati at the Surf Club on May 25.

WEST

Count Basie will be at Small's Paradies, Los Angeles, until May 22, and on May 23-24 will play the Hilton Hawaiian Village, Honolulu. . . . **Sonny Rollins** heads line-up at the Jazz Workshop, San Francisco, for two weeks, starting May 21. . . . Short stop for **Della Reese,** in for the weekend only at the Flamingo, Las Vegas. . . . At the Hideaway, Los Angeles, **Joe Williams** will headline from May 22 to June 13. . . . The busy team of **Peter, Paul and Mary** will play Municipal Auditorium, Long Beach, Calif. (24) and the Irvine Bowl, Laguna Beach (25). . . . **Eartha Kitt** plays the Los Angeles Shrine Auditorium, May 25.

CANADA

Damita Joe opens May 25 in Montreal's El Morocco Club, headlining there through June 1.

Bon Soir Youth Spa

NEW YORK—The Bon Soir, one of Greenwich Village's better known after theater spots, has embarked on a policy of sprinkling more young record talent into its usually veteran bills. The club was the first to realize Barbra Streisand's potential as a night club performer and current stars like Joe and Eddie and Pat Scott reflect that thinking. Bon Soir is also bringing Terri Thornton in for a prolonged date around June 4. It will probably run through to the club's three-week vacation closing in August.

Loew to Buddy Allen

NEW YORK — Claire Loew, formerly associated with MCA and GAC, is now with the Buddy Allen office. Allen is manager of Vaughn Meader, Parker and Keen and Rip Taylor among other acts.

CHATTEL MORTGAGE & BAILIFF SALE

PRECISION RADIATION INSTRUMENTS, INC.

AND

CAVENDISH RECORD MFG. COMPANY

Pursuant to an Order of Allied Record Mfg. Co.

A. J. WILLNER-AUCTIONEER & BAILIFF WILL SELL ON FRIDAY, MAY 24, 1963—11 A.M. ON PREMISES 233 MAIN STREET, BELLEVILLE, N. J.

ASSETS CONSISTING OF: (1) Sel Rex Tank—700-Gal. Nickel Solution With Rocker Arms. (2) Sel Rex Rectifiers. (1) Ingersoll Rand #30 Compressor. (1) Worthington Pump Unit 11 Ax 3-2P-2587. (1) Aircomo Compressor—Wilson Snyder Turbine. (1) Superior Boiler With Steam Generator, etc. 14 Assorted Tanks. (9) Polyseamers, Variouses, Sel Rex 5-Gal. Filtering Pump Unit. (5) Grinding Wheels—Elec. Label Oven. (18) Hysco and Fine Bilt 12" Hyd. Presses. (2) Stewart Bolling 16" Hyd. Presses. Bliss 5-Ton Power Press—Elec. Eye Mill. (15) Hamilton and Allied Cutters. (3) Garden State Boomers, Complete. (1) Egar Compounder SN 152. (1) Barb Extruder SN 421. (1) Ball & Jewel Grinder, Thermolator Unit, 20-Ft. Belt Conveyor System, Elec. Lift, Scales, Time Clocks, Misc. Equipment and Office Furniture and Equipment.

RECTIFIERS, RECORD DIES, BUSS BAR, LIGHTS, 1961 CHEVROLET PANEL TRUCK, 1959 A160 INTERNATIONAL VAN.

Ravin and Ravin, Attorneys for Allied Record Mfg. Co.
744 Broad St., Newark, N. J.
Auctioneers Office: 11 Commerce St., Newark, N. J. MArket 3-5690—5649.

TERMS: CERTIFIED CHECK OR CASH.

BREAKING

Deejay Pick Hits—
Coast to Coast

BUDDY CAGLE

"YOUR MOTHER'S PRAYER"

Capitol #4923

HID-WAY PUBLISHING CO.

1400 S.W. 29th ST., OKLAHOMA CITY, OKLA.

TALENT TOPICS

• *Continued from page 14*

fection of 19 members of the Hollywood staff who have adopted her through the Foster Parent's Plan.

Jackie Byard, the jazz pianist, is taking a one-week breather after 18 straight at NYC's Playboy Club. After the week off Byard goes right back into the bunny hutch. . . . Prestige Records trumpeter **Ted Curson** is breaking it up in Caracas where he's currently appearing in the Tamanaco Hotel show with singer **Carol Ivy.** After a short stop in the States Ted goes next to Montreal.

SAN FRANCISCO

A new musical play will be world premiered in San Francisco in August in advance of an anticipated New York opening at the end of the year. "Zenda," based on the popular play, "A Prisoner of Zenda," has been scheduled for the final of the series of four during the 1963 season of the Civic Light Opera Company. Alfred Drake will star. Earlier productions include "How to Succeed in Business Without Really Trying" and "Camelot." . . . Other upcoming musicals include "Stop the World," opening June 5 at the Geary and "The Golden Apple" at the Opera Ring. . . . Trumpeter, singer and comic Jack Sheldon opened a seven-week engagement at the Trident on May 17. Vince Guaraldi has moved from that spot to the hungry i. . . . Action at Frank Sinatra's Cal-Neva Lodge on Lake Tahoe's North Shore begins at the end of the month when comic Mel Young and singer Kitty Kover inaugurate the new summer season, starting May 29. . . . Cal-Neva's Celebrity Room will open on June 28 with Vincent Edwards, better known as Dr. Ben Casey, as headliner. . . . Buddy Greco has moved further northward from San Jose to Atherton where he is now at Bernie Kahn's Tin Pan Alley. . . . It's Turk Murphy and Turk Hayes both at Earthquake McGoons. The latter Turk appears with Clancy Hayes. . . . The Sonny Stitt Quartet opened last week at the Jazz Workshop featuring Phineas Newborn. . . . The Brew Moore Quartet has come to the It Club. . . . The Senator with his Steel Drum Band and Calypso Music is making a hit at the Latin Quarter. . . . Jack Carter, billed as "The Clown Prince of Show Business," has opened a three-week engagement in the Venetian Room of the Fairmont Hotel. . . . Good music is proving a money-maker for radio Station KKHI, San Francisco. Last year the station almost went out of business with a nondescript type of programming, but when in late 1962 it switched to good music of top quality only, the station made it and seems secure for a long running.

GODFREY LEHMAN

BOSTON

With **Dizzy Gillespie** and his Dixieland band at the **Tic-Toc** and **Cannonball Adderley** to follow, while the Gilded Cage has **Jimmy McPartland** and **Vic Dickenson** holding forth, with **Eddie Condon** and his band coming next week, the Hub is really swinging. . . . **Hildegarde** will interrupt appearances in California to do a one-night performance at the New Ocean House, Swampscott. . . . **Ray Charles** holds the distinction of being the only performer to sell out two performances in one night at the Donnelly Theater. Last Saturday night's concerts produced better than $30,000 gross under the promotion banner of Hal Zeiger, a record for the house and city. Charles, planning an assault on night clubs, will be booked at Blinstrub's in June. . . . **Anna Maria Alberghetti** also will appear at the big Hub nitery. The Framingham Monticello had her signed, but let her go.

Sam Snyder, whose Boston-based Water Follies are on a tour to the Orient, reports smash business at the baseball park in San Juan, Puerto Rico, where the troupe played. . . . **Mimi Benzell** opened her engagement at the Statler-Hilton's Terrace Room three days late because of a flu attack. She was introduced as "the honey from Milk and Honey."

Nelson Eddy was stricken ill with coughing spells after finishing a show at the Monticello here, where he had been booked in with Gale Sherwood for a 10-day stand. Rushed to Framingham Union Hospital, he was placed in an oxygen tent. His illness forced cancellation of his engagement. He was reported to be suffering from pneumonia and was resting comfortably. He had performed Monday (6) without discomfort, but he was barely able to finish the Tuesday show.

Once Again THE HIT MAKERS are at work again . . . This time with TWO BIG ONES!

★

WHAT'S THE MATTER BABY

b/w

IT MUST BE LOVE

by ILA-VAN

Arnold 1008

★

IF HE'S ALONE

b/w

SOME DUES TO PAY

by GAY JAMISON

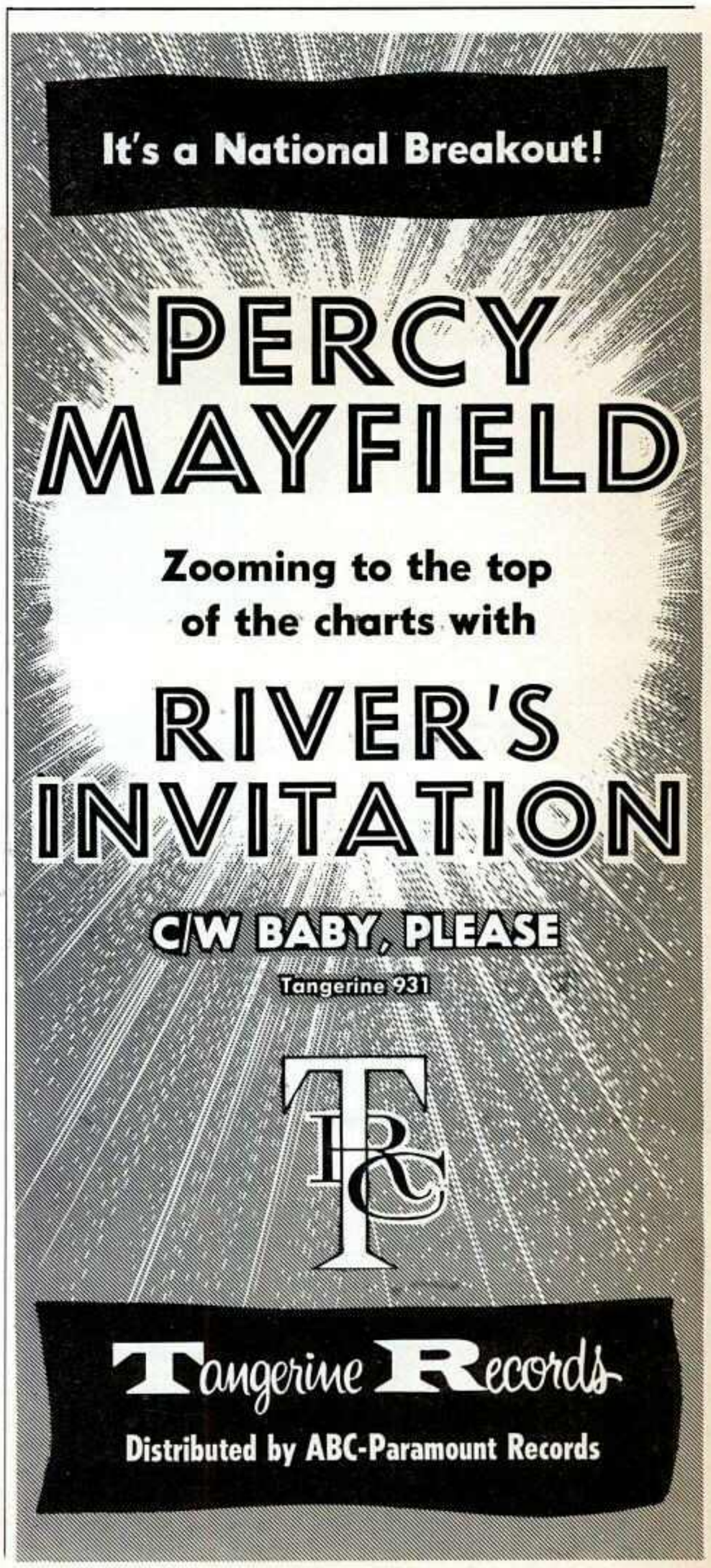
Craig 101

DJ's, WRITE FOR COPY

ARNOLD & JACKSON

850 7th Ave. N.Y.C. 19

212—CO 5-3488



Copyrighted material

www.americanradiohistory.com

Weintraub Whirling Into World of Folk

NEW YORK—Very soon, a new record label will make its appearance here, incorporating both folk and jazz elements. The firm enlists the talents of both Monte Kaye, well known jazz figure and Fred Weintraub, man of a thousand diversities, who presently finds himself up to his ears in the rapidly expanding folk music business.

Nobody seems quite certain what the name of the company, FM Records, actually stands for. It could be a joining of first name initials of its two protagonists or it could be a reference to an increasingly important form of radio transmission.

"I don't know," Weintraub said, "it just seems to be in the groove in the popular context," an explanation as offbeat and avant as Weintraub himself.

The man who will produce the new label's Bitter End series of folk albums, named after the Bleecker Street folk talent emporium and coffee house launched by Weintraub two years ago, has tried a little bit of everything before arriving at his current stopping off point in a life that's been filled with bizarre scenes.

Once what a friend called the "most serene crab grass puller and family man in Westchester County," Weintraub dumped this life as "too dull" one day a few years back and headed for Cuba where he, (1) ran a fishing boat, (2) was a cocktail pianist at the Beachcomber in Varadero Beach and (3) ran weapons to the Castro forces in the Sierra Maestra and was later freed by Batista only because of his American citizenship.

Many Sides

Weintraub has also been in the toy business, has produced TV commercials and spent a year in Spain doing nothing. Two years ago, he got carried away with the idea of running a night club and purchased a place called the Cock 'n' Bull in Greenwich Village, now the Bitter End. He has since blossomed into disk producer, talent manager and talent consultant for the currently successful ABC-TV series, known as "Hootenanny."

He is very bullish about bluegrass. "It'll be the next thing to cross over (go pop)," Weintraub thinks. "There are a number of very hot groups in the field already. You've got the Dillards and Dian and the Grenebriar Boys. You've also got Richard and Jim and the Knoblick Upper 10,000, all groups to be reckoned with.

"These are the groups that will broaden the market for bluegrass. They'll give it some changes, of course. But what music doesn't change and evolve? There'll be more of a beat and the music will be more understandable. But it will be still bluegrass.

"I think folk is just now beginning to register despite how big it seems to be. It will continue a strong commercial trend, with a lot of it having a noticeable rock and roll flavor.

"To show how big it is, practically every college has a folk club and a folk group working today. Everybody is having hootenannies. Our own hoot at the club turns up 30 or more new folk acts a week and the same thing is happening in a lot of other places. Even Bobby Darin and Danny Kaye have recently turned up as folksters on network TV."

Weintraub Picks

ALLEN AND GRIER
". . . exciting satirical duo . . ."

THE BIG THREE
". . . bound to be big . . ."

Weintraub, who has seen much talent as a club operator and TV talent consultant, has his own "picks" for the future in the field. Allen and Grier he describes as an exciting new satirical duo, something on the order of a "Borscht-less Allan Sherman—and they can really sing, too." For the Big Three he has this appraisal: "A new sound that's hard to describe, but bound to be big."

Then there is Judy Henske, who recently bowed at the cellar club known as the Village Gate, operated by Friendly Bleecker Street competitor, Art D'Lugoff. Weintraub thinks she has an "unusual voice and talent, and is a powerhouse." This is backed up by the fact that he has booked her for three weeks starting June 5.

But there are others on Weintraub's list. The Dillards, he says, are "the first pop bluegrass singing group." With the Rooftop Singers, " 'Walk Right In' was just the beginning," and Dian and the Greenbriar Boys are regarded as "the new movement in blue grass." Freddie Powers and the Powerhouse Four are "certainly a good bet for hotel rooms as an avant garde Western group" and Shel Silverstein is "a great satirical talent."

Closer to the moment, however, is the matter of FM Records. The line will be distributed by Vee Jay Records with initial product due to be discussed at the forthcoming Vee Jay distributor meeting in Miami Beach next month. So far signed for record dates are Allen and Grier, Jo Mapes, Ronnie Gilbert

(Continued on page 53)

Folk Music Radio Show Quietly Passes 100th Anniversary

NEW YORK—A quiet anniversary was observed last week in the Gotham Recording Studio here as Gotham executive Fred Hertz produced show No. 100 in the two-year-old radio series, "The World of Folk Music." The 15-minute weekly show, written and directed by Hertz, and now programmed weekly by 1,700 stations, has had a substantial impact in the current blossoming condition of folk music.

The show comes under the general heading of public service programming and is sponsored by the Social Security Administration. The federal agency uses the show as a medium to tell listeners about financial benefits due them about which they may be unaware and about employment opportunities within the agency.

Burl Ives was the original host on the show and when other commitments got in the way, his spot was taken by Oscar Brand.

"All performers get scale," Hertz explained. "but it's terrific exposure for any artist. We like names, of course, names like Theo Bikel, Josh White and his son and daughter, the Limeliters, Miriam Makeba, the Kingston Trio, the Highwaymen and the Chad Mitchell Trio, all of whom have performed for us, but we have also used unknowns whose appearances have led to bigger things.

"Leon Bibb, for instance, used a tape of a show he did for us to get a recording contract. Jo Mapes was hired to do a Kodak TV commercial on the basis of her work for us. And there have been others, too. Every week we do a new 15-minute show and there are plenty of opportunities for talent to come on and, for example, perform their latest record.

"How good is the show? I guess the best gauge would be the acceptance at the station level. With something like 500 charities always vying for air time, we've been able to get 1,700 stations to air the show. These include WNBC here in New York, which puts the show on every Sunday evening.

"We have used pop artists who can do folk-based material too, people like Jimmy Dean, Evelyn Knight and even Vaughn Monroe. Recently we had, on the other hand, Doo Watson, a bluegrass guitar player; Tom (Clarence) Ashley, one of the real old-timers; Flatt and Scruggs, and we went out

(Continued on page 53)

Focus On Folk

The Tarriers have ceased operating as a quartet and have become a trio. This was brought out by the resignation of charter member Bob Carey, who will henceforth work as a single. Eric Weissberg, Marshall Brickman and Clarence Cooper will continue and will shortly record the second Tarrier Decca album.

* * *

Flatt and Scruggs scored a whopping success last week at a live concert in home town, Nashville. The blue grass champs were introduced to the students at Nealy Auditorium at Vanderbilt University by the voice of the "Grand Ole Opry," T. Tommy Cutrer. Don Law and Frank Jones, Columbia Records successful Nashville a.&r. team, were on hand to record the entire performance for a forthcoming album.

* * *

Prestige International label is issuing three albums of kiddie folk material as part of its current expansion program. Bonnie Dobson has done "A Merry-Go-Round of Children's Songs"; Chief Red Thundercloud has one on the American Indian, while a set called "Folk Songs for Children" includes tunes by Peggy Seeger, Bonnie Dobson, Jack Elliott, Ed McCurdy, John Greenway, Tony Saleton, Tossi Aaron, Rosalie Sorrells, Jean Ritchie, Dick Temple and Frank Warner.

* * *

Rod McKuen opened at Pasadena's Ice House May 14 for a five-week stand. He has just completed 10 weeks at the Copa Lounge. New York.... The Weavers' new member, replacing Frank Hamilton, is Bernie Krause of Boston.... Prestige International has signed folk singer Geoff Muldaur to an exclusive contract. He's a Bostonian.... Leon Bibb recently flew to Greenville, Miss., to sing at a Negro vote registration rally. Bibb followed appearances there by Dick Gregory and Al Hibbler.

Hoyt Axton has completed a TV show, "The Story of a Folksinger," for Wolper Productions. It was taped at a Monday hoot at the Troubadour in Los Angeles. He is currently completing a three-week stand at the club.... The Troubadour Singers, new act on Horizon Records, outnumbers the Christy Minstrels by almost three to one. The Christies have 10 in the group. The Troubadours boast 28.

* * *

Bob Dylan, Columbia's 21-year-old folk find, was not allowed to do "The Talking John Birch Society Blues" on the Ed Sullivan TV show. Sullivan and producer, Bob Precht approved.

Things Crackling at the Ice House

PASADENA, Calif—The Ice House, well-known folk club here, is jumping on both the remote broadcast and the live recording front. The club, already the scene of four past live concert diskings, has three more on tap. At the same time, the bistro's Sunday night Hoots will shortly take the air.

Horizon Records is setting up shop for three album dates at the club in the month following May 25. These will be by Bob and the Leveemen, a new group; Red McKuen (with one LP and possibly more); and Don Pelen. The club management expects that by next fall, at least 10 LP's recorded live at the Ice House will be on the market.

On the broadcast front, two separate shows will be done from the club on May 26 and June 2. Hal Lynch, who does "Hal's Hoot" on KPFK, will do one-hour segs of the club's hootenannies on these nights.

Set to appear on the shows by Russell Giguerre, talent coordinator, are Fred Gerlach (Folkways); the Sherwood Singers (Horizon) and Pat and Vic, the Yachtsmen, Peter Evans, Lenni Ashmore and the Mad Mountain Ramblers. In addition to KPFK, two other local radio outlets have done live remotes from the club in recent weeks.

Copyrighted material
www.americanradiohistory.com

NEW -

in Music City, U.S.A.

STANDARD RECORD PRESSING COMPANY

Jimmy Tyner

Eddy Arnold

A. O. Buck

Charlie Everhart

. . . GEARED TO SOLVE YOUR PRESSING PROBLEMS!

Standard Record Pressing Company, Music City's newest, most up-to-date facility, is geared to solve your pressing problems . . . large or small . . . quickly, efficiently and economically. Conveniently located in the midst of the Nashville sound, Standard offers fast over-night service to all points in the U. S. A. Standard's service is complete . . . from tape to finished product . . . through a plan designed especially to fit your needs. Quality control and the very latest in modern pressing equipment assures you of high-fidelity reproductions at prices competitive to any other source. If you've got pressing problems . . . it will pay you to call Standard on your next order. You'll be well pleased with the results.

You can count on Standard to get the job done to your advantage by calling Jimmy Tyner, Eddy Arnold, A. O. Buck or Charlie Everhart, and when in New York, call Joe Csida.

Telephone 244-1867

Standard
RECORD PRESSING COMPANY, inc.

415 FOURTH AVENUE, SOUTH ★ NASHVILLE 3, TENNESSEE

"We press the Nashville sound"

Copyrighted material

www.americanradiohistory.com

COUNTRY MUSIC CORNER

By BILL SACHS

Wayland (Stubby) Stubblefield, promotion man for Pamper Music, Goodlettesville, Tenn., has continued his trek into West Texas, New Mexico, Arizona and California, after being dismissed from St. Luke's Hospital, Kansas City, Mo., last week, where he underwent a series of tests for a kidney ailailment. . . . **Willie Nelson** was a recent visitor to Nashville to cut a pair of sides for Liberty Records. . . . **Mildred Ruton's** Hillbilly Park, Newark, Ohio, ushered in its new season Saturday (18). . . . **Jack Roberts and His Evergreen Drifters,** after eight successful years at Heiser's Shadow Lake Ballroom, near Seattle, have been engaged as as a regular feature of the newly inaugurated Saturday night western dances at the Spanish Castle, Seattle, one of the largest ballrooms in the Pacific Northwest.

Buddy Meredith has just record his first album for **Don Pierce's** Starday Records. Package is titled "Sing Me a Heart Song." Buddy continues to spin country disks at KRSD, Rapid City, S. D., and he and his **Country Men** will keep busy on dates in Nebraska, Kansas, South Dakota, Montana and Wyoming during most of the summer. . . . **Dewey Groom,** owner-operator of the Longhorn, country music ballroom in Dallas, is back in radio after an absence of six years. He's on KPCN, new country music station at Grand Prairie, Tex., with a show called "In Answer to Your Question," in which he answers listeners' questions concerning their favorite country artists.

Kathy Dee, accompanied by her personal manager, **Quentin (Reed) Welty,** hops into Nashville Wednesday (22) to cut another singles session for United Artists. From Nashville Miss Dee heads for Buffalo and a nitery date. . . . **Bobby Hankins,** heard daily on radio via KOEL and KCRG, both in Oelwein, Ia., is routed for personals in Marion, Ia., May 22; Clear Lake, Ia., 24; Janesville, Ia., 25; Dewitt, Ia., 26; Perry, Ia., 29, and Lawler, Ia., 31. . . . **Porter Wagoner** and his group show their wares at Reading, Pa., May 22; York, Pa., 24; Lynchburg, Va., 25; Richmond, Va., 27; Raleigh, N. C., 28; Savannah, Ga., 29; Charlotte, N. C., 30, and Charleston, S. C., 31.

Flatt and Scruggs, following their engagement at the Country Music Association banquet-show for the New York Executives' Club at the Roosevelt Hotel, New York, last Tuesday (14), returned to Nashville to prep for another tour that will take them to Thompson Station, Tenn., May 23; Bloomfield, Ind., 24; Rochester, N. Y., 25; Manassas, Va., 26; Trion, Ga., 30, and Gainesville, Ga., 31. . . . **Roy Druskey** is set for a personal in Tucson, Ariz., May 24-25, after which he heads back to Nashville for another wax session.

WITH THE COUNTRY JOCKEYS

Bruce E. Tolzmann, of KRWB, Roseau, Minn., typewrites: "We are a new station in Northwestern Minnesota. A large portion of our programming is c.&w., so we enjoy reading your column to find out what's going on in the c.&w. music field. Like any new station, our music library is incomplete. We would appreciate the artists, publishers and diskeries putting us on their mailing lists for new releases." . . . Star Delta Record Corporation, 6700 Walnut, Long Beach, Calif., invites c.&w. deejays to write in for a place on the firm's mailing list. . . . Roy Records, 7604 St. Clair Avenue, Cleveland, has available copies of **L. Roy Johnson's** new release, "Chapel in the Valley." Write on your station's letterhead.

Jimmy Logsdon, host of WCKY's "Jamboree," Cincinnati, had as recent guests **Jimmy Martin and His Sunny Mountain Boys,** who plugged their new one, "The Old Man's Drunk Again"; **Don Reno** and **Red Smiley,** who were in town to wax a new album for King Records; **Connie Hall,** who made a pitch on her new Decca release, "Don't Tempt Me"; **Sonny James,** Dot artist, and **Carl Butler** and wife **Pearl.** Carl's new album is a frequently requested item on "Jamboree," Logsdon reports. . . . **Earl Aycock,** who formerly whirled the country platters in Houston and at WDAL, Meridian, Miss., is back at his hometown country outlet, WDAL, after several months in private business. Working with Earl at WDAL, and sharing the spotlight, is **Bill Wilbourne.**

Si Siman, of Earl Barton Music, Radio-TV Building, Springfield, Mo., is offering country deejays copies of **Red Foley's** new Decca release, "One True Love" b.w. "Lights Across the Bay." Put your request on your station's stationery. . . . Copies of "I Could Change My Mind" b.w. "Baker's Hornpipe," new release by **Charlie Tomlinson** and **Billy Baker and the Shady Valley Boys** on the Rebel label, may be obtained by writing to Tomlinson at 108 Luxor Street, Manassas, Va. . . . Station KAYO, Seattle, made the switch from rock and roll to full-time country (24 hours) April 22. **Eddie Briggs** is among those spinning out the country sound via KAYO 168 hours each week. They need anything in the way of c.&w. material—old or new, singles or LP's.

Marty Collins, of San Antonio, has a new release on the Renner label, coupling "One Eye on the Clock" and "I Saw You Cheatin' Last Night." Latter tune was penned by **Bill Brame** and **Carl Fitzgerald,** deejay at WMOX, Meridian, Miss. A request to Fitzgerald on your station letterhead will fetch you a copy. . . . **Scooter Bill Mann,** until recently a patient at the VA Hospital, Tucson, Ariz., says he is fully mended from a siege of arthritis and is anxious to get back in the swim with a country music station. Scooter Bill had been spinning country at KTBE Radio at the hospital but left there recently when the VA decided to chuck country music programming. Mann gets his mail at 2725 Rickey Vista, Tucson.

Ray Petersen, of KWIN Radio, Ashland, Ore., writes: "We now air c.&w. music 24 hours daily and things look great. We can use more albums, singles and just about anything with the c.&w. sound, including sacred and gospel releases. Address Ray at P.O. Box 227, Ashland. . . .

DURING HER RECENT engagement at Cobo Hall, Detroit, with the Oscar Davis country music spectacular, Kitty Wells took time off to say "hello" to the Motor City's deejays. Among the jocks she visited was WEXL's Bob Clark above. He proclaimed the day "Kitty Wells Day" in honor of the popular country thrush.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 5/25/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	**STILL** — Bill Anderson, Decca 31458	14
2	2	**LONESOME 7-7203** — Hawkshaw Hawkins, King 5712	11
3	3	**ACT NATURALLY** — Buck Owens, Capitol 4937	7
4	6	**YELLOW BANDANA** — Faron Young, Mercury 72085	13
5	4	**IS THIS ME?** — Jim Reeves, RCA Victor 8127	16
6	23	**SWEET DREAMS (Of You)** — Patsy Cline, Decca 31483	3
7	5	**END OF THE WORLD** — Skeeter Davis, RCA Victor 8098	23
8	9	**TAKE A LETTER, MISS GRAY** — Justin Tubb, Groove 0017	7
9	10	**THE MAN WHO ROBBED THE BANK AT SANTA FE** — Hank Snow, RCA Victor 8151	5
10	8	**WE MUST HAVE BEEN OUT OF OUR MINDS** — George Jones & Melba Montgomery, United Artists 575	4
11	20	**ROLL MUDDY RIVER** — Wilburn Brothers, Decca 31464	3
12	7	**WALK ME TO THE DOOR** — Ray Price, Columbia 42658	13
13	14	**YOU TOOK HER OFF MY HANDS** — Ray Price, Columbia 42658	13
14	12	**NOT WHAT I HAD IN MIND** — George Jones, United Artists 528	16
15	24	**DON'T CALL ME FROM A HONKY TONK** — Johnny & Janie Mosby, Columbia 42668	2
16	11	**PEARL PEARL PEARL** — Lester Flatt & Earl Scruggs, Columbia 42755	3
17	17	**YESTERDAY'S MEMORIES** — Eddy Arnold, RCA Victor 8160	5
18	19	**GOODBYE KISSES** — Cowboy Copas, Starday 621	5
19	13	**THE ONLY GIRL I CAN'T FORGET** — Del Reeves, Reprise 20158	5
20	21	**HEAD OVER HEELS IN LOVE WITH YOU** — Don Gibson, RCA Victor 8144	8
21	29	**PLEASE TALK TO MY HEART** — Country Johnny Mathis, United Artists 536	11
22	—	**I'M SAVING MY LOVE** — Skeeter Davis, RCA Victor 8176	1
23	18	**MY FATHER'S VOICE** — Judy Lynn, United Artists 571	6
24	16	**LEAVIN' ON YOUR MIND** — Patsy Cline, Decca 31455	15
25	22	**SHOES OF A FOOL** — Bill Goodwin, Vee Jay 501	3
26	26	**OLD SHOWBOAT** — Stonewall Jackson, Columbia 42765	2
27	27	**COLD AND LONELY** — Kitty Wells, Decca 31457	9
28	—	**ROSEBUDS AND YOU** — Benny Martin, Starday 623	1
29	30	**YOUR MOTHER'S PRAYER** — Buddy Cagle, Capitol 4923	2
30	—	**ONE AMONG THE MANY** — Ned Miller, Fabor 116	1

New on the platter-spinning staff on KPCN, full-time country station in the Dallas-Fort Worth sector, is **Russ Johnston.** . . . "Country and western music is a big thing in Hawaii," write **Hal Bradbury** and **John Livingston,** who spin the country stuff over KAHU, Waipahu, Hawaii. "This is attributable to the large military personnel and their dependents stationed in Hawaii. Country music is aired over KAHU from 7 a.m. to 4:30 p.m., but the demand grows greater each day."

"TEENAGE LETTER"
Jerry Lee Lewis
b/w
"SEASONS OF MY HEART"
SUN #384
Jerry Lee Lewis
With
Linda Gail Lewis
Sun Records
639 Madison Memphis, Tenn.

THE BIG O!
BIG SOUND!
BIG SALES!

ROY ORBISON sings
"FALLING"
c/w DISTANT DRUMS # 815
Monument RECORDS Hendersonville, Tennessee
Exclusive Management:
ACUFF-ROSE ARTISTS CORP.
Nashville 4, Tennessee
CYpress 7-5366

Copyrighted material
www.americanradiohistory.com

The kids are eating it up!

The novelty single that's selling like meatballs!
Breaking in Minneapolis, St. Louis, San Francisco,
Miami, New York, New Orleans and Pittsburgh.

Copyrighted material
www.americanradiohistory.com

R & B ROUNDUP

By NICK BIRO
(Chicago Office)

WYNR, the big McLendon-owned rocker in Chicago, is softening its sound—much to the consternation of a host of r.&b. promotion men here. Consensus here is that the station started with a hard r.&b. sound and is now "in-between." Only exception is **Yvonne Daniel's** all-night jazz show. WVON, the new Chess-owned outlet, seems to be picking up many of the hard-r.&b. listeners.

The following letter speaks for itself. We omit names to save faces, but there's a point to prove. It was written to this column by a fairly well-known r.&b. deejay. "Sorry to report to you that I was fired because of that bug 'PAYOLA.' The station's assistant manager is supposedly writing you a letter to be printed in your column. From all I know, the letter contains some very disgracing things about me and payola and has mentioned certain record companies hooked up with the scandal. Please do not print my name at all. You know that is very bad when I'm looking for another job and if the employer sees my name in your column for being in the payola scandal he will not hire me." The lesson is obvious. Disk jockeys, like Caesar's wife, have to be above reproach. The slightest taint of "bread" and their entire career can be in jeopardy.

Joe Batzell, one of the top promotion men in Philadelphia, reports his wife is expecting their second child. Joe's swinging with the new **Ruby and the Romantics** tune and says the new **Chuck Berry,** "I'm Talking About You" is taking off now that WIBG is on it. . . . The **Combo Kings,** who recently signed with Imperial after their almost-hit called "Mish-Mash," have a new disk produced by **Joe Konowal** and **Al Kelly** of Philadelphia called "Teacher" b/w "Fragile, Handle With Care." . . . **Barry Abrams** is leaving Chips Distributing Company in Philadelphia within two weeks. Anyone interested in contacting him call PO-0-500.

Jimmy Bishop, the "Boss with the Hot Sauce," is welcomed to the KATZ (St. Louis) staff by Dave Dixon, program director (right). Jimmy will be on from 7 to 9 a.m. and 3 to 6 p.m. He was formerly with KXLW.

In Chicago, Potter Distributing Company picked up the GNP Crescendo, Del-Fi, Donna and Like lines. . . . **Joe Henderson** is out with his first disk in a long time, "My Hands Are Tied," a ballad on Todd. . . . **Gwinny Witherspoon** ("Nobody But Me" on Boss) canceled her national promotion tour due to illness. . . . **Helen Key** is making a comback on radio. She'll do a jazz show at WSBC, joining **Annice Kellogg,** the station's big jazz name. Helen used to have a couple of record shops in Chicago and worked with **McKie Fitzhugh,** the r.&b. jazz club owner. . . . **Baby Jean** is joining WMPP, the new all-Negro station in East Chicago Heights. She's been one of the biggest name tavern-jocks on the South Side.

SOME PICKS: Stacy Record's **John Dolan** reports action on **Al Casey's** newie, "Indian Love Call," since it was a "Personal Pick" on the **Bill Gavin** sheet. . . . **Pete Wright** is thumping the drums on "Jailer, Bring Me Water" by **Johnny Thunder** on Diamond. It started at WVON. . . . KATZ, St. Louis, has **Barbara Lewis'** "Hello Stranger" in the No. 1 spot for the second week in a row. . . . WEBC, Duluth, Minn., has **Al Martino's** "I Love You Because" at the top. . . . Biggest breakouts of the week at Music City, Berkeley, Calif., are "Memphis," **Lonnie Mack** on Fraternity, and "So Much in Love," **Tymes,** Parkway.

NEW YORK—United Artists and Gordon B. McLendon have concluded an exclusive agreement for the McLendon Company to produce specially designed radio spots for the film company's major releases.

First of the UA films to use the McLendon spots will be "Dr. No," the Ian Fleming thriller starring Sean Connery, James Bond and Ursula Andress, and Hall Bartlett's "The Caretakers," a drama of hospital life starring Robert Stack, Polly Bergan and Joan Crawford.

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 5/25/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	**I WILL FOLLOW HIM** ..... Little Peggy March, RCA Victor 8139	8
2	2	**IF YOU WANNA BE HAPPY** ..... Jimmy Soul, S.P.Q.R. 3305	5
3	1	**BABY WORKOUT** ..... Jackie Wilson, Brunswick 55239	10
4	5	**THE LOVE OF MY MAN** ..... Theola Kilgore, Serock 2004	6
5	10	**IF YOU NEED ME** ..... Solomon Burke, Atlantic 2185	3
6	4	**DON'T SAY NOTHIN' BAD ABOUT MY BABY** ..... Cookies, Dimension 1008	9
7	8	**CAN'T GET USED TO LOSING YOU** ... Andy Williams, Columbia 42674	4
8	13	**TAKE THESE CHAINS FROM MY HEART** Ray Charles, ABC-Paramount 10435	4
9	9	**ANOTHER SATURDAY NIGHT** ..... Sam Cooke, RCA Victor 8164	3
10	7	**ON BROADWAY** ..... Drifters, Atlantic 2182	6
11	12	**PUSHOVER** ..... Etta James, Argo 5437	4
12	24	**FOOLISH LITTLE GIRL** ..... Shirelles, Scepter 1248	7
13	17	**PRISONER OF LOVE** ..... James Brown & the Famous Flames, King 5739	3
14	14	**PUFF (The Magic Dragon)** ..... Peter, Paul & Mary, Warner Bros. 5348	5
15	6	**HE'S SO FINE** ..... Chiffons, Laurie 3152	13
16	11	**PIPELINE** ..... Chantays, Dot 16440	7
17	23	**TWO FACES HAVE I** ..... Lou Christie, Roulette 4481	4
18	15	**WATERMELON MAN** ..... Mongo Santamarie, Battle 45909	9
19	19	**REVEREND MR. BLACK** ..... Kingston Trio, Capitol 4951	3
20	18	**COME AND GET THESE MEMORIES** ... Martha & the Vandellas, Gordy 7014	5
21	21	**SURFIN' U. S. A.** ..... Beach Boys, Capitol 4932	4
22	25	**DA DOO RON RON** ..... Crystals, Philles 112	3
23	—	**HOT PASTRAMI** ..... Dartels, Dot 16453	1
24	28	**LITTLE BAND OF GOLD** ..... James Gilreath, Joy 274	3
25	—	**HELLO STRANGER** ..... Barbara Lewis, Atlantic 2184	1
26	—	**EL WATUSI** ..... Ray Barretto, Tico 419	1
27	—	**YOU'LL NEED ANOTHER FAVOR** ..... Little Johnny Taylor, Galaxy 718	1
28	—	**LOSING YOU** ..... Brenda Lee, Decca 31478	1
29	—	**IT'S MY PARTY** ..... Leslie Gore, Mercury 72119	1
30	—	**A LOVE SHE CAN COUNT ON** ..... Miracles, Tamla 54078	4

THE SHIRELLES stopped in for a visit at KJOY following a show at Stockton, Calif., recently. Deejays in the picture are Mac MacGregor, Rick Cimino and Ted Payne. Ken Maynard is on mike with the earphones.

HITS A POPPIN'
JOE HINTON'S
YOU KNOW IT AIN'T RIGHT
BACKBEAT 537

I CAN LEARN
BY
THE CHAINS
PEACOCK 1922

THE DRIVE
BY
THE ADORABLES
PEACOCK 1924

THE CROWN
BY
EARL FOREST
DUKE 363

WORLD'S GREATEST SPIRITUALS
NOBODY KNOWS
(The Trouble I See)
B/W
GLORY IS COMING
BY
SUNSET TRAVELERS
PEACOCK 1888

TROUBLE IN YOUR HOME
B/W
NEW BORN SOUL
BY
MIGHTY REDEEMERS
PEACOCK 1887

DUKE-PEACOCK RECORDS, INC.
2809 ERASTUS STREET HOUSTON 26, TEXAS

Copyrighted material
www.americanradiohistory.com

THE BIG O!

BIG SOUND!

BIG SALES!

Roy Orbison

SINGS

FALLING

ANOTHER HIT WRITTEN BY ROY ORBISON—PUBLISHED BY ACUFF-ROSE PUBLICATIONS, INC.

c/w "DISTANT DRUMS"

MONUMENT 815

Monument RECORDS

HENDERSONVILLE, TENNESSEE

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

Copyrighted material

www.americanradiohistory.com

SINGLES REVIEWS

SINGLES SPOTLIGHT

WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R.&B. charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks. All other singles are listed in their respective categories.

POP SPOTLIGHT

PAUL AND PAULA

FIRST QUARREL

(LeBill-Marbill, BMI) (2:33)—Philips 40114

Paul and Paula are back with another cute record that should please their teen followers. They sing about their first quarrel and explain that they're sorry about hurting each other's feelings. Good wax. Flip is "School Is Through" (LeBill-Marbill, BMI) (2:31).

POP SPOTLIGHT

THE GLENCOVES

HOOTENANNY

(Joy, ASCAP) (2:45)—Select 724)

Two bright sides by a new group that could make a real dent. First up is a snappy hand-clapper rhythm effort with a catchy sound. It moves. Flip is a slick novelty that's a funny parody on many of the pop-folk groups now on the scene. Both sides could stir action.

POP SPOTLIGHT

LITTLE PEGGY MARCH

I WISH I WERE A PRINCESS

(Atrium, ASCAP) (2:11)—RCA Victor 8189

Peggy March has a warm follow-up here to her recent smash "I Will Follow You." She sings the bright ballad with style over stylish backing by the ork. Should do mighty well. Flip is "My Teen-Age Castle" (Phase, BMI) (2:31).

POP SPOTLIGHT

THE CHIFFONS

ONE FINE DAY

(Screen Gems-Columbia, BMI)—Laurie 3179

The Chiffons are back with what could be a solid follow-up to their hit "He's So Fine." The gals sell this teen-slanted rocker with feeling, showing off their fine harmonies and their fresh sound. It swings. Flip is "Why Am I So Shy" (Bright Tunes, BMI) (2:04).

POP SPOTLIGHT

BERT KAEMPFERT ORK

DANKE SCHOEN

(Roosevelt, BMI) (2:38) — Decca 31498

This pretty theme is handled with taste and quality by the ork, and it's made to order for deejay programming. A side that could turn into a big one for the ork. Watch it. Flip is "Give and Take" (Roosevelt, BMI) (2:27).

POP SPOTLIGHT

THE FOUR PENNIES

MY BLOCK

(January, BMI) (2:39)—Rust 5071

Here's a new girl group with a lot of style. They do a ditty with social significance in an arrangement that's reminiscent of some of the hit sides by the Drifters. The whole concept is mighty smart and the side could happen. Flip is "Dry Your Eyes" (Bright Tunes, BMI) (2:06).

POP SPOTLIGHT

BROOKS ARTHUR

THE DOLL WITH THE BROKEN HEART

(Columbia, BMI) (2:37)—Kapp 529

New artist does a bang-up singing job on this sentimental tune. Pathos is the key with simple backing that features celeste. The flip is "Mary's Laugh Makes Me Cry" (Columbia, BMI) (2:27).

POP SPOTLIGHT

JOHNNY THUNDER

JAILER, BRING ME WATER

(T.M., BMI) (2:10)—Diamond 137

Strong initial air play has already been kicked off on this in some areas. It's a swinger with the tune written by Bobby Darin. "The flip is "Outlaw" (Tobi-Ann-Unbelievable, BMI) (2:40).

POP SPOTLIGHT

PATTI PAGE

I'M WALKIN'

(Travis, BMI) (2:04)—Mercury 72123

Here's a mighty powerful vocal on Patti's former label that has a sound and a good chance. The Fats Domino swinger gets high-flying treatment with torrid tenor sax work. The flip is "Invitation to the Blues" (Starday, BMI) (2:26).

POP SPOTLIGHT

BOBBY PICKETT

THE HUMPTY DUMPTY

(Garpax, BMI) (2:07)

GRADUATION DAY

(Sheldon, BMI) (2:17—Garpax 4417

Pickett really breaks it up on this novelty dance side. It's filled with laughs, cooking beat and bright use of imitation voices of Frankie Fontaine, Yogi Bear, Alfred Hitchcock, JFK and others. The second side is a serious rendition of the ballad hit of some time ago.

POP SPOTLIGHT

ALLEN REYNOLDS

HERE COMES RAGGEDY ANN

(Jack-Big Bopper, BMI) (2:57)—RCA Victor 8190

A new artist and a fine hunk of material, packed with philosophy and pathos. The singer has a solid touch and he gives the tune much meaning. Could be a big one. Flip is "She Really Lied" (Jack-Big Bopper, BMI) (2:31).

POP SPOTLIGHT

ARETHA FRANKLIN

HERE'S WHERE I CAME IN (HERE'S WHERE I WALK OUT)

(Action, BMI) (2:42)—Columbia 42796

An abrupt change of pace for Aretha but a goodie just the same It's a powerful, country-styled ballad sung with a lot of feeling against voices and strings in three-quarter time. Watch it. Flip is "Say It Isn't So" (Berlin, ASCAP) (3:07).

POP SPOTLIGHT

THE EXCITERS

GET HIM

(Mellin, BMI) (1:56)

IT'S SO EXCITING

(Trio, BMI) (1:54)—United Artists 604

Here are two sides bound to put the group back in the swim. The first is the more potent of the two with solid rolling beat, subtle touches and great singing. The second side is a carnival type, with strong samba beat and high-flying strings.

POP SPOTLIGHT

ROY ORBISON

FALLING

(Acuff-Rose, BMI) (2:22)

DISTANT DRUMS

(Combine, BMI) (3:09)—Monument 815

Two fine sides from Roy Orbison, either or both of which could be hits. Topper is a moving ballad sung by Orbison with his usual feeling and vocal gimmicks. The "Distant Drums" side tells the story of a lad getting ready to join the Service.

C.&W. SPOTLIGHT

CLAUDE KING

BUILDING A BRIDGE

(Cramart, BMI) (2:13)—Columbia 42782

A mighty fine country weeper is done up in moving style on this newest by King. Good message and performance is coupled with a nice arrangement which uses strings and voices. Flip is "What Will I Do" (Cramart, BMI) (1:48).

NOVELTY SPOTLIGHT

SHEAN AND JENKINS

DO THE COMMERCIAL

(Neil, BMI) (2:20)

GOOFY FOOTER HO-DAD

(Neil, BMI) (2:15)—Crescendo 198

Two very funny sides that could attract play and sales. First up is a clever take-off on radio and TV commercials, with a nutty, jazz-oriented backing. Flip is somewhat on the surf kick with a sort of beatnik poetry narrative. Funny material, well carried off.

★★★★

FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to merit being stocked by dealers, one-stops and rack jobbers handling that category.

POPULAR

PATTI PAGE
★★★★ I'm Walkin' (Travis, BMI) (2:04) — ★★★★ Invitation to the Blues (Starday, BMI) (2:26). MERCURY 72123

NICKY DeMATTEO
★★★★ Baby, That's All (Tobi-Ann, BMI) (2:32)—★★★★ The Story of My Life (Tobi-Ann, BMI) (2:23), BMI) (2:23). DIAMOND 138

RUSS FAITH AND ORK
★★★★ Sea of December (Criterion, ASCAP) (2:30)—★★★★ Black Zoo (Debmar, ASCAP) (2:15). CHANCELLOR 1137

NAT KENDRICK AND THE SWANS
★★★★ (Do the) Mashed Potatoes (Parts I & II) (Sherlyn, BMI) (1:45, 1:46). DADE 5004

GEORGE GREELEY
★★★★ Anthony and Cleopatra Theme (Robbins, ASCAP) (2:46)—★★★★ Caesar and Cleopatra Theme (Robbins, ASCAP) (2:25). REPRISE 20181

COZY COLE
★★★★ Indian Love Call (Parts I & II) (Harms, ASCAP) (2:20, 2:21). CORAL 65571

VENTURES
★★★★ The Ninth Wave (Dobo-Electron, BMI) (2:08) — ★★★★ Damaged Goods (Laughter, BMI) (2:05). DOLTON 78

BOB FLORENCE
★★★★ Theme From Cleopatra (Robbins, ASCAP) — ★★★★ Paul's Theme (Leeds, ASCAP) (2:32). LIBERTY 55582

HENRY MANCINI AND HIS ORK
★★★★ Banzai Pipeline (Southdale, ASCAP) (2:30) — ★★★★ Rhapsody in Blue (New World, ASCAP) (3:37). RCA Victor 8184

JIMMY HOLIDAY
★★★★ Don't Laugh (Arrowhead, BMI) (2:20)—★★★★ Poor Boy (Arrowhead, BMI) (2:20). EVEREST 2027

THE SURFARIS
★★★★ Surfer Joe (Miraleste-Robin Hood, BMI) (2:20) — ★★★★ Wipe Out (Miraleste-Robin Hood, BMI) (2:12). DOT 16479

GENE GRAY
★★★★ Surf Bunny (Padua - Poochum, BMI) (2:30) — ★★★ Surfer's Mood (Padua-Poochum, BMI) (2:30). DOT 16478

EARL FORREST
★★★★ The Duck (Lion, BMI) (2:10) —★★★ The Crown (Lion, BMI) (2:16). DUKE 363

BOB LOVE
★★★★ Another Mr. Blue (Veep, BMI) (2:35) — ★★★ Loving Tree (Veep, BMI) (1:58). WILSHIRE 202

HARRY SIMEONE CHORALE
★★★★ Six Gifts of Love (Sunbeam, BMI) (2:34)—★★★ Bless Your Heart My Darling (Regent, BMI) (2:37). MERCURY 72122

DON RANDI
★★★★ Spanish Harlem (Progressive-Trio, BMI) (2:20)—★★★ Follow Me (Miller, ASCAP) (2:05). PALOMAR 2201

THE FOUR ESQUIRES
★★★★ The James Bond Theme (Double-O-Seven) (Unart, BMI) (2:15) —★★★ Summer Vacation (Rogelle, BMI) (2:32). TERRACE 7516

BILLY BARNES
★★★★ Road of Love (Jonathan, BMI) (2:34)—★★★ There's a Lion Out There (Jonathan, BMI) (2:38). TAHOE 2532

KING COLEMAN
★★★★ Down in the Basement (Eden, BMI) (2:40) — ★★★ Crazy Feelin' (Eden, BMI) (2:43). TOGO 600

DIHLLER AND THE HOLIDAYS
★★★★ Double Shot (Of My Baby's Love) (Windsong, BMI) (1:57)—★★★ Yea-Boo (Windsong, BMI) (2:00). COMET 2152

ROLF HARRIS
★★★★ Tie Me Kangaroo Down, Sport (Beechwood, BMI) (3:02) — ★★★ The Big Black Hat (Beechwood, BMI) (2:12). EPIC 9596

DOTTY DANIELS
★★★★ Play Me a Sad Song (R&S, BMI) (2:53)—★★★ I Wrote You a Letter (Aim, BMI) (2:12). AMY 885

TOMMY WILLS
★★★★ Man With a Horn (Crystals, ASCAP)—★★★ La-Dee-Dah (Wills, BMI). GREGORY 100

THE LEROYS
★★★★ Tonight You Belong to Me (Ross Jungnickel, ASCAP) (2:00) — Little Parakeet (Beechwood, BMI) (1:55). CABOT 140

THE COUSINS
★★★★ Sweet Georgia Brown (Remick, ASCAP) (2:16)—★★★ Outside the Wall (Cherry Hill, BMI) (2:28). Parkway 870

JET HARRIS AND TONY MEEHAN
★★★★ Scarlet O'Hara (Regent, BMI) (2:18) — ★★★ (Doing the) Hully Gully (Hill & Range, BMI) (1:48). LONDON 9608

ARTHUR LEE
★★★★ The Ninth Wave (Beech) (2:42) — ★★★ Rumble-Still-Skins (Beechwood) (2:22). CAPITOL 4980

JIMMY GRIFFIN
★★★★ Love Letters in the Sand (Bourne, ASCAP) (2:08)—★★★ Summer Holiday (Hill & Range, BMI) (2:20). REPRISE 20178

MITCH MILLER WITH THE SING ALONG GANG AND KIDS
★★★★ It's a Darn Good Thing (Famous, ASCAP) (2:10)—★★★ The House Is Haunted (Bregman, Vocco & Conn, ASCAP) (2:57). COLUMBIA 42797

JOE HENDERSON
★★★★ You Can't Lose (Tree, BMI) (2:20) — ★★★ All Day Every Day (Trinity - Todd - Hub, BMI) (2:20). TODD 1084

LLOYD PRICE
★★★★ Pistol Packin' Mama (Vogue, BMI) (2:20)—★★★ Tennessee Waltz (Acuff-Rose, BMI) (2:25). DOUBLE L 714

THE VINE STREET BOYS
★★★★ Come On Over (Vine Street, ASCAP) (1:54)—★★★ That Certain Someone (Vine Street, ASCAP) (2:15). ERA 3105

GARY SCOTT
★★★★ Beverey (Buzz, BMI) (1:46)—★★★ Forever We'll Be (Buzz, BMI) (1:53). TITANIC 5010

HOLLYWOOD FLAMES
★★★★ Drop Me a Line (Premier, BMI) (2:25)—★★★ Letter to My Love (Goodnight) (Premier, BMI) (2:25). VEE JAY 515

LOUIS PRIMA WITH GIA MAIONE
★★★★ Angelina (Southern, BMI) (2:27) — ★★★ Robin Hood (Morris, ASCAP) (2:07). PRIMA 1000

ERNIE K-DOE
★★★★ I'm the Boss (Shirl-Kit, BMI) —★★★ Pennies Worth of Happiness (Tree, BMI) (2:50). MINIT 665

JESSIE WILLIAMS
★★★★ I've Got Feelings (Jones-David, BMI) (2:25) — ★★ Tender Words and Tender Kisses (Jones, BMI) (2:20). CARLTON 592

RHYTHM & BLUES

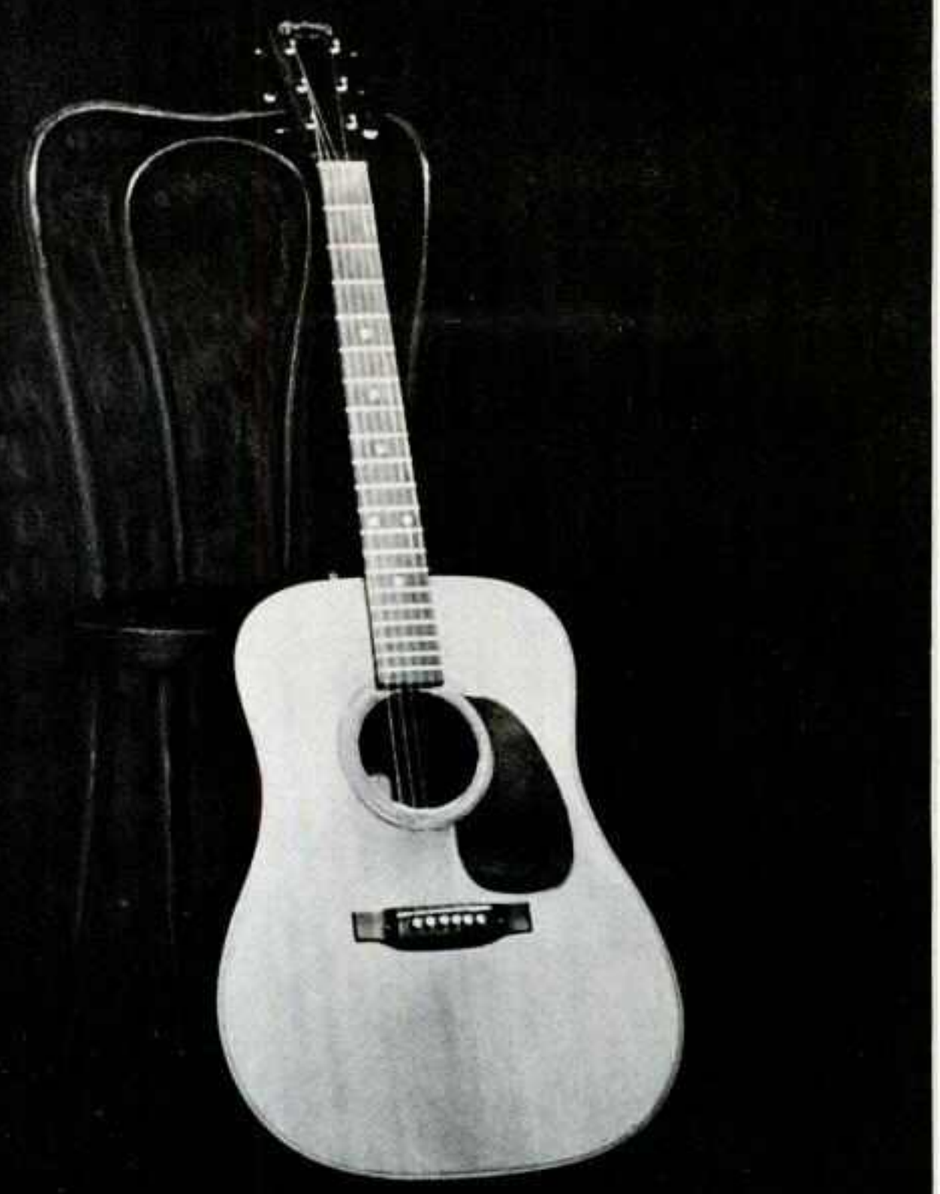
DAVID MORRISON
★★★★ Voodo (Lowery, BMI) (2:10) —★★★ Growing Old Before My Time (Ahab, BMI) (2:15). VEE JAY 516

(Continued on page 28)

Copyrighted material

www.americanradiohistory.com

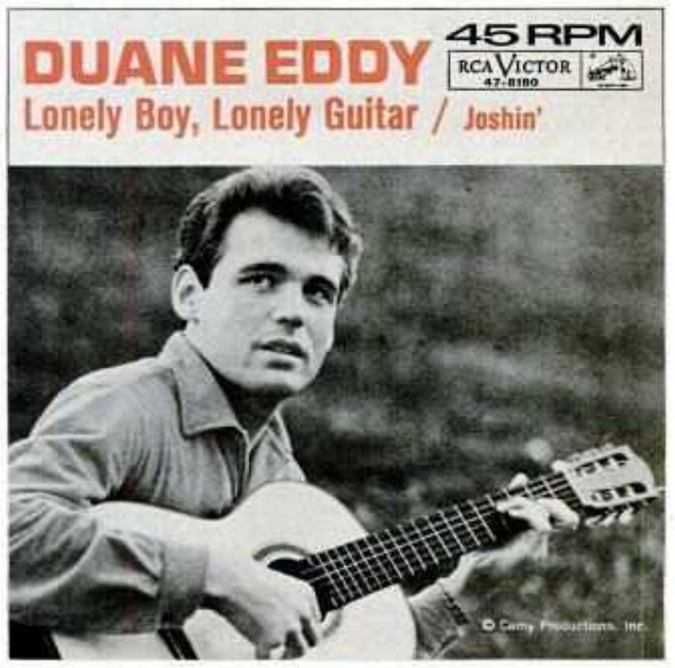
DUANE EDDY'S "LONELY BOY, LONELY GUITAR"



ANOTHER CROWD-PULLING SINGLE! #8180

RCA VICTOR

The most trusted name in sound



JUST RELEASED DUANE EDDY'S GREAT NEW ALBUM "TWANG A COUNTRY SONG." LPM/LSP 2681

Copyrighted material
www.americanradiohistory.com

Billboard HOT 100

STAR PERFORMERS—Selections registering greatest upward progress this week.

S Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33⅓ r.p.m. mono single version is available.

S Indicates that 33⅓ r.p.m. stereo single version is available.

This Week	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	Title	Artist, Label & Number		Weeks On Chart
1	1	3	6	IF YOU WANNA BE HAPPY	Jimmy Soul, S.P.Q.R. 3305		9
2	2	1	1	I WILL FOLLOW HIM	Little Peggy March, RCA Victor 8139		10
3	4	7	8	SURFIN' U. S. A.	Beach Boys, Capitol 4932		10
4	5	6	13	FOOLISH LITTLE GIRL	Shirelles, Scepter 1248		10
5	10	23	29	I LOVE YOU BECAUSE	Al Martino, Capitol 4930		8
6	7	10	18	LOSING YOU	Brenda Lee, Decca 31478		8
7	11	17	23	TWO FACES HAVE I	Lou Christie, Roulette 4481		9
8	12	16	19	TAKE THESE CHAINS FROM MY HEART	Ray Charles, ABC-Paramount 10435		7
9	26	60	—	IT'S MY PARTY	Lesley Gore, Mercury 72119		3
10	14	24	30	ANOTHER SATURDAY NIGHT	Sam Cooke, RCA Victor 8164		6
11	13	20	21	HOT PASTRAMI	Dartells, Dot 16453		7
12	3	2	3	PUFF (The Magic Dragon)	Peter, Paul & Mary, Warner Bros. 5348		11
13	19	37	54	DA DOO RON RON	Crystals, Philles 112		5
14	8	9	14	REVEREND MR. BLACK	Kingston Trio, Capitol 4951		8
15	18	36	50	YOU CAN'T SIT DOWN	Dovells, Parkway 867		5
16	6	4	4	PIPELINE	Chantays, Dot 16440		13
17	24	29	49	STILL	Bill Anderson, Decca 31458		7
18	9	5	2	CAN'T GET USED TO LOSING YOU	Andy Williams, Columbia 42674	△	13
19	16	19	34	KILLER JOE	Rocky Fellers, Scepter 1246		10
20	45	79	—	SUKIYAKI	Kyu Sakamoto, Capitol 4945		3
21	21	26	31	THIS LITTLE GIRL	Dion, Columbia 42776	△	6
22	22	27	36	AIN'T THAT A SHAME!	4 Seasons, Vee Jay 512		6
23	31	34	51	THE LOVE OF MY MAN	Theola Kilgore, Serock 2064		6
24	27	40	71	EL WATUSI	Ray Barretto, Tico 419		5
25	47	70	—	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER	Nat King Cole, Capitol 4965		3
26	35	38	46	PUSHOVER	Etta James, Argo 5437		6
27	37	53	64	PRISONER OF LOVE	James Brown & the Famous Flames, King 5739		6
28	17	8	5	HE'S SO FINE	Chiffons, Laurie 3152		14
29	23	21	25	LITTLE BAND OF GOLD	James Gilreath, Joy 274		10
30	15	12	12	MECCA	Gene Pitney, Musicor 1028		10
31	39	50	70	LET'S GO STEADY AGAIN	Neil Sedaka, RCA Victor 8169		5
32	36	42	58	COME AND GET THESE MEMORIES	Martha & the Vandellas, Gordy 7014		8
33	53	65	80	HELLO STRANGER	Barbara Lewis, Atlantic 2184		4
34	55	93	—	18 YELLOW ROSES	Bobby Darin, Capitol 4970		3
35	20	13	15	CHARMS	Bobby Vee, Liberty 55530		9
36	28	30	26	DAYS OF WINE AND ROSES	Andy Williams, Columbia 42674	△	11
37	25	11	9	ON BROADWAY	Drifters, Atlantic 2182		10
38	43	49	63	SHUT DOWN	Beach Boys, Capitol 4932		5
39	41	44	56	REMEMBER DIANA	Paul Anka, RCA Victor 8170		7
40	51	58	74	IF YOU NEED ME	Solomon Burke, Atlantic 2185		6
41	49	57	77	HOT PASTRAMI WITH MASHED POTATOES (Part I)	Joey Dee and the Starliters, Roulette 4488		5
42	46	47	53	THAT'S HOW HEARTACHES ARE MADE	Baby Washington, Sue 783		10
43	59	75	—	THE GOOD LIFE	Tony Bennett, Columbia 42779	△	3
44	30	18	10	WATERMELON MAN	Mongo Santamaria, Battle 45909		11
45	38	31	37	A LOVE SHE CAN COUNT ON	Miracles, Tamla 54078		9
46	33	15	7	DON'T SAY NOTHIN' BAD ABOUT MY BABY	Cookies, Dimension 1008		13
47	52	61	78	WHAT A GUY	Raindrops, Jubilee 5444		5
48	29	22	20	TOM CAT	Rooftop Singers, Vanguard 35019		10
49	60	74	—	WILDWOOD DAYS	Bobby Rydell, Cameo 252		3
50	44	39	41	(Today I Met) THE BOY I'M GONNA MARRY	Darlene Love, Philles 111		8
51	34	35	33	DAYS OF WINE AND ROSES	Henry Mancini, RCA Victor 8120		18
52	62	71	76	SHAME, SHAME, SHAME	Jimmy Reed, Vee Jay 589		5
53	56	67	82	DO IT—RAT NOW	Bill Black's Combo, Hi 2064		5
54	58	69	79	THE BOUNCE	Olympics, Tri Disc 106		5
55	61	78	—	I'M SAVING MY LOVE	Skeeter Davis, RCA Victor 8176		3
56	67	76	98	SWEET DREAMS (Of You)	Patsy Cline, Decca 31483		6
57	54	62	72	STING RAY	Routers, Warner Bros. 5349		5
58	42	28	17	YOUNG AND IN LOVE	Dick & Deedee, Warner Bros. 5342		11
59	32	14	11	BABY WORKOUT	Jackie Wilson, Brunswick 55239		12
60	68	83	—	DON'T MAKE MY BABY BLUE	Frankie Laine, Columbia 42767	△	3
61	50	54	59	TWO KINDS OF TEARDROPS	Del Shannon, Big Top 3143		7
62	85	—	—	BLUE ON BLUE	Bobby Vinton, Epic 9593		2
63	81	—	—	BIRDLAND	Chubby Checker, Parkway 873		2
64	76	89	93	GRAVY WALTZ	Steve Allen, Dot 16457		5
65	73	90	—	LITTLE LATIN LUPE LU	Rightous Brothers, Moonglow 215		3
66	69	77	85	PATTY BABY	Freddy Cannon, Swan 4139		4
67	74	80	90	IF YOU NEED ME	Wilson Pickett, Double L 713		4
68	70	87	—	TEENAGE HEAVEN	Johnny Cymbal, Kapp 524		3
69	72	—	—	MY SUMMER LOVE	Ruby & the Romantics, Kapp 525		2
70	57	52	60	BIRD'S THE WORD	Rivingtons, Liberty 55553		7
71	79	98	—	THE LAST LEAF	Cascades, Valiant 6028		3
72	—	—	—	STRING ALONG	Rick Nelson, Decca 31495		1
73	99	—	—	PRIDE AND JOY	Marvin Gaye, Tamla 54079		2
74	—	—	—	EVERY STEP OF THE WAY	Johnny Mathis, Columbia 42799	△	1
75	83	86	92	CALL ME IRRESPONSIBLE	Jack Jones, Kapp 516		4
76	—	—	—	POOR LITTLE RICH GIRL	Steve Lawrence, Columbia 42795	△	1
77	—	—	—	YOUR OLD STAND BY	Mary Wells, Motown 1042		1
78	78	81	81	CALL ME IRRESPONSIBLE	Frank Sinatra, Reprise 20151		8
79	95	—	—	IF MY PILLOW COULD TALK	Connie Francis, MGM 13143		2
80	84	99	—	A STRANGER IN YOUR TOWN	Shacklefords, Mercury 72112		3
81	75	85	88	I'M MOVIN' ON	Matt Lucas, Smash 1813		4
82	90	—	—	SHAKE A TAIL FEATHER	Five Du-Tones, One-der-ful 4815		2
83	77	72	83	RONNIE, CALL ME WHEN YOU GET A CHANCE	Shelley Fabares, Colpix 682		5
84	86	97	100	FOREVER	Marvelettes, Tamla 54077		4
85	88	—	—	GYPSY WOMAN	Rick Nelson, Decca 31495		2
86	82	100	—	HOBO FLATS (Part I)	Jimmy Smith, Verve 10283		3
87	89	—	—	THERE GOES (MY HEART AGAIN)	Fats Domino, ABC-Paramount 10444		2
88	—	—	—	SAD, SAD GIRL AND BOY	Impressions, ABC-Paramount 10431		1
89	—	—	—	SHAKE A HAND	Jackie Wilson & Linda Hopkins, Brunswick 55243		1
90	—	—	—	SWINGIN' ON A STAR	Big Dee Irwin, Dimension 1010		1
91	—	—	—	THESE ARMS OF MINE	Otis Redding, Volt 103		1
92	96	—	—	LONELY BOY, LONELY GUITAR	Duane Eddy, RCA Victor 8180		2
93	80	92	—	SOON (I'll Be Home Again)	4 Seasons, Vee Jay 512		3
94	94	—	95	GOT YOU ON MY MIND	Cookie & His Cupcakes, Chess 1848		3
95	—	—	—	THE DOG	Rufus Thomas, Stax 130		7
96	—	—	—	I KNOW I KNOW	"Pookie" Hudson, Double L 711		1
97	97	—	—	NEEDLES AND PINS	Jackie DeShannon, Liberty 55563		2
98	—	—	—	DANGER	Vic Dana, Dolton 73		1
99	—	—	—	THE LAST MINUTE (Part 1)	Jimmy McGriff, Sue 786		1
100	—	—	—	SOULVILLE	Dinah Washington, Roulette 4490		1

HOT 100—A TO Z—(Publisher-Licensee)

Ain't That a Shame (Travis, BMI) ... 22
Another Saturday Night (Kags, BMI) ... 10
Baby Workout (Merrimac, BMI) ... 59
Birdland (Woodcrest-Ace, BMI) ... 63
Bird's the Word (Beechwood, BMI) ... 70
Blue on Blue (Famous, ASCAP) ... 62
Bounce, The (Marc-Jean, BMI) ... 54
Call Me Irresponsible—Jones (Paramount, ASCAP) ... 75
Call Me Irresponsible—Sinatra (Paramount, ASCAP) ... 78
Can't Get Used to Losing You (Brenner, BMI) ... 18
Charms (Screen Gems-Columbia, BMI) ... 35
Come and Get These Memories (Jobete, BMI) ... 32
Da Doo Ron Ron (Mother Bertha-Trio, BMI) ... 13
Danger (Champion, BMI) ... 98
Days of Wine and Roses—Mancini (Witmark, ASCAP) ... 51
Days of Wine and Roses—Williams (Witmark, ASCAP) ... 36
Dot It—Rat Now (Wrist-Jec, BMI) ... 53
Dog, The (East, BMI) ... 95
Don't Make My Baby Blue (Screen Gems-Columbia, BMI) ... 60
Don't Say Nothin' Bad About My Baby (Screen Gems-Columbia, BMI) ... 46
18 Yellow Roses (T. M., BMI) ... 34
El Watusi (Little Dipper, BMI) ... 24
Every Step of the Way (Pauline, ASCAP) ... 74
Foolish Little Girl (Screen Gems-Columbia, BMI) ... 4
Forever (Jobete, BMI) ... 84
Good Life, The (Paris, ASCAP) ... 43
Got You on My Mind (Raleigh, BMI) ... 94
Gravy Waltz (Brown, BMI) ... 64
Gypsy Woman (Hilliard-Donal, BMI) ... 85
He's So Fine (Bright-Tunes, BMI) ... 28
Hello Stranger (McLaughlin, BMI) ... 33
Hobo Flats (Part 1) (Noslen, BMI) ... 86
Hot Pastrami (Sherlyn-Pent, BMI) ... 11
Hot Pastrami With Mashed Potatoes (Part 1) (Sherlyn-Pent, BMI) ... 41
I Know I Know (Lloyd & Logan, BMI) ... 96
I Love You Because (Rosep BMI) ... 5
I Will Follow Him (Leeds, ASCAP) ... 2
I'm Movin' On (Hill & Range, BMI) ... 81
I'm Saving My Love (Samos Island, BMI) ... 55
If My Pillow Could Talk (Merna, BMI) ... 79
If You Need Me—Burke (Cotillion, BMI) ... 40
If You Need Me—Pickett (Cotillion, BMI) ... 67
If You Wanna Be Happy (Rockmasters, BMI) ... 1
It's My Party (Arch, ASCAP) ... 9
Killer Joe (Mollin-White Castle, BMI) ... 19
Last Leaf, The (Sherman-DeVorzon, BMI) ... 71
Last Minute, The (Part 1) (Renner-Saturn, BMI) ... 99
Let's Go Steady Again (Screen Gems-Columbia, BMI) ... 31
Little Band of Gold (Beaik, BMI) ... 29
Little Latin Lupe Lu (Maxwell-Conrad, BMI) ... 65
Lonely Boy, Lonely Guitar (Linduane, BMI) ... 92
Losing You (B. N. P., ASCAP) ... 6
Love of My Man, The (Sylvia, BMI) ... 23
Love She Can Count On, A (Jobete, BMI) ... 45
Mecca (January, BMI) ... 30
My Summer Love (Rosewood, ASCAP) ... 69
Needles and Pins (Metric, BMI) ... 97
On Broadway (Screen Gems-Columbia, BMI) ... 37
Patty Baby (Grand Canyon, BMI) ... 66
Pipeline (Downey, BMI) ... 16
Poor Little Rich Girl (Screen Gems-Columbia, BMI) ... 76
Pride and Joy (Jobete, BMI) ... 73
Prisoner of Love (P.D.) ... 27
Puff (The Magic Dragon) (Pepamar, ASCAP) ... 12
Pushover (Chevis, BMI) ... 26
Remember Diana (Spanka, BMI) ... 39
Reverend Mr. Black (Quartet-Butterfield, ASCAP) ... 14
Ronnie, Call Me When You Get a Chance (Screen Gems-Columbia, BMI) ... 83
Sad, Sad Girl and Boy (Curtom, BMI) ... 88
Shake a Hand (Merrimac, BMI) ... 89
Shake a Tail Feather (Vapac, BMI) ... 82
Shame, Shame, Shame (Conrad, BMI) ... 52
Shut Down (Sea of Tunes, BMI) ... 38
Soon (I'll Be Home Again) (BoBob, ASCAP) ... 93
Soulville (DeLarue-Mom, BMI) ... 100
Still (Moss Rose, BMI) ... 17
Sting Ray (Wrist-House of Joseph, BMI) ... 57
Stranger in Your Town, A (Hazelwood-Little Darlin', BMI) ... 80
String Along (Blue Grass, BMI) ... 72
Sukiyaki (Beechwood, BMI) ... 20
Surfin' U.S.A. (Arc, BMI) ... 3
Sweet Dreams (Acuff-Rose, BMI) ... 56
Swinging on a Star (Burke-Van Heusen, ASCAP) ... 90
Take These Chains From My Heart (Milene, ASCAP) ... 8
Teenage Heaven (Jeanick, BMI) ... 68
That's How Heartaches Are Made (Sea-Lark, BMI) ... 42
There Goes (My Heart Again) (Anatole, BMI) ... 87
These Arms of Mine (East-Time, BMI) ... 91
This Little Girl (Screen Gems-Columbia, BMI) ... 21
Those Lazy-Hazy-Crazy Days of Summer (Comet, ASCAP) ... 25
(Today I Met) the Boy I'm Gonna Marry (January, BMI) ... 50
Tom Cat (Ryerson, BMI) ... 48
Two Faces Have I (Painted Desert-RTD, BMI) ... 7
Two Kinds of Teardrops (Vicki-McLaughlin, BMI) ... 61
Watermelon Man (Hancock, BMI) ... 44
What a Guy (Trinity, BMI) ... 47
Wildwood Days (Kalmann, ASCAP) ... 49
You Can't Sit Down (Dasher, BMI) ... 15
Young and in Love (Odin, ASCAP) ... 58
Your Old Stand By (Jobete, BMI) ... 77

BUBBLING UNDER THE HOT 100

101. IF YOU DON'T LOVE ME ... Junior Parker, Duke 364
102. JACK THE RIPPER ... Link Wray & His Ray Men, Swan 4137
103. ROCKIN' CRICKETS ... Rockin' Rebels, Swan 4140
104. TEN COMMANDMENTS OF LOVE ... James MacArthur, Scepter 1250
105. OLD SMOKEY LOCOMOTION ... Little Eva, Dimension 1011
106. OLD ENOUGH TO LOVE ... Rick Nelson, Imperial 5935
107. ONE BOY TOO LATE ... Mike Clifford, United Artists 588
108. SO MUCH IN LOVE ... Tymes, Parkway 781
109. I KNOW BETTER ... Flamingos, End 1121
110. TIPS OF MY FINGERS ... Roy Clark, Capitol 4956
111. HE'S A BAD BOY ... Carole King, Dimension 1009
112. LITTLE BIRD ... Pete Jolly Trio, Ava 116
113. SPRING IN MANHATTAN ... Tony Bennett, Columbia 42779
114. HOT CAKES (1st Serving) ... Dave (Baby) Cortez, Chess 1850
115. YOU KNOW IT AIN'T RIGHT ... Joe Hinton, Back Beat 537
116. SATURDAY NIGHT ... Sherrys, Guyden 2084
117. YOU ALWAYS HURT THE ONE YOU LOVE ... Fats Domino, Imperial 5937
118. LONESOME 7-7203 ... Hawkshaw Hawkins, King 5712
119. ON TOP OF SPAGHETTI ... Tom Glazer & the Children's Chorus, Kapp 526
120. LOVERS ... Blendtones, Success 101
121. LOVED ... Bill Pursell, Columbia 42780
122. GIVE US YOUR BLESSING ... Ray Peterson, Dunes 2025
123. BE EVER WONDERFUL ... Ted Taylor, Okeh 7171
124. RING OF FIRE ... Johnny Cash, Columbia 42788
125. YOU'LL NEED ANOTHER FAVOR ... Little Johnny Taylor, Galaxy 718
126. DIANE ... Joe Harnell & His Ork, Kapp 521
127. CHECK YOURSELF ... Gene Chandler, Vee Jay 511
128. BILL BAILEY, WON'T YOU PLEASE COME HOME ... Ella Fitzgerald, Verve 10288
129. DENISE ... Randy & the Rainbows, Rust 5059
130. (These Are) THE YOUNG YEARS ... Floyd Cramer, RCA Victor 8171

Copyrighted material
www.americanradiohistory.com

Dot RECORDS PROUDLY PRESENTS

ENGLAND'S #8 SMASH HIT SONG

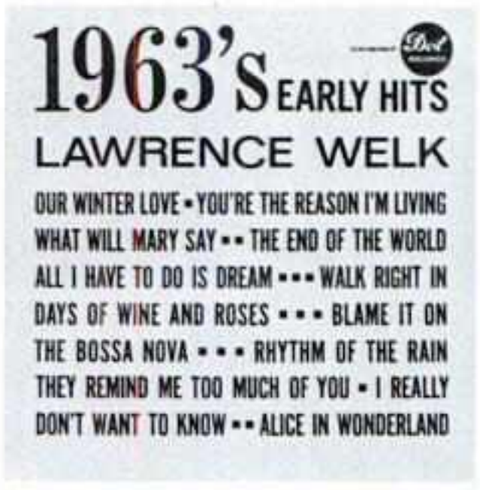
AVAILABLE NOW BY

LAWRENCE WELK

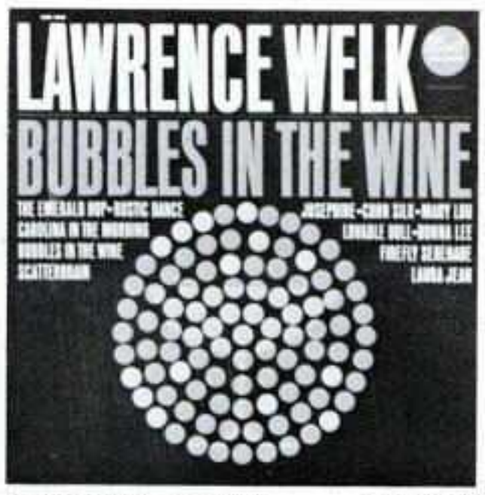
SCARLETT O' HARA

B/w **BREAKWATER** #16488

BE SURE YOU STOCK ALL THE HIT ALBUMS BY LAWRENCE WELK

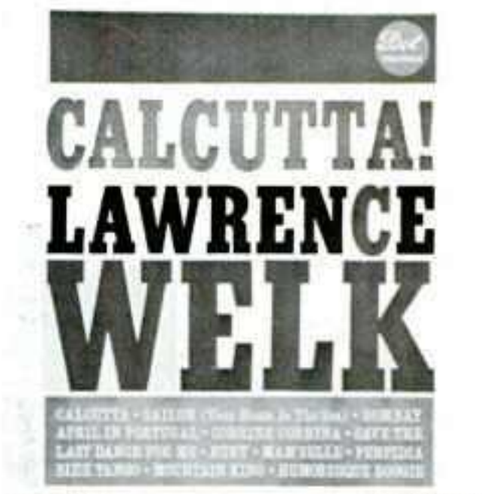


1963'S EARLY HITS DLP 3510
Lawrence Welk



BUBBLES IN THE WINE DLP 3489
Lawrence Welk

WALTZ TIME DLP 3499
Lawrence Welk



CALCUTTA DLP 3359
Lawrence Welk

MOON RIVER DLP 3417
Lawrence Welk

BABY ELEPHANT WALK DLP 3457
Lawrence Welk

YELLOW BIRD DLP 3389
Lawrence Welk

LAST DATE DLP 3350
Lawrence Welk

Dot RECORDS "THE NATIONS BEST SELLING RECORDS"

Copyrighted material
www.americanradiohistory.com

SURE BETS from CHESS

"Miss Loneliness"
by
MITTY COLLIER
Chess #1856

"DARLING, DARLING, DARLING"
by
TY HUNTER
Chess #1857

"Pushover"
by
ETTA JAMES
Argo #5437

"I'M THE GREATEST LOVER IN THE WORLD"
by
BO DIDDLY
Checker 1045

CHESS
PRODUCING CORP.
2120 S. Michigan Chicago 16, Ill.

• SINGLES REVIEWS

• Continued from page 24

COUNTRY

JOYCE SMITH
★★★★ Little World Gone Mad (Cedarwood, BMI) (2:30) — ★★★★ I Don't Want No One But You (Cedarwood, BMI) (2:16). DECCA 31499

JOE CARSON
★★★★ Who Will Buy My Memories (Pamper, BMI) (2:22) — ★★★★ I Gotta Get Drunk (And I Shore Dread It) (Pamper, BMI) (2:03). LIBERTY 55578

GEORGIA LYNN
★★★★ Slippin' (Central Songs, BMI) (2:58)—★★★ On Your Wedding Day (Symbol, BMI) (2:50). BIG AL 711

BILLY SMITH
★★★★ I Guess I'll Never Learn (Crown King, BMI) (2:31) — ★★★ Darkest Moment (Crown King, BMI) (2:39). EL DORADO 652

SPIRITUAL

ARGO SINGERS
★★★★ I'll Be Waiting for You (Conrad, BMI) (3:02) — ★★★★ How I Love to Call His Name (Conrad, BMI) (2:59). VEE JAY 925

SALLY MARTIN SINGERS
★★★★ Let Jesus Come Into Your Heart (Bowles, BMI) (2:20)—★★★★ Seeking for Me (Bowles, BMI) (2:58). VEE JAY 924

SUNSET TRAVELERS
★★★★ Glory Is Coming (Lion, BMI) (2:05)—★★★★ Nobody Knows (The Trouble That I See) (Lion, BMI) (2:35). PEACOCK 1888

MIGHTY REDEEMERS
★★★★ Trouble in Your Home (Lion, BMI) (2:30)—★★★ New Born Soul (Lion, BMI) (2:47). PEACOCK 1887

HARDEMAN SINGERS
★★★★ He Lives Within My Soul (Lion, BMI) (3:04)—★★★ Children You Oughta Been There (1:50). PEACOCK 1886

CHILDREN'S

ALAN REED; JIM RIMMENS AND ORK
★★★★ Pebbles' Lullaby (Parts I & II) (Barbera-Hanna). GOLDEN 740

THE GLOW TONES: JIM TIMMENS AND ORK
★★★★ Funiculi, Funicula — ★★★ Loch Lomond. GOLDEN 722

☆☆☆ THREE-STAR SINGLES

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

MARTY COOPER CLAN—Raunchy (Hi-Lo, BMI) (2:19) — Tequila (Jat, BMI) (2:00). RCA VICTOR 8185

JOE SENTIERI—Fermate Il Mondo (Stop the World) (Curci, BIEM) (2:20)—Amor, Mon Amour, My Love (Southern, ASCAP) (2:09). EPIC 9592

DYNAMIC SPECTRUM CONTROL
from your tapes, DSC mastering--fast!
Mono and stereo, dynamic groove techniques, brilliant new distortionless solid state cutters keep your product and package out in front in the marketplace. Patent protected, long specialized experience. Your new packages can state these facts clearly, concisely and safely when mastered with Cook. Write on company letterhead for sample demo.
COOK
Labs., 101 2nd St., Stamford Ct.

New Release!
"DROP ME A LINE"
by
Hollywood Flames
Vee Jay #515
VEE JAY RECORDS
1449 S. Michigan Ave.
Chicago 5, Ill.

ERMA FRANKLIN—I Don't Want No Mama's Boy (Blackwood, BMI) (2:22)—Have You Ever Had the Blues? (Lloyd & Logan, BMI) (2:48). EPIC 9594

ERIC—Foolish Me (RFD, ASCAP) (2:40)—Blue Valley (Peer Int'l, BMI) (2:30). PRODUCTION 6331

THE PHAROS — Rhythm Surfer (Maravilla, BMI) (2:10)—Pintor (Maravilla, BMI) (2:20). DEL-FI 4208

DENNY PAUL — Sinner Not a Saint (Time, BMI) (2:15)—Reason for Living (Travis, BMI) (2:15). IMPERIAL 5948

ROSCOE SHELTON — My Best Friend (Cape-Ann, BMI) (2:12)—Worry (Cape-Ann & Hunt, BMI) (2:15). BATTLE 45913

LAURIE PARIS—Goodbye High School (Unbelievable, BMI) (2:21)—Stay (Unbelievable, BMI) (2:31). ABC-PARAMOUNT 10441

JAYE P. MORGAN—Will He Like Me? (Sunbeam, BMI) (2:31) — The Longest Walk (Advanced, ASCAP) (2:53). MGM 13142

SUNNY GAIL—Honey Mooning (Benjamin, ASCAP) (2:32)—I Know, I Know (Benjamin, ASCAP) (2:48). RIVERSIDE 4558

WE THREE — One of These Mornings (La Casa Del Zorro, BMI) (2:02)—Happy Graduation Day (La Casa Del Zorro, BMI) (2:25). DOT 16470

GENE MORRIS—Wishing Well (Willet, BMI) (2:33)—The Rich Get Richer (The Poor Get Poorer) (Willet, BMI) (2:05). WINSTON 1071

PAUL EVANS—Even Tan (Port, ASCAP) (2:47)—Ten Thousand Tears (Cavalcade, ASCAP) (2:45). KAPP 527

IRMA THOMAS — Hittin' on Nothing (Minit, BMI) (2:17)—Ruler of My Heart (Jarb, BMI) (2:40). MINIT 666

DEBBIE REYNOLDS — A Home in the Meadow (Robbins, ASCAP) (1:56)—Raise a Ruckus (Robbins, ASCAP) (1:43). MGM 13140

MARK VALENTINO—Jivin' at the Drive-In (Chicory, BMI) (2:33) — Part Time Job (Chicory, BMI) (2:26). SWAN 4142

MAX FALCON—Carol Made Her Choice (Wood, ASCAP) (2:10)—I'm So Satisfied (Marizona, BMI) (2:23). FRATERNITY 908

TED BLACK & HIS ORK—It's Never, Never, Never Too Late (Gollum-Big B, ASCAP) (2:30) — All I Am Is You (Miller, ASCAP) (2:19). MGM 13137

GINGER GORDON—He Doesn't Love Me Anymore (Emorey, BMI) (2:35) — You Win Again (Rose, BMI) (3:02). CORAL 62360

LONESOME RIVER BOYS—Leavin' Tennessee (P.D.) (2:48)—Payday at Coal Creek (Ludlow, BMI) (2:57). RIVERSIDE 4542

LUCKY THOMPSON—Lovely to Look At (2:58)—Who? (2:40). PRESTIGE 261

KATYNA RANIERI — Uno Per Tutte (Witmark, ASCAP) (2:20)—Amor, Mon Amour, My Love (Southern, ASCAP) (2:20). LONDON INT'L 10025

HANK MARR — Day by Day (Barton, ASCAP) (3:39) — The Squash (Lois, BMI) (3:20). FEDERAL 12489

MARVA ALLEN—He's Gone (Excellorec, BMI) (2:31)—I'm Thru With You (Excellorec, BMI) (2:39). EXCELLO 2233

DEBBIE REYNOLDS — The Apple, the Wind and the Stream (Carrie, ASCAP) (1:54)—Is Goodbye That Easy to Say (Cedarwood, BMI) (2:18). DOT 16473

THE TRI-FIVE—Come and Get It (Number One, BMI) (1:45)—Like Chop (Number One, BMI) (1:50). DAMARK 2400

TIMMY & THE PERSIANETTS—Timmy Boy—(New-Mark, BMI) (2:24)—There Comes a Time (Dandelion, BMI) (2:00). OLYMPIA 100

THE SCOTT BROTHERS—Yuggi Duggi (Hill & Range, BMI) (2:21)—Our Tune (Felsted, BMI) (2:40). FABOR 117

THE HI-SPEEDS—The Drag Race (Parts I & II) (Santo, BMI) (2:12 & 2:00). SANWAYNE 1142

BOBBY GORDON — I Can't Give You Anything But Love (Mills, ASCAP) (2:50) — Bobby's Blues (Beatrice, ASCAP) (3:29). DECCA 25598

THE COMBO KINGS — Fragile, Handle With Care (Travis, BMI) (2:08)—Teacher (Travis, BMI) (2:32). IMPERIAL 5939

BOBBY COMSTOCK—Susie Baby (Roosevelt, BMI) (2:20)—Take a Walk (Grand Canyon-Percom, BMI) (2:12). LAWN 210

DON WINTERS—Jamaica Joe (Tycoon, BMI) (2:48)—It's All My Fault (Marks, BMI) (2:01). HAMILTON 50039

DICKEY (PIANO) WILLIAMS — How Long Will I Love You (Elvitrue, BMI) (2:36)—Heartache Hill (Elvitrue, BMI) (2:27). PLEDGE 108

JOHNNY GUARNIERI & HIS ORK—Midnight at Malibu (Radio-Active, BMI) (2:49)—Soft Lights (BMI) (2:32). OMEGA 711

RONNIE SUMMERS — Ballin' the Jack (Marks, ASCAP) (2:31)—I'm Sorry for You (Vedio, BMI) (2:37). R.R.E. 1022.

NANCY CLAIRE—The Baby Blues (Moreno, ASCAP) (2:10)—I'm Burning My Diary (Moreno, ASCAP) (2:06). WORLD PACIFIC 369

AL HENDERSON — She Says "Crazy" (Benjon, BMI) (2:04) — Laughing Girl, Crying Boy (Benjon, BMI) (1:58). KING 5736

JIMMY GORDON—Buzzzzzz (4-Star, BMI) (2:23)—Somethin' Else (4-Star, BMI) (2:40). CHALLENGE 9194

KEITH & ROONEY — One Morning in May (2:32)—Livin' on the Mountain (2:03). PRESTIGE INT'L 1602

BUDDY LUCAS — Down Home Turn Around (Pres Music, BMI) — April Showers. TRU-SOUND 420

THE CONTINETTES—Boys Who Don't Understand (Rago, BMI) (2:30)—Billy the Kidder (Rago, BMI) (2:22). RICHIE 4300

PAT DORN — Gonna Build a Mountain (Ludlow, ASCAP) (2:10) — Brazilian Twist (Bee Cee, BMI) (2:44). LINGAR 1015

LALO SCHIFRIN—The Good Life (Paris, ASCAP) (2:00) — Broken Date (Mills, ASCAP) (2:27). MGM 13139

JOHNNY HAWKER BAND — Pakistan (Beam-Jaspar, BMI) (2:13)—Well Isn't She Nice (Beam-Jaspar, BMI) (2:05). MELBOURNE 1586

JAZZ

THE JAZZ WAILERS — Gravy Waltz (Brown, BMI) (3:10)—Wailin' With the High Life (Hogaz, BMI) (3:10). ARGO 5440

SPIRITUAL

THE MIGHTY ROYAL TRAVELERS—Closed Doors (Savoy, BMI)—Send My Child (Savoy). SHARP 634

THE MIGHTY SONS OF THUNDER—Close of the Day (Savoy, BMI)—I Don't Want to Be Alone (Savoy, BMI). REGENT 218

THE WANDERING SOULS—Father Forgive Them (Savoy, BMI) — Nobody's Fault But Mine (Savoy, BMI). REGENT 219

MUSIC AS WRITTEN

DETROIT

Detroit and Windsor disk jockeys were trumped last week by a novel promotion stunt engineered by local Capitol branchmen **Jim Blackwood**, sales manager; **Tom Takayoshi,** operations manager; **Tom Gelardi,** district sales manager, and **Art Hill,** regional promotion man.

The hoax originated as a joke to promote a skyrocketing leftfielder released by Capitol, "Sukiyaki" by **Kyo Sakamoto.** American-born Takayoshi posed in Japanese costume as "Mio Takayoshi," a long-time personal friend of singer Sakamoto.

Touring the radio stations to thank the jocks for their promotional help, Mio completed the guise with the pretense of not understanding or speaking English. Actually, Mio had to call his father in Ohio to learn the Japanese version of "hello" and "thank you."

PITTSBURGH

Dion will headline a show which **Lou Guarino**, head of World Artists, a local label, will present at the Civic Arena on June 14. Others on the bill include the **Shirelles,** the **Chiffons, Freddie Cannon, Little Peggy March**, the **Impressions, Jimmy Soul, Dionne Warwick, Mary Jo Tropay** and the **Al Caiola** orchestra. . . . **Ethel Merman** canceled her Penn Theater date on May 21 because she couldn't whip up a supporting show in time for her debut.

Mark Valentino will be here May 24 to promote his Swan recording of "Jivin' at the Drive-In." . . . **Rusty Warren** returns to the Horizon Room at the Greater Pittsburgh Airport on June 24 for two weeks. . . . Local promoter **Tim Tormey** is on a tour of 20 Midwestern cities with his "Spring Showers of Stars," including **Lou Christie, Paul and Paula, Dick and Dee Dee, Johnny Cymbol, Steve Alimon, Ronnie Cochran** and the **Steve Russo** orchestra. . . . **Phyllis Diller** jammed the Holiday House during her entire two-week stay.

Services were held on May 3 for **Henry Mendlowitz,** 83, father of **Leonard Mendlowitz,** Pittsburgh correspondent for Billboard, in McKeesport, Pa. Another son and a daughter also survive.

LEONARD MENDLOWITZ

SAN FRANCISCO

Tennessee Ernie Ford has been named national chairman of National Aid to Visually Handicapped.

The announcement was made in San Francisco last week by **Dr. George Campion** and **Mrs. Gene Marchi,** president and executive director, respectively, of the charitable organization.

For his first event to benefit the recently established charity, Ernie is planning an amateur-celebrity golf tournament in San Francisco on Friday, May 24.

COUNTRY & WESTERN

THE COUNTRY GENTLEMEN—Sunrise (Starday, BMI) (3:15)—Copper Kettle (Starday, BMI) (2:52). STARDAY 628

VERMYA PHILLIPS — There's Not a Friend Like Jesus (Martin, BMI) (2:47)—Somebody Bigger Than You and I (Bull's Eye, ASCAP) (2:57. ALLEGRO 9001/2

BILL REEDER—Memories of the Past (Regent-J.E.C., BMI) (2:28)—It Don't Hurt Any More (Hill & Range) (2:50). VOLL PARA 103

HOMER & JETHRO—Don't Telephone, Don't Telegraph, Tell a Woman (Fairway, BMI) (2:42)—Five Minutes More (Melrose, ASCAP) (2:58). KING 5747

SONNY MILLER — Burning Bridges (Becks, BMI) (2:20) — Miracle Girl (Becks, BMI) (2:15). KINGSTON 416

BONNIE BALDWIN—My Saddle Is My Throne (Process, BMI)—I'm Reaping What I've Sowed (Process, BMI). PROCESS 110

FOLK

CHARLES RIVER VALLEY BOYS—The Auctioneer (2:56)—Rocky Island (2:29). PRESTIGE INT'L 1601

THE FALL GUYS — Gettysburg U.S.A. (Jay-Bee, ASCAP) (1:45) — Lincoln's Gettysburg Address (1:55). GETTYSBURG CENTENNIAL 1963

RHYTHM & BLUES

"WHISPERING" SMITH—Mean Woman Blues (Excellorec, BMI) (2:26)—Hound Dog Twist (Excellorec, BMI) (2:02). EXCELLO 2232

POLKA

DICK RODGERS—Barbara Polka (P.D.) (2:48)—Sunset Schottische (P.D.) (2:25). DECCA 25599

COMEDY

BOB DONNER — Emergency (Carsey, BMI) (2:17) — MMMP (Carsey, BMI) (5:00). CRYSTALETTE 757

OTHER SINGLES REVIEWED

The singles listed below are rated as having relatively limited sales or programming potential.

POPULAR

THE HEYBURNERS — Speedway (Gold Band, BMI) (2:23)—Bird Walk (Gold Band, BMI) (2:19). TITANIC 5009

THE CONTINENTALS—Pink Champagne (Maurice, ASCAP)—Michael Ray (Little Star, BMI). VANDAN 8453

THE ROYAL JESTERS — I Want to be Loved (Epp's, BMI) (2:19)—I Never Will Forget (Epp's, BMI) (1:43). COBRA 7777

J. JAY & DELL-TONES—Just a Matter of Time (Epp's, BMI) (1:45)—Too Late to Forgive (Epp's, BMI) (2:15). COBRA 5555

BERT 'N AL—Rollin' Wheels (Skyline-Kinlu, ASCAP) (2:05)—Strange as It Seems (Skyline-Kinlu, ASCAP) (1:57). SKYLINE 504

THE LENNY ATKINS OCTETTE — Strings Should Swing (Kahn, ASCAP) (2:06) — Liza (New World, ASCAP) (2:09). REXFORD 603

JOHNNY LANCE — All About Julie (Brent, BMI) (2:08)—The Big Tragedy (Brent, BMI) (1:58). BRENT 7043

THE TWI-LITES — No Greater (Thing Than Love) (Vapac, BMI) (2:30) — My Love (Vapac, BMI) (2:25). M-PAC 7205

GLORIA GUNTHER — Your Love Reminds Me (Metz-Pioneer, BMI) (2:18)—Thursday Blues. ARCH 1610

NELLIE LUTCHER—Heart of a Clown (Hill & Range, BMI) (2:10)—Reaching for the Moon (Hill & Range, BMI) (2:15). MELIC 4131

MAURICE JACKSON — Why Did She Leave Me? (Lois-Frederick, BMI) (2:00)—Never Meant to be Mine (Lois-Frederick, BMI) (2:13). FEDERAL 12490

DAVIS (LIL JUNE) SPEARS WITH THE ROCKETEERS — You're Too Much (Peninsula, BMI) (2:30) — When You Walk (Peninsula, BMI) (2:15). REDSTONE 1001

ALBERT RAY TRIO — There Goes My Woman (Big River, BMI) (2:04)—Ah Yeah (Big River, BMI) (2:15). KITE 102

JACK COOK—Walk Another Mile (Renda, BMI) (2:28)—My Evil Mind (Renda, BMI) (2:08). RUBY 1

WALT SOMMERS — Citizens Band Skip—Down the River of Golden Dreams. PROPHET 6142/6143

THE KARROLL KIDS — Elsie (Spiral, ASCAP) (1:55) — The Kennedy Walk (Spiral, ASCAP) (1:55). SPIRAL 8926

GARY WARREN — (You've) Broken Up (Grille, BMI) (2:14)—Love Is Unkind (Grille-Top Talent, BMI) (2:12). SHATTER 4163

JO ANN CASTLE—Wolverton Mountain (Painted Desert, BMI) (2:10) — Chattanoogie Shoe Shine Boy (Rose, BMI) (2:02). DOT 16475

BERT 'N AL—Rollin' Wheels (Skyline-Kinlu, ASCAP) (2:05)—Strange as It Seems (Skyline-Kinlu, ASCAP) (1:57). SKYLINE 504

TIMIKO—The Boy for Me (Brian-Bert-Chevis, BMI) (2:35)—Is It a Sin (Chevis-Pop-Moore, BMI) (2:33). CHECKER 1041

DON CRAWFORD — The Visitor (RSC, BMI) (2:29)—I Don't Want Your Love (RSC, BMI) (2:30). RSC 517

JERRY BETTERS—Secret Love (Remick, ASCAP) (2:50) — Caravan (American Academy of Music, ASCAP) (2:15). GATEWAY 705

DICK CAMPBELL — Debbie Darling (Hovey, BMI) (1:54) — She's My Girl (Hovey, BMI) (1:56). GREAT 4703

JULES BLATTNER—Ooh That's Corny (Missouri, BMI) (1:58)—One More Time (2:10). NORMAN 538

RUDY ROBINSON—Bachelor Blues (C.J., BMI) (2:30)—Short Dress (C.J., BMI) (2:10). C.J. 633

RAY CORLINA—There's a Ring Around the Moon (Tune House, ASCAP) (1:58)—Should I Start Tellin' You (Tune House, ASCAP) (1:55). RICCIO 1106

KINGS OF THE STRINGS—Mahina Malamalama (Beautiful Moon) — Strolling the Blues. ORAHOOD 9543

ELENI SARAFI — Tumbalalaika (Our Favorite Song) (Penthouse, ASCAP) (2:10)—Thrilled (Le-Mor, ASCAP) (2:00). JUBILEE 5450

SPIRITUAL

GOSPEL LIGHT SINGERS—I Know I've Been Born (Reed & Reed, BMI) (2:44)—One More River to Cross (Reed & Reed, BMI) (2:39). FRIENDLY 402

THE GOLDEN BELLS SPIRITUAL SINGERS—Let Us Go Back to God (Process, BMI)—Amazing Grace (Process, BMI). PROCESS 111

THE HEAVENLY STARS — Somebody Touched Me (Process, BMI) (2:22)—Jesus Is Real to Me (Process, BMI) (2:25). PROCESS 112

COUNTRY & WESTERN

TOM TALL—The Yukon Trail (Kenetta, BMI) (2:19)—Let's Love Again (Kenetta, BMI) (2:44). SUNDOWN 133

CARLTON NORRIS—I'll Keep Foolin' Around (B-W & Epp's, BMI) (2:20)—It'll Be a Cold Day (Epp's, BMI) (1:50). COBRA 8888

THE MAVERICKS—It's a Long Way to Love (Stiletto, BMI) (2:37) — Spanish Fandango (Hill & Range, BMI) (1:58). YUCCA 155

DAVID GREGG — Baby, I Don't Care (McDowell, BMI) — Picture Yourself (McDowell, BMI). McDOWELL 567

RAY SALTER—Man in the Moon (Tom-Cat, BMI) (2:00)—Ain't It Funny (Tom-Cat, BMI) (2:38). LAWSON 321

www.americanradiohistory.com

THE TRADE PAPERS PICKED IT

THE D'J's ARE PLAYING IT

THE STORES ARE SELLING IT

THE BIG ONE

FROM THE ORIGINAL SOUND TRACK

OF CLEOPATRA

CAESAR–CLEOPATRA THEME

FOX 408

b/w

ANTHONY–CLEOPATRA THEME

COMPOSED AND CONDUCTED BY

ALEX NORTH

EXCLUSIVELY ON

20th CENTURY-FOX RECORDS

Copyrighted material

www.americanradiohistory.com

MMMMM
Two To Go!
BROKEN DATE
FRANK HUBBELL & HUBB-CAPS
(TOPIX)
LALO SCHIFRIN
(MGM)
Exciting!
DON'T WORRY 'BOUT ME
CAROL SLOANE
(COLUMBIA)
MILLS MUSIC, INC.

Produced By
MARSH RECORDS
7250 Beverly Blvd., Los Angeles 36, Calif.

Heading Home!
NO LIES
The Kokomos
Josie 906
Nationally distributed by
JAY-GEE RECORD CO., INC.
318 W. 48th St., N.Y. 36, N.Y.

RECORD DEALERS:
RECENT HITS—ASSORTED
100-249 . . . . . 25c ea.
250 and over . . . . 23c ea.
All appeared on Billboard's Top 100 within the past 1½ years. C.O.D. only.
Any and all returnable for cash refund if shipped back to us within 48 hours.
PI Deals Available to Radio Stations.
BLUE NOTE SHOP, INC.
156 Central Ave. Albany, N. Y.

ONE-STOP
RECORD SERVICE
Complete line of Spirituals, R & B and Catalog Merchandise.
Write to be placed on our national mailing list.
We ship anywhere C.O.D.
Barney's One-Stop
1144 S. Kedzie Av., Chicago 12, Ill.
Phone: NE 8-9053

ARTISTS BUSINESS MANAGEMENT, Inc.
Financial Consultants
Tax Advisors
Bell Savings Building, Chicago 3, Ill.
Phone: ST 2-9035
New York City—Nashville—Hollywood

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

THE NATION'S TOP TUNES

HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MAY 25

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	IF YOU WANNA BE HAPPY	By Guida-Royster—Published by Rockmasters (BMI)	5
2	1	I WILL FOLLOW HIM	By Altman-Gimbel-Stole-Roma—Published by Leeds (ASCAP)	8
3	5	SURFIN' U. S. A.	By Wilson—Published by Arc (BMI)	6
4	11	I LOVE YOU BECAUSE	By Payne—Published by Fred Rose (BMI)	4
5	6	FOOLISH LITTLE GIRL	By Miller-Greenfield—Published by Screen Gems-Columbia (BMI)	6
6	8	LOSING YOU	By Renard-Sigman—Published by BNP (ASCAP)	5
7	10	HOT PASTRAMI	By Roziner—Published by Sherlyn-Pent (BMI)	4
8	12	TWO FACES HAVE I	By Herbert-Christie—Published by Painted Desert-RTD (BMI)	4
9	27	IT'S MY PARTY	By Wiener-Gluck-Gold—Published by Arch (ASCAP)	2
10	13	TAKE THESE CHAINS FROM MY HEART	By Rose-Heath—Published by Milene (ASCAP)	5
11	3	PUFF (The Magic Dragon)	By Yarrow-Lipton—Published by Pepamar (BMI)	9
12	15	ANOTHER SATURDAY NIGHT	By Cooke—Published by Kags (BMI)	4
13	4	PIPELINE	By Spickard-Carman—Published by Downey (BMI)	8
14	17	YOU CAN'T SIT DOWN	By Upchurch-Clark-Muldraw-Sheldon—Published by Dasher (BMI)	2
15	21	DA DOO RON RON	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	2
16	9	REVEREND MR. BLACK	By Wheeler-Peters—Published by Quartet-Butterfield (ASCAP)	5
17	7	CAN'T GET USED TO LOSING YOU	By Pomus-Shuman—Published by Brenner (BMI)	9
18	25	STILL	By Anderson—Published by Moss Rose (BMI)	3
19	—	SUKIYAKI	By Ei-Nakamura—Published by Beechwood (BMI)	1
20	18	KILLER JOE	By Russell-Elgin-Medley—Published by Mellin-White Castle (BMI)	3
21	—	THE LOVE OF MY MAN	By Townsend—Published by Sylvia (BMI)	1
22	29	AIN'T THAT A SHAME	By Domino-Bartholomew—Published by Travis (BMI)	3
23	28	THIS LITTLE GIRL	By Goffin-King—Published by Screen Gems-Columbia (BMI)	4
24	14	HE'S SO FINE	By Mack—Published by Bright-Tunes (BMI)	12
25	—	EL WATUSI	By Barretto—Published by Little Dipper (BMI)	1
26	—	PUSHOVER	By Davis-Clarke—Published by Chevis (BMI)	1
27	—	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER	By Tobias-Carste—Published by Comet (ASCAP)	1
28	—	PRISONER OF LOVE	Traditional, PD	1
29	24	LITTLE BAND OF GOLD	By Gilreath—Published by Beaik (BMI)	4
30	16	MECCA	By Nader-Gluck Jr.—Published by January (BMI)	7

RECORDINGS AVAILABLE

(Best Selling Record Listed In Bold Face)

1. **IF YOU WANNA BE HAPPY—Jimmy Soul, S.P.Q.R. 3305.**
2. **I WILL FOLLOW HIM**—Petula Clark, Laurie 3156; Rosemary Clooney, Reprise 20145; Betty Curtis, CGD 10903; Georgia Gibbs, Epic 9585; Jackie Kannon, Stage 518; **Little Peggy March, RCA Victor 8139;** Frank Pourcel, Capitol 4916; Clifford Scott, World Pacific 378; Joe Sentieri, Vesuvius 1068.
3. **SURFIN' U. S. A.—Beach Boys, Capitol 4932.**
4. **I LOVE YOU BECAUSE—Al Martino, Capitol 4930.**
5. **FOOLISH LITTLE GIRL — Shirelles, Scepter 1248.**
6. **LOSING YOU** — Don Costa, Columbia 42785; **Brenda Lee, Decca 31478.**
7. **HOT PASTRAMI — Dartells, Dot 16453; Joey Dee & the Starliters, Roulette 4488.**
8. **TWO FACES HAVE I — Lou Christie, Roulette 4481.**
9. **IT'S MY PARTY—Lesley Gore, Mercury 72119.**
10. **TAKE THESE CHAINS FROM MY HEART** — Lloyd Arnold, Memphis 106; **Ray Charles, ABC-Paramount 10435;** Hank Williams, MGM 11479.
11. **PUFF (The Magic Dragon) — Peter, Paul & Mary, Warner Bros. 5348.**
12. **ANOTHER SATURDAY NIGHT — Sam Cooke, RCA Victor 8164.**
13. **PIPELINE — Chantays, Dot 16440.**
14. **YOU CAN'T SIT DOWN — Dovells, Parkway 867.**
15. **DA DOO RON RON—Crystals, Philles 112.**
16. **REVEREND MR. BLACK — Kingston Trio, Capitol 4951.**
17. **CAN'T GET USED TO LOSING YOU—Andy Williams, Columbia 42674.**
18. **STILL — Bill Anderson, Decca 31458;** LaVern Baker, Atlantic 1104.
19. **SUKIYAKI — Kyu Sakamoto, Capitol 4945.**
20. **KILLER JOE — Rocky Fellers, Scepter 1246.**
21. **THE LOVE OF MY MAN—Theola Kilgore, Serock 2004.**
22. **AIN'T THAT A SHAME**—Pat Boone, Dot 16028; Fats Domino, Imperial 5348; **4 Seasons, Vee Jay 512.**
23. **THIS LITTLE GIRL — Dion, Columbia 42776.**
24. **HE'S SO FINE — Chiffons, Laurie 3152.**
25. **EL WATUSI—Ray Barretto, Tico 419.**
26. **PUSHOVER—Etta James, Argo 5437.**
27. **THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER—Nat King Cole, Capitol 4965.**
28. **PRISONER OF LOVE—James Brown and the Famous Flames, King 5739.**
29. **LITTLE BAND OF GOLD — James Gilreath, Joy 274.**
30. **MECCA—Gene Pitney, Musicor 1028.**

WARNING—The title 'HONOR ROLL OF HITS' is a registered trade-mark and the listing of the hits has been copyrighted by Billboard. Use of either may not be made without Billboard's consent. Requests for such consent should be submitted in writing to the publishers of Billboard at 1564 Broadway, New York 36, N. Y.

Prestige Sets Some Deals

BERGENFIELD, N. J. — Prestige Records has realigned some of its distribs and set a number of deals that will offer diversified product of the label at special discounts.

The distrib appointments have Arnold Distributing, Charlotte, N. C.; Bold Records Distributors, Hialeah, Fla., and Allied Distributors in East Hartford, Conn., all handling the label and its subsids. In Upper New York State, Gerber of Syracuse will handle Prestige International, Bluesville, Near East, Irish and Lively Arts, while Gold in Buffalo will handle the parent label, New Jazz, Swingsville, Moodsville and Tru-Sound.

In Detroit, where WJLB has been having much success with the label's new Lightnin' Hopkins single, "Sinner's Prayer," Record Merchants now handle Bluesville, Prestige International, Near East, Irish, Lively Arts and Tru-Sound. Music Merchants in the same town is handling the parent Prestige label, New Jazz, Moodsville and Swingsville.

The label has something in the way of deals in a special package offering that includes 10 LP's culled from the parent Prestige, Moodsville, Bluesville, Swingsville and Prestige International catalog. The package goes for a 15 per cent discount and includes albums by Frank Wess, Lucky Thompson, Lightnin' Hopkins.

The label is also setting a special deal on its Tru-Sound subsid. The 15 per cent discount applies to all Tru-Sound material in pop, r.&b., Latin American and gospel fields.

Monterey Fest Tickets on Sale

MONTEREY, Calif. — The sixth annual Monterey Jazz Festival announced the sale of season tickets to the five-concert event on September 20-21-22.

Under the musical direction of John Lewis, the celebrated festival will take place at Monterey County Fairgrounds.

Purchasers of season tickets are assured of reserved seats at a considerable saving. All seats at all performances are reserved, and admission to the fairgrounds will be limited to holders of reserved seat tickets.

Prices per season ticket, entitling holder to all concerts and events, are $25, $19, $16, $13. For information and reservations, visitors were urged to write P. O. Box "Jazz," Monterey, Calif.; for housing reservations and information, directly to the Monterey Peninsula Chamber of Commerce.

As in previous years, the Chamber will locate and confirm hotel-motel reservations for festival guests who enclose a $10 deposit with appropriate information regarding location and price range.

Uhlmann Out

NEW YORK—UTM Artists, Ltd., talent agency has acquired the stock and other interests held by L. H. Uhlmann Jr. In addition, Uhlmann has resigned as chairman of the board. UTM was formed nine months ago with key personnel of MCA. The new board of directors as it stands now is Edwin K. Greene, president; A. Gerold Perenchio, executive vice-president; Bobby Burns, executive vice-president; E. O. Stacy, vice-president of the Chicago office; Jim Murray, vice-president of the Las Vegas office, and Noel Rubaloff, Los Angeles office vice-president.

Copyrighted material
www.americanradiohistory.com

TALENT TOPICS

MEMPHIS

Songbird-actress **Connie Stevens** flew to Memphis and rented a car to drive to one-nighter college campus dates at Oxford, Miss.; Jackson, Miss., and Starkville, Miss. . . . **Elvis Presley,** in Memphis between flicks, heard that the tents at a camp for underprivileged boys were worn out, camp had no money to replace them. He sent $1,000. Camp operators scrapped old tents, used the money to build some wood cabins.

Joan Baez had to cancel appearances at New Orleans and Memphis because of a virus. New Orleans sponsors didn't respond too well, filed a $100,000 lawsuit. . . . **Bill Black,** Hi Record's top instrumental ace, invested in a local appliance store. . . . **Willie Mitchell,** another Hi artist, is pleased with enthusiastic reception of his new single, "Percolatin'."

Brother **Dave Gardner** wowed a full house at a one-night "concert in comedy" here May 17. . . . **Mary Miller** of Memphis, pretty 16-year-old, seems headed for movie stardom after being "discovered" in Las Vegas. Our man in Las Vegas says **Phil Harris** insisted on taking credit for "discovering" her, snatched her away from an appearance on an **Ed Sullivan** show. She's headed for movie roles and a later appearance with Sullivan.

ELTON WHISENHUNT

WHAT DOES GLOBAL EXPOSURE MEAN TO YOU?

NEW CLIENTS
in a market you already serve!

NEW MARKETS
you feel you are now ready to serve!

SPECIFIC AREAS
to gradually expand your operation!

OR . . .
just letting the world market know that you're an enterprising and growing firm that will serve them in the future!

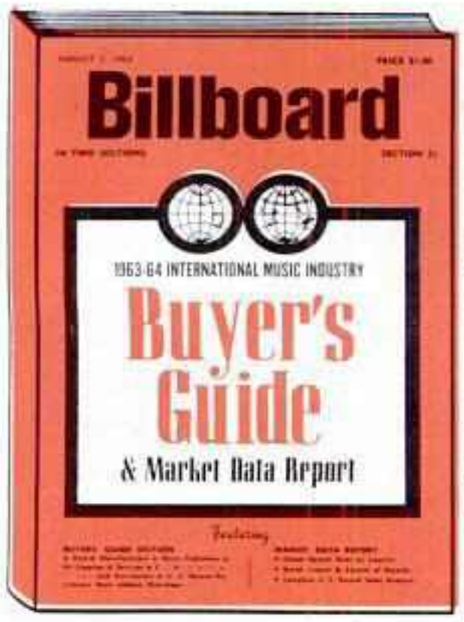
Whatever your status—whatever your goal—the most effective and penetrating means of giving your message world-wide exposure is via the publication guaranteed to reach the heart of the world market.

Billboard's
International Music Industry
BUYER'S GUIDE
and
Market Data Report

. . . the only separate directory of its kind published for the industry.

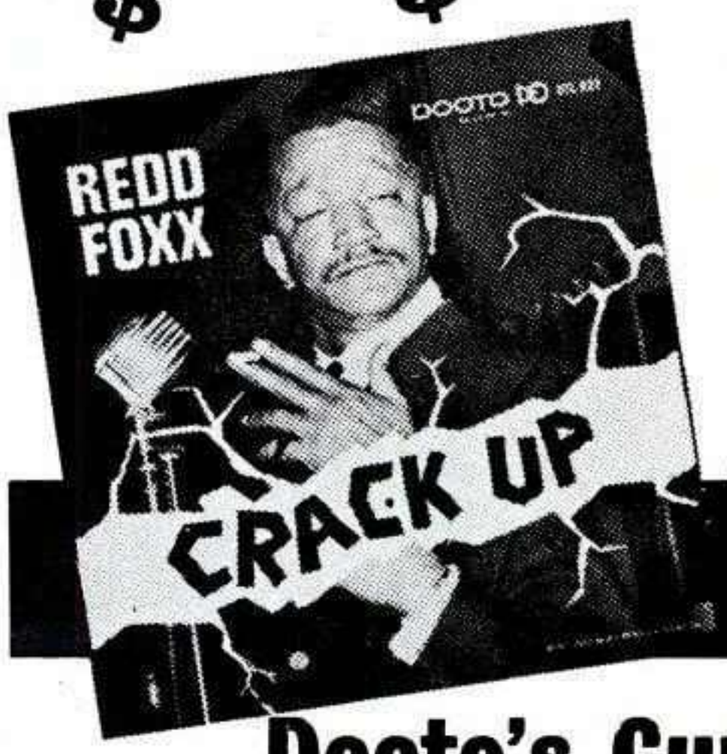
. . . used as a year-round reference source by the music industry's most influential buyers throughout the world.

COMING AUGUST 3
Advertising Deadline: June 20



DEALERS: ASK ABOUT DOOTO'S SPRING SALES STIMULANT PLAN!

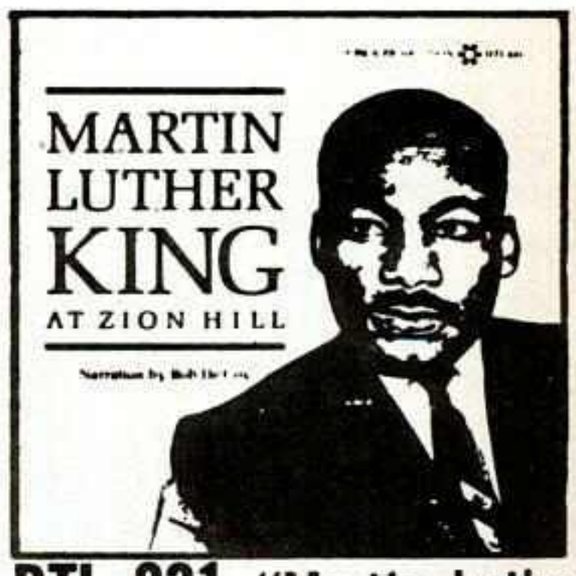
2 NEW DOOTO SALES SIZZLERS



Dooto's Current RED HOT HITS!

DTL 832 Redd Foxx—"Laff along with Foxx"

DTL 829 "The Tickled Soul of Hattie Noel"

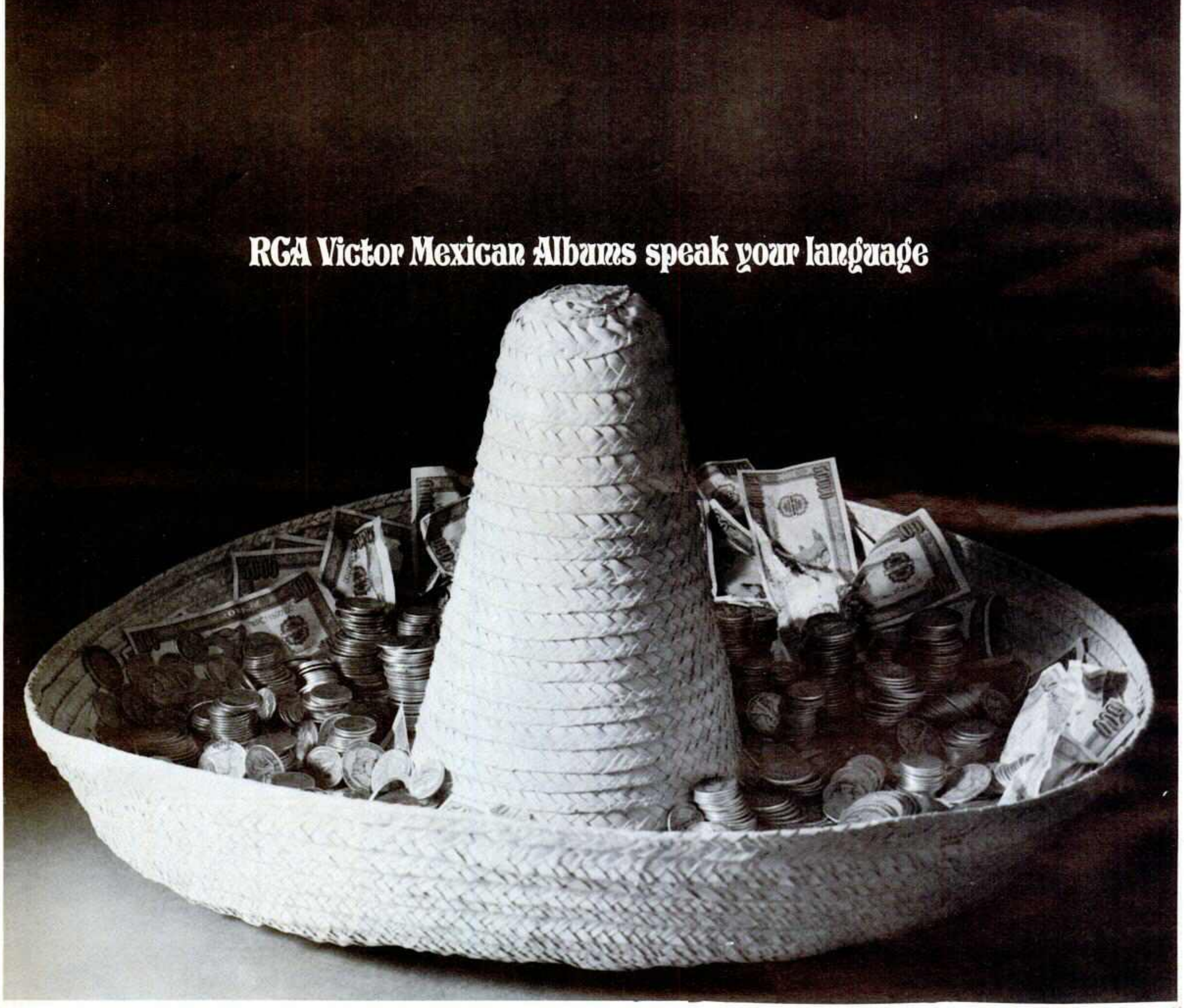


DTL 831 "Martin Luther King at Zion Hill"

DOOTO RECORDS 9512 So. Central Ave., L.A. 2, Cal.

Copyrighted material
www.americanradiohistory.com

RCA Victor Mexican Albums speak your language



("25 Aniversario"—Trio Calaveras MKL-1461) Mexico's top-selling trio celebrate 25 years in show business with a colorful collection of beautiful song.

("Dos Gallos Y Dos Gallinas" MKL-1463) Stars of a current Mexican movie sing selections from their screen adventure. A natural tie-in money-maker.

Our quality imported product is custom-made for the booming Spanish speaking market. It talks big sales. Big business! Big pesos! Speak to your distributor about our complete Mexican catalog. It's time you cashed-in on the sombrero full of profit.

ALSO STOCK THESE FINE RECENT MEXICAN ALBUMS: "BAILES REGIONALES" MKT-1448, LOS TRES ASES—"SERENATARANCHERA" MKL-1458, "MUCHACHA BONITA" MKL-1447

RCA VICTOR
The most trusted name in sound

("Danzones Clasicos"—Pablo Beltran Ruíz Orchestra MKL-1571) A Festival of Mexican folk dance music played by Mexico's favorite dance orchestra.

("Primer Festival Mexicana De La Canción MKL-1481) a showcase of 14 prize-winning numbers that highlighted Mexico's first folk song festival.

Copyrighted material
www.americanradiohistory.com

ALBUM REVIEWS

BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

BROADWAY . . . I LOVE YOU

Sergio Franchi. RCA Victor LM 2674 (M); LSC 2674 (S)

Franchi, Victor's fine Italian tenor stylist, scored with his earlier, "Our Man in Italy" set and this, his first Dynagroove package, can do equally well. For the first time, he sings in English throughout, and the material is designed for big appeal. There are such Broadway offerings as "What Kind of Fool," "Tonight," "Make Somebody Happy," "If Ever I Would Leave You," etc. This one should move well.

POP SPOTLIGHT

STARDUST

Boston Pops/Arthur Fiedler RCA Victor LM 2670 (M); LSC 2670 (S)

The first Boston Pops Dynagroove set has turned into a substantial seller, one of the leaders in the initial series, and this newest should repeat. The orchestra plays handsome, symphonic-styled arrangements of a dozen great standards, including "Stardust," "Deep Purple," "Tonight," "Blue Moon" and "Stairway to the Stars." It's a great mood set with fine sound and it's most adaptable to mood programming.

POP SPOTLIGHT

SOUND OF MANN

Herble Mann. Verve V 8527 (M); V6-8527 (S)

This album is a collection of previously recorded tracks, from a variety of LP's made when Herbie Mann was with Verve. The set is very much in Herbie's current groove for it contains a host of Latin American favorites like "Bala," "Frenesi" and "Peanut Vendor." He plays flute throughout.

POP SPOTLIGHT

SUKIYAKA AND 11 HAWAIIAN HITS

Billy Vaughn. Dot DLP 3523 (M); DLP 25523 (S)

Vaughn continues to be a substantial album seller and this latest, bearing the familiar Vaughn stamp, neatly blended with the Hawaiian idiom, should also do a good share of business. "Lovely Hula Hands"; "To You Sweetheart, Aloha"; "The Beach at Waikiki," "Now Is the Hour" and "Mapuana" are worthwhile samples of the fare.

POP SPOTLIGHT

YOUNG AND IN LOVE

Dick & DeeDee. Warner Bros. W 1500 (M); WS 1500 (S)

This exciting boy-girl team were big several seasons ago with "The "Mountain's High," and recently they've scored again with "Young and In Love," a hit which becomes the title offering here. In addition, the pair turn out strongly appealing versions of "Guess Our Love Must Show," "Don't Leave Me," "Love Is a Once in a Lifetime Thing," and numerous others. Strong cover shot of the two will also help sell.

CLASSICAL SPOTLIGHT

THE BEETHOVEN SONATAS FOR VIOLIN AND PIANO (Complete) (5-12")

Jascha Heifetz
RCA Victor LM 6707

New recordings of the 10 Beethoven violin sonatas by Jascha Heifetz constitute a major musical event. He is accompanied on No. 9 ("Kreutzer") by Brooks Smith, and by his long-time associate, Emanuel Bay, on the others. Virtuosic fiddling throughout, with Heifetz providing his usual quota of surprises and imaginative inflections. Although the violin is prominently miked,

CLASSICAL SPOTLIGHT

LEONARD BERNSTEIN CONDUCTS FOR YOUNG PEOPLE

New York Philharmonic
Columbia ML 5841 (M); MS 6441 (S)

Four easy-to-digest classical works are offered for younger listeners, but oldsters will buy them as well. Richard Strauss' "Till Eulenspiegel," Debussy's "Afternoon of a Faun," Copland's "El Salon Mexico" and six dances from Tchaikovsky's "Nutcracker Suite" make up the program. No spoken comments, but the liner notes are geared toward helping initiate the listener in what to look for. A strong gift item.

CLASSICAL SPOTLIGHT

DEBUSSY: AFTERNOON OF A FAUN—NUAGES—FETES—PRINTEMPS

Boston Symphony (Munch)
RCA Victor LM 2668 (M); LSC 2668 (S)

The waspish, liquid sounds of these well-known Debussy works come across beautifully on the Dynagroove disks. The music is performed with haunting lyricism by the orchestra and the three images for orchestra, "Nuages," "Fetes," "Printemps" come across in a most striking fashion under the baton of Charles Munch.

CLASSICAL SPOTLIGHT

SHOSTAKOVICH: SYMPHONY NO. 4

Philadelphia Orchestra (Ormandy). Columbia ML 5859 (M); NS 6549 (S)

The blockbuster Philadelphians are always powerful sales contenders and they certainly will be here particularly, because of their strong identification with this long-dormant work. Theirs was the first American performance of the Fourth, which occurred only three months months ago. A radical departure from standard symphonic form, the work is bound to create great interest among collectors.

CLASSICAL SPOTLIGHT

DELLO JOIO: FANTASY AND VARIATIONS; RAVEL: CONCERTO IN G

Boston Symphony (Leinsdorf)
RCA Victor LM 2667 (M); LSC 2667 (S)

The Boston Symphony is under the conductorship of Erich Leinsdorf on this Red Seal Dynagroove release and potent sales can be expected to make the Dello Joio and Ravel works popular with the public in the same way the Mahler and Bartok works were pushed in the previous release.

CLASSICAL SPOTLIGHT

FINLANDIA—MUSIC OF SIBELIUS

Morton Gould. RCA Victor LM-2666 (M); LSC-2666 (S)

Here's a highly salable addition to the Dynagroove series. Composer-maestro Morton Gould batons the ork through a program of five of the best-loved compositions of Jean Sibelius, highlighted by "Finlandia." Others include "Valse Trieste," "The Swan of Tuonela," "Pohjola's Daughter" and "Lemminkainen's Return." Strong wax, well recorded and a fine showcase for the new sound process.

CLASSICAL SPOTLIGHT

THE GLORIOUS SOUND OF WAGNER

Philadelphia Orchestra (Ormandy). Columbia ML 5842 (M); MS 6442 (S)

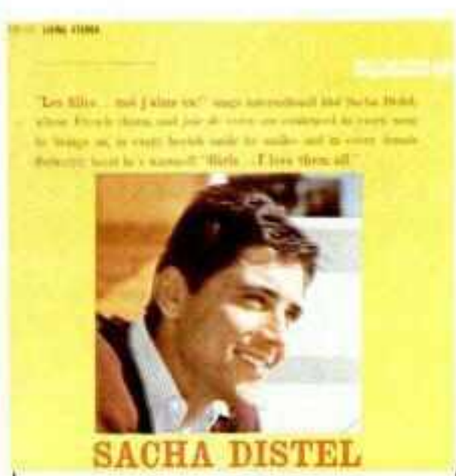
The glorious sound of the Philadelphia Orchestra finds a new way to express itself, this time with the music of Wagner. The set contains orchestral highlights from the composer's "Tannhauser," "Meistersinger," "Lohengrin," and "Siegfried." The selections are all familiar, but the Philadelphians play them with style and warmth, and the sound is truly glorious.

JAZZ SPOTLIGHT

SONA LIBRE

Cal Tjader. Verve V 8531 (M); V6-8531 (S)

Vibes player Cal Tjader has a solid collection of tracks here that have swing and a quiet insistent sound. Much of the material included is in the Latin vein with two fine bossa novas included: "O Barquinho" and "Mahia de Carnival," but there are also gospel-tinged bluesy tracks, "Hip Walk," that really score. Clare Fischer is on organ and piano and the tracks with organ have a unique sound.

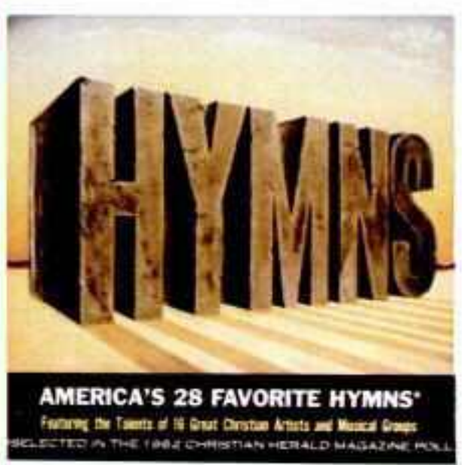


INTERNATIONAL SPOTLIGHT

SACHA DISTEL

RCA Victor Int'l FPM 111 (M); FSP 111 (S)

Sacha Distel, one of the young new French favorites, could gain many fans in this country via this smartly-styled LP. It contains his French language versions of a number of American pop hits like "Caterina" and "Eso Beso," plus a number of French items, like "Les filles . . . moi J'aime ca!" Backing is strong too. Expressive work from the modern-day Chevalier.



RELIGIOUS SPOTLIGHT

AMERICA'S 28 FAVORITE HYMNS (2-12")

Various Artists. Word W-3188

Here is a strong two-LP package for religious and sacred fans, especially for the Bible belt. It contains the nation's 28 favorite hymns as selected in the Christian Herald magazine poll for 1962. They are sung by 16 different religious groups and soloists. Selections range from "The Old Rugged Cross" to "Just a Closer Walk With Thee."

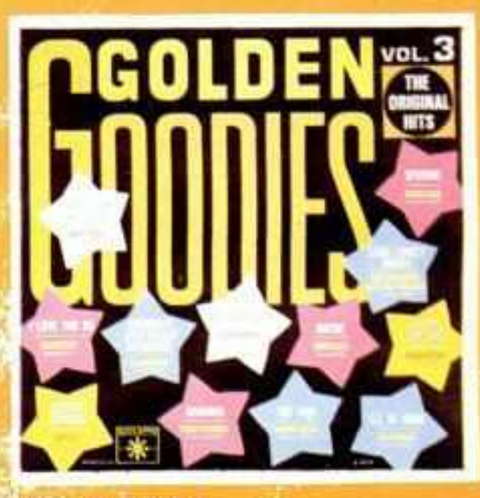
Copyrighted material
www.americanradiohistory.com

ROULETTE GOL

VOL. 12: R-25211

VOL. 1: R-25207

VOL. 2: R-25210



VOL. 3: R-25218

VOL. 11: R-25219

THE ORIGINAL HITS!

THE ORIGINAL ARTISTS!

THE ORIGINAL RECORDS!

THE MOST FABULOUS COLLECTION OF OLDIES IN 12 BEST-SELLING VOLUMES!

VOL. 4: R-25209

VOL. 10: R-25217

VOL. 5: R-25215

VOL. 9: R-25213

VOL. 8: R-25214

VOL. 7: R-25212

VOL. 6: R-25216

All the Original Records Courtesy of Atlantic, Beltone, Cameo/Parkway, Chess, Coed, Dimension, End, Gee, Goldisc, Gone, Herald-Ember, Heritage, Joy, Jubilee, Laurie, Melba, Modern, Oldtown, Roulette, Tapp, Todd, Triple X, Vee Jay.

Copyrighted material
www.americanradiohistory.com

DEN GOODIES...

60" High,
26" Wide,
20" Deep

FREE DRAMATIC TRAFFIC STOPPER DISPLAY!

The Golden Goodies series of albums are available in this colorful, eye-catching, prepack floor browser display container which holds 144 LP's (12 each of the 12 Volumes).

A GOLD MINE OF HITS!

VOLUME 1 • DARLING, HOW LONG—The Heartbeats • GLORY OF LOVE—The Angels • SHRINE OF ST. CECILIA—Harptones • OUT IN THE COLD AGAIN—Frankie Lymon • PEOPLE ARE TALKING—The Heartbeats • CRY LIKE I CRIED—The Harptones • DON'T SAY GOODNIGHT—Valentines • PAPER CASTLES—Frankie Lymon, and others.

VOLUME 2 • WHY DO FOOLS FALL IN LOVE—Frankie Lymon • LOOK IN MY EYES—The Chantels • CHARLIE BROWN—The Coasters • CRYING IN THE CHAPEL—Sonny Till & The Orioles • TEARS ON MY PILLOW—Little Anthony & The Imperials • I ONLY HAVE EYES FOR YOU—The Flamingos • LITTLE GIRL OF MINE—The Cleftones • GEE—The Crows • A THOUSAND MILES AWAY—The Heartbeats, and others.

VOLUME 3 • THERE GOES MY BABY—The Drifters • I'LL BE HOME—The Flamingos • MAYBE—The Chantels • GOODNIGHT SWEETHEART GOODNIGHT—The Flamingos • BARBARA—The Temptations • I SHOT MR. LEE—The Bobbettes • SIXTEEN CANDLES—The Crests, and others.

VOLUME 4 • PEPPERMINT TWIST—Joey Dee & The Starlighters • BRISTOL STOMP—The Dovells • THE FLY—Chubby Checker • WATUSI—The Vibrations • THE LOCO-MOTION—Little Eva • LET'S PONY AGAIN—The Vibrations • DO YOU WANNA DANCE—Bobbie Freeman • DANCE WITH ME HENRY—Etta James, and others.

VOLUME 5 • BOOK OF LOVE—The Monotones • DANCE, DANCE, DANCE—The Dells • YOU GAVE ME PEACE OF MIND—The Spaniels • JUST YOU—Dion & The Belmonts • TEN COMMANDMENTS OF LOVE—The Moonglows • SO FAR AWAY—The Pastels • THE CLOSER YOU ARE—The Channels • SO FINE—The Fiestas, and others.

VOLUME 6 • GOODNIGHT SWEETHEART GOODNIGHT—The Spaniels • OH WHAT A NIGHT—The Dells • WHEN YOU DANCE—The Turbans • IN THE STILL OF THE NIGHT—The Five Satins • UP ON THE MOUNTAIN—The Magnificents • WE BELONG TOGETHER—Robert & Johnny • SHIP OF LOVE—The Nutmegs • MOST OF ALL—The Moonglows • THERE'S OUR SONG AGAIN—The Chantels, and others.

VOLUME 7 • TEEN ANGEL—Dion & The Belmonts • SINCERELY—The Moonglows • GET A JOB—The Silhouettes • BEEP BEEP—The Playmates • BARBARA-ANN—The Regents • SHIMMY SHIMMY KO KO BOP—Little Anthony & The Imperials • BERMUDA—The Four Seasons • SUNDAY KIND OF LOVE—The Harptones, and others.

VOLUME 8 • ALL IN MY MIND—Maxine Brown • I'LL BE TRUE—Faye Adams • SCHOOL DAY—Chuck Berry • BO DIDDLEY—Bo Diddley • ROLL OVER BEETHOVEN—Chuck Berry • GOODNIGHT MY LOVE—Jesse Belvin • KISSES SWEETER THAN WINE—Jimmie Rodgers • SHE'S EVERYTHING—Ral Donner, and others.

VOLUME 9 • SHOUT—Joey Dee & The Starlighters • FUNNY—Maxine Brown • MABELLINE—Chuck Berry • ROCK YOUR LITTLE BABY TO SLEEP—Buddy Knox • THE GYPSY CRIED—Lou Christie • GOODY GOODY—Frankie Lymon • HONEYCOMB—Jimmie Rodgers • I'M STICKIN' WITH YOU—Jimmy Bowen • PARTY DOLL—Buddy Knox • YOU DON'T KNOW WHAT YOU'VE GOT UNTIL YOU LOSE IT—Ral Donner, and others.

VOLUME 10 • IN MY DIARY—The Moonglows • PAINTED PICTURE—The Spaniels • RAMA LAMA DING DONG—The Edsels • EVERY NIGHT (I Pray)—The Chantels • TWO PEOPLE IN THE WORLD—Little Anthony & The Imperials • HAPPY HAPPY BIRTHDAY, BABY—The Tune Weavers • DON'T ASK ME TO BE LONELY—The Dubs • I'M THE GIRL—The Chantels, and others.

VOLUME 11 • WHEN WE GET MARRIED—The Dreamlovers • TONIGHT KATHLEEN—The Valentines • TO THE AISLE—The Five Satins • AT MY FRONT DOOR—The Eldorados • WE GO TOGETHER—The Moonglows • CONGRATULATIONS—The Chantels • SPANISH LACE—The Four Seasons • BABY IT'S YOU—The Spaniels, and others.

VOLUME 12 • TOSSIN' AND TURNIN'—Bobby Lewis • STAY—Maurice Williams • SHAKE A HAND—Faye Adams • DON'T PLAY THAT SONG (I Lied)—Ben E. King • FOR YOUR PRECIOUS LOVE—Jerry Butler • HEAVENLY FATHER—Edna McGriff • SNAP YOUR FINGERS—Joe Henderson • LET THE LITTLE GIRL DANCE—Billy Bland, and others.

GOLDEN GOODIES SALES PROGRAM

1. BUY THE PREPACK WITH THE FREE FLOOR BROWSER DISPLAY WITH 144 LP's AT 15% DISCOUNT PLUS AN ADDITIONAL 5% DISCOUNT.
2. BUY IN ANY QUANTITY (LOOSE) THE GOLDEN GOODIES ALBUMS AT 15% DISCOUNT.
3. 30-60-90 DAYS DATED BILLING AVAILABLE TO QUALIFIED ACCOUNTS.
4. 100% EXCHANGEABLE.

Strike It Rich! Contact Your Roulette Distributor NOW!!

ROULETTE

Copyrighted material
www.americanradiohistory.com

Billboard TOP LP's

FOR WEEK ENDING MAY 25

★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015	6
2	3	MOVING Peter, Paul & Mary, Warner Bros. W 1473	19
3	2	WEST SIDE STORY Sound Track, Columbia OL 5670	83
4	6	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697	6
5	5	I WANNA BE AROUND Tony Bennett, Columbia CL 2000	8
6	4	KINGSTON TRIO #16 Capitol T 1871	9
7	8	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	13
8	9	PETER, PAUL & MARY Warner Bros. W 1449	57
9	7	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	16
10	10	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	55
11	12	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016	6
12	14	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993	5
13	16	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081	5
14	28	SURFIN' U. S. A. Beach Boys, Capitol T 1890	4
15	15	THE BARBRA STREISAND ALBUM Columbia CL 2007	7
16	13	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	9
17	19	JOAN BAEZ IN CONCERT Vanguard VRS 9112	31
18	23	RICHARD CHAMBERLAIN SINGS MGM E 4088	17
19	33	I'M A WOMAN Peggy Lee, Capitol T 1857	12
20	46	SINCERELY YOURS Robert Goulet, Columbia CL 1931	21
21	45	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LPM 2638	9
22	27	THE BEST OF THE KINGSTON TRIO Capitol T 1705	51
23	37	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	30
24	18	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	8
25	26	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	47
26	11	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318	18
27	40	OLIVER Original Cast, RCA Victor LOCD 2004	29
28	31	IT DON'T MAKE NO DIFFERENCE Dave Gardner, Capitol T 1867	4
29	80	JOAN BAEZ, VOL. II Vanguard VRS 9094	78
30	44	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	17
31	30	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	24
32	20	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	37
33	35	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	19
34	55	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	15
35	22	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	8
36	24	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	17
37	39	THINK ETHNIC Smothers Brothers, Mercury MG 20777	8
38	43	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay LP 1056	13
39	51	NEW FRONTIER Kingston Trio, Capitol T 1809	24
40	60	WEST SIDE STORY Original Cast, Columbia OL 5230	137
41	50	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	16
42	54	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	27
43	53	SURFING Ventures, Dolton BLP 2022	4
44	36	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	30
45	84	ALL ALONE AM I Brenda Lee, Decca DL 4370	12
46	82	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	88
47	49	BUDDY HOLLY STORY Coral CRL 57279	124
48	69	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	36
49	59	BABY WORKOUT Jackie Wilson, Brunswick BL 54110	5
50	66	ALWAYS YOU Robert Goulet, Columbia CL 1676	59
51	17	CAMELOT Original Cast, Columbia KOL 5620	122
52	41	PAUL & PAULA SING FOR YOUNG LOVERS Philips PHM 200078	14
53	71	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	179
54	25	1963's EARLY HITS Lawrence Welk, Dot DLP 3510	7
55	38	SHIRELLES GREATEST HITS Scepter 507	18
56	65	ALLEY CAT Bent Fabric, Atco 148	31
57	76	GYPSY Sound Track, Warner Bros. B 1480	24
58	29	ROY ORBISON'S GREATEST HITS Monument MLP 8000	39
59	73	STEVE LAWRENCE WINNERS! Columbia CL 1953	16
60	72	WATERMELON MAN Mongo Santamaria, Battle 6120	4
61	34	WARM & WILLING Andy Williams, Columbia CL 1879	32
62	57	1962's GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	14
63	96	THE BEST OF JOLSON Al Jolson, Decca DXA 169	27
64	32	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	12
65	114	PIPELINE Chantays, Dot DLP 3516	2
66	85	I COULD GO ON SINGING Sound Track, Capitol W 1861	3
67	81	COLLEGE STANDARDS Lettermen, Capitol T 1829	7
68	97	THE NEW CHRISTY MINSTRELS Columbia CL 1872	32
69	111	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019	21
70	99	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	14
71	74	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	162
72	78	SKEETER DAVIS SINGS THE END OF THE WORLD RCA Victor LPM 2699	7
73	63	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	264
74	56	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol T 1866	11
75	75	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LPM 2620	4
76	62	WILD WEEKEND Rockin' Rebels, Swan SLP 509	10
77	42	JOAN BAEZ, VOL. I Vanguard VRS 9078	65
78	61	RUBY BABY Dion, Columbia CL 2010	10
79	21	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	58
80	123	DEAR LONELY HEARTS Nat King Cole, Capitol T 1838	22
81	108	HOW THE WEST WAS WON Sound Track, MGM 1ES	2
82	86	JUMBO Sound Track, Columbia OL 5860	21
83	92	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LM 6160	5
84	89	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2661	8
85	134	GENE PITNEY SINGS JUST FOR YOU Musicor MM 2004	2
86	101	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	133
87	127	HOBO FLATS Jimmy Smith, Verve 8544	2
88	102	RAPTURE Johnny Mathis, Columbia CL 1915	31
89	100	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Peterson, Colpix CP 444	3
90	121	LET'S LIMBO SOME MORE Chubby Checker, Parkway P 7027	9
91	110	OUR MEN IN SAN FRANCISCO Limeliters, RCA Victor LPM 2609	17
92	128	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	20
93	93	THE CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LPM 2641	3
94	118	THE SOUND OF GENIUS Various Artists, Columbia SGM 1	3
95	103	REMINISCING Buddy Holly, Coral CRL 57426	11
96	105	CROSS-COUNTRY CONCERT Brothers Four, Columbia CL 1946	4
97	98	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515	5
98	94	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	85
99	52	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	25
100	130	JAZZ SAMBA ENCORE! Stan Getz & Luiz Bonfa, Verve V 8523	2
101	122	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	30
102	133	FOLLOW THE BOYS Connie Francis, MGM E 4123	9
103	119	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	14
104	88	OUR WINTER LOVE Felix Slatkin, Liberty LRP 3287	8
105	104	CHAD MITCHELL TRIO IN ACTION Kapp KL 1313	7
106	106	DON'T LET ME CROSS OVER Carl Butler, Columbia CL 2002	5
107	87	COLLEGE CONCERT Kingston Trio, Capitol T 1658	47
108	58	I'VE GOT A WOMAN Jimmy McGriff, Sue LP 1012	26
109	64	LIMBO PARTY Chubby Checker, Parkway P 7020	24
110	—	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 3065	1
111	112	MY FAIR LADY Original Cast, Columbia OL 5090	372
112	138	BLOOD, SWEAT & TEARS Johnny Cash, Columbia CL 1930	11
113	83	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CL 1998	11
114	47	HEAVENLY Johnny Mathis, Columbia CL 1351	192
115	—	WHERE DID EVERYONE GO? Nat King Cole, Capitol W 1859	1
116	120	VLADIMIR HOROWITZ Columbia KL 5771	19
117	117	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759	24
118	48	NO STRINGS Original Cast, Capitol O 1695	58
119	90	OUR WINTER LOVE Bill Pursell, Columbia CL 1992	8
120	125	OUR DAY WILL COME Ruby & the Romantics, Kapp KL 1323	3
121	77	TWO OF US Robert Goulet, Columbia CL 1826	39
122	95	FROM A JACK TO A KING Ned Miller, Fabor FLP 1001	9
123	109	WALK RIGHT IN Rooftop Singers, Vanguard VRS 9123	15
124	107	THIS IS MY COUNTRY Robert Shaw Chorale & the RCA Victor Symphony Ork, RCA Victor LM 2662	3
125	113	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	167
126	126	TIME OUT Dave Brubeck, Columbia CL 1397	125
127	—	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 6082	1
128	129	STEVE ALLEN'S FUNNY-FONE CALLS Dot DLP 3472	11
129	139	JOSE JIMINEZ—OUR SECRET WEAPON Bill Dana, Kapp KL 1320	14
130	91	HATARI! Henry Mancini, RCA Victor LPM 2559	45
131	132	THE LONELY BULL Herb Alpert & the Tijuana Brass, A&M 101	22
132	67	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	16
133	70	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R 6058	23
134	124	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	48
135	116	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	40
136	131	RHYTHM OF THE RAIN Cascades, Valiant 405	6
137	115	ANDY WILLIAMS BEST Cadence CLP 3054	42
138	—	NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017	1
139	68	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415	41
140	—	MAKIN' A JOYFUL NOISE Limeliters, RCA Victor LPM 2588	1
141	140	ROGER WILLIAMS COUNTRY STYLE Kapp KL 1305	6
142	149	RUSTY WARREN IN ORBIT Jubilee JGM 2044	30
143	142	MEMORIES ARE MADE OF THESE George Chakiris, Capitol T 1813	17
144	144	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	33
145	145	THE CHIFFONS Laurie LLP 2018	2
146	146	JUST TURN ME LOOSE George Maharis, Epic LN 24037	9
147	79	ANN CORIO PRESENTS HOW TO STRIP FOR YOUR HUSBAND Sonny Lester and His Ork, Roulette R 25186	19
148	—	HIS GREATEST HITS Johnny Crawford, Del Fi DFLP 1229	1
149	137	IT'S UP TO YOU Rick Nelson, Imperial LP 9223	4
150	150	CHUBBY CHECKER BIGGEST HITS Parkway P 7022	22

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	80
2	2	DAYS OF WINE AND ROSES Andy Williams, Columbia CS 8815	6
3	3	LAWRENCE OF ARABIA Sound Track, Colpix SCP 514	10
4	4	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	19
5	6	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LSP 2638	7
6	5	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LSC 2661	7
7	7	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	34
8	11	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	18
9	12	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	8
10	29	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LSP 2620	7
11	17	HOW THE WEST WAS WON Sound Track, MGM 1SE5	6
12	23	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LSP 2697	6
13	10	CAMELOT Original Cast, Columbia KOS 2031	122
14	36	SUPERCUSSION Dick Schory's Percussion Pops Ork, RCA Victor LPS 2613	6
15	16	CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LSP 2644	5
16	32	OLIVER Original Cast, RCA Victor LSOD 2004	30
17	33	RAVEL: BOLERO Boston Symphony Ork (Munch), RCA Victor LSC 2664	3
18	8	KINGSTON TRIO #16 Capitol ST 1871	8
19	13	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CS 8816	5
20	38	BYE BYE BIRDIE Sound Track, RCA Victor LSO 1081	2
21	35	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	167
22	22	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	36
23	15	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	14
24	19	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	52
25	14	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CS 8793	4
26	25	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	15
27	31	1963's EARLY HITS Lawrence Welk, Dot DLP 25510	8
28	30	THIS IS MY COUNTRY Robert Shaw Chorale & RCA Victor Symphony Ork, RCA Victor LSC 2662	5
29	27	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 SD	24
30	43	WEST SIDE STORY Original Cast, Columbia OS 2001	99
31	20	OUR WINTER LOVE Felix Slatkin, Liberty LST 7287	7
32	18	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM9-444	7
33	9	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	16
34	21	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CS 8798	11
35	46	HOBO FLATS Jimmy Smith, Verve V6-8544	2
36	42	SINCERELY YOURS Robert Goulet, Columbia CS 8731	21
37	—	NEW THRESHOLDS IN SOUND Sid Ramin & His Ork., RCA Victor LSP 2658	1
38	26	PETER, PAUL & MARY Warner Bros. WS 1449	44
39	40	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LSC 6160	4
40	45	SOUND OF GENIUS Various Artists, Columbia SGS 1	3
41	41	MAHLER: SYMPHONY NO. 1 Boston Symphony Orch. (Leinsdorf), RCA Victor LSC 2642	2
42	—	SURFIN' U. S. A. Beach Boys, Capitol ST 1890	1
43	44	THE BEST OF THE KINGSTON TRIO Capitol ST 1705	27
44	39	NEW FRONTIER Kingston Trio, Capitol ST 1809	18
45	47	I COULD GO ON SINGING Sound Track, Capitol SW 1861	3
46	28	OUR WINTER LOVE Bill Pursell, Columbia CS 8792	8
47	34	WALTZ TIME Lawrence Welk, Dot DLP 25499	6
48	49	1962's GREATEST HITS BY BILLY VAUGHN Dot DLP 25497	15
49	48	I'M A WOMAN Peggy Lee, Capitol ST 1857	8
50	24	BIG BAND BOSSA NOVA Stan Getz, Verve V6-8494	22

Copyrighted material

www.americanradiohistory.com

the inimitable

EARL GRANT

with a DYNAMIC NEW ALBUM!

EARL GRANT *Yes Sirree!*

contact
your Decca representative for full details of a special promotion on EARL GRANT's complete catalog of 12 albums! —May 20th through May 31st only

DL-4405 • DL-74405

JUST RELEASED!

his newest single!

I'LL BUILD A STAIRWAY TO PARADISE
c/w
CARAVAN
25601

EXCLUSIVELY ON **DECCA®** *RECORDS*

Copyrighted material
www.americanradiohistory.com

ALBUM REVIEWS (continued)

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

BAND SPOTLIGHT

THE UNITED STATES ARMY BAND AND CHORUS

RCA Victor LPM 2685 (M); LSP 2685 (S)

The U. S. Army Band's impressive LP debut concentrates mainly on selections with a distinctly Army flavor, starting with "The Army Goes Rolling Along." Other selections include "Sabre and Spurs," "Official West Point March," "Sergeant Flynn," "The Rifle Regiment," "Through the Line," and "Dogface Soldier." A top-quality march album, one of four produced by Herman Diaz Jr. for the benefit of the National Cultural Center.

BAND SPOTLIGHT

THE UNITED STATES NAVY BAND AND THE SEA CHANTERS

RCA Victor LPM 2688 (M); LSP 2688 (S)

With strong-voiced support from the Sea Chanters, the U. S. Navy Band shows the reason for its deserved reputation. A variety of well-known marches constitute the bulk of the program, including "El Capitan," "The Thunderer," "Washington Post," "National Emblem," "King Cotton," and, of course, "Anchors Aweigh." Four excerpts from "Victory at Sea" also get a fine treatment. Proceeds from sale go to help build the National Cultural Center.

BAND SPOTLIGHT

THE UNITED STATES MARINE BAND

RCA Victor LPM 2687 (M); LSP 2687 (S)

The oldest of the service bands gives a strong account of itself on its first LP. Its repertoire, though pretty much restricted to the march category here, ranges from the "Marines' Hymn" and "Semper Fidelis" through "Stars and Stripes Forever," "American Patrol" and "America the Beautiful." This is one of RCA's four disks geared to raise funds for the National Cultural Center.

BAND SPOTLIGHT

THE UNITED STATES AIR FORCE BAND AND THE SINGING SERGEANTS

RCA Victor LPM 2686 (M); LSP 2686 (S)

One of four LP's produced by Herman Diaz Jr. featuring the four service bands, this one shows off the versatility of the Air Force Band aided by the Singing Sergeants. In addition to "U. S. Air Force March" and "American Salute," the band does a smooth job in another mood on "Seventy-Six Trombones" and "Oh, Men Who Fly," A strong set.

LOW PRICE SACRED SPOTLIGHT

MESSAGE IN THE SKY

The Statesmen with Hovie Lister. RCA Camden CAL 743

This new repackaging of older items by the Statesmen, at the low $1.98 tag, should compete favorably with the wealth of material by the group now available on the Victor parent label, as well as on their own Skylite label. With photos of all five of the boys (Hovie Lister included) on the cover, the disk, with "A Man Called Peter," "Oh What a Friend He Is to Me" and "I Found the Answer," all included, should have considerable impact.

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POP SPECIAL MERIT

GREASY KID STUFF

Al Caiola. United Artists UAL 3287 (M); UAS 6287 (S)

Guitarist Caiola applies his special talents to a group of current and recent pop singles hits for various artists, both vocal and instrumental. These treatments include smart arrangements which incorporate femme voices, organ, flute and rhythm. The "Greasy Kid Stuff" tag refers to the teen-styled material offered. Danceable and listentable wax includes "Surfin' USA," "Watermelon Man," "He's So Fine," "Walk Right In," and " Rhythm of the Rain."

POP SPECIAL MERIT

TENDER WORDS

Anita Kerr Singers
RCA Victor LPM 2679 (M); LSP 2679 (S)

The fine Nashville-based quartet, well known for their frequent background work, have their third album here and it's every bit as listenable as their earlier editions. Here the milieu is pop hits of recent years, including such as "Come Softly to Me," "Take Good Care of My Baby," "Why Don't They Understand" and the current "As Long as He Needs Me." Tasteful strings, Chet Atkins-type guitar and Floyd Cramer are heard in the backing. A spinnable set.

POP SPECIAL MERIT

A TASTE OF HONEY AND A TASTE OF BOSSA NOVA

Victor Feldman Infinity INX 5000

Vic Feldman, the West Coast (and former English) jazz pianist and vibes player, continues to impress with his acumen in the pop field. This album is loaded with top tracks that could provide fine programming change of pace for stations of all kinds. Feldman stirred some action a while back with his version of "Taste of Honey," and this album showcases that with fine bossa novas ("Green Dolphin Street," "Theme From 9073," "Moon River") and easy swingers.

POP SPECIAL MERIT

LUIZ BONFA

Philips PHM 200-087 (M); PHS 600-087 (S)

One of the Brazilian progenators of bossa nova plays and sings some typical examples of the music in soft, but spirited tones. The album has a variety of tunes played by the guitarist-singer with rhythm section, and on some tracks with male chorus, flute and sax. "Cantiga Da Vida," "Amor Por Amor," "Dor Que Faz Doer" are only a few of the fine tracks.

POP SPECIAL MERIT

NIGHTLY YOURS ON THE STEVE ALLEN SHOW

Jennie Smith. Canadian American CALP 1010 (M); SCALP 1010 (S)

Here's a gal that takes a song and makes it sing! With delightful clarity and good projection, she's at home with a soft ballad ("My Man") or swinger ("This Could Be the Start of Something"). Miss Smith's regular appearances on the Steve Allen Show will provide sales impetus for the album.

POP SPECIAL MERIT

HEY, LOOK US OVER!

The J's With Jamie
Columbia CL 2005 (M); CS 8805 (S)

On their first album for Columbia, the J's With Jamie (Jaime and Joe Silvia, Mr. and Mrs. Marshall Gill and Len Dresslar) sound like the best thing to come around since the Modernaires. The group treats some great songs such as "The Second Time Around" with abject simplicity, matchless vocal quality and attention to detail.

JAZZ SPECIAL MERIT

JAZZ IMPRESSIONS OF LAWRENCE OF ARABIA

Walt Dickerson Quartet
Dauntless D 4313 (M); DS 6313 (S)

Vibes man Dickerson brings some fresh sound to his new label affiliation. The artist had some fair success with avant-garde sounds, but this album should be accepted generally. The pic theme, in particular, is of a commercial nature.

CLASSICAL SPECIAL MERIT

THE CUCKOO AND THE NIGHTINGALE

E. Power Biggs; London Symphony Orchestra (Boult)

Columbia ML 5839 (M); MS 6439 (S)

Another fine E. Power Biggs release which packages four of the most popular Handel organ concertos (Nos. 2, 5, 13 and 16) as the first in a series of disks that will cover them all. Performed on an organ actually designed by Handel, they are admirably backed by an ensemble batoned by Sir Adrian Boult. Biggs' substantial following will appreciate this LP.

CLASSICAL SPECIAL MERIT

BARBER: "KNOXVILLE, SUMMER OF 1915"; BERLIOZ: LES NUTS D'ETE

Eleanor Steber. Columbia ML 5843

Following the recent re-recording of Barber's "Knoxville, Summer of 1915" for her own label by Miss Steber, Columbia has seen fit to release her original famed 1950 recording, one which is justly treasured. Without detracting from her new version, which also is remarkable, the original has both an intensity and high quality orchestral backing that make it especially memorable. Miss Steber's performance (1954) of the Berlioz song cycle is in the same class.

COUNTRY SPECIAL MERIT

THE SHORT BUT BRILLIANT LIFE OF JIMMIE RODGERS

RCA Victor LPM 2634

This new collection of Jimmie Rodgers tunes contains 16 sides never previously released on LP. They include versions of "Blue Yodel" Nos. 10 and 11, "Hobo's Meditation," "In the Jailhouse Now, No. 1," "A Drunkard's Child," "Take Me Back Again," and "Years Ago." A good package for the many, many fans of the Singing Brakeman.

LOW PRICE COUNTRY SPECIAL MERIT

JOHNNIE AND JACK SING POISON LOVE & OTHER COUNTRY FAVORITES

RCA Camden CAL 747

This album, obviously, was on the drawing boards before the recent tragic accidental death of Jack Anglin in Nashville, since the liner makes no mention of this. However, Anglin's death is likely to provide a memorial aura about the set of the pair's typical offerings, which can translate into extra sales. In addition to the title ditty, the duo is heard in "Just for Tonight," "Private Property" and "Borrowed Diamonds," among others.

SACRED SPECIAL MERIT

THE GREAT VOICE OF JACK HESS OF THE STATESMEN QUARTET

Songs of Faith SOF 108

Jack Hess is one of the four important cogs in the Statesmen Quartet and here he gets a chance to show off his rich and reverent baritone quality with the help of another esteemed group in the gospel, country and pop fields, the Jordanaires. "Jesus Loves Me," "I'll Be True" and "I Met the Master" are included in the dozen selections. Disk is being marketed in "compatible" stereo.

★ NATIONAL BREAKOUTS

MONO

VAUGHN MEADER AND THE FIRST FAMILY, VOL. II . . .
Cadence CLP 3065

WHERE DID EVERYONE GO . . .
Nat King Cole, Capitol W 1859

STEREO

NEW THRESHOLDS IN SOUND . . .
Sid Ramin & His Ork, RCA Victor LSP 2658

SURFIN' U. S. A. . . .
Beach Boys, Capitol ST 1890

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

MONO

MUSIC FROM THE MOTION PICTURE TO KILL A MOCKINGBIRD . . .
Leonard Bernstein, Ava A 20

THE VENTURES PLAY THE COUNTRY CLASSICS . . .
Dolton BLP 2023

LATIN RENDEZVOUS . . .
Mantovani, London LL 3295

BYE BYE BIRDIE . . .
Bobby Rydell, Cameo C 1043

BOBBY VEE MEETS THE VENTURES . . .
Liberty LRP 3289

WAGNER: SIEGFRIED . . .
Various Artists, London A 4508

THE END OF THE WORLD . . .
Julie London, Liberty LRP 3300

THE BOYS WON'T LEAVE THE GIRLS ALONE . . .
Clancy Brothers & Tommy Makem, Columbia CL 1909

THE INCREDIBLE NANCY AMES . . .
Liberty LRP 3276

MARVELOUS MARVELETTES . . .
Tamla TM 237

THE GREATEST HITS OF THE GOLDEN GROUPS . . .
Bobby Vinton, Epic LN 24049

LES McCANN LTD. PLAYS THE SHAMPOO AT THE VILLAGE GATE . . .
Pacific Jazz PJ 63

PLENTY OF PETE . . .
Pete Fountain, Coral CRL 57424

MR. BASS MAN . . .
Johnny Cymbal, Kapp KL 1324

WOODY HERMAN 1963 . . .
Philips PHM 200-065

STEREO

TODAY'S TOP HITS . . .
David Carroll & His Ork, Mercury SR 60786

LATIN RENDEZVOUS . . .
Mantovani, London PS 295

NEW CHRISTY MINSTRELS TELL TALL TALES . . .
Columbia CS 8817

JAZZ SAMBA ENCORES . . .
Stan Getz & Luiz Bonfa, Verve V6-8523

THE BARBRA STREISAND ALBUM . . .
Columbia CS 8807

☆☆☆☆ FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

A LITTLE TRAVELING MUSIC
Sammy Spear. American London LA 38001 (M)

COAST TO COAST WITH ARTHUR PRYSOCK
Old Town LP 2005 (M)

THE MOTOR-TOWN REVUE, VOL. I
Various Artists. Motown 609 (M)

A PERFECT MATCH
Art Van Damme Quintet with Johnny Smith. Columbia CL 2013 (M); CS 8813 (S)

ZANY SONGS OF THE 30'S
Homer & Jethro. RCA Victor LPM 23455 (M); LSP 2455 (S)

(Continued on page 46)

Copyrighted material
www.americanradiohistory.com

Our Double Thanks To NARAS

BEST PERFORMANCE BY A VOCAL GROUP

BEST FOLK RECORDING

Peter, Paul & Mary

PERSONAL MANAGEMENT:
ALBERT B. GROSSMAN MGT.
75 EAST 55TH STREET, NEW YORK 22, N.Y.

BOOKINGS:
ita
NEW YORK & BEVERLY HILLS

EXCLUSIVELY:
WARNER BROS.
RECORDS

MUSICAL DIRECTOR: **MILT OKUN**

Copyrighted material
www.americanradiohistory.com

Billboard HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	
1	8	SUMMER HOLIDAY—Cliff Richard (Columbia)—Allans
2	—	TAMOURE—Bill Justis (Philips)—No publisher
3	2	IN DREAMS—Roy Orbison (London)—Acuff-Rose
4	—	CAST YOUR FATE TO THE WIND—Mel Torme (London)—No publisher
5	4	FOOT TAPPER—The Shadows (Columbia)—Allans
6	1	I WILL FOLLOW HIM—Little Peggy March (RCA)—Leeds
7	3	PIPELINE—The Chantays (London)—Alberts
8	12	MECCA—Gene Pitney (United Artists)—Schroeder
9	6	FROM A JACK TO A KING Ned Miller (W & G)—Alberts
10	10	BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS)—Tu-Con
11	—	PROUD OF YOU—*Jay Justin (HMV)—Castle
12	—	THE SWAN—*Dave Bridge (HMV)—Castle
13	—	JEZEBEL—*Rob E.G. (Festival)—Davis
14	14	OUR DAY WILL COME—Ruby and the Romantics (Kapp)—Davis
15	9	YOU'LL NEVER LEARN, WILL YER?—Barry Stanton (Leedon)—Crown

BRITAIN

(A special list compiled prior to publication by New Musical Express, London)

This Week	Last Week	
1	1	FROM ME TO YOU—*Beatles (Parlophone)—Northern Songs, Ltd.
2	2	HOW DO YOU DO IT?—*Gerry and the Pacemakers (Columbia)—Dick James Music
3	8	SCARLETT O'HARA—Jet Harris-Tony Meehan (Decca)—Francis, Day & Hunter
4	4	NOBODY'S DARLIN' BUT MINE—*Frank Ifield (Columbia)—Peter Maurice
5	5	CAN'T GET USED TO LOSING YOU—Andy Williams (CBS)—Manor Music
6	3	FROM A JACK TO A KING—Ned Miller (London)—Palace Music
7	13	TWO KINDS OF TEARDROPS—Del Shannon (London)—Vicki Music
8	6	IN DREAMS—Roy Orbison (London)—Chappell
9	7	SAY I WON'T BE THERE—*Springfields (Philips)—Chappell
10	—	LUCKY LIPS—*Cliff Richard (Columbia)—Cromwell Music
11	22	DO YOU WANT TO KNOW A SECRET—*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
12	12	LOSING YOU—Brenda Lee (Brunswick—Ivan Mogull
13	9	BROWN EYED HANDSOME MAN—Buddy Holly (Coral)—Jewel Music
14	14	HE'S SO FINE—Chiffons (Stateside)—Peter Maurice
14	9	RHYTHM OF THE RAIN—Cascades (Warner Bros.)—E. H. Morris
16	11	THE FOLK SINGER—Tommy Roe (HMV)—Shapiro-Bernstein
17	16	WALK LIKE A MAN—4 Seasons (Stateside)—Peter Maurice
18	20	CASABLANCA—*Kenny Ball (Pye)—Keith Prowse Music
19	26	PIPELINE—Chantays (London)—World Wide Music
20	15	FOOT TAPPER—*Shadows (Columbia)—Elstree Music
21	17	SAY WONDERFUL THINGS—*Ronnie Carroll (Philips)—Mutual Music
22	19	DECK OF CARDS—Wink Martindale (London)—Campbell-Connelly
23	18	SUMMER HOLIDAY—*Cliff Richard (Columbia)—Elstree Music
24	—	MY WAY—Eddie Cochran (Liberty)—Cross Music
25	—	YOUNG LOVERS—Paul and Paula (Philips)—One four two Music
26	24	COUNT ON ME—*Julie Grant (Pye)—Welbeck Music
27	23	LIKE I'VE NEVER BEEN GONE—*Billy Fury (Decca)—Shapiro-Bernstein
28	28	IT'S MY WAY OF LOVING YOU—*Miki and Griff (Pye)—Southern Music
29	29	SO IT ALWAYS WILL BE—Everly Bros. (Warner Bros.)—Leeds Music
30	—	LITTLE BAND OF GOLD—James Gilreath (Pye Int.)—Joy Music

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	
1	4	RHYTHM OF THE RAIN—Cascades (Warnes Bros.)—E. H. Morris
2	1	FROM A JACK TO A KING—Ned Miller (London)—Alberts
3	3	NOBODY'S DARLIN' BUT MINE—Frank Ifield (Columbia)—Peter Maurice
4	2	BROWN-EYED HANDSOME MAN—Buddy Holly (Coral)—Jewel
5	—	LITTLE BAND OF GOLD—James Gilreath (Pye)—Joy
6	8	CAN'T GET USED TO LOSING YOU—Andy Williams (CBS)—Manor
7	7	CHARMAINE—The Bachelors (Decca)—Keith Prowse
8	5	THE FOLK SINGER—Tommy Roe (HMV)—Shapiro-Bernstein
9	—	FROM ME TO YOU—The Beatles (Parlophone)—Dick James
10	6	IN DREAMS—Roy Orbison (London)—Chappell

FRANCE

This Week	Last Week	
1	2	L'ECOLE EST FINIE—Sheila (Philips)
2	3	DIS LUI QUE JE L'AIME/MARCHE TOUT DROIT—Claude Francoise (Fontana)
3	5	EN ECOUTANT LA PLUIE/CHANCE—Sylvie Vartan (RCA)
4	1	C'EST A L'AMOUR AUQUEL JE PENSE/LE TEMPS DE L'AMOUR—Francoise Hardy (Vogue)
5	4	TES TENDRES ANNEES/ELLE EST TERRIBLE—Johnny Hallyday (Philips)
6	6	DONNE MOI MA CHANCE/ON TWISTE SUR LE LOCOMOTION—Richard Anthony (Columbia)
7	9	OUI JE T'AIME/JE NE PENSE QU'A L'AMOUR—Eddy Mitchell (Barclay)
8	10	FOR ME . . . FORMIDABLE—Charles Aznavour (Barclay)
9	7	A SEVILLE/J'AI CHOISI L'AMOUR—Dick Rivers (Pathe)
10	8	RUBY BABY—Dion (CBS)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Two Weeks Ago	
1	1	SANS TOI, MAMIE—*Adamo (Pathe)—Rudo
2	—	TES TENDRES ANNEES/LES BRAS EN CROIX—Johnny Hallyday (Philips)—Bens
3	—	JE ME SENS TRES SEUL—*Robert Cogoi (Philips)—Top Music
4	—	L'ECOLE EST FINIE—Sheila (Philips)
5	2	DONNE-MOI MA CHANCE/APRES TOI—Richard Anthony (Columbia)
6	3	COEUR BLESSE—Petula Clark (Vogue)—Acuff-Rose
7	4	TOUS LES GARCONS ET LES FILLES—Francoise Hardy (Vogue)—Vogue
8	—	L'AMOUR S'EN VA—Francoise Hardy (Vogue)
9	—	MINNIE, PETITE SOURIS—Henri Salvador (Philips)—World
10	7	ELLE EST TERRIBLE—Johnny Hallyday (Philips)—Bens

GERMANY

(Courtesy Automaten-Markt, Braunschweig)
*Denotes local origin

This Week	Last Week	
1	2	ER MACHT MICH KRANK, DER MONDSCHEIN AN DER DONAU—*Gus Backus (Polydor)—Gerig
2	1	WINI-WINI—Die Tahiti Tamoures (Polydor)—Nero
3	4	SCHULD WAR NUR DER BOSSA NOVA/BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS); Manuela (Telefunken)—P. Meisel
4	5	SIEBENTAUSEN RINDER—Peter Hinnen (Ariola)—Maraton; MEXICO—Peter Hinnen (Ariola)—Marbot
5	3	ICH KAUF' MIR LIEBER EINEN TIROLERHUT—Billy Mo (Decca)—Busse
6	9	HAWAIIANA MELODIE—Caterina Valente (Decca)—Nero
7	6	WENN ERST DER ABEND KOMMT—Peter Alexander (Polydor)—Aberbach
8	7	MADDALENA—Rex Gildo (Electrola)—Gerig
9	10	MEINE BRAUT, DIE KANN DAS BESSER—*Gerd Boettcher (Decca)—Budde: SUSANNE—*Gerd Boettcher (Decca)—Seith
10	8	MR. CASANOVA—Siw Malmkvist (Metronome)—Montana
11	12	KLEINE NERVENSAEGE MONIKA/LOVERS LANE—Peter Beil (Fontana); Pat Boone (London)—Gerig
12	11	PEPINO/PEPINO THE ITALIAN MOUSE—*Fredy Brock (Ariola); Vico Torriani (Decca)—Stahl
13	20	WENN ICH EIN COWBOY EWAR—Mattin Lauer (Polydor)—Gerig
14	13	KLEINE MOONLIGHT LADY—Ted Herold (Polydor)—Aberbach
15	14	CAPITANO—Mina (Polydor)—Gerig
16	15	MY SUNNY SUNSHINE—Die Blue Diamonds (Fontana)—Melodie der Welt; BALUBA, O BALUBA—Die Blue Diamonds (Fontana)—Capriccio
17	16	WEIT WAR DER WEG NACH CALIFORNIO—Michel und die Shanties (Linda)—Mikulski
18	17	LUP-DI-LU—Caterina u. Silvio (Decca)—Melodie der Welt-Marbot
19	18	WOO HOO—The Rock-A-Teens (Roulette)—Hi-Fi
20	19	HOCHZEIT IN LOUISIANA—Caterina Valente (Decca)—Intro

HOLLAND

(Courtesy Platennieuws, P. O. Box 43, Amersfoort)
*Denotes local origin

This Week	Last Week	
1	1	BUONA NOTTA BAMBINO—Rocco Granata (CNR)—Picture Music
2	2	BLUME VON TAHITI—Gert Timmerman (Telefunken)—Holland Music
3	3	SOERABAYA—*Anneke Gronloh (Philips)—Basart
4	4	LOOP DE LOOP—Johnny Thunder (Delta)—Chappell
5	5	SUMMER HOLIDAY—Cliff Richard (Columbia)—Basart
6	6	JUNGE, KOMM' BALD WIEDER—Freddy (Polydor)—Bens-Altona
7	7	BACHELOR BOY—THE NEXT TIME—Cliff Richard (Columbia)—Basart
8	8	BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS)—Editions Altona
9	9	HAND IN HAND—*Jackie van Dam (Fontana)—Benelux Music, Weert
10	10	CATOOTJE—*Wim Sonneveld (Philips)—Basart

HONG KONG

This Week	Last Week	
1	3	LOOP DE LOOP—The Fabulous Echoes (Diamond)
2	1	RHYTHM OF THE RAIN—The Cascades (Warner Bros.)
3	4	FOLLOW THE BOYS—Connie Francis (MGM)
4	2	SUMMER HOLIDAY—Cliff Richard (Columbia)
5	5	REMEMBER DIANA—Paul Anka (RCA)
6	6	DON'T BE AFRAID LITTLE DARLING—Steve Lawrence (CBS)
7	—	THE LAST LEAF—The Cascades (Warner Bros.)
8	—	IF MARY IS THERE—Brian Hyland (ABC-Paramount)
9	7	DANCE WITH THE GUITAR MAN—Duane Eddy (RCA)
10	—	DANCE ON—The Shadows (Columbia)

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	
1	2	HEY PAULA—Paul and Paula (Hed Arzi)—LeBill-Marbill BMI
2	3	SUMMER HOLIDAY—Cliff Richard (Columbia)—Elstree Music
3	6	FROM A JACK TO A KING—Ned Miller (Fabor)—Dandelion Music
4	1	QUANDO CALIENTA EL SOL—Ramuncho (Israphon)—Del Sur
5	7	RHYTHM OF THE RAIN—The Cascades (Valiant)—Sherman Music-De Vorizon Music
6	11	TOUS LES GARCONS ET LES FILLES—Francoise Hardy (Vogue)—Shapiro
7	9	QUEEN FOR TONIGHT—Helen Shapiro (Columbia)—Lorna Music—Ilan Publishing
8	10	DON LEON—*The Club Quartet (Israphon)—ACUM
9	16	LOSING YOU—Brenda Lee (Decca)—Ivan Mogull-Israzemer
10	—	HE'S SO FINE—The Chiffons (Lauri)—Bright Tunes BMI

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	
1	1	IL TANGACCIO—*Adriano Celentano (Clan)
2	2	COME TE NON C'E' NESSUNO—*Rita Pavone (RCA)
3	6	QUELLI DELLA MIA ETA' Francoise Hardy (Vogue)
4	7	AMORE FERMATI—*Fred Bongusto (Primary)
5	5	BACI—*Remo Germani (Jolly)
6	3	ALLA MIA ETA'—*Rita Pavone (RCA)
7	8	ROBERTA—*Peppino Di Capri (Carisch)
8	4	PIANGERO' PER TE—Paul Anka (RCA)
9	10	NON AMARMI COSI'—Steve Lawrence (CBS)
10	11	HELENA—Franck Pourcel (VdP)
11	9	IL RE DEI PAGLIACCI—Neil Sedaka (RCA)
12	13	UN SOLDINO—Gene Pitney (UA)
13	12	TONIGHT—Col.son.or. (CBS); Ferrante & Teicher (UA)
14	—	IL BALLO DEL MATTONE—*Giancarlo Silvi (Circus)
15	14	GIOVANE GIOVANE—*Pino Donaggio (Columbia)

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	
1	1	SHIMA SODACHI—*Tabata Yoshio (Teichiku)—JASRAC
2	2	AKAI HANDKERCHIEF—*Ishihara Yujiro (Teichiku)—JASRAC
3	3	SHERRY—The 4 Seasons (Vee Jay)—Toshiba
4	5	THE LOCO-MOTION—Little Eva (London)—Taiyo
5	7	KYUCHAN NO TSUN TSUN BUSHI—*Sakamoto Kyu (Toshiba)—JASRAC
6	6	KIRIKO NO TANGO—*Frank Nagai (Victor)—JASRAC
7	4	NAMIDA BUNE—*Kitajima Saburo (Columbia)—JASRAC
8	—	MITCHIE ONDO—*Aoyama Michi (Polydor)—JASRAC
9	8	I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges Cadence)—Aberbach
10	—	HOUND DOG—Elvis Presley (Victor)—Aberbach

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	
1	1	LLEGO BORRACHO—*J. A. Jimenez (RCA)—Emmi
2	4	CAMINA—DERECHITO (WALK RIGHT IN)—*Oscar Madrigal (Gamma)—Pham
3	—	EL DEL TRAJE NEGRO—*Olimpo Cardenas (Orfeon)—Pending
4	—	PENSABA EN TI—*Los Teen Tops (CBS)—Pending
5	2	DE MIL MANERAS—*Sonora Santanera (CBS)—Pending
6	8	COSAS (THINGS)—*Oscar Madrigal (Gamma)—Pending
7	7	PA TODO EL ANO—*J. A. Jimenez (RCA)—Pham
8	10	HULA HULA TWIST—Irving Field (Tizoc)—Pending
9	3	AL DI LA—Emilio Pericoli (Warner Bros.)—Emmi
10	6	YA NO (I KNOW)—*Rebeldes del Rock (Orfeon)—Brambila

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	
1	2	FROM A JACK TO A KING—Ned Miller (Karusell)—Palace Music
2	1	SUMMER HOLIDAY—Cliff Richard (Columbia)—Musikk-Huset
3	3	HEY PAULA—Paul & Paula (Philips)—Edition Lyche
4	6	BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS)—No publisher
5	5	REGNIGA NATT—Anna-Lena Lofgren (Metronome)—Manu
6	8	SINGEL OG SAND—*Olkabilamo (Philips)—Edition Lyche
7	4	ONE BROKEN HEART FOR SALE—Elvis Presley (RCA)—Belinda
8	10	TENK SA DEILIG DET SKAL BLI—*Wenche Myhre (Triola)—Manu
9	9	RHYTHM OF THE RAIN—Cascades (Warner Bros.)—Musikk-Huset
10	7	KISS ME QUICK—Elvis Presley (RCA)—Belinda
10	10	DANSEVISE—Grethe & Jorgen Ingmann (Metronome)—Musikk-Huset

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)
*Denotes local origin

This Week	Last Week	
1	1	FROM A JACK TO A KING—Ned Miller (Renown)—Burlington Music
2	2	BLAME IN ON THE BOSSA NOVA—Eydie Gorme (CBS)—Aldon Music
3	3	RUBY BABY—Dion (CBS)—Belinda Music
4	5	HEY PAULA—Paul and Paula (Philips)—Tin Pan Alley Music
5	6	FOOT TAPPER—The Shadows (Columbia)—Belinda
6	—	TULIPS FOR TOINETTE—*Johnny Kongos (RCA)—Southern Music
7	7	ONE BROKEN HEART FOR SALE—Elvis Presley (RCA)—Elvis Presley Music
8	—	DANCING SHOES—Cliff Richard (Columbia)—Belinda
9	9	BACHELOR BOY—Cliff Richard (Columbia)—Elstree Music
10	10	SUMMER HOLIDAY—Cliff Richard (Columbia)—Belinda

SPAIN

(Courtesy Discomania)
*Denotes local origin

This Week	Last Week	
1	1	FIVE HUNDRED MILES—*Gelu (Voz de su Amo)—Robert Mellin Iberica
2	2	TOUS LES GARCONS ET LES FILLES—Francoise Hardy (Vogue-Hispavox)
3	7	EL PECADOR—Lucho Gatica (Voz de su Amo)—Del Sur
4	4	RETURN TO SENDER—Elvis Presley (RCA)—Aberbach
5	5	BALADA GITANA—*Duo Dinamico (Voz de su Amo)—Del Sur
6	3	CARINOSA—*Duo Dinamico (Voz de su Amo)—Del Sur
7	8	LIMBO ROCK—Chubby Checker (RCA)
8	—	LA TIERRA (CHARIOT)—*Alberto Cortez (Hispavox)—Armonico
9	—	MARIA—George Chakiris (Voz Amo-Capitol)—Del Mundo
10	6	I CAN'T STOP LOVING YOU—Ray Charles (ABC-Hispavox)—Hispavox

SWEDEN

*Denotes local origin

This Week	Last Week	
1	1	BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS)—No publisher
2	3	FROM A JACK TO A KING—Ned Miller (Karusell)—Palace Music
3	4	GREENBACK DOLLAR—Kingston Trio (Capitol)—Reuter & Reuter
4	2	HEY PAULA—Paul & Paula (Philips)—Sonora Musikforlag
5	9	AMAPOLA—Spotnicks (Karusell)—Reuter & Reuter

(Continued on page 42)

Copyrighted material
www.americanradiohistory.com

Her best "cut" yet–

clipping along at hit tempo across the nation!

Damita Jo

"Drama of Love"

&

"Hobo Flats"

72121

America's First Family of Fine Recordings

Mercury® RECORDS

Copyrighted material

www.americanradiohistory.com

International
NEWS REPORTS

IN ITALY, TOO

Oscars Go to Disk Winners for Top LP's

MILAN — "Oscars" for Italian records have been given for the second year. The prizes for the "Oscar del disco" are gold statuettes similar to those distributed at Hollywood each year, and the presentations took place May 10 in Milan.

The platters were chosen by a group of critics from Rome and Milan, and the Oscars were presented at the ancient residence now occupied by the Newspaper Critics Circle, by Daniela Rocca, the famous co-star of Marcello Mastroianni in "Divorce Italian Style."

As with all such prizes, the choices this year have given rise to heated controversies. Some justification for this can be found this year insofar as the critics made their choices from a limited list of records presented by the record houses, and not from the entire year's cuttings.

The follwing are this year's winners in the four caetgories:

CLASSICAL MUSIC

"Salome" directed by Solti (Decca)

"Selezione dal Trovatore" directed by Serafin (Deutschegrammophon)

"Il piccolo Marat" directed by Ziino (Cetra-Fonit)

SYMPHONIC MUSIC

"Serenata uer sette strumenti" of Schoemberg (Oseaulyre) directed by Maderna.

"Concerti" of Telman (Telefunken)

"Lieder" of Schubert (Phonogram) sung by Gerald Souzay

"Dodecaton" of Pradella (C.G.D.)

POPULAR MUSIC

"Amore dei nostri anni ruggenti" recorded by Emilio Pericoli (Ricordi)

"Nostalgie" of Gino Mescoli (Phonocolor)

"Desafinado" of Joao Gilberto (Bluebell)

JAZZ

"Coltrane plays the blues" of Coltrane (Atlantic)

"Jazz allo studio 7" of Romano Mussolini (Ricordi)

ARGENTINA

Politics, Inept Execs Kill Sales

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Influenced by the political insecurity, the country is still in a depressed state of business. The lack of currency, low wages and inflation provoked a new fall in the record stores sales. The fall in the last week has been calculated at 25 per cent.

As shops buy less, the record companies have gone out to the market with promotional sales plans, and if continued, these concessions and special deductions will endanger the future of many firms. The need to move merchandise drives many companies to make extreme deductions. Most of the companies also owe large amounts to artists and publishers for royalties.

Nevertheless, the record crisis in Argentina cannot be completely blamed on the unstable situation of the country. The lack of management shown by many industry executives and the hit or miss methods of some of the so-called major companies has much to do with the problem. This has caused a number of executive changes, and also the reorganization of production and sales systems.

AUSTRALIA

East to England; Grey Takes Post

By GEORGE HILDER
19 Todman Ave., Kensington
N.S.W., Sydney

Ken East, assistant sales manager of EMI Australia, will transfer to headquarters at Hayes, England, for a period of three years. During his absence **Len Grey,** of the Melbourne branch, will be successor.

Vicki Gayle has been chosen to tour the U. S. with Sydney vocalist **Lucky Starr.** . . . **Ron Gillespie,** of W & G, Melbourne, reports that an album entitled "Bach" recorded by **Sergio de Pieri** on the Wilson Hall organ, University of Melbourne, is to be released in Europe by CGD. . . . **Jay Justin's** big chart breaker here, "Proud of You," will be rush-released by Liberty Records for the American market and HMV for Great Britain.

Country and western music continues to dominate the pop music field throughout Australia, and all companies are releasing the Nashville sound both on singles and albums. Both EMI and Festival records are issuing locally produced singles with the c.&w. flavor. Festival has just produced a new single by aboriginal artist **Jimmy Little** specially arranged by appeal to c.&w. fans entitled "Pledge of Love" c/w "Long Time to Forget." EMI's top artist in this field, **Slim Dusty,** has just cut his own composition "Keela Valley."

A **Vikki Carr** single was issued by Liberty Records entitled "From Nine to Five." This artist was a sensation in Sydney and Melbourne a few months ago.

Noel Coward flew to Australia to supervise final rehearsals in Melbourne of the musical "Sail Away" which opens May 24. . . . HMV issued an album by **Cliff Richard** of the sound-track music from the film "Summer Holiday," which opens in all cities to coincide with school vacation in May. . . . Disk jockey **Arch McKirdy** resigned his position at Station 2SM to concentrate on television.

ON HER WAY: Rita Pavone, receiving kiss from mom along with gold disk for selling one million records, will tour America from September 15 through 30.

Rita Pavone Sparks Talent Hunt

ROME — New voices are being sought all over the map of Italy. The success of Rita Pavone, winner of the "First Festival of the Unknowns" a year ago sponsored by Teddy Reno and "La Settimana Radio-TV," is being cited as an example.

A secondary example is the Festival of Castrocaro Terme where two new voices for San Remo were chosen and one, Eugenia Foligatti, found herself in second place because she shared with Claudio Villa in singing the number "Amor, Mon Amour, My Love." Three other magazines are also sponsoring various searches for new talent, one of which includes the "Singing Tour of Italy," which produced Donatella Moretti, who has had a modest success, a year ago.

HITS OF THE WORLD

• *Continued from page 40*

This Week	Last Week	
6	6	FOOT TAPPER—The Shadows (Columbia)—Gehrmans
7	5	DE TUSEN SJOARS LAND—*Ray Adams (Fontana)—Gehrmans
8	7	GUILLE DEJ—*Siv Malmkvist (Metronome)—Edition Odeon
9	8	KISS ME QUICK—Elvis Presley (RCA)—Belinda
10	—	HOW DO YOU DO IT—Garry and the Pacemakers (Columbia)—No publisher

VENEZUELA

(Courtesy Radio Caracas)

This Week	Last Week	
1	1	EN UN BESO LA VIDA—Orlando Contreras (Palacio)
2	2	CORAZON ABANDONADO—Conjunto Caribe (Panart)
3	5	SIN EGOISMO—Orlando Contreras (Palacio)
4	3	QUITATE EL SACO—Climaco Sarmiento (Fonograma)
5	6	LA NOCHE DE TU PARTIDA—Marco Antonio Muniz (RCA)
6	7	NUNCA—Tito Rodriguez (UA)
7	4	QUE GENTE AVERIGUA—Emilita Dago (Discomoda)
8	9	HAY QUE NEGRA TENGO—Cheo Garcia (Billo)
9	8	CONFLICTO—Alvaro Zermeno (Orfeon)
10	—	MOSAICO No. 9—Felipe y Cheo (Billo)

Hungarian Discount Doesn't Hit Hits

BUDAPEST — Special sales programs and discounts are being offered in Hungary to clear dealers' shelves of recordings. The sale will last for three weeks and only special material in the Qualiton (Hungarian label), Supraphon (Czechoslovakian label) and Soviet recordings are included under the discount which will be 40 per cent off list price.

Most likely not included in the discount are the top 10 records of 1962. "Twist," made in Hungary by Thomas Blassa, sold some 36,000 copies here. "Schon und kaffebraun" sold 22,000; Gezenguz' sold 21,500; "Hold Ragyog a Dunan" sold 16,000; "Cafe Oriental" sold 15,500; "Capitano d' Amore" sold 15,000; "Baby Sitter Boogie" sold 13,200; "Autostop" sold 11,000; "Ugye te is Akaron" sold 11,000 and "Kit Erdekel" sold 9,000 records.

BILK ON BOATS: Acker Bilk stopped for one show and look-see in Hong Kong on his way to Australia. That's Bilk under the bowler with drummer Ron McKay eying the photog.

BRITAIN

Land, Sea, Air Carry Visitors

Most British music news this week concerns people on the move. **Roy Farr,** general manager of **Howie Richmond's** Essex

Billboard is on the air - AROUND THE WORLD!

Now the International Music and Record Industry can actually **hear** the best new American records just released—Billboard's Singles Spotlights and Album Spotlights—the same week they are published in Billboard. And the top records of the Hot 100 actually are broadcast in advance of publication.

Here is the broadcast schedule used by the powerful transmitters of Radio New York Worldwide (WRUL). Clip this list and keep it near your short-wave radio, and listen each week to Billboard on the air!

WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlights)
Wednesdays, 1 p.m. EDT (1700 GMT) and 2 p.m. EDT (1800 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Wednesdays, 7 p.m. EDT (2300 GMT) and 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)
Mondays, 3 p.m. EDT (1900 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Mondays, 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE HIT PARADE (Billboard Hot 100)
Fridays, 1 p.m. EDT (1700 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Fridays, 7 p.m. EDT (2300 GMT): 15.44, 17.83 mc.
Saturdays, 10 a.m. EDT (1400 GMT): 11.955, 15.295, 17.76, 17.83 mc.
Saturdays, 6 p.m. EDT (2200 GMT): 15.44, 17.83 mc.

Copyrighted material
www.americanradiohistory.com

Congratulations . . .

TIP TOP MUSIC CO., INC.

RECORD SERVICE CO.

On your recent expansion move to even larger quarters

* **Each of us takes great personal pride in your continued growth as one of the Biggest and most influential Record Rack Jobbers in the nation.**

By successfully making your slogan "Service Is Our Business" the cornerstone of your operation.★ By initiating Dynamic Promotional Activity at every retail level.★ By creating Merchandising Excitement wherever you go–By whatever you do.

YOU HAVE HELPED TO MAKE THESE PAST YEARS GROWTH YEARS FOR ALL OF US.

And 1963 LOOKS BETTER THAN EVER!!! GOOD LUCK and BEST WISHES

- * CALIFORNIA RECORD DISTR.
- * MERIT DISTR. CORPORATION
- * PEP RECORD SALES, INC.
- * AZTECA RECORD DISTR.
- * KING RECORDS
- * SUN STATE MUSIC
- * RECORD SALES CO.
- * BIG TOWN DISTR.
- * S & S MUSIC HOUSE
- * PACIFIC RECORD DISTR.
- * DOT RECORDS DISTR. of Los Angeles
- * COLUMBIA RECORDS
- * BUCK EYE RECORD DISTR.
- * RECORD MERCHANDISING CO., INC.
- * VEE JAY RECORDS
- * HART DISTR.
- * MILTON RECORD DISTR.
- * STRAND RECORDS, INC.
- * CAPITOL RECORDS
- * HITSVILLE RECORD DISTR.
- * CROSS COUNTRY RECORDS
- * CROWN RECORDS

New Location of:

TIP TOP MUSIC, INC. ★ RECORD SERVICE CO.

911 E. 59th St., Los Angeles 1, Calif.

Phone: ADams 2-3161

Copyrighted material

www.americanradiohistory.com

Music in Australia, is in London on an extended visit. Farr, a Britisher, is here for discussions with London chief **David Platz** and expects to return to Sydney via New York at the end of the month.

In London he met **John Sturman**, administrative manager for EMI Australia, here after visiting the U. S. As well as talks at EMI headquarters, Sturman spent considerable time with British Decca, which is distributed by EMI in Australia. He also had meetings with many London publishers, including **Cyril Baker** (Hill & Range's British chief), and Platz, and officials of the International Federation of Phonographic Industries.

Sturman began his home trip last Tuesday (14) when he flew to Paris. He was additionally calling in Milan, Rome, Athens and Singapore and was due in Sydney Wednesday (23). Accompanying him as far as Paris was **Frank Chalmers**, of EMI's overseas division. He went for talks with Warner Bros. international chief, **Bobby Weiss**, about his product which is handled by EMI in many parts of the world.

Another visitor in London has been **B. Toumbakaris,** head of Columbia Graphophone, Athens; **Auguste Batzem** and **Michele Berson,** respectively export managers of Electrola, Germany, and Pathe Marconi, France, were briefly in London for talks with **Mackenzie Smith**, export manager of EMI Records.

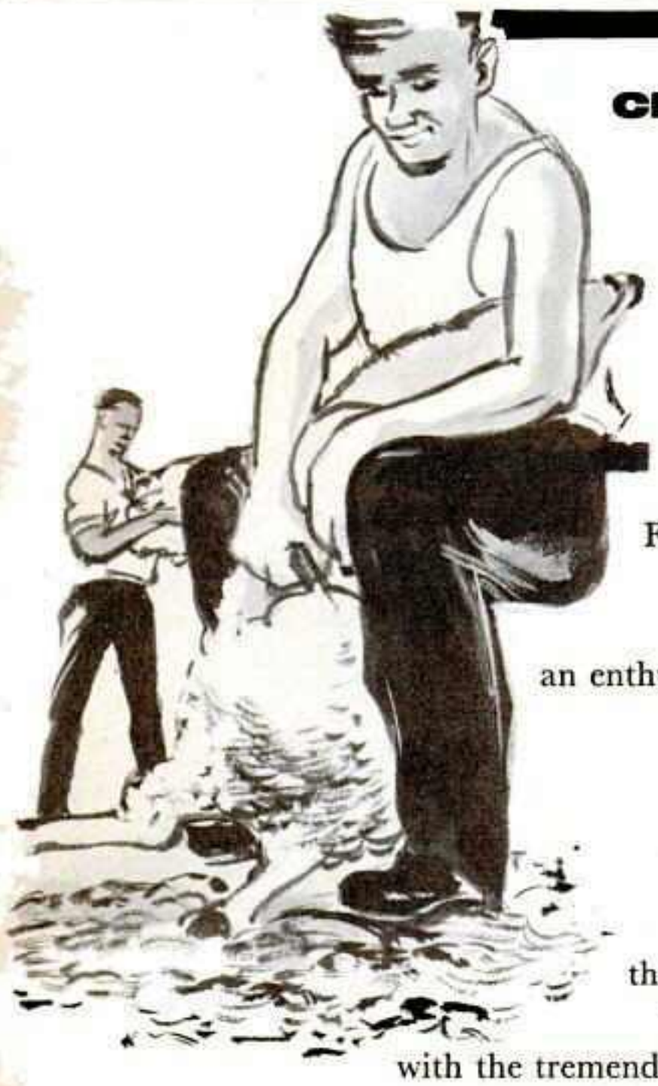
Syd Colmans, Ardmore and Beechwood chief, came back after a wide-embracing continental trip wihch included calls in Rome (for discussions with Can Music about the film score of "Mondo Cane"), meeting his Scandinavian representatives in Copenhagen and Stockholm, then briefly calling in Brussels before returning to London.

The **4 Seasons** were brought in hurriedly to join a **Robert Stigwood** package tour on one-nighters. TV promotion appearances were being arranged — many on tape—for later showing, because of the short notice of their visit. With them came manager **Stan Allan.** Afterward there was talk of visits to Holland and Italy and a return trip for a longer tour in the autumn.

Rolf Harris went to New York last week for promotion appearances in connection with his "Tie Me Down Kangaroo" release by Epic. Other British releases on Epic include **Cliff Richard's** "Lucky Lips," and **Helen Shapiro's** "Woe Is Me," which she made in Nashville. . . . **Connie Francis** and **Jerry Lewis** will be the American stars in a Royal Variety Performance being held at Glasgow Alhambra on July 3. The British talent taking part includes **Shirley Bassey**, the **Springfields** and **Acker Bilk.**

Record Business

Capitol issued the early **Ned Miller** recording "Go On Back, You Fool," following his success "From a Jack to a King" (released here by Decca-London). . . . CBS Records held a party organized by its British distributor, Philips Records, to mark the first anniversary of the CBS operation in Britain. It was put back a week to coincide with the visit of **Andy Williams** to publicize the release of his "So Little Time" single from the **Samuel Bronston** film, "55 Days at Peking," which had its premiere the same week. . . . Pye covered "Shy Girl," a number included on the **Cascades'** Warner Bros. album, "Rhythm of the Rain." Warners countered by releasing the single by the American group. The conflict has become a major exploitation battle. **Don Robertson's** "The Happy Whistler," the U. S. hit of several years ago which did not make an impression here, has been revived by the **Echoes,** produced independently by **Mike Collier** for issue on Fontana.



CLICK GO THE SHEARS, BOYS

CLICK!

CLICK!

CLICK!

E.M.I. really clicks in Australia!
From folk music to grand opera and the twist,
Australians have a wide musical taste—
and with the taste,
an enthusiastic appreciation of recorded entertainment.
E.M.I. has a most active distribution outlet in
E.M.I. (Australia) Ltd., Sydney,
and with it a recording and manufacturing outfit
that is equal to the best in the world.
The photograph below shows
the recently completed E.M.I. factory near Sydney.
We built this factory to keep in step
with the tremendous growth in Australian record demand.
You'd be impressed to know how many of the records we sell
consist of American repertoire.

So goes the pattern of E.M.I.'s record business all over the world.
That is why E.M.I. records are being pressed today in 40 different countries,
and one record in every four sold throughout the world (outside the Communist bloc)
is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

CANADA

Lelievre Tune Takes $$ Prize

By DEAN WALKER
57 Yorkminster Road,
Willowdale, Ontario

Montreal songwriter **Sylvain Lelievre** won top honors in an international songwriting competition sponsored here by the French-language networks of Canada, France, Belgium and Switzerland. Award for his song, "Les Amours Anciennes," was 10,000 Swiss francs (about $2,200).

After a recent survey, **Helen McNamara** of the Toronto Telegram reported: A Toronto public library with 2,166 records on its shelves, circulates as many as 90 a day. . . . Quality Records' biggest seller of 1962-1963 was saxophonist **Stan Getz's** "Jazz Samba" album. . . . **Elvis Presley's** "Hound Dog" still sells well up here. . . . Capitol Records' current best LP sellers locally: **Tennessee Ernie Ford's** hymns and **Jackie Gleason's** "Music for Lovers Only."

Miss McNamara also learned that Toronto's two big discount record stores (A. A. Record Bar and Sam the Record Man) both sell disks by mail-order to places as far away as the DEW Line, Ghana, Europe and the Far West.

It's still not sure whether **Frank Kilroy** will get **Elvis Presley** in for a one-night stand at the huge (14,000 capacity) Maple Leaf Gardens here. They are saying that Presley turned up his nose at $50,000 for the one-nighter.

EIRE

Reeves to Begin Tour May 30

By KEN STEWART
Irish Times, Ltd., Dublin

Jim Reeves, one of the most consistently popular foreign artists here, begins an Irish tour (arranged by **Philip Solomon**) May 30. To coincide with the visit, Irish Record Factors, Ltd., issued his RCA Victor single, "Welcome to My World" and "Juanita," both tracks from the singer's album, "A Touch of Velvet."

"Can Can," the **Frank Sinatra** movie banned by the Irish censor a few years ago, will be seen shortly at the Capitol, Dublin. "Pal Joey" (also banned previously) did unusually brisk business at the same cinema recently, and spotlighted the Capitol track album.

Maisie McDaniel was voted Ireland's top singer by listeners in a radio poll organized by the producers of a sponsored series on Radio Eireann emseed by **Noel Andrews.** The local girl, currently appearing in Telefis Eireann's "Country Style," will cut her second single for Philips shortly.

Ruby Murray, the Belfast-born hit recorder of "Softly, Softly," "Real Love" and many others several years ago, is starring in a very successful, if unseasonal, "Snow White and the Seven Dwarfs" at Dublin's Olympia Theater. She is currently planning an album with **Brendan O'Dowda,** as their "Pretty Irish Girl" sold well. Her latest Columbia single is "I'll Walk the Rest of the Way" —very appropriate in view of the present nationwide bus strike!

Mike Fisher, a young singer from Singapore who came to Ireland originally for several appearances, has decided to stay here. . . . **James Gilreath's** "Little Band of Gold" is finally on the nation's chart—which surprises nobody here. The disk is continuing to attract orders from all parts of the country, even from a number of stores which usually handle mainly classics.

GERMANY

Mohn, Engleder Touring Far East

By JIMMY JUNGERMANN
102 Ismaninger Street,
Munich 27

Reinhard Mohn, head of the **Bertelsmann** firm, and **Rudolf Engleder**, president of Ariola Sonopress, Guetersloh, began a visit to East Asia. In Tokyo, Engleder will meet **Takao Yanai,** managing director of King Records, to discuss the exchange program between the two labels. Engleder will also arrange a concert by **Erika Koeth** in Tokyo, scheduled for October. Mohn and Engleder will also visit Bangkok and Hong Kong.

On May 24 the Bavarian Radio Network will broadcast a Kurt Weill Memorial. . . . **Marcel Prawy** produced an Irving Berlin Birthday Party broadcast over the Bavarian Radio Network.

Public relations man of Philips, **Wolfgang Kretzschmar,** has

The far-reaching international influence of Billboard grows and grows . . .

Philip Wapperom Jr., Sales Manager, Record Department, De B'Jenkorf Department Stores, The Hague, Netherlands, says:

"Billboard is invaluable as a source of information regarding the international record scene. To sum it up in one word, your new Billboard is great."

Billboard is No. 1 . . . Internationally!

Copyrighted material
www.americanradiohistory.com

WHAT DOES GLOBAL EXPOSURE MEAN TO YOU?

NEW CLIENTS
in a market you already serve!

NEW MARKETS
you feel you are now ready to serve!

SPECIFIC AREAS
to gradually expand your operation!

OR . . .
just letting the world market know that you're an enterprising and growing firm that will serve them in the future!

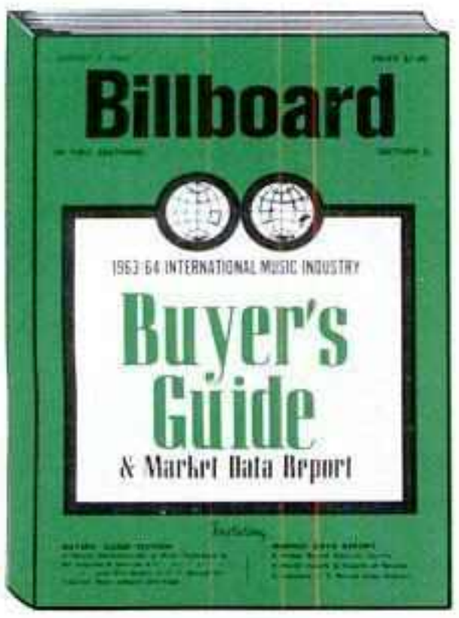
Whatever your status—whatever your goal—the most effective and penetrating means of giving your message world-wide exposure is via the publication guaranteed to reach the heart of the world market.

Billboard's
International Music Industry
BUYER'S GUIDE
and
Market Data Report

. . . the only separate directory of its kind published for the industry.

. . . used as a year-round reference source by the music industry's most influential buyers throughout the world.

COMING AUGUST 3
Advertising Deadline: June 20



been appointed vice-president and deputy to **Hans Schrade.**

Berlin composer and band leader **Hans Georg Schuetz** visited Munich to meet deejays. . . . Scheduled for June 6 is a concert in the Music Hall of Hamburg by **Eugene Ormandy.** He will conduct the symphony orchestra of the North German Radio Network. The CBS German branch will prepare a special album offer.

Connie Francis sings two more German numbers for MGM, "Barcarole in the Night," by **Werner Scharfenberger** and **Kurt Feltz** b.w. "Colombino,'" by **Charlie Niessen** and **Jo Relin.** . . . **Pat Boone** recorded two of his favorite numbers, "Love Letters in the Sand" and "Don't Forbid Me," in German in the Teldec studios in Hamburg.

American composer-conductor **Leroy Anderson** visited Munich the first time after 25 years. . . . Popular German singer **Rene Carol** left for his second tour in the States and Canada. . . . The **Kessler Twins** will guest star again in U. S. TV shows. . . . **Anneke Groenloh** visited Germany to record two German hits for the Philips label, "Das Leben Kann Schoen Sein" b.w. "Cimeroni." The **Springfields** also recorded in German numbers for Philips.

HOLLAND

Big Kick Comes From Football

By SKIP VOOGD
Joh. Camphuysstr. 189, The Hague

Two songs by **Jan Vuik** were written specially for the Rotterdam football club by star player **Coen Molijin.** The songs were sung by **Rita Corita** on the Imperian label. Basart is the publisher. Excitement of the football cup finals surrounded release of the disks. **Willy Schobben** recorded and dedicated "Benfica" to the winning Portugese team.

Malando's latest Latin American album is a collection of old and new tangos. . . . **Quincy Jones** assisted an a **Francis Bay** date, "Cha Cha Rock" on Philips. . . . UA material by **Al Caiola** and **Ralph Marterie** has been released. . . . Dutch TV filmed the recent **Johnny Hallyday** at the Concertgebouw and was greeted with most diversified response from the press—disgust through amused enthusiasm. . . . Dutch versions of Eurovision winner "Danswijsje" (Dansevise) and "Ga Niet Weg" (T'en vas pas) have been recorded on Philips by **Corry Brokken.**

Artone has issued a flock of U. S. hits, some by **Dee Dee Sharp, Johnny Tillotson** and **Ruby and the Romantics**, while its Funckler subsid issued a new Tivoli side by **Bruno Majcherek** and "Little Band of Gold," by **James Galreath.** . . . **Jerry Wallace's** "Shutter's and Boards" has been recorded by one of the many western bands in the country, **Chic & Co.** on Dutch Decca. . . . The **Blue Diamonds** are sergeants in the Army now. . . . The **Fouryos** scored with their version of the **4 Seasons'** hit, "Walk Like a Man." . . . Basart is the publisher of the Austrian Eurovision entry, "Vielleicht Geschieht ein Wunder." They also have rights to the songs from the **Cliff Richard** flick, "Summer Holiday," being released here. . . . Basart has rights also for the **Siw Malmkvist** hit, "Mister Casanova," of which there are three local versions. . . . The pub house also has local rights to "Je Chante Doucement." . . . **Johnny Lion** cut the **Tommy Roe** tune, 'Count on Me." . . . **Johny Jordaan** has a version of "Buona Notte Bambino," the Italian hit, on HMV. . . . **Giulini** interpretations of Debussy compositions on a Columbia disk have been elected record of the month. . . . Capitol plugging **Dick Dale** here.

On the jazz front **Oscar Peterson** was presented with an Edison award for his Verve album, "The Trio," which won best performance honors given by the Dutch recording industry. . . . Some other jazz albums just released that are being touted as big winners are "Wonderland," **Charles Mingus** (UA), and sets by **Cannonball Adderley, Bobby Timmons** and **Bill Evans.** The new Peterson "Sound of the Trio" on Verve should also go well in wake of the award.

ELVIS AGAIN: Eilif Meyer (left), managing director, and John Johanson, sales manager of Nera A/S, RCA distributor in Norway, show off the silver disk award they received for 25,000 copies of "Return to Sender" rung up by Elvis Presley. This is the fourth hunk of silver Elvis has received in Norway.

HONG KONG

Watch Asia, Says Kapp

By CARL MYATT
27 A Estoril Court

The rapid expansion of the music trade in Southeast Asia demands the constant personal attention of the senior men in the industry, according to **David Kapp,** managing director of Kapp Records, who was in Hong Kong last week. Kapp, who is accompanied by his wife on this tour, was of the opinion that annual visits to the area are essential if one is to keep pace with the constantly changing trends in the business. He believes Southeast Asia to be an extremely important market, and in his own words, "it is not sufficient for me to come here once every four years as I used to." On this tour so far, he has visited India, Bangkok and Hong Kong, and is due to go on to Tokyo.

M. J. Mulder, managing director of Philips (Hong Kong), Ltd., will shortly return to the Netherlands on leave prior to reassignment. Mulder, who has been in Hong Kong for the past four years, will be succeeded by **K. J. Mellaart.**

ITALY

Chakiris Promo Tied to Tour

By SAM'L STEINMAN
Piazza S. Anselmo 1, Rome

Big push on **George Chakiris** disks for Capitol has begun with his arrival in Italy to play opposite **Claudia Cardinale** in "Bebo's Girl" in a non-singing role.

Two other plagiarism charges against **Tony Renis** and "One for All," the San Remo winner, are likely to fall now that **Jacopo Napoli,** court-appointed expert, has reported that he did not regard the song as a steal from "Those of the Ski-Ski" as charged by **Pasquale Frustaci.** . . . **Carmen Villani** is being prepped for an American visit provided she can go as a general artist. Her label, Bluebell, is opposed to sending its artists overseas to appear only for Italian immigrants.

"Everybody Sings," Italy's first TV "sing-along" show, closed its four-week run as a considerable success. Its three artists, **Milva, Claudio Villa** and **Nicola Arigliano,** who recorded the hits they sang on the show, have found their numbers high on the hit lists. . . . Italian cover of "How the West Was Won" sound track departs from U. S. format for an original design. The disk, released by CGD here, is being promoted with film which has established all-time record for Italian box office.

Adriano Celentano and **Peppino of Capri** have both been booked for future shows at the Paris Olympia. . . . Hawaiian music, rarely heard here, is being introduced by Fonit with the **Malekini Hawaiians** in "Hawaiian Beat" and "Okaloni Rag." . . . Voce del Padrone, which has been pushing its French artists, is now up with two ace American albums, **Nat (King) Cole** in "Dear Lonely Hearts" and "The Best of the **Golden Gate Quartet."** . . . A $3,200 City of Trieste prize for original composition went to an American, **Joseph Ott,** 33, for his "Premise for Orchestra." . . . "Kisses," the Italian version of "Things," has now been brought forth in an American-made version by **Dean Martin.**

Marisa Del Frate, Tony Renis and **Aligheiro Noschese** sing in the new film, "Nostalgia at 20." . . . **Umberto Bindi** is the latest artist to move from Ricordi to RCA. . . . **Faustino Coppi,** son of Italy's late bicycling champion, not yet in his teens, has been signed to record for Clan. . . . **Sergio Endrigo** has prepared the song of "The Repatriate," which will be Italy's entry at the Locarno Festival.

NEW ZEALAND

Peak Handles Oriole & King

By FRED GEBBIE
Box 5051, Auckland, N. Z.

Jack Urlwin, managing director of Peak Records here, told Billboard this week that he has acquired the distribution rights to Oriole Records (England) and King Records (U. S. A.). With the Oriole deal goes the subsidiary label Embassy, better known as the medium-priced range. With King Records, Peak gets the rights to Bethlehem, Federal and Deluxe. Oriole had some big hits some time back in **Russ Hamilton, Nancy Whiskey** and **Chas. McDevitt,** and a big selling LP in the original cast album "Salad Days." Urlwin's stable includes Cadence and Candid and he has been having a great trot with his jazz releases on the latter label. Helped by his jazz-pianist a. & r. man **Chuck Fowler,** this should be the biggest year yet for the growing indie. NZBC Radio has started an all-day-music radio station in Auckland, Wellington, to combat the loss of sponsors on evening radio. TV has had its effect on record, and radio sales, but mostly it has hit radio advertisers. Many sponsors have pulled out of evening radio advertising and it is strongly rumored that some of the sponsors' "Hit Parades" will be going by the boards later in the year.

Harry Wren's "Cherry Blossom Show," sold out every evening performance two weeks before it opened, has had to run 6 p.m. matinees to cope with the crowds. It has been running a month in Wellington, really great business for any package show here. . . . There is a strong possibility that top New Zealand talent may head for South America and vice versa later this year. Negotiations are at present being made with a top booking agent in Panama.

NORWAY

Hike Low Price Tag for Albums

By ESPEN ERIKSEN
c/o Verdens-Gang, Oslo

The retail price on low-priced LP records was increased May 2. The records—among them Pye's Golden Guinea, Decca's Ace of Hearts and Ace of Clubs, and RCA's Camden—will now cost 24 Norwegian kroner ($3.40) against 21 Norwegian kroner ($3) before.

Low-priced stereo records will stay at 27.50 kroner (close to $4), but the jump to ordinary-priced records is still considerable. LP records (stereo and mono) are usually sold in Norway for 36.50 kroner (about $5).

Copyrighted material
www.americanradiohistory.com

Awaiting the premiere of the movie "Gypsy," Norsk Phonogram has issued the CBS original cast LP "Gypsy," starring **Ethel Merman.** The same diskery has issued eight LP's starring jazz pianist **Les McCann** on Fontana.

Elvis Presley will receive his fourth Norwegian Silver Disc for 25,000 copies of "Return to Sender." The record was issued November 1 and reached its silver sales in the last week of April. The film "Girls! Girls! Girls!" in which the tune is featured, has yet to be premiered in Norway. Managing director **Eilif Meyer** and sales manager **John Johanson** of A/S Nera, received the trophy and will pass it on to the artist.

Norse Warm Up To Album Product

By ESPEN ERIKSEN

OSLO — Norwegian record sales are moving increasingly toward LP product, according to Haakon Tveten, managing director of Narsk Phonogram here. "The tendency," Tveten said, "is the 12-inch sets. Total market sales of LP merchandise has grown to 26 to 28 per cent of the total market in just the past three to four years."

Tveten also noted that despite the growth of the 12-inch popularity, the 10-inch set still has its fans. "Perhaps the 10-inch disk is better for programming classical concerts in the home," he said.

Tveten reported with approval that the music contained on these LP's was growing consistently more worthwhile, "not only in the classical area," he said, "but in the pop repertoire as well." While the majority of LP product has continued to grow, jazz sales have slumped to some extent. "In all of Scandanavia, not only Norway," he said.

Biggest sales for a single LP in Norway is around 10,000 copies, held by the local Christmas recording "A jul med din glede." "My Fair Lady," both cast and sound-track versions of "West Side Story" and "South Pacific" sound track have reached sales around 5,000 to 7,000.

The average LP sale is only 100 in this country.

Some of the best selling LP's last month were the Philips "West Side Story," the sound track; runner-up, "Summer Holiday," Cliff Richard and the Shadows (Columbia), and "Girls! Girls! Girls!" by Elvis Presley on RCA.

SPAIN

Stars Twinkle In TV Night

By RAUL MATAS

32 Av Jose Antonio, Madrid

One of the greatest shows ever to be presented on Spanish TV was emseed by **Frank Joham. Tonny Dallara** and **Luciano Tajoli** (from Italy), **Alma Cogan** (from England), **Andy Russel** (from Mexico), **Josephine Baker** (from France), and **Los TNT** were all on hand. It was a big night for Spanish songs written by **Augustino Alguero.**

More than 1,000 record-shops of Spain will be polled for information about top sellers for Billboard charts. . . . **Ana Maria Gonzalez** arrived in Madrid last week. . . . **Luis Aguile** from Argentina made his debut in Barcelona. . . . **Teddy Martino** the son of **Argentinian band leader Barry Moral** also started his first season in Spain. . . . **Juan Carlos Mareco** from Uruguay cut an EP for Hispavox here. **Waldo de Los Rios** did the arrangements.

The Madrid Festival stars are already recording the songs from the show. . . . **Lucho Gatica** will come back to Spain next month to perform at La Riviera. . . . **Los Candilejas** flew to Tokyo.

SWEDEN

Here a Tax, There a Tax

By HENRY FOX

Kungsgatan 56, Stockholm

Again there have been discussions about the tax on records, whether or not it should be eliminated. As it is now there is tax on tax; except for ordinary 6 per cent State tax, records have a tax of 1 kroner (20 cents) to 3 kroner (60 cents) on every single and LP. "Of course there would be a big difference in sales in we could have these taxes taken away," says **Sixten Erikson,** RCA. "We could sell records cheaper."

A new talent on HMV this week is **Carl-Erik Thorn,** who has recorded "Du ar som skapad for mig" (Uno per tutte) and "Sag sma vackra ord till mej" (Say Wonderful Things to Me), both tunes from the Eurovision Festival. More releases from EMI: the **Streaplers'** "Mulberry Bush' 'and Sakkijarven Polka," also "Don't Be Cruel," by the **Jordanaires.**

Anna-Lena has a new record, "Se mej i ogonen alskling" (Look Into My Eyes, Darling) and **Nina and Fredrik's** latest is "The Time of Man." On the jazz side **Knud Jorgensen** has "Jazz-Quintet 60." . . . **Bibi Jones,** who has returned from Germany for a tour in Folkets Parker this summer, went into the studio for "Let's Limbo Some More" and "Bibi's Bossa Nova." . . . Reuter & Reuter is now publisher of "Dansvise."

• ALBUM REVIEWS

• Continued from page 38

THE LONGEST PIANO IN TOWN
(Garters) Grady. Columbia CL 1994 (M); CS 8794 (S)

BIG TOP CAROUSEL BAND ORGAN
Audio Fidelity AFSD 5987 (S)

BIG TOP CIRCUS CALLIOPE
Audio Fidelity AFSD 5986 (S)

WARM AND SENTIMENTAL
Bobby Gordon. Decca DL 4394 (M); DL 74394 (S)

LOW PRICE POPULAR

THIS LAND IS YOUR LAND
The Raftsmen. RCA Camden CAL 757 (M); CAS 757 (S)

JAZZ

HAWKINS! ALIVE! AT THE VILLAGE GATE
Coleman Hawkins. Verve V 8509 (M); V6-8509 (S)

CLASSICAL

ROMANTIC PIANO MUSIC OF TCHAIKOVSKY
Philippe Entremont. Columbia ML 5846 (M); MS 6446 (S)

INTERNATIONAL

HOFBRAUHAUS TO THE REEPERBAHN
Various Artists. Monitor MF 399 (M); MFS 399 (S)

GERMAN FOLK SONGS
Various Artists. Monitor MF 398 (M); MFS 398 (S)

RELIGIOUS

BURL IVES SINGS WITH THE CHILDREN
Word W 3229

SACRED

THE SONS OF SONG
Songs of Faith SOF 105

POLKA

NOWE-WESOLE-PIOSENKI-LUDOWE
L'il Wally. Jay Jay 1057

★★★
THREE-STAR ALBUMS
The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

STOP! LISTEN! AND LOVE!
Jack Carroll. VRC VLP 101

OLD SONGS ARE THE GOOD SONGS PLAYED ON HONKY TONK PIANO
"Crazy-Fingers" Moe & His Ragtimers. RCA Camden CAL 756 (M); CAS 756 (S)

LOW DOWN LIGHTS
Freddie Friday & His Ork. United Artists UAL 3243 (M); UAS 6243 (S)

WEST SIDE STORY BOSSA NOVA
Bill Barron Ork. Dauntless DM 4312 (M); DS 6312 (S)

BLUE STRINGS AND RAINBOWS
Luchi Dejesus. United Artists UAL 3201 (M); UAS 6201 (S)

JOHNNY FINALDO, HIS TRUMPET & ORK
J & D JD 1001

NEW SOUNDS—OLD GOODIES
Marty Cooper Clan. RCA Victor LPM 2694 (M); LSP 2694 (S)

BOSSA NOVA FOR ALL AGES
The Continentals. Canadian American CALP 1009 (M); SCALP 1009 (S)

SOUND SPECTRUM FOR ORCHESTRA
Conducted by John Cacavas. Murbo MLP 2000

JAZZ

ZOOT SIMS IN PARIS
United Artists Jazz 15013 (S)

CLASSICAL

BACH: CANTATA NO. 6; CANTATA NO. 65
Soloists: Heinrich Schutz Chorale; Pforzheim Chamber Orchestra (Werner). Epic LC 3861 (M); BC 1261 (S)

SCHUBERT: STRING QUARTET NO. 15
Juilliard String Quartet. Epic LC 3860 (M); BC 1260 (S)

INTERNATIONAL

THE EXOTIC SOUNDS OF BALI
Gamelan Gong Sekar, Anjar & Gender, Wajang Quartet. Columbia ML 5845 (M); MS 6445 (S)

MUSIC OF THE MIDDLE EAST
Gilbert Watson. Gateway GLP 1401

NOVELTY

HEAR THAT WHISTLE BLOW
Mobile Fidelity MF 12

MISTER D'S MACHINE
Mobile Fidelity MF 11

GHOST TRAIN
Mobile Fidelity MF 10

SPECIALTY

FOLK SONGS AND SENTIMENTAL BALLADS
Rita Ford's Music Boxes. Columbia CL 2008 (M); CS 8808 (S)

Buyers & Sellers INTERNATIONAL EXCHANGE

convenient international directory of companies now offering their experience, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.

ARGENTINA

MICROFON RECORDS
The most aggressive record company in Argentina
Representing
• Audio Fidelity (U. S. A.)
• Durium (Italy)
• Supraphon (Czechoslovakia)
AND NOW!
Cadence — Coral — Brunswick — Everest — Chancellor — Canadian-American — Prestige.
MICROFON ARGENTINA SRL
Lavalle 1759, 5 Piso
Buenos Aires, Argentina

ENGLAND

IN ENGLAND
Advertise in the
NEW MUSICAL EXPRESS
to reach your best record buyers
For information write
NEW MUSICAL EXPRESS
23 Denmark Street
London, W.C. 2, England

FRANCE

RECORDING ARTISTS, FILM STARS and leading personalities always visit Harry's New York Bar in Paris. Become a member of International Bar Flies. Trap No. 1 is at Harry's, 5 Rue Daunou, just off the Rue de la Paix. Tell the cab driver Sank Roo Doe Noo.

GERMANY

PAUL SIEGEL (BERLIN-NEW YORK), producer of Telefunken-Decca (Teldec) Records. Disc Jockey: Radio Berlin (SFB). Music Publisher: Hi-Fi Musikverlag GMBH. Cable: Symphnyrex, Berlin. Telephone: Berlin 247029. Address: Tauentzien str. 16, Berlin W30, Germany.

For information on
MUSIC BOX and RECORD BUSINESS IN EUROPE
contact
AUTOMATEN-MARKT
14, Ekbertstrasse
Braunschweig, Germany
Phone: 22900/23115
Telex 09-52 604

GREECE

WE SEEK ONE ADDITIONAL RECORD LINE FOR GREECE, EGYPT & LEBANON
With over 30 years' experience in handling records in this part of the world, we know you get a fair treatment only from the firm that concentrates on your label, not ten or twenty or thirty others.
If you want experience and honest consideration, why not write now to
MIDDLE EAST RECORDINGS
Evans Plomaritis, President
4 Spartis, Athens, Greece

SAY YOU SAW IT IN BILLBOARD INTERNATIONAL EXCHANGE

NORTHERN IRELAND

There's no "blarney" about
EMERALD RECORDS
Ireland's leading recording company. We are specialists in Country & Western, Religious, Irish and Scottish Records. We are always interested in leasing material in the Country & Western and Religious fields.
For further information write
Mr. Mervyn Solomon, President
67/69 Ann St., Belfast
Northern Ireland
Members of the International Federation of the Phonographic Industry.

UNITED STATES

RECORDS
Manufacturers' representative, all American brands, low prices, speedy, accurate shipments. Special closeout offerings. Also television, phonographs, radios.
CARDINAL EXPORT CORPORATION
135 W. 29th St. New York City 1

RECORDS: WE ARE IN A POSITION to supply you with all the latest top 100 hits on 45 RPM and long playing. Best prices. Speed is our specialty. Many lists available for different type mdse. as per your specific needs. Contact Raymar Sales Co., 170-21 Jamaica Ave., Jamaica 32, New York City.

FOR INFORMATION
You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns.
For information contact:

THE AMERICAS
MEXICO: Dr. Otto Mayer-Serra, Apartado 8688, Mexico City
PUERTO RICO: Anthony Contreras, 26 Gertrudis St., Santurce
VENEZUELA: Clemente Vargas, Jr. Radio Caracas, Av. Paez, El Paraiso, Caracas
BRAZIL: Mauricio Quadrio, Billboard, Rua Visconda da Gavea, 125, Rio de Janeiro
ARGENTINA: Ruben Machado, Billboard, Lavalle 1783, Buenos Aires
CHILE: Ricardo Garcia, Radio Mineria, Moneda 973, Santiago

ASIA & PACIFIC
AUSTRALIA: Brian Nebenzahl, P. O. Box 418, North Sydney
HONG KONG: Carl Myatt, 27 Estoril Court, Garden Road
JAPAN: Robert Wynn, 521-2 Chome, Sihimo Meguro, Meguro-ku, Tokyo
NEW ZEALAND: Fred Gebbie, P. O. Box 5051, Auckland
PHILIPPINES: Luis Ma Trinidad, 264 Escolta, Manila

EUROPE
Andre de Veckey, European Director, 44 Curzon St., London W. 1, GROsvenor 7496
ITALY: Samuel Steinman, Piazza S. Anselmo 1, Rome

Frank Luppino Jr., International Advertising Director, Billboard, 1564 Broadway, New York City 36

ADVERTISING RATES INTERNATIONAL EXCHANGE
CLASSIFIED: Per line $1. Minimum 4 lines per insertion.
DISPLAY: Per inch $14. Minimum one inch.
Above prices are for one insertion in one issue. Cash With Order, Please. Lower rates for 12, 26 or 52 insertions in a one-year period.

Copyrighted material
www.americanradiohistory.com

Something New Comes to FM Programming

By GIL FAGGEN

NEW YORK—Have you ever heard the one about the worker in an automobile body stamping plant, who when the gigantic 20,000-ton metal stamping press suddenly ground into silence exclaimed: "What was that noise!?"

For the millions of New Yorkers (as well as many millions around the country) who associate the soft background music (music to be heard but not listened to) with Muzak are becoming increasingly aware of "that noise"—a new foreground sound that is a direct off-shoot of Muzak.

The background sound belongs to WBFM, which bases its programming on a broadcast tool called "Programatic" and "Ovation" music are available through syndication to all AM and FM stations. The service consists of pre-programmed "middle-of-the-road" music on eight-hour reels of tape (18 different reels every 36 days) plus specially designed playback equipment to insure complete compatibility. The equipment may be purchased by stations regardless of market size for $3,675 or on three-year lease for $122.50 a month.

Tape prices are based on size of market only, with a $200 minimum monthly charge for markets under 50,000 population up to $25 per 50,000 people for the larger markets. "Programatic" is sold on an exclusive basis.

All a station operator needs to do is pre-record time signals, call letters, commercial and other announcements or programs on a separate reel which is then injected into the "Ovation" Music tape on pre-arranged signals.

Secure Base

With FM station operators seeking every means to hold down operating expenses, "Programatic" provides a secure base from which to expand a station's programming fare.

WBFM, the flagship station for "Programatic," is an excellent example of how outstanding programming can evolve from any automatic service.

John Esau, general manager of WBFM and "Programatic," says the service is not sold as an end-all for FM'ers.

"A station, whether it be FM or AM with any type of automated programming aid, must obtain and maintain its own identity and response to the needs of the community it serves," Esau said.

"We use 'Programatic' at WBFM as the means for program expansion—it frees us to do more of the unusual, the provocative and audience-building special programs, because we don't have to worry about our music—it's all taken care of by experts," Esau said.

Special Shows

More than 10 special shows punctuate the daily program log of WBFM. Among them are: "The Sandy Lesberg Show" aired twice each day featuring celebrity interviews. Sandy also does a Monday through Friday 15-minute version of this show from a window on 5th Avenue; "From My Bookshelf," with Doubleday editor, Kenneth McCormick; "Specialty of the House," information on dining out; "A Look at the Stock Market," with Arnold Bernhard; "The Skip Weshner Show," an offbeat and frequently provocative show aired from Weshner's Greenwich Village apartment and "You Can't Fight Roger Hall," music and conversation with author Roger Hall, noted wit and raconteur.

All of WBFM's special programming is taped 24 hours in advance of air time to ensure ease of scheduling.

Esau, who has a background of 25 years as a broadcast executive, believes that stereo is not an end-all for the FM station programmer either.

"Stereo will no more make a station a better one than will color make a television station a better one—you still need good programming and in-depth involvement with your community," Esau said.

Pioneer

The Muzak Corporation—a subsidiary of Wrather Corporation and the "mother of WBFM 'Programatic'," is a pioneer in programming.

Donning his other hat, John Esau is ready to comment on the value of multiplexing to FM station owners (WBFM's sideband carries Muzak).

"I think it can be the salvation for many FM station owners to sublease their sideband. Today it's not only music business but good business," says Esau.

With WBFM, "Programatic-Ovation" music all a derivative of Muzak a need to explore one of the most fascinating and least told stories of programming is evident.

Muzak, founded in 1936, was syndicating program services throughout their APS Library shortly after it began operations. Although Muzak discontinued their APS service more than 10 years ago, it still has 15 subscribers.

Muzak, which has grown from 14 franchisers—each covering a city or cluster of cities—in 1936 to well over 250 in 1962, is broadcasting throughout the nation via FM sideband and leased telephone lines.

The oldest—and by far the largest—of the music distributors, Muzak sells more than $12 million worth of music yearly that reaches the ears of well over 60 million people.

This enormous programming and sales complex is supervised by Muzak's affable and highly respected Vice-President Joseph W. Roberts.

Muzak's program director, Don O'Neill, with the company since 1936, can be said to be responsible for programming more music than any single individual in the world.

Sell Programming

O'Neill and his staff feel that their company doesn't sell music, but rather "programming." The programming is based on a meticulous selection of standards, show tunes, semi-classical, classical and jazz predicated on a survey of the musical preferences obtained from subscribers.

A very limited number of vocals are used in "Ovation"—but none in Muzak as a vocal is disconcerting when the object is a background sound.

Unlike "Ovation" (music to listen to) Muzak, though using contemporary hit songs uses restrained, uncomplicated arrangements to achieve a background sound.

O'Neill programs on a curve, with the music carefully selected for time of day and mood. The bank of tape machines even include music services for specialty restaurants like New York's "Trader Vic's," and the intimate clubs wishing "Continental Music."

Impressive Library

Muzak's music is recorded by leading orchestras and its library includes more than 50,000 selections (of which some 8,000 are in use at one time). These are fed into seemingly endless rows of tape machines for a one-for-one reproduction for subscribers.

Muzak may be heard in offices, banks, factories and travel areas ... e.g., music on planes. Music on planes is intended to quiet fears of flying and often relaxes passengers when something unsettling occurs. When a plane flying from Miami to New York hit rough weather, the hostess switched on the music. Far from being relaxed, one woman began screaming in panic, "We're going to crash!" she cried.

"We're all right," the hostess tried to tell her, but the passenger knew better. "No, we're not," she sobbed. "I've heard about this. The band always begins to play when the ship is sinking."

WBFM, "Programatic," "Ovation" music and their parent Muzak are programming bulkheads. There's little chance of such a well built ship ever sinking.

Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

New Format Sparks WINS' 'Program PM'

NEW YORK — "Program PM," WINS' Monday through Friday nighttime talk show launched a new host Monday (13).

The series aired on the Westinghouse station here from 10:30 p.m. to midnight has also been given an additional 30 minutes to present the story-behind-the-story for New Yorkers.

The WINS approach now differs from its sister "Program PM's" by the inauguration of a specific program category each night, rather than running the gamut — covering many topics on a single program.

Mondays "Personality Night" is devoted to interviews with a variety of interesting and important people; Tuesdays "Program PM" "Lifts the Lid On" an important subject in the New York area; Wednesdays, the show goes "On the Town" featuring the many - faceted character of the city; Thursdays, listeners are invited to call in questions, over open lines, to guests. "Telephone Night" will emphasize the controversial; Fridays the program widens its scope to "The World Around Us" by dealing with subject matter outside of the immediate New York area.

For the opener, producer Murray Burnett set a scalding pace for Jim Gordon with six different segments being aired the first 60 minutes.

The program opens each evening with a series of quick teaser cuts lifted from the interviews or bits to be aired that night. The enormous amount of editing work involved pays off by setting the listener up for what's coming.

Gordon, a member of WINS-news staff for two years before taking over from John Henry Faulk, is a top reporter, adept at serious questioning and who obviously well researches his subject before jumping into the fray.

A short visit to George Q. Lewis' school for comics, the round-up of expertly edited comments on what people in other cities think of New Yorkers and the interesting Betty Adams' interview with the direc-

Continued on page 49

JIM GORDON

Hartford in Salute to Bob Steele

HARTFORD, Conn.—A committee of Hartford's top citizens is planning a salute to Bob Steele, WTIC sportscaster for 26 years.

Steele, who does the morning show from 6:45 to 10; "Strictly Sports," and a TV show, recently received for the fourth consecutive time the Sportscaster of the Year Award from the National Sportswriters - Sportscasters Awards Committee, Salisbury, N. C.

The committee, headed by Connecticut Gov. John Demsey, is co-chairmaned by Bill Savitt, president of WCCC, and Robert Grant, Hartford industrialist and sportsman.

Meade Alcorn, former chairman of the Republican Party under former President Eisenhower, will serve as toastmaster at the event scheduled for Wednesday, May 22, 6:15 p.m. at Hartford's Statler Hotel.

Ice Capades to Metromedia for $5,000,000

NEW YORK — Metromedia, Inc., has acquired all the stock of Ice Capades, Inc., and its affiliates for $5 million in cash.

John W. Kluge, chairman and president of Metromedia, licensee of NEW AM-FM-TV, New York; WTTG-TV, Washington; WHK AM-FM, Cleveland; WIP AM-FM, Philadelphia; KMBC AM-FM-TV, Kansas City, Mo.; WTVH-TV Peoria; WTVP-TV, Decatur, and KOVR-TV, Stockton, said that the acquisition represents a broadening of Metromedia's interest.

Charlie Brown's News Conference

CHARLIE BROWN, five-year-old cerebral palsy victim, is interviewed by John Cigna for WOWO's "Program PM—A Journal of Living Today," heard nightly on WBC's Fort Wayne (Ind.) outlet. Charlie called the conference to discuss the weather, politics, taxes, and the more prosaic subjects of toys and food. The conference, which took place at the Allen County Association for Crippled Children's Pre-School Home, highlighted (with Charlie's help) the invaluable work being done there.

Copyrighted material

www.americanradiohistory.com

Big Sound . . . Big Smash!
SWEET GEORGIA BROWN
THE COUSINS
P-870
THE BIG ONES ARE ON CAMEO/PARKWAY

FAN MAIL GLOSSY PHOTOS
All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.
MULSON STUDIO
Box 1941 Bridgeport, Conn.

HOTEL FORREST
49 ST.
West of B'way
New York City, Circle 6-5252
In the Heart of Times Square
"At the Crossroads of the world"
NEW, SENSATIONAL ONE-RATE PLAN!
Every Single room $7.50 now only
Every Double room $11 now only
FULLY AIR CONDITIONED
TV & HI-FI IN EVERY ROOM
GARAGE adjacent to hotel
Showrooms available Day-Week-Month
SPECIAL GROUP RATES

Say You Saw It Billboard

VOX JOX

By GIL FAGGEN

SEGUE: KALL Radio's **Paul Smith** assumed new post of special events director in addition to regular 11 a.m. to 2 p.m. show. . . . **Perry Davis** has exited the outlet. Air stanza is being handled by **Sandy Gilmour. . . . Eddie Matherly** is now holding forth on c.&w. station WDON, Wheaton, Md. . . . Latest addition to KHOU-TV, Houston, is **Bob Considine** (son of writer-NBC news sage, **Bob Considine).** . . . WAKE-Atlanta, has lost **Allen Abbott** to WHK. Allen is using new name—**"Keely Kincaid"** on Cleveland station. . . . **Dick Blanchard** is now p.d. at WBSR - Pensacola, transferred from WKGN, Knoxville; WKGN line-up now includes **Dave Diamond** (p.d.), **Buddy O'Shea, Dan King, Al Adams, Dick Clark** (who's he?), **Jerry Dee** and **Jack James.**

KEEP SEGUING: Doris Allen is "Swingin' Gently" on WANT, Richmond (1 'til 2 a.m.). . . . Of course, **Dick Drury** is p.d.ing at KGB, San Diego. . . . **Fred Robbins** returns to WNEW with "Robbin's Next" Sundays. . . . New voice of KING Radio's Seattle "Nightline" and "Music 'til Midnight" is **Bob Concie. Mark Wayne** takes over "Night Owl Club" on outlet. . . . **Jim Everts** takes over reins at WTRX, Flint, Mich. . . . **James B. Luck,** assistant p.d. at WOWO, Ft. Wayne, now general manager of WCIT, Lima, Ohio. . . . WFLA's music now being programmed by **Dave Walker.** . . . **Dave Etzel,** air personality at KCRG stations-Cedar Rapids, has joined KWMT, Ft. Dodge.

Newt Minow out at FCC, decided to take $100,000 a year job with educational outfit. Newt's chairmanship to be undertaken by 34-year-old novice, **E. William Henry. . . . J. Alvin Jewler** appointed assistant manager and p.d. of WHFS stereo, Bethesda. . . . **Robert Gordon** to TV ranch of U.S.I.A., from p.d.'s desk at KIRO-TV, Seattle. **Jerry Kunkel,** KONO-San Antonio, p.d., resigns — succeeded **by Jerry Miller. . . . Keith Morris,** former WHK stalwart, holding the fort at WEEP, Pittsburgh.

There's a new sound in Jackson, Miss., WJXN has gone country-western. The nepotistic staff reads like this: **Roy Harris, Boots Harris, Harold Harris, Bill Harris** and **Roger Earl** (how did he get in there?). . . . WGN-WTAG stalwarts **Sig Sakowiicz** had been named program chairman for the three-day Chicagoland Boy Scout Fun Fair scheduled for the International Amphitheater May 17-19. Sig is also slated to emsee the "Veteran of the Year" dinner May 15.

KALL's **Will Lucas** is the focal point of a "Draft Will Lucas for President for 1964" campaign. Will promises a chicken in every pot of every school teacher and clothing for every naked animal." Will's party, WHIG (Willie's Historic Indecent Group) promises to give **Goldwater** a shock!

TURNTABLE TIPS

By MIKE TURNTABLE

JOCKEY JOTTINGS: Johnny Cantor, from WRAW, in Reading, Pa., says that he has acquired an interest in Club Teen, a teen-age club in that city. . . . **Jim Mack** reports from WABB in Mobile, Ala., that he has joined the station as M.D., and as the 6 to 9 a.m. personality. He came to WABB from WLOB in Portland, Me., formerly program manager as well as afternoon jock.

RADIO RAMBLINGS: In our way-back-then-dept.: The date is April 25, 1958. . . . Let us look at the deejay line-up on WMCA. . . . The list reads like this: **Gallagher** and **O'Brien** doing a two-man show; **Bob Callan, Ernie Stone, Bert Knapp, Alan Williams, Dave Leeds, Ed Welch** and **Burt Sherwood.** . . . This week is just five years and few weeks later . . . how many are left at the 570 Spot on the Dial? What are they doing for a living today? Really, the life expectancy of deejaying is a mighty limited one.

PROGRAMMING PATTER: Just about every market in the country has a telephone gimmick going that evolves around a battle of the sounds. . . . Generally one new record is pitted against another new release for the first hour. . . . The winner of hour No. 1 then challenges another new record during the second go-round. . . . A winner is named each day of the week. . . . Generally, from this comes the station pick record for the following week. . . . However, this gimmick has just about worn out its welcome at a good many stations.

Problem is that the teeners in general have lost interest. . . . To add new spark at your station, why not do it a bit differently? Take a new release by a name artist (say a **Connie Francis, Elvis** or **Rick**). Play it on the air and challenge it with one of the artist's former chart toppers. Then watch your phones light up.

Do you know how to legally protect your song from plagiarism?
COPYRIGHT HANDBOOK
for Fine and Applied Arts
By Howard Walls
Now available for 10 Day FREE Examination
Tells you all you need to know about these important questions:
- What are my rights to control reproduction of my song or any creative work?
- Is my work copyrightable?
- How can I automatically secure protection in countries outside of the U. S. A.?
- Can I copyright an unpublished work? Once it's published?
- Why have so many copyrights been lost?
- Am I protected under common law? Do I need to copyright my work?

WHAT TO DO TO PROTECT YOUR CREATIVE EFFORTS
The Copyright Handbook for Fine and Applied Arts is a well selected blending of information from government publications and provides the answers to the many questions asked by songwriters, music publishers, lyricists, composers, and others.
It tells in a skillful and concise way the interesting story of the copyright law. Stripped of legal jargon, but not of the meaning of the law, it provides you with a comprehensive and extremely useful knowledge of copyright.
The prime purpose of The Copyright Handbook is to put YOU in a position of authority in the marketing and protection of your creative works.
Cloth bound—complete detailed index to help you find what you want in seconds.
6 x 9
144 pages
$5.95
EXAMINE THIS AUTHORITATIVE BOOK FREE FOR 10 DAYS
WATSON-GUPTILL PUBLICATIONS
1564 Broadway, Dept. 1074
New York 36, New York
Please send me ____ copy(ies) of the COPYRIGHT HANDBOOK FREE for 10 days. If you do not agree that the book is of great value to you in protecting your rights, return it and YOU OWE NOTHING.
☐ Enclose check or money order. Watson-Guptill pays postage. (Add 3% sales tax in N. Y. C.)
☐ Bill me plus postage.
Name_____
Company_____
Street_____
City_____ Zone_____ State_____
For FOREIGN SHIPMENTS: Include 75c for each book.

LOOK-A-HERE
Ramsey Lewis Trio
Argo #5438
CHESS
PRODUCING CORP.
2120 S. Michigan Chicago 16, Ill.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

POPULAR

SOUND OF MANN—Herbie Mann (Verve V. 8527, V6-8527) "Baia" (Peer Int'l, BMI) (2:27)

YOUNG AND IN LOVE—Dick & DeeDee (Warner Bros. W 1500, WS 1500)

JAZZ

SONA LIBRE—Cal Tjader (Verve V 8531, V6-8531) "Hip Walk" (Radcliffe, BMI) (2:30)

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
1	4	**I LOVE YOU BECAUSE,** Al Martino, Capitol 4930	7
2	2	**LOSING YOU,** Brenda Lee, Decca 31478	7
3	5	**TAKE THESE CHAINS FROM MY HEART,** Ray Charles, ABC-Paramount 10435	6
4	1	**PUFF (The Magic Dragon),** Peter, Paul and Mary, Warner Bros. 5348	10
5	8	**STILL,** Bill Anderson, Decca 31458	6
6	3	**CAN'T GET USED TO LOSING YOU,** Andy Williams, Columbia 42674	12
7	—	**SUKIYAKI,** Kyu Sakamoto, Capitol 4945	3
8	13	**THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER,** Nat King Cole, Capitol 4945	2
9	6	**MECCA,** Gene Pitney, Musicor 1028	9
10	18	**YELLOW ROSES,** Bobby Darin, Capitol 4970	3
11	7	**CHARMS,** Bobby Vee, Liberty 55530	8
12	9	**DAYS OF WINE AND ROSES,** Andy Williams, Columbia 42674	10
13	15	**THE GOOD LIFE,** Tony Bennett, Columbia 42779	2
14	10	**WATERMELON MAN,** Mongo Santamaria, Battle 45909	10
15	11	**DAYS OF WINE AND ROSES,** Henry Mancini, RCA Victor 8120	17
16	16	**I'M SAVING MY LOVE,** Skeeter Davis, RCA Victor 8176	2
17	18	**SWEET DREAMS (Of You),** Patsy Cline, Decca 31483	5
18	12	**YOUNG AND IN LOVE,** Dick and Deedee, Warner Bros. 5342	10
19	19	**DON'T MAKE MY BABY BLUE,** Frankie Laine, Columbia 42767	3
20	—	**BLUE ON BLUE,** Bobby Vinton, Epic 9593	2

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked in the Billboard's chart at that time:

POP—5 Years Ago May 26, 1958

1. All I Have to Do Is Dream, Everly Brothers, Cadence
2. Witch Doctor, D. Seville, Liberty
3. Wear My Ring Around Your Neck, E. Presley, RCA Victor
4. Twilight Time, Platters, Mercury
5. Looking Back, N. K. Cole, Capitol
6. He's Got the Whole World in His Hands, L. London, Capitol
7. Return to Me, D. Martin, Capitol
8. Book of Love, Monotones, Argo
9. Johnny B. Goode, C. Berry, Chess
10. Sugar Moon, P. Boone, Dot

POP—10 Years Ago May 23, 1953

1. Song From Moulin Rouge, P. Faith, Columbia
2. Doggie in the Window, P. Page, Mercury
3. April in Portugal, L. Baxter, Capitol
4. I Believe, F. Laine, Columbia
5. Pretend, N. K. Cole, Capitol
6. Ruby, R. Hayman, Mercury
7. I'm Walking Behind You, E. Fisher-Hugo Winterhalter, RCA Victor
8. Anna, S. Mangano, MGM
9. Say You're Mine Again, P. Como, RCA Victor
10. The Ho Ho Song, R. Buttons, Columbia

RHYTHM & BLUES—5 Years Ago—May 26, 1958

All I Have to Do Is Dream, Everly Brothers, Cadence
Witch Doctor, D. Seville, Liberty
Twilight Time, Platters, Mercury
Looking Back, N. K. Cole, Capitol
Johnny B. Goode, C. Berry, Chess
What Am I Living For! C. Willis, Atlantic
Wear My Ring Around Your Neck, E. Presley, RCA Victor
Book of Love, Monotones, Argo
He's Got the Whole World in His Hands, L. London, Capitol
Talk to Me, Talk to Me, L. W. John, King

Movin' Steadily
"DO IT RAT NOW"
Bill Blacks Combo
Hi Records 2064

CUSTOM RECORD PRESSING
Mastering—Processing—Labels
POLYMAX 100% ANTI-STATIC FACTORY CLEAN
SIDNEY J. WAKEFIELD
P. O. Box 6037, Phoenix 5, Ariz.
Direct Dial 602—252-5644

Copyrighted material
www.americanradiohistory.com

programming newsletter

By BILL GAVIN •

Billboard Contributing Editor • Publisher, Bill Gavin's Record Report, 114 Sansom St., San Francisco.

OVER THE PAST SEVERAL YEARS, various deejays friends have moved on to become program directors. A few have asked my advice, either on specific problems or simply in a general way. What follows is a composite of conversations with, and letters to, these men. It's in the form of a letter, addressed to an anonymous "Jack."

Dear Jack: There's no need to tell you that you've taken an important job. How well you handle it will pretty much determine whether you're to go on in radio to important opportunities and important money.

Everybody—including you—knows you have talent. You run a good air show; you have a good ear for picking hits. But as a p.d., you'll need talents you never uncovered before.

First of all, there's the talent for people. Up to now you've gotten along well with everybody. Folks like you. But in your new job that's not enough. You'll need the respect of your staff—and of your boss. You can't have this respect just by being charming. You have to earn it. And you earn it, above all, by knowing what you want and showing that you're willing to work for it.

AS A DISK JOCKEY, you were pretty much on your own. As a p.d. you'll need to learn team work. The enemy of the team spirit is petty personal rivalry. The good p.d. smoothes out jealousies and frictions and builds a pride of group achievement. It's a bad sign when the d.j. boasts of his own ratings, only—a good one when he boasts of his station's.

One of your market jobs will be maintaining a two-way communications line between your program personnel and the front office. It's assumed that you'll translate orders from the boss into operations. But you are also responsible to your staff for taking their problems—and their serious gripes—to the boss and getting them straightened out as best you can. Any reasonable manager knows that his p.d. must be able to speak for his staff. Most bosses infinitely prefer such a procedure to being waited upon by the union's grievance committee.

You're also going to be responsible for picking the music. That shouldn't be too much trouble; you always had a good ear. But now you're responsible for the whole station's programming—not just your own show. You've been a "hero" a few times in the past, but think of all the picks you made that bombed. How about the air time wasted on certain "smashes" that weren't?

THE ONLY FAME YOU GET for breaking a new hit is with the record people. Your listeners don't care very much. Have a good reason for every record you list. It's a good idea to place an arbitrary limit on your "ear" picks—not more than one or two a week. Other new additions should have good positive confirmation, either listener requests or regional sales.

Because of the importance of your new position, you are now a prime target for record promotion. Record people will compete for the privilege of doing you favors.

Record promotion, as you well know, goes far beyond the entertainment and gift routines. You'll be sought out and "consulted" by famous people in the record business — men whose achievements you genuinely admire. Under these circumstances it becomes difficult at times to evaluate their records strictly on their merits. You'll want to "help a friend." All I can say is don't.

There will also be some record people whom you don't like. Maybe their manner annoys you. Maybe one of their hot new records reaches the competition ahead of you. Maybe they refuse to give you advance exclusives or to provide name artists for your hops or concerts. Whatever it is, you get the impression that your own importance isn't being recognized properly. Maybe you'll want to retaliate—to get even by refusing to play the offender's records. That's pretty bush league. It's just as much a rejection of objectivity as its opposite, playing a record for a friend.

IT'S UP TO YOU to draw the line—and soon—at what you'll accept and what you won't. This is not only a matter of personal conscience but also one of sound business practice. The more you accept, the more you are obligated to grant favors in return. The more your judgment is influenced by favoritism, the smaller is your value to an employer, who expects you to use that judgment objectively and completely for the advantage of your station.

Here's wishing you the best of success.

New Format Sparks WINS' 'PM'

• Continued from page 47

tor of a Bowery men's shelter gave the opening show impact and unequaled pacing. All of this seems to grind to a halt the final half hour when "Washington Viewpoint," featured a much-too-long and public-servicy interview from the nation's capital.

Tuesday everyone seemed to get bogged down in a swamp of words as Gordon took the listener on a behind-the-scenes trip to a Girls House of Detention. The reels of tape Burnett, Paul Clancy and Gordon must have edited resulted in a loss of continuity and much confusion at this end.

With the ship slowly sinking on the West Side, a multi-verbal tidal wave rolled in the final half hour when a square table discussion with a small college president was presented.

Most reviewers have to do a one night stand, a radio reviewer does as many nights his deadline permits. There is more to listen to and I will. However, considering the late hour "Program PM" is aired the less erudition and esoteric features presented the better.

The listener wants to be taken places, meet people and do things in the world's most interesting city. "PM" et al. can provide this vicarious enjoyment. A desire for a formal education at 11:30 p.m. is somewhat limited, I'd say . . . how about some fun for the listener so he doesn't realize that he's learning something . . . even "Newt" digs the old late, late shows!

GIL FAGGEN

Focus on the Deejay Scene

"SIX EGG WHITES and seven yolks?" That's impossible, says St. Louis' KXOX deejay Davey O'Donnell, hard at work at baking a cake for the St. Louis Home Show. "Davey-O" was one of the many celebrities entered in a cake-baking contest in which the other contestants almost "threw in their spoons when they found out that O'Donnell used to be an Army cook!

Talented Davey cooks up a storm on his daily stanzas 6-10 a.m. and 1-4 p.m., Saturdays, on the Storz station.

Biondi & WLS Still Far Apart; No Hope Seen

DICK BIONDI

CHICAGO—The rift between WLS and its top-rated deejay, Dick Biondi, is farther apart then ever, and the betting now is that a conciliation is unlikely.

Ralph Beaudin, WLS station manager, described the situation as "status quo—we're still waiting to hear from Dick." Biondi has not done his 9-12 evening show since May 2.

The deejay has spent the last week on vacation in Nashville where he reportedly is doing some a.&r. work for several labels.

News of Biondi's differences with WLS spread like wildfire last week with offers immediately pouring in from stations throughout the country.

Biondi reportedly is being offered as much as twice his present salary to go elsewhere. Although no figures are available, the Chicago deejay is reputed to be in the $24,000 per year bracket.

If the rift becomes permanent, WLS will very shortly have to think about a replacement for Biondi. Art Roberts has been doubling back to do the evening slot following his own afternoon show from 12:30 to 3 p.m.

Some inside sources indicated that such a replacement had already been hired, but this was denied by WLS. Beaudin had previously indicated that Roberts would continue in the evening slot "until Biondi returns."

At one point last week it appeared Biondi might return if he was offered certain "concessions." The deejay reportedly wanted an extra hour tacked on to the beginning of his show, putting him on for four hours from 8 to midnight.

He also was reportedly in favor of keeping spot announcements on his show at the present figure of around 12 instead of upping them to the station's normal policy of 18.

According to Beaudin, the whole hassle started some two weeks ago in a dispute between Biondi and Gene Taylor, program manager, following which Taylor relieved Biondi from his show for two nights.

Beaudin said he then met with Biondi and the deejay had agreed to return but later changed his mind, saying he wanted to think things over.

Taylor meanwhile felt his own usefulness had been impaired and offered his resignation but it was refused by Beaudin. Taylor was described as "too good a men to let go" by Beaudin.

Ostensibly, Biondi was also irked at having been booked into a record hop by his station's sales department and at the encroachment of his time by the insertion of a series of "talk segments" into his show.

WLS currently airs, among others, a Dick Clark taped insert plus some community "editorials."

Biondi has been with WLS close to three years, during which the ratings on his evening show have climbed to the highest in the Chicago area—more than double that of the runner-up station.

Before joining WLS, Biondi had been with WKBW, Buffalo, and WHOT, Youngstown.

JOB TO GOULET

NEW YORK—Robert Goulet hosted WCBS Radio's two-hour "Music of Broadway" show yesterday (19) while Lee Jordan, the program's usual host, attends Cannes Film Festival.

Invite 300 Deejays To Connie's Party

NEW YORK — Invitations have gone out to more than 300 deejays around the nation to join MGM recording star Connie Francis for a DJ party June 2 at the Copacabana.

The songstress will be honored for the 25 million disks sold under her banner the past three years.

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

Another Smash Hit!
"YOUR OLD STAND BY"
Mary Wells
Motown #1042
MOTOWN/TAMLA RECORDS
2648 West Grand Blvd.
Detroit, Mich.

MAMMA SAID IT'S ALL RIGHT
by
TERRY STAR AND THE STARBELLS
NA 1008A
NEW ART RECORDS
6600 N. Broad St.
Philadelphia, Pa.

LEE CLARK
"ALL ALONE IN MY LONELY ROOM"
Atco 6266
ATLANTIC RECORDS
1841 B'way, New York 23, N. Y.

NEXT STOP #1
"I Love You Because"
Al Martino
Capitol 4930
Capitol RECORDS

Headed for the Charts!
"Just One More Time"
JOHNNY COPELAND
Golden Eagle Records #101
Produced by Charlie Booth
Nationally distributed by
JAMIE/GUYDEN Phila. 23, Pa.

R & B One-Stop HEADQUARTERS
Just ask for it. We've got it.
Write to be put on our mailing list.
Free Title Strips for Ops.
MUSIC BOX ONE-STOP
1301 W. 79th St., Chicago 20, Ill.
Phone: AB 4-3600
2524 W. Pico Blvd., Los Angeles 6, Calif.
Phone: DU 5-2915

ABP ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

POLYMAX
PRESSINGS ADD A NEW SOUND DIMENSION
You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.
CREATED BY RESEARCH CRAFT CORPORATION
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

Copyrighted material
www.americanradiohistory.com

ROSY REPORTS

No Business Like the Equipment Business

NEW YORK — It's a great year for the home entertainment equipment business, if recently released reports to stockholders are any barometer. A number of major entities, at least part of whose business falls into the sphere of home electronics products, have issued glowing gross and net reports to shareholders in recent weeks.

RCA, for example, achieved record first-quarter sales and earnings this year. Amplifying this, W. Walter Watts, group executive vice-president, whose responsibilities include home instruments, told stockholders attending the company's annual meeting that total sales of RCA home instruments in 1962 increased 30 per cent to set an all-time high mark. In addition, he said that home instrument sales had the best first quarter in 12 years.

Magnavox reported that first-quarter earnings increased over 15 per cent on a sales increase of 2 per cent. Per share earnings rose from 33 cents in last year's first quarter to 40 cents this year.

Magnavox consumer product sales formed the rosiest part of the picture with an increase of 16 per cent. Stereo phono and TV were both credited with "outpacing the industry trend," thanks to product innovations by the company.

Zenith Radio, like RCA, also reported record first-quarter sales and earnings. Stockholders were told that stereo phonograph sales were running significantly ahead of the pace of last year, that radio unit production and factory shipments during the period were the highest of any first quarter in the firm's history, that color TV sales to dealers were double those of a year ago, and that black and white television sales were the highest of any quarter in Zenith history. Net profits increased 7 per cent for the quarter over a year ago.

Admiral, too, reported higher sales and earnings. The firm's president, Vincent Barreca, said that color TV enjoyed a unit volume double that of a year ago, with "substantial increases" also noted in the stereo phono area. Corporate earnings rose to 32 cents per share from 21 cents per share a year ago.

Du Mont vice-president in charge of sales, George M. Hakim, said first-quarter sales were 22 per cent ahead of the same period last year. He attributed this to "more substantial color TV business and to the outstanding acceptance of Du Mont's expanded line of stereo consoles. He said new models to be introduced next month in TV and phono fields "give us full expectation of maintaining our present sales pace throughout the rest of the year."

Minnesota Mining and Manufacturing (3M's) also showed increases in sales and profits for the first quarter over the corresponding period of 1962. Earnings increased from 37 cents to 38 cents a share.

Audio Devices, which, like 3M's, manufactures magnetic tapes, enjoyed a sales increase of 11 per cent and a 50 per cent jump in profits for the year of 1962 against the preceding year. Roughly the same increase is expected for the year 1963 against 1962, despite a slower start in the first quarter than in 1962.

Space-Tone, Washington, manufacturer of stereo consoles and components, reported 1962 sales 82 per cent ahead of 1961.

FLORIDA BOOM

Store Packs 'Em In—and Sells

NORTH MIAMI, Fla. — Achieving real results from a big stereo event to which the public is invited requires more than mere equipment, according to Ray Mutson, secretary-treasurer of the big Jefferson Super Store here.

When Jefferson stages a "stereo fair" aimed at promoting sales of both stereo phonos, tape recorders and combinations of these with FM radio, the major "hook" for pulling thousands of interested spectators is the setting up of a full-scale FM broadcasting station right on the scene.

"Whereas most people today have at least a fair notion of how stereo operates, they know nothing of how FM stereo broadcasting is conducted," says Mutson. "Since most people are highly interested in this new development, an operating FM broadcast operation can be depended upon to bring in a large crowd."

In the last such event, carried on in its 2,000-square-foot auditorium here, Jefferson Super Store probably broke every record for both attendance and for actual sales. The No. 1 attraction was a stereo broadcasting station set up by WAEZ, one of three FM stereo stations operating in Miami. With familiar figures at the controls, and explaining the methods used, and picking up the actual broadcast on FM sets scattered through the store, this exhibition was a solid success. It also led directly into the sale of stereo tape recorders and phonographs, up to as much as $1,100. The demonstration was sparkplugged by the presence of eight nationally advertised lines, each with sample sets arranged for earphone listening, rather than speakers. The fact that as many as 24 people could be listening to stereo simultaneously through earphones helped to make the event still more successful.

During three days early this year, the Jefferson Super Store stereo department broke all existing records for sales.

Salesmen Sell Well by Doing Brainstorm Bit

NEW ORLEANS—The technique of "brainstorming" by which groups of businessmen arrive at a solution to a knotty problem can be worked out just as well on paper, in promotion of high-end stereo phonographs, according to Mrs. Ann Martin, of Werlein's here.

"We simply ask our salesmen at the end of the day to write down a brief resume of what happened with each prospect they handled," she said. "The salesman recaps his experiences with each customer, the reason why he believes the prospect bought or didn't buy, and, of course, the method he used to close the sale."

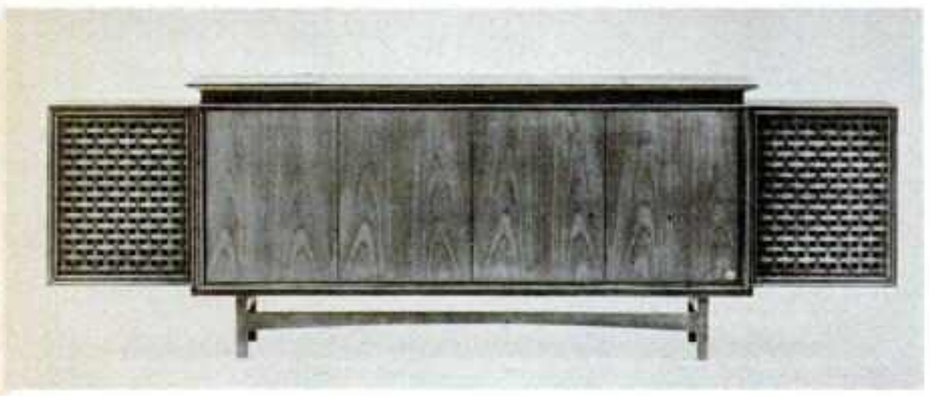
At first, salesmen balked at the idea. But because the reports are read during an evening sales meeting, and the information is discussed among a group of eight people, salesmen soon found the usefulness of the system, and now subscribe to it enthusiastically. "If anything, some of them are inclined to overwrite their experiences, particularly where a sale of over $1,000 for a topnotch stereo-phonograph combination was made," it was pointed out.

"Had a prospect who complained that although she wanted stereo in her house she was displeased with the high volume which she had always associated with the equipment," one report read. "Showed her that by increasing the number of speakers and placing them in the right spots, it would not be necessary to use ear-splitting volume. Took the trouble to hook up several speakers to illustrate. Customer then bought and seemed quite relieved." Needless to say, this object lesson could be useful to other salesmen.

"Customer was obviously interested in good sound from a large stereo, but complained there was not enough room in his home for a player of that size," wrote another salesman. "Transferred to smaller phonographs, including even a portable model, and eventually sold the prospect on a smaller, but equally good set."

"Prospect thought it would be impossible to play high-fidelity records on stereo phonographs," related still another report. "Picked out a set of standard high-fidelity records and played them for her, and showing, of course, the difference between stereo and high fidelity. Customer was immediately enthused, and bought a much more elaborate phonograph than originally intended."

It consumes a lot of time to hold these "critiques"—but because of the excellent effect on over-all sales Werlein's salesmen sit in willingly, long after other employees have gone home. Through these written reports, and verbal analyses among the salesmen, there are fewer situations which a Werlein salesman can't handle.



PACKARD BELL'S stereo line, featuring the long, low look, has been expanded with the addition of model RPC-24S, the "swing-out stereo." Two speaker chambers, normally concealed in the ends of the 4½-foot-long cabinet, swing out to give 7 feet of separation. Unit also incorporates AM/FM/FM stereo radio and six speakers. Offered in Scandia Walnut, the price is $425.

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

equipment newsletter

By DAVID LACHENBRUCH
Billboard Contributing Editor • Editorial Director, Television Digest

FM STEREO BOX SCORE: Sales of radios and radio-phonograph combinations with FM stereo included should be almost directly proportional to the amount of stereophonic programming being offered on the nation's FM stations. For this reason, it's important to keep up on the plans of FM stations to convert to stereo.

Every few months we make a survey to try to get at the true picture of FM stereo, and what the prospects are for the future. Based on our past surveys, here is how FM stereo has grown since the first station went on the air in June 1961—almost two years ago:

By September 1961 there were 20 FM stations broadcasting in stereo. By December, the figure had more than doubled to 43, rising to 70 by February 1, 1962, to 80 by April 1 and hitting the hundred mark early in May 1962. On July 1, 1962, the total was 139 and in September it was 163. The 200th station began transmitting stereophonic programs early in December 1962, and there were predictions that 300 would be on the air by year's end—comprising almost one-third of all FM stations.

But a survey on March 10 of this year showed only 10 more had gone on the air. Our latest count, made on May 10, lists 219 FM stereo stations in the United States, and at least nine in Canada.

THE GROWTH OF FM STEREO broadcasting has definitely leveled off. But stations are now broadcasting in stereo in 43 of the top 50 metropolitan areas, and most of the important areas are served by at least two stereo programming sources—in some cases as many as five or six stations.

There are two or three important reasons for the slowdown in growth of FM stereo broadcasting. The first is that the enterprising, live-wire station operators have already joined the march to stereo. There can only be so many leaders, and the followers are watching carefully to see if the stereo leaders are actually profiting from their shift to stereo.

Another reason for the tapering-off of new stereo outlets is the Federal Communications Commission's "freeze" on approval of new FM stations. Many of the stations which are new stations—it's often easier to go on the air equipped for stereo from the start than it is to modify existing broadcast equipment by the addition of a stereo generator and other necessary items. Some older transmitters can't be satisfactorily converted to stereo. Since the FCC has temporarily stopped granting new FM station licenses, there is naturally a lull in new-station construction.

Hope is in sight for many more FM stereo stations, however. Several FCC commissioners have stated that they hope to end the FM freeze before they leave on their summer recess at the end of July. And the FCC's Harold Kassens, who has been the guiding genius in the development and growth of FM stereo, tells us that he expects most new FM stations to start out in stereo as a matter of course.

THERE'S ANOTHER ENCOURAGING SIGN discernible in our latest FM stereo survey. We talked with all of the leading manufacturers of FM transmitters and of FM stereo generators for existing transmitters. Though they readily admit that FM stereo business is slow, their list of equipment sales show about 90 stations which are not now broadcasting in stereo. These are stations which have taken delivery on stereo broadcasting gear or will do so soon.

It's also a good sign that the large, firmly entrenched broadcasting interests — not just music-loving 100-watt amateurs — are converting to stereo. Many major broadcasting groups—including Taft Broadcasting, Cowles Broadcasting, the Cox Group, Metropolitan Broadcasting—are regularly broadcasting in FM stereo. Each of the three major radio networks—ABC, CBS and NBC—is now equipping owned-and-operated FM stations for stereo. NBC's WMAQ-FM, Chicago, is broadcasting in stereo. ABC is expected to give the New York stereo market a shot in the arm when its WABC-FM starts stereocasting soon. CBS is equipping its San Francisco and St. Louis FM's.

THE NEW PHONOGRAPHS, which will be introduced this month and next, will place heavier emphasis than ever on FM stereo, now that it is approaching the status of a nationwide medium. Naturally, the more stereo stations in your community, and the more hours of stereo programming per station, the easier it will be for you to sell FM stereo equipment. Conversely, the more stereo receivers sold, the greater the audience for FM stereo and the greater the programming.

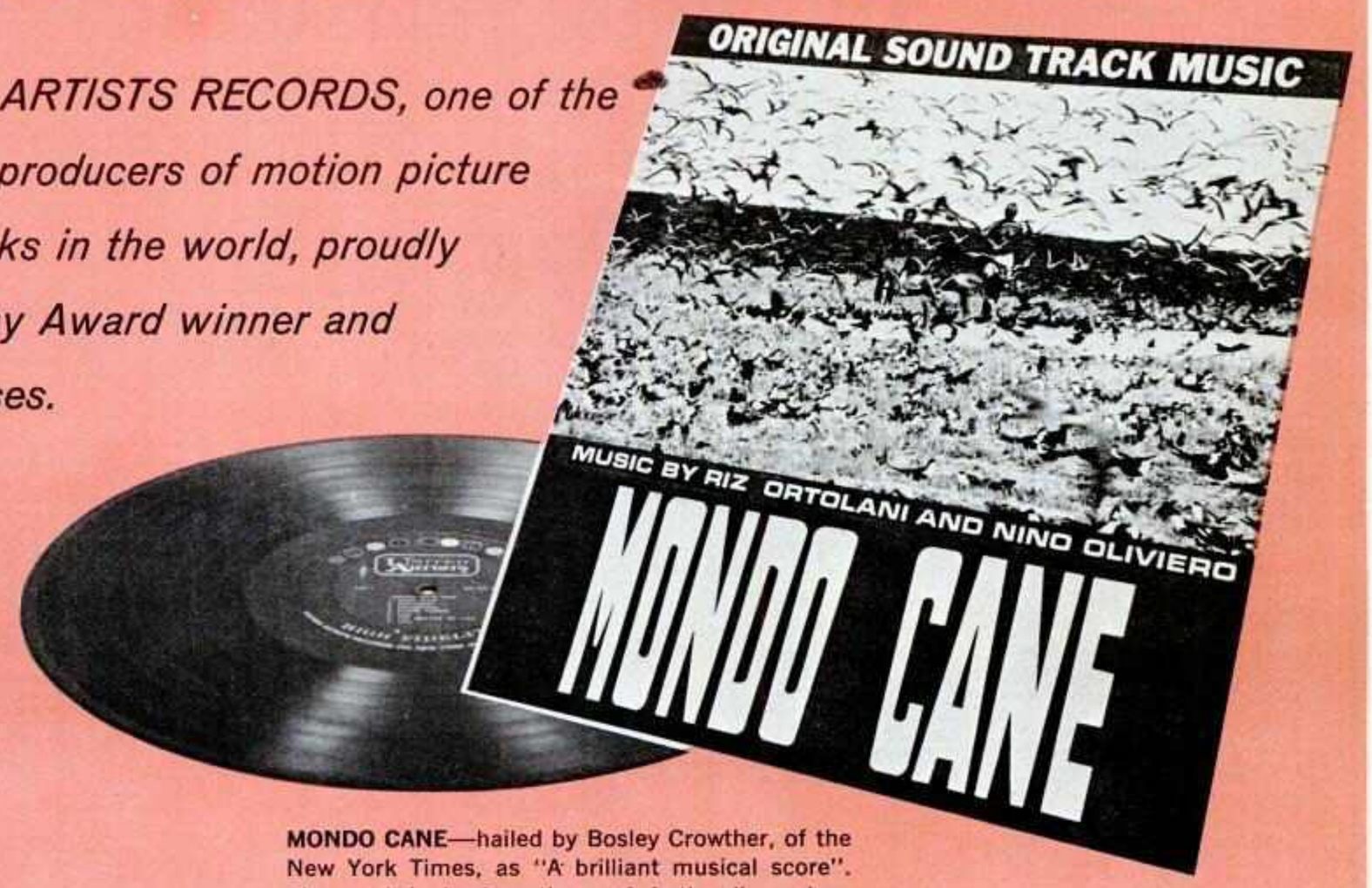
Many FM stereo stations will help you sell FM stereo by giving you special promotional materials. The alert radio and phonograph dealer will contact the stereo stations in his community and ask them how he can best help build up an FM stereo audience. One good method is to post FM stereo program logs prominently in the store to show the prospective customer the stereophonic programming he is missing without a stereo radio or tuner. All stations will gladly give you program logs; you might make up a composite log of all area FM stereo stations, showing all stereo programming.

Copyrighted material
www.americanradiohistory.com

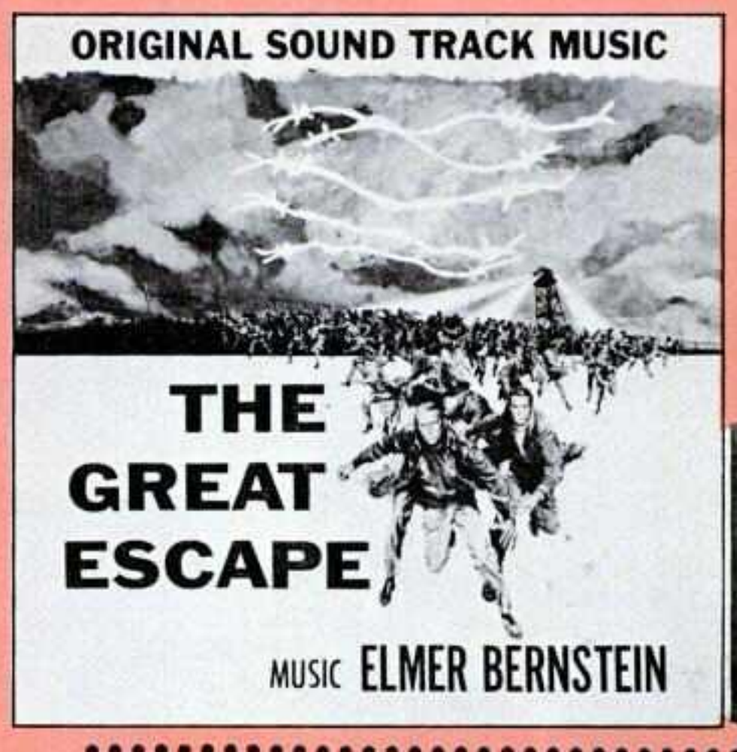
5 GREAT MOTION PICTURE SOUND TRACKS!

UNITED ARTISTS RECORDS, one of the foremost producers of motion picture sound tracks in the world, proudly presents an Academy Award winner and four brand new releases.

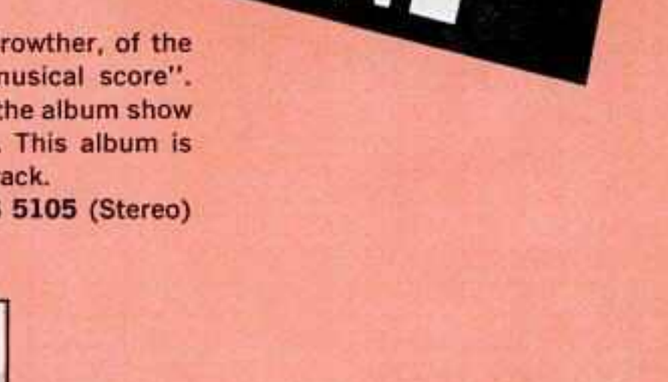
DIVORCE ITALIAN STYLE—This delightful musical sound track from the highly successful comedy is just as entertaining and a must for listening pleasure. Academy Award Winner.
UAL 4106 **UAS 5106** (Stereo)



MONDO CANE—hailed by Bosley Crowther, of the New York Times, as "A brilliant musical score". The vocal singles from the music in the album show all indications of being smash hits. This album is the original motion picture sound track.
UAL 4105 **UAS 5105** (Stereo)



THE GREAT ESCAPE—Here is a picture comparable to that smash motion picture hit, "The Bridge on the River Kwai" full of suspense, excitement and spine-tingling action. Every bit of the music from this great album keeps pace with the action on the screen. **UAL 4107** **UAS 5107** (Stereo)



DR. NO—Just released, this outstanding and fast moving, racy adventure film. The music is superb and currently the JAMES BOND THEME single is now on release. **UAL 4108** **UAS 5108** (Stereo)

Scheduled for release in June, the famous Broadway show IRMA LA DOUCE heralded as one of the top motion pictures of the year produced and directed by Billy Wilder. A top-notch motion picture score.

all on the famous label... UNITED ARTISTS RECORDS *the proudest name in entertainment*

Copyrighted material
www.americanradiohistory.com

Mathis to Mercury July 1

• Continued from page 1

with the Columbia club, which could mean that the Mathis-Mercury platters will end up for sale through the club. Helen Noga said that as far as the club is concerned, it was not yet settled whether Mathis' Mercury releases would be available to the Columbia club or not.

Mathis' signing with Mercury through Global ends wild speculation in the trade as to where Mathis would go after Columbia. Up until last week many companies were convinced that they had the inside track for the singer, and the rumors were that he was set with Warner Bros. However, it is now official —Mercury's got Mathis.

The chanter leaves Columbia both as a hot singles seller and a hot album seller. It is reported that he has royalties of close to $1 million in his Columbia account.

Label Jumping Dizzies Trade

• Continued from page 1

at their original label, and the hotter they are the more they want the attention.

Sometimes, of course, it's because in today's competitive record business, with so many well heeled firms around, they can get a better deal, bigger guarantee and more front money than their original label will offer. And sometimes it's because they are able to set up their own producing firm, handle their own record dates and record talent they manage by going with a new label.

The change of artists from one label to another over the past year has been so extensive that Billboard has prepared the accompanying chart showing these label changes, so that our readers can keep up with who's on first.

WHERE THEY WERE . . . AND WHERE THEY ARE

Here is a list of key artists who have moved from one label to another in the past year or so:

WHO	FROM	TO
Johnny Mathis	Columbia	Warner Bros.
Bobby Darin	Atco	Capitol
Paul Anka	ABC-Paramount	Victor
Steve and Eydie	United Artists	Columbia
Dion	Laurie	Columbia
Andy Williams	Cadence	Columbia
Sonny Rollins	Brooklyn Bridge	Victor
Vladimir Horowitz	Victor	Columbia
Pittsburgh Symphony	Capitol	Command
Mel Torme	Verve	Atlantic
Eddie Hodges	Cadence	Columbia
Fats Domino	Imperial	ABC-Paramount
Rick Nelson	Imperial	Decca
Jimmy Smith	Blue Note	Verve
Louis Prima	Capitol	Dot
Keely Smith	Capitol	Reprise
Count Basie	Roulette	Verve
Duke Ellington	Columbia	Reprise
Patti Page	Mercury	Columbia
Rosemary Clooney	Freelance	Reprise
Erroll Garner	ABC-Paramount	Reprise
Dizzy Gillespie	Verve	Philips-Reprise
Alvin, Theodore & Simon Chipmunk	Liberty	Hibernating
Duane Eddy	Jamie	Victor
Hugo Winterhalter	Victor	ABC-Paramount
Ernest Ainsworth	Decca	Hickory
Thelonious Monk	Riverside	Columbia
Faron Young	Capitol	Mercury
McGuire Sisters	Coral	Reprise
Teresa Brewer	Coral	Philips
Johnny Cash	ABC-Paramount	Groove
George Jones	Mercury	United Artists
Dean Martin	Capitol	Reprise
Sammy Davis	Decca	Reprise
Grandpa Jones	Starday	Monument
Brother Dave Gardner	Victor	Capitol
Dick Dale	Deltone	Capitol
Maynard Ferguson	Roulette	Cameo-Parkway

Get Yourself a HIGH FIDELITY TREASURY

Imagine getting this handbook of 31 enduring, informative contributions on audio for only $2.50. Each piece was written by a well-known expert. Each has appeared in *High Fidelity*, or its sister publications. Each has been selected with these qualifications in mind:

1. Is it pertinent today?
2. Will it help the reader understand the principles of recording and reproduction, including stereo?
3. Will it help the reader plan a new reproducing system to suit his needs at a price he is willing to pay?
4. Will it help the reader get the most out of that system or his present system?

This new, illustrated paperback book of 132 pages, measuring 6½x9½ inches, will stimulate and inform *anyone* who has ever thought about owning a "rig" of his own. It covers many phases of interest from recording through listening. As an idea-sparker it's worth its weight in diamond styli.

If *audio* perks up your interest—fill in and mail the coupon below at once before we sell out. Payment with your order, please, to prevent bookkeeping expense. *But satisfaction guaranteed or your money back!*

PARTIAL CONTENTS

The ABCs of Stereo
Stereo for the Man Who Hates Stereo
Music and Stereophony
Stereo Recording Today
Cabinets for Components
The Music Wall
Improvements in Cartridges and Arms
From One Speaker to Many
FM Stereo in the Marketplace
Antennas for FM
FM for Motorists
Anyone Can Be a Sound Engineer
A Mike or Two Around the House
High Fidelity Servicing
Noise—the Uninvited Guest
—and many more!

Wyeth Press, a division of High Fidelity Magazine
Great Barrington, Mass. BB

Please send me a postpaid copy of the **First High Fidelity Treasury** for the $2.50 enclosed.

Name _____

Address _____

ELECTRO-VOICE of Buchanan, Mich., has produced this prefinished loudspeaker kit which can be put together by a novice in 20 minutes, according to the firm. Tagged the Coronet, the unit comes in three models: Coronet I, with eight-inch MC8 Michigan speaker ($39), Coronet II, with Wolverine LS8 speaker ($43.50), and Coronet III, which includes enclosure materials and an SP8B extended range, eight-inch speaker ($54).

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN $151 and $200

POSITION This Issue	2/23/63 Issue	11/24/62 Issue	BRAND	% OF TOTAL POINTS
1	1	1	Magnavox	38.1
2	8	5	RCA Victor	13.1
3	—	—	Curtis-Mathes	8.3
4	7	7	Webcor	5.7
5	3	4	Zenith	5.5
6	—	—	Philco	5.0
7	—	—	KLH	4.8
8	—	—	General Electric	4.3
9	5	3	Motorola	4.0
			Others	11.2

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

2/23/63 Issue: Voice of Music (V-M) (2); Phonola (4); Symphonic (6); Masterwork (9); Admiral (9).

11/24/62 Issue: Masterwork (2); Voice of Music (V-M) (6).

DISK DEALS FOR DEALERS

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

MOTOWN—Expires May 31, 1963. Started May 1, 1963.
One album titled "Motor Town Revue" featuring various artists. One free for each three purchased.

CAMEO-PARKWAY—Expires May 31, 1963. Started April 15, 1963.
A 12½ per cent discount on all LP's in catalog.

DOT—Expires May 31, 1963. Started May 1, 1963.
Spring discount program offers a 10 per cent on mono LP's, 15 per cent on stereo LP's, 25 per cent on EP's. Covers entire catalog. Special deal of 20 per cent on label's "All Time Hit" series of albums. A 90-day deferred billing in three installments from date of purchase.

LIBERTY—Expires May 31, 1963. Started April 15, 1963.
A 15 per cent cash discount on all April releases. A 100 per cent exchange privilege after September 1. One-third payments due first of July, August, September. Deal also covers all Bobby Vee LP's and all Ventures LP's on Dolton. Also 15 per cent discount and six-month deferred billing, with full exchange on three recent LP's by the Ventures. Dave Pell and repackaged Marketts set.

PRESTIGE—Expires May 31, 1963. Started April 1, 1963.
Special 15 per cent discount on the label's Top 10 national best sellers known as the Prestige Giants. Also 10 per cent discount on remainder of Prestige material.

NEW JAZZ—Expires May 31, 1963. Started April 1, 1963.
A 15 per cent discount on catalog merchandise for duration of the period.

STARDAY—Expires May 31, 1963.
On the Music Industry Salutes Cowboy Copas and Bluegrass Album Sale, dealers get two free for each 10 purchased under both sales plans.

RIVERSIDE—Expires June 10, 1963. Started May 10, 1963.
On nine Charlie Byrd LP's, buy 10, get two free.

CADENCE—Expires June 26, 1963. Started May 1, 1963.
Coinciding with release of "First Family, Volume II" album, label is offering three free albums for each 20 purchased. Deal includes entire catalog as well as new "First Family" set. Available to all qualified dealers.

TRU-SOUND—Expires June 30, 1963. Started May 1, 1963.
A 15 per cent discount on all product on Tru-Sound, Tru-Sound Gospel and Tru-Sound Latin American lines.

EPIC—Expiration indefinite. Started April 1, 1963.
A 15 per cent discount on 11 new LP releases and 37 specially selected catalog LP's.

CAPITOL—Expiration indefinite. Started April 1, 1963.
Capitol-of-the-World German-Austrian LP catalog of 27 LP's. One free album for each two purchased. Includes two new April releases.

DOOTO—Expiration indefinite. Started May 1, 1963.
On all Dooto album product—buy five, get one free.

Copyrighted material
www.americanradiohistory.com

Madison Ave. Eyes on C&W

• Continued from page 1

key broadcasters, sponsors and ad agency executives.

The show, produced and written by Joe Allison along with Anita Kerr, kept the throng enthralled long past the usual luncheon time. Tex Ritter, serving as emsee, wryly delivered Allison's sharp script. Ritter had been introduced by Gene Autry, president of the County Music Association.

Leon McAuliff and His Cimarron Boys provided a fine instrumental accompaniment to luncheon, and McAuliff himself drew special plaudits for his vocalizing on "San Antonio Rose."

Don Gibson gave up a personal appearance date to perform, singing two of his greatest hits, "Oh Lonesome Me" and "I Can't Stop Loving You." Sue Thompson broke things up with her rendition of "Norman" and the Hank Williams hit, "I Can't Help It."

The Anita Kerr Singers not only lent superb support but provided a particularly interesting rendition of three of their best-known commercials in addition to a couple of songs. And Tex Ritter forsook the podium long enough to wind up the show with his famed Academy Award winning version of the "High Noon" theme: "Do Not Forsake Me."

Officials of the Sales Executives Club paid tribute to Billboard publisher Hal B. Cook for conceiving and arranging the program as a means of helping the influentials of the sales and communications fields achieve a closer knowledge and appreciation of country music.

Weintraub Whirling

• Continued from page 18

(as a single), Mike Settle and the Big Three. Allen and Grier and the Big Three are both also co-managed by Weintraub and Roy Silver under the banner of New Talent Directions.

Live Dates

Weintraub isn't certain yet whether he'll record his talent at the Club or in a studio but he can go either way. The Bitter End has been the site of six live recording dates already, including the Tarriers, Pete Seeger and the Chad Mitchell Trio, and the club has the electronic equipment to do the job.

But perhaps that's beside the point. The fact is that in Weintraub, the folk business has an active champion, who spends a good bit of his time champing at the bit seeking out new talent and making arrangements for the talent to go places fast.

The folk fraternity should be glad it has him and just hope he won't get restless again and chuck the scene for a bit in Tel Aviv working with talent recruited in the Negev region.

Folk Music Radio

• Continued from page 18

on a remote to do Jimmy Driftwood and Mance Lipscomb.

"We've found now that the college upsurge in folk interest has meant extra mileage for the shows. Now we've re-edited some of the earlier shows with new commercial spots directed to college students on the after-graduation jobs open in the Social Security Administration. Literally hundreds of college stations are now using the show. It's really a natural talent exposure medium."

Billboard Buyers & Sellers CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

HAYDN SOCIETY RECORDS

ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

Send for current catalog

ESOTERIC, INCORPORATED
P. O. BOX 1799
HARTFORD, CONN.

National Distributors for
HAYDN SOCIETY RECORDS

DISTRIBUTOR'S CLOSE OUT — 50 RECorded songs only $3. Many past hits by top artist. Our choice of selections guaranteed. New 45 RPM records; country, pop or rhythm & blues package. Offer good only U.S.A.; no C.O.D.'s. Rhythm Records, Box 521, Arcadia, Calif. jy8

YESTERDAY'S HIT 45'S—BRAND-NEW overstock mdse. 9,000 available, $24 per 100. Sample pkg. of 10, $2.50 ppd. Harry Kaplan & Son, 135 Richmond Ave., Staten Island, N. Y.

RAYMAR'S MEMORY LANE
GOLDEN (400) CIRCLE

We are in a position to supply you with 400 of the greatest Rock & Roll hits. List upon request.

100 assorted new 45 RPM's, $9.00; $80.00 per 1,000.

RAYMAR SALES CO.
170-21 Jamaica Ave.
Jamaica 32, New York
OLympia 8-4012

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

RECORD PROMOTION & PUBLICITY

NEW OFFICES • NEW LOCATION

Same great promotion know-how

JOE PETRALIA
Record Artists Representative
Park Sheraton Hotel
Suite 264 55th St. at 7th Ave.
New York 19, N. Y.
Phone: JU 6-6935

MORTY WAX NATIONAL RECORD Promo Network, coast to coast. A complete program of disc jockey promo and trade paper publicity. Distrib. arranged. Radio and TV interviews. Morty Wax, 1697 Broadway (C.B.S. Theatre Bldg.), N. Y. C. CI 7-2159. np-ap25

PUBLIC RELATIONS: GEORGE MONkovich will represent you in rich Central California market from Sacramento to Fresno. Public relations including writing and placing of press releases, special promotions, plus personal calls on 33 radio and 6 TV stations. George Monkovich Public Relations, 7074 Lincoln Village, Stockton 7, Calif.

RECORDING FACILITIES & SUPPLIES

PROFITS DOWN?

Record racks by ART-PHYL are proven profit-makers.

Priced for fast turnover with full markup.

98c to $9.95 retailers.

See your distributor or write for latest catalog of the most diversified record rack line.

ART-PHYL CREATIONS
508X Frelinghuysen Ave.
Newark 14, N. J.
N. J.: BI 8-5100 N. Y.: WO 4-2565

BUSINESS OPPORTUNITIES

GOING BUSINESS—MUSIC AND APPLIance store, radio and television services, juke box route. Inventory worth $60,000 or more. Will sell at $50,000. Terms. Health reason for selling. Call Gene Goss, Atty., 1876, Cumberland, Ky. my25

NEED CASH
FOR
YOUR OPERATION??

Will purchase your customer trade acceptances; will arrange accounts, receivable records and inventory financing loans.

All inquiries to
BOX 496
c/o The Billboard
1564 Broadway
New York 36, N. Y.

INTERNATIONAL PROFITS YOUR object? You can reach and sell your published songs, tapes, masters, services to leading music industry influentials all over the world through the International Buyers & Sellers Exchange. Designed to help you reach markets outside the U.S.A., it appears each week in Billboard.

MISCELLANEOUS

D-I-S-T-R-I-B-U-T-O-R-S
Of The
REVOLVING or FLASHING HOLLYWOOD GLAMOUR UNITS

Spots-Lites, Color-Balls, Beauty-Lites, TV-Lamps and outdoor Flashy-Lites.

Write for FREE details.

Hollywood Spots-Lite Co.
Dept. D, 3612 No. 16th St.
Omaha 10, Nebraska

D.J.'S SOUNDVIEW HOME FOR RENT. 14 months at $350 per month. 7 rooms, new house. Boat moorings, 50 feet to water. Enclosed yard for midgets. Call in N.Y.C., TT 5-2376. my25

DEEJAY GAGS! ONE-LINERS! BITS! All in the current issue of "Days, Dates and Data." We'd like you to see a sample copy. $2 with this ad. Show-Biz Comedy Service (Dept. MW), 65 Parkway Court, Brooklyn 35, N. Y. je1

SHOW PROMOTERS — QUALITY PROgram books at low prices for country music and r.&b. shows. Over 1,000,000 sold. Send for sample. Heather Publications, 3285 S. Wadsworth Blvd., Denver 27, Colo. 985-7437. je1

TICKETS OF ALL SIZES, SHAPES AND descriptions. Coupon books, reserved seat tickets and admission tickets. For postpaid prices write Action Printery, P. O. Box 5073, San Angelo, Tex.

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh15-64

WANTED — MUSIC PUBLISHER FOR two copyrighted songs, "You're the One" and "My Sweetheart Darlin'." Contact Box #494, Billboard, 1564 Broadway, New York 36, N. Y.

1564 BROADWAY
N.Y.C.
Times Square Office Space for Rent.
8700 Square Feet.
Central Air Conditioning.
Very Reasonable Rental.
Contact
KENNETH LAUB
of Collins Tuttle & Co.
261 Madison Ave.
New York 16, N. Y.
Telephone:
MUrrayhill 2-4020

EMPLOYMENT SECTION

SITUATIONS WANTED

SEEKING EMPLOYMENT IMMEDIately. 15 years' experience South East Asian market; Phonograph Records, Radio Receivers and Allied Lines Buying and Selling and Administration. 5441 San Vicente Blvd., Apt. 9, Los Angeles 19, Calif., or Phone: WE 6-4590.

Say
You Saw It
In
Billboard

The Company that REALLY goes after more business CAN get more business... by consistent advertisements in Billboard's

Buyers and Sellers'
CLASSIFIED
MART

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard . . . see what others are doing . . . then see what you should do to meet and beat the competition.

CLASSIFIED RATES
Per Insertion

	½"	1"	2"	Each Additional Inch
Manufacturers Advertisers	$9	$15	$25	$9
Distributors & Employment Advertisers	$5	$9	$15	$5

- Minimum size sold is ½", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for_____consecutive issues.

Classification:_____ Size:_____

☐ Set regular classified style. ☐ Set boxed classified style.

☐ Amount enclosed_____

Copy:_____

Company Name_____ Authorized by_____

Address_____

City_____ Zone_____ State_____

Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway, New York 36, N. Y.
1520 N. Gower St., Hollywood 28, Calif.
188 W. Randolph St., Chicago 1, Ill.

Copyrighted material
www.americanradiohistory.com

new trip-relay bank! new "inner" cash box!
new stainless steel backglass trim! all highlight
chicago coin's 6-player puck bowler

STRIKE BALL

• NEW EYE-APPEALING BOWLING COLORS — charcoal grey and orange!

• NEW MODULAR STYLING — brilliant STAINLESS trim on recessed backglass and handrails!

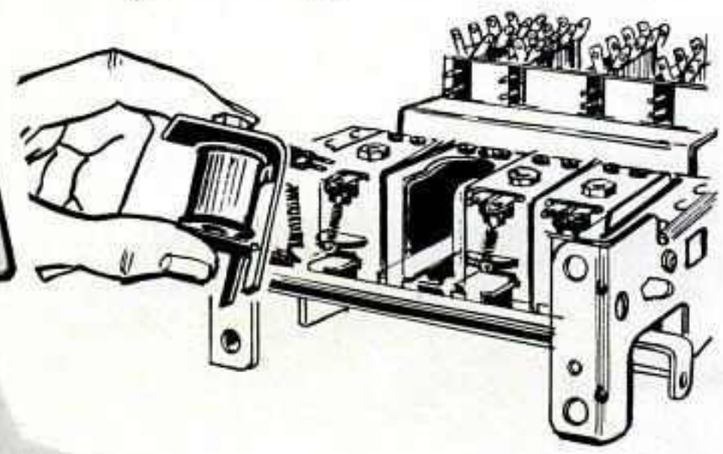
• NEW NYLON GUARD RAIL — allows real "live action" banking! Prevents damage to side rails!

NOW!

• NEW "SEPARATE-SECURITY" LOCK & KEY "INNER CASH BOX" — now WITHIN coin box!

STAINLESS STEEL

"That new 'SERVICE-EEZ' Trip-Relay is terrific!"



Removal of 2 screws now permits serviceman to service Relay Bank *IN SECONDS!!* Coil, armature and armature spring *INSTANTLY LIFT OUT* as one complete unit! *A serviceman's dream!*

Plus **6 PROFIT-PROVEN GAMES-IN-ONE!**

Player appeal galore — look!

- ***BEAT-THE-CHAMP!***
- ***STRIKE BALL!***
- ***DUAL FLASH!***
- ***SUPER STRIKE!***
- ***FLASH-O-MATIC!***
- ***REGULATION!***

Available in choice of 2 coin chutes: 10c; and two nickels, dime, quarter and half-dollar!

PROFIT PROVEN 2 Player

ALL STAR Baseball

FIRST And ONLY Baseball Game Featuring

"CANCEL-AN-OUT" *Play*

CHOICE OF REGULAR OR FREE PLAY!

Today's New Bowler Sensation!

GRAND PRIZE

NEW! "SWING-AWAY" Servicing — Provides INSTANT ACCESS to Interior Mechanism without moving Game!

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

Copyrighted material
www.americanradiohistory.com

Operators Seek Celler Bill Alternative

Ark. Court Rules Payoffs For Free Games Legal

LITTLE ROCK — Circuit Court Judge William J. Kirby said from the bench last week he did not believe making payoffs for free games won on pinball machines amounted to operating a gambling house.

Operating a gambling house charge in Arkansas is a felony. The judge had before him several cases filed by the Pulaski County prosecutor's office which charged the felony.

The cases stemmed from alleged payoffs made by location owners in cases in which patrons won free games and received money.

Judge Kirby said he based his opinion on the fact that the 1963 Arkansas Legislature did not outlaw pinball machines in the state. Such a bill was introduced but did not pass.

Therefore, the judge said, he believed permitting gaming, a misdemeanor, was the most serious charge the prosecutor could bring for pinball payoffs.

The judge suggested that the Arkansas Supreme Court should decide the question. Judge Kirby re-set the cases for trial in September.

Carts Theme Of New Keeney Pinball Game

GO CART

CHICAGO — The popular amusement-park karting theme is featured in J. H. Keeney's new Go Cart, three or five-ball pinball game. The game uses one replayable ball. An automatic ball lift mechanism puts the ball back into action immediately after it has completed one play.

Housed in an attractive, long-wear cabinet, the game has an all-steel front door with slug rejectors, plus the new playboard lock release and front molding locking bar unit, eliminating screws and molding bolts. Side and front rails are of chrome.

Replays can be scored by lighting up all seven Go Cart models on the backglass or by scoring 100 points over a pre-adjusted winning score.

Wurlitzer Opens Unit On Coast

SAN FRANCISCO — The Wurlitzer Company has opened a factory branch at 154 Van Ness Avenue here, with Walter Huber, a veteran music machine man in the Bay Area, in charge.

Emarcy Distributing Company, which had represented Wurlitzer in Northern California for several years, terminated its agreement with Wurlitzer last week by mutual consent.

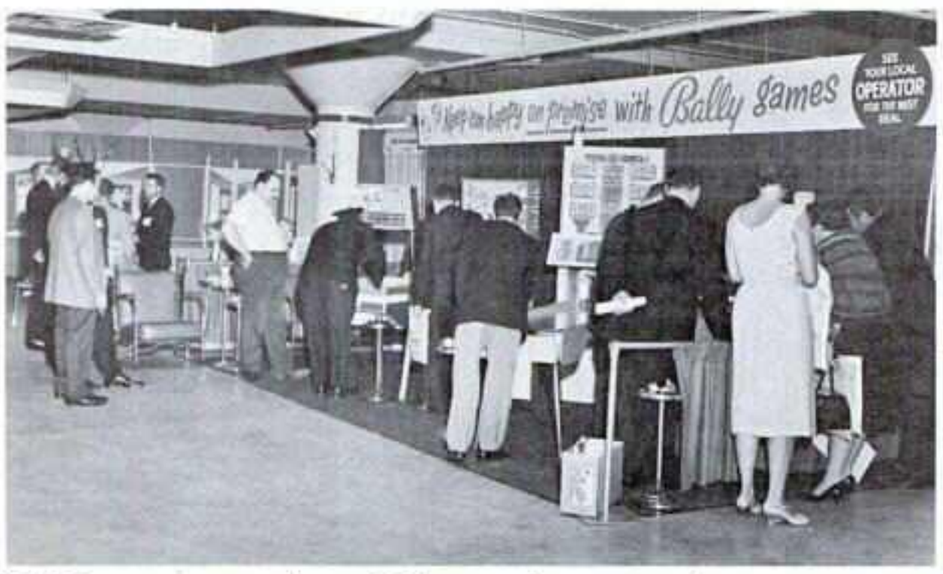
Bob Bear, Wurlitzer sales manager, said that relations between factory and Emarcy are cordial and the move was made at the wishes of both parties.

The branch is holding open house for all Northern California operators.

Muoio Joins Bilotta Staff

NEWARK, N. Y. — Frank Muoio has been named to the sales staff of the Bilotta Distributing Company here, New York State distributor for Wurlitzer and several game lines.

Muoio had formerly sold in the area for the Schick Electric Company and had been a motel operator. He will cover Western New York State.



BALLY was among the exhibitors at the national Tavern Owners Exposition held in Chicago recently, attended by some 7,000 tavern owners and operators. Bally showed its full line of amusement games, urging the tavern owners to "see your local operator for the best deal" (see sign).

Coin Machine OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING

Wurlitzer Brass Maps Year's Plans

NEW YORK — East Coast Wurlitzer distributors gathered at the Summit Hotel here Monday through Wednesday (14-16) to hear company brass outline sales and marketing plans for the balance of the year. Similar meetings are being held in the Midwest and West this week.

Bob Bear, sales manager, told the distributors that Wurlitzer phonograph sales for the first four months of the year were running 20 per cent ahead of 1962, and that in 1962 the phonograph sales had topped those of the previous year by 22 per cent.

The distributors heard Bear; A. D. Palmer, advertising and promotion manager, and Hal Cook, publisher of Billboard, discuss a new concept in juke box programming. Details will be announced in the next two weeks.

In addition to Bear and Palmer, Wurlitzer executives on hand for the meeting included Hank Peteet, factory service engineer; Hank Barber, the company's advertising expert, and Fred Osborne, director of phonograph engineering.

Attending the meeting were Chris Christiensen and Jim Donnelly, Diamond Sales, Norfolk, Va.; Phil Sweeney and Jim Hunter of the company's Boston sales branch; Irv Sandler, Sandler Distributing, Minneapolis; Marvin Roth and Leonard Lucas, Banner Sales, Wilkes-Barre, Pa.; Spec Cruze, Cruze Distributing, Charleston, W. Va.; C. B. Brady, Charlotte, N. C. distributor; Jim Ginsberg, Banner Sales, Philadelphia, and Harold Kaufman and Allie Goldberg, Musical Distributing, New York.

Also, John Bilotta, Jack Shawcross, Bob Catlin, Frank Mauio and John Bilotta Jr., Bilotta Distributing Company, Newark, N. Y., and Sam Weisman, State Sales, Baltimore.

Germans Await Results On Film Juke Box Test

By OMER ANDERSON

FRANKFURT — West German coinmen are paying close attention to the development of film juke boxes in the United States. They feel that coin cinemas on the Continent will either succeed or fail on the basis of their reception by the U. S. trade.

The economics of film phonograph operation dictate such a conclusion. It seems obvious that the film boxes will succeed in direct relationship to the quantity and quality of films made available. An ample supply of high-quality films featuring name artists can only be provided by a mass market combining the U. S. and Europe.

An alternative approach would be to use the film box as primarily an advertising vehicle. But the European trade is not interested in such a proposition, and they doubt that it would prove feasible in the U. S.

U. S. Tests

The European trade's attention just now is focused on the

(Continued on page 58)

MOA Role as Collection Arm Seen Possible

MILWAUKEE—Although no responsible spokesmen for the Music Operators of America will say so for the record, MOA is preparing alternatives to the Celler Bill within the framework of the proposed legislation, it was learned here.

Operator opposition to any form of performance royalty payments is still polarized, but realists within MOA admit that the chances for passage of some sort of legislation removing the exemption and substituting a royalty payment formula are at least 50-50.

MOA has many objections to

(Continued on page 58)

Expect 500 At Coinmen's UJA Dinner

WILLIAM CAHN

NEW YORK—Some 241 reservations for the United Jewish Appeal's Coin Machine Division Victory Dinner, to be held at the Americana Hotel June 4 were reported Tuesday (14) at a committee meeting here. The committee expects about 500 to

(Continued on page 66)

Bids for Upped Payments

OAKLAND, Calif.—George A. Miller, former president of the Music Operators of America and for 30 years head of the California Music Merchants Association, this week proposed that an increase in mechanical royalty payments on the part of juke box operators be considered.

Miller's offer to the performance rights societies was issued as the House Judiciary Subcommittee on Patents, Royalties and Copyrights was slated to report favorably (Billboard, May 18) on a bill which would remove the performance royalty exemption.

He said, "The music operators will never agree to public performance fees when they know that the mechanical royalty system is the only answer."

Miller added that "we do not believe that ASCAP) or BMI or a federal collection agency is entitled to one cent for administration fees out of juke boxes."

He questioned the role of the federal government in setting up a collection agency to gather fees from one private enterprise for another private enterprise.

Miller attacked the ASCAP argument that mechanical royalties aren't enough because the retail record buyers pays these same royalties for home use.

"But what wasn't said, Miller explained, "is that the music operator buys 100 or more of the same record and spends 100 times more for mechanical royalties. The music operator not only becomes the greatest purchaser of records, but he also becomes a major explorer of new tunes. Many records go on juke boxes that never become hit tunes and are never bought by the home owner at all. It has been said by many of the great recording stars that the juke box is the greatest promotion medium for a new tune."

Miller charged that the proposed $5-per-machine annual fee would leave nothing for the songwriter after administration costs were deducted.

Mechanical royalties, he contended, would go to the composers, not to the collection agencies.

Miller suggested that a separate label could be put on records for juke box use if mechanical royalties are increased.

Copyrighted material

FOR SALE

Juke Boxes

3 Brand New Keeney 6-Card Machines in Crates	$725
Bright Spots, Bright Lights	95
1 Atlas Gottlieb	185
Keeney Old Plantation	295
1961 Shoot-a-Line	495
Light-a-Line	550
Keeney El Rancho	650
1960 Barrel o' Fun	450
1 Seeburg C	135
1 Rocket Shuffle	60

ALL MACHINES CLEANED AND SHOPPED

Send one-half deposit.

MONROE BRANDT

829 E. Market St. York, Pa.

Tel.: 8-1121

ACTIVE'S THE CHOICE FOR

THE LOWEST PRICES and BEST EQUIPMENT ALWAYS

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware. Reconditioned Equipment for Export.

ACTIVE AMUSEMENT MACHINES CO.

666 N. Broad St., Phila. 30, Pa.

POplar 9-4495

Write or wire for prices

You can ALWAYS depend on ACTIVE ALL WAYS

NEW BUMPER POOL® by Valley®

gives you quality and features that protect your profits . . .

- SLATE TOP
- METAL BUMPERS
- PLASTIC LAMINATE ON RAILS
- BUILT-IN CUE HOLDER
- RIGID, SOLID-LEG CONSTRUCTION

WALNUT FINISH ONLY

For complete information, see your distributor or write

Valley® SALES COMPANY

(Sales Affiliate of Valley Manufacturing Co.)

333 MORTON STREET, BAY CITY, MICHIGAN • TWinbrook 5-8587

EUROPEAN NEWS BRIEFS

European News Briefs

WEST BERLIN — The West Berlin operators association is pressing a campaign for "fair competition," focusing on the protection of operating locations through contracts.

Most of the friction in the operating trade stems from location disputes, and this controversy, in turn, stems from failure to write tight, complete contracts.

The Berlin association is working on the draft of a model location contract designed to eliminate controversy and plug common loopholes. Aside from tightening contract terms, the Berlin association is trying to get agreement of operators on a "code of ethics" to ban "location jumping" and the offer of excessive inducements to get locations.

Luetje Re-Elected

BREMEN — Operators in Bremen (Nordwestdeutsche Automaten-Verband) have re-elected Heinrich Luetje their president.

Other elected to serve with Luetje are Erich Giethmann, vice-president; Heinrich Horna and Fritz Kirchner, secretaries; and Alfred Peppler, treasurer.

Elected to the board were Heinz Gerdes, Wilhelm Grabs, Werner Laue, Helmut Oehmichen, Georg Timm.

Zermatt Juke Boxes

ZERMATT — All phonographs in this typhoid-stricken area of Switzerland have been removed from operating locations and disinfected. The first phonographs are being returned to play, and it is expected that operation will be normal by the end of June.

Whether the vacation trade will soon return to Zermatt is still an open question, however. Operators are cagey about committing themselves, but it is an open secret that a substantial number of phonographs are being pulled out of Zermatt at least temporarily for siting in other areas of Switzerland.

The Zermatt disaster has posed new problems for the Swiss operators, the main such problem being as to what degree operators should insist on having a voice in resort-area administration. Some operators contend that the Zermatt scandal was predictable and could have been prevented by operator protests.

Membership Drive

VIENNA — Austria's operators association (Der Verband des oesterreichischen Automaten-Gewerbes—VOAG) is conducting a drive to enroll proprietors of location-owned equipment as members.

The VOAG now has just under 200 members for all of Austria, a large proportion of Austrian operators but a small number in relation to phonographs in operation.

This results from the fact that 80 per cent of Austrian phonographs are location-owned, and location-ownership is so firmly entrenched in this Alpine land that nobody predicts an early shift to operator ownership.

Operator strategists reason

(Continued on page 66)

Wisconsin Get-Together

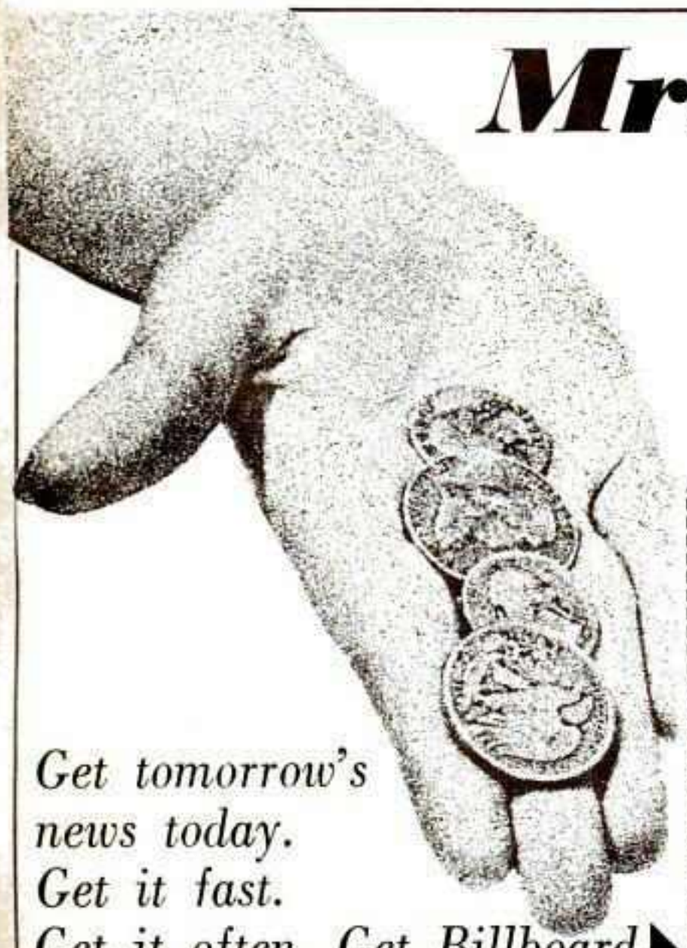
Speakers at the May 13 joint meeting of the Wisconsin Music Merchants and the Milwaukee Phonograph Operators Association. From left: Sam Hastings, president of the Milwaukee trade group; Bob Blundred, MOA executive secretary, and C. S. Pierce, Brodhead, MOA director and president of the Wisconsin Music Merchants, Inc.

Wisconsin Music Merchants, Inc., demonstrates its support of MOA in a tangible fashion. Secretary-Treasurer Ed Dowe presents a $500 check to Bob Blundred. Flanking them are Cliff Bookmeier, vice-president, and C. S. Pierce, president.

Some of the key upstate operators who journeyed to Milwaukee to attend the joint state and local meeting. From left: Cliff Bookmeier, Green Bay; Herb Tonnell, Appleton; Lou Glass, Madison; Jim Stansfield, La Crosse; Paul Jacobs, Stevens Point, and Dewey Wright, Wausau.

Distributors also showed up to demonstrate their opposition to House Bill 5174. From left: Harold Rietz, Taylor Electric Co., RCA Victor Records; Joe Robbins, Empire Coin, Chicago; Nate Victor, S. L. London Music Co., Seeburg; Harry Jacobs Jr., United, Inc., Wurlitzer, and Orville Carnitz, Badger Novelty Co., Rock-Ola.

The tasty buffet following the meeting made a big hit with these two coinmen. From left: Casey Karpinski and Jim Groszkiewics, both of Kewpie Novelty Co., Milwaukee.



Mr. Coin Man

You're in business to make money.
Billboard is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry . . . profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

Get tomorrow's news today.
Get it fast.
Get it often. Get Billboard.

Subscribe Today

BILLBOARD, 2160 Patterson Street, Cincinnati 14, Ohio
Please enter my subscription to BILLBOARD for

☐ 1 YEAR $15 ☐ 3 YEARS $35 ☐ New ☐ Renew
☐ Payment enclosed ☐ 2 EXTRA issues for cash ☐ Bill me later

Above subscription rates are for U. S., Canada and Europe.
Other overseas rates on request.

875

Company_____

Name_____

Address_____

City_____ Zone____ State_____

Type of Business_____ Title_____

Copyrighted material

www.americanradiohistory.com

Forums Slated for MOA Meets

CHICAGO—Forums on programming, route administration and government developments will be held by Music Operators of America at its September 4-6 convention in the Morrison Hotel here.

MOA will also hold a special forum for officers and staffs of State and local associations.

Ted Nichols, forum committee chairman, said the forums have been planned not to interfere with the exhibit hours. Exhibits will be open in the afternoon. The forums will be conducted in the morning and on one evening.

Name Sought

Nichols said the programming conclave will open with an address by a well-known music personality. MOA has been asking record companies for an appropriate name. Also participating will be operators and one-stop owners.

The route administration forum will be started with "an experienced vending operator discussing methods in running a route." Juke box operators will also discuss maintaining relations with locations, how to handle routemen, the importance of service, and the use of bookkeeping information to keep equipment in proper rotation.

The forum on governmental developments will cover the filing of Form 1099, new equipment depreciation schedules, and local government attitudes toward game machines since the passage of the latest amendment to the Johnson Act.

Special Forum

The special forum on State and local associations will cover various programs encountered by the groups, including public relations and membership. Joe Silverman, business manager of the Philadelphia Amusement Association, will be chairman.

Other members of the forum committee are J. Harry Snodgrass, Albuquerque, N. M.; Norman Gefke, Sioux Falls, S. D., and Henry Leyser, Oakland, Calif.

N. J. Operator Plans Atlantic City Arcade

ATLANTIC CITY—Memorial Day is set for the opening of Mac's Gameland, the third installation here of James McDonald, local game and arcade operator.

The Boardwalk installation will be in the motel section in the Deauville West Building.

OPERATE
UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE
★
UNITED MANUFACTURING CO.
3401 N. California Ave.
Chicago 18, Ill.

Report From Britain

British Sales Report

LONDON—British operators are snapping up a native-made fruit machine titled "Duchess," which incorporates German works inside. It is penny-played.

Italian-made grab-cranes and football tables are also winning favor. The machines carry no brand-names, yet are elegantly finished, compare well with branded lines in performance.

Osvaldo Bernini, Florence, is doing well with his Checkmate fruit machine.

Walker on Mend

LONDON — Fred Walker, partner of Ruffler & Walker, Ltd., Rock-Ola distributor in the United Kingdom, is "reasonably fit" after a severe spell of sickness which hit him after the Amusement Trades Exhibition in March.

He plans to shrug more of his chores onto Gordon Walker, 29-year-old son. And the firm is seeking an executive manager to decentralize further administration, he indicates.

Walker began, with Bill Ruffler, in the coin-equipment business "with $60 apiece" in 1933. The firm's annual turnover is now around $6 million, and the premises are one of the biggest set-ups in Battersea.

Operator Aristocracy

LONDON—Among the thriving coin equipment operators in the United Kingdom are one-time Wing-Commanders, Naval skippers, and clergymen and medical doctors.

Out-ranking all is the Duke of Bedford, who operates pinball machines and juke boxes at Woburn Abbey, Bedfordshire.

A London operator, mindful of prestige practice of the nation's commercial incorporations, intends to propose the peer as a member of the 153-strong Phonograph Operators' Association.

"It would certainly help our image," he declared.

Bedford does his own buying, in the Lavender Hill office of Ruffler & Walker, Ltd.

See-Going Juke Box

SOUTHAMPTON — Transvaal Castle, Union Castle liner under refurbish in dry dock her under refurbish in dry dock here, has been equipped with a Seeburg A7160 juke box.

It is in a recreation room on the afterdeck, and is operated for passengers on free-play.

Installation was by Fred Johnson, area man for Ditchburn Equipment, Ltd. The ship is on mail service to Las Palmas and South Africa ports as her regular chore.

BOAC Programming

LONDON—A Bal-Ami juke box is deployed by BOAC airline departure-arrival public address systems at London Airport. The magazine is loaded with disks announcing take-off or landing imminence, giving flight numbers, but no times.

Walker Visits U. S.

LONDON—Gordon Walker, route and sales executive of giant London coin-firm Ruffler & Walker, Ltd., is stateside on a

(Continued on page 65)

JUKE BOX HAS ORIGIN IN CHAUCERIAN PROSE

LONDON—Snootier elements in the United Kingdom whose disdain causes coin tradesters to call the juke box a "phonograph," this market can reflect on the fact that the term is Old English!

This is the view of researcher Len Cullum, factory manager of Ruffler & Walker, Ltd., London Rock-Ola distributor.

Juke derives from "jute music," a species of inferior string ensemble which frequented the taverns adjacent to the English jute mills in the northern counties, he says. This was during the time of highway brigands like Dick Turpin.

"It was terribly noisy and dissonant stuff," Cullum declares. He thinks British settlers took the style and its description to the U. S. which made it "juke" because it is easier to pronounce.

German and British musical box makers exploited the market comprised of these textile taverns, hence jute box, now juke box. An engaging etymology.

Williams DOUBLE ACTION PROFIT!
BOTH IN FULL PRODUCTION

Jumpin' Jack's
BIGGER SCORES for 1 or 2 players
...TWO DROP TARGETS
with
• 2 Ten-point when lit Bumpers
• BONUS SCORES • 3 Jet Bumpers
• 5 Rollover Lanes • 2 Kickers
• 2 Flippers
• Number Match Feature
• Adjustable 3 or 5 ball play

and

1963
MAJOR LEAGUE
by the Original Designers of Authentic Baseball Games
• Replay Model with EXTRA Inning Feature and Over-the-Fence Home Runs
• Players actually run Bases with Williams' Patented Base Running Unit
• Mystery Pitcher throws Fast Ball—Slow Ball inside—outside Pitches
• Official Baseball Scoring

SEE YOUR WILLIAMS DISTRIBUTOR TODAY!

Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

Copyrighted material
www.americanradiohistory.com

Lack of Pop Product Retards UK

• Continued from page 1

Cyril Shack, partner of Phonographic Equipment, Ltd., a sizable major distributor-operator through the country, said his firm won't handle film-juke box machines until the film selections can be as fetching of coin as the singles on their juke box route.

Thus the film-juke box distributors here are essentially having to work in the limbo-land of trying to create their own clicks. Tunes come from old and recent hits. Artists are big British names, like Acker Bilk, Shane Fenton and Eden Kane.

Stubborn Views

The diskeries have stubborn views, all aspects concerning their products. And their news and views lean to the "managed" type of announcement, and federated action by the British Phonographic Industry, which is the majors' aggregate guild.

No early bending in this regard is seen by the juke box trade here, or by the film-juke box distributors.

The relative success of Cinebox and Scopitone is conceded by tradesters as a result of "good personal salesmanship" by K. J. Strachan and K. B. Johnson and their representatives respectively.

With only some 130 cinema-juke box units in play in the U. K. at present, no thought has been given to emulation of David Rosen, Philadelphia Cinebox entrepreneur.

Ad Prospects

Advertising film slugs 'tween plays might be bonus revenue in this market when the time comes that film-juke boxes are legion. The gimmick is common film theater practice in Britain for intermission fills.

In any case, juke box distributors have just scratched the surface of the market here. There are still more than 100,000 potential sites for the simple juke box.

Slow Track for Chicago Entries

By NICK BIRO

CHICAGO — To use race terminology, it has been a slow track with a lot of entries as far as the juke box scene here was concerned.

Collections and record sales were both off. A wide field of new tunes were getting scattered sales but nothing really strong was on the horizon.

"Sukiyaki," with Kyu Sakamoto on Capitol continued to pick up after is breakout here several weeks ago. "Hello Stranger," with Barbara Lewis on Atlantic was very hot in the r.&b. market and is now starting to go popular.

An interesting battle might be in the offing on "Charmaine," with the Bachelors on London and a new cover record by the Four Preps on Capitol. The London record has been selling moderately, but evidently well enough to interest Capitol in their pressing.

The Four Preps even changed their style to get a direct copy of the London version. It's a pop-Western sound and could get a lot of juke box action.

"Got You on My Mind," Cookie and His Cup Cakes on Chess is getting good action in the teen and r.&b. locations, as is "Danger," by Vic Dana on Dalton.

A couple of more unusual ones are "Sanbolero," with Stan Getz on Verve, a jazz-pop entry, and "Tamoure," with Bill Justis on Smash, a (get this) Hawaiian rock and roll ditty.

Juke box collections are generally slow during this time of the year. A good spell of warm weather could bring things up considerably. Chicago and environs have been having a series of hot and cold days, but nothing steady enough to build any kind of clientele in the taverns and teen spots.

Seek Celler Bill Alternative

• Continued from page 55

House Bill 5174, but one of the principal irritants is the proposed creation of a Congressionally appointed committee to collect, police and distribute a per-machine fee.

Last Resort

As a last resort, MOA would prefer that it, rather than a governmental agency, be charged with the responsibility of administering the collection program.

But sources within MOA—sources who for obvious reasons could not be quoted—emphasize that this arrangement would be the best of a bad bargain. As long as any chance to thwart removal of the exemption exists, MOA plans to continue the fight.

It was in this frame of reference that coinmen from all parts of the State attended a joint meeting of the Wisconsin Music Merchants and the Milwaukee Operators Association Monday (13) at the Ambassador Hotel here.

Top Speakers

They heard Managing Director Robert H. Blundred detail MOA's "New Look" and outline some of the national trade group's major objectives. They also heard C. S. Pierce, president of the Wisconsin Association and MOA board chairman, cite the threat to the juke box industry lurking behind House Bill 5174.

According to Blundred, MOA is driving to improve the public's concept of the juke box operator. "We need the co-operation of all segments of our industry to accomplish this vital goal," he said.

Blundred listed these among pressing MOA projects: Development of an industrywide code of ethics; a survey of location contracts, and establishment of a juke box mechanics school.

The proposed mechanics school would not utilize manufacturer personnel as faculty members, Blundred said. "We hope to have juke box manufacturers train technical school teachers and prepare them to take over as instructors. The faculty will not be made up of company teachers."

Convention Plans

Tentative MOA convention program plans, according to Blundred, include a session on juke box record programming. Panelists will include big name recording artists, disk jockeys and one stoppers. Also a session on route administration, plus a forum covering governmental regulation and licensing problems affecting operators in various parts of the nation are scheduled.

Blundred praised the accomplishments of local and state operator associations. "They provide opportunities for operators to assume their rightful place in the business world," he said. "And they enable individual operators to obtain prompt help towards the solution of local and regional problems."

Any talk that MOA is a dying organization was staunchly denied. "Since September we have signed over 125 new members," said Blundred. "Our goal is 200 by convention time."

Questions Legality

C. S. Pierce described House Bill 5174 as an attempt by ASCAP to force an entering wedge that would eventually "extract much more than the $5 per machine the measure now proposes." He questioned the legality of a bill permitting

(Continued on page 66)

THEY WENT DOWN TO ST. JAMES INFIRMARY

LONDON—A juke box is racking up top collections in, of all sites, the crypt under Bolton, Lancashire, Cathedral.

The crypt has been turned by the parson, Father Oates, into a club for the hip section of the congregation, largely youth.

Titled "The Crypt Cats' Club," the rendezvous' main feature is the juke box, operated on split-take with the church treasury by Symplay Ltd., London, reports R. A. Seabrook, managing director.

Coin returns are "far more than average," he indicates, adding that Father Oates finds the juke box installation a winner for rounding up both flock and extra church funds.

Lowestoft Education Committee, anxious to get the fishing town's youth off the street corners, has equipped its civic cafe with a juke box, says Seabrook.

This is one of the few instances where town elders have turned to juke boxes to draw U. K. youth together. Seabrook credits the instruments elegance as a factor toward changing official attitude toward juke boxes whose name in the trade is still "phonograph" in an attempt to achieve better status here.

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 machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

SURFIN' U. S. A.
BEACH BOYS, CAPITOL 4932
SHUT DOWN

CAN'T GET USED TO LOSING YOU
ANDY WILLIAMS, COLUMBIA 42674
DAYS OF WINE AND ROSES

AIN'T THAT A SHAME
4 SEASONS, VEE JAY 512
SOON (I'LL BE HOME AGAIN)

THE GOOD LIFE
TONY BENNETT, COLUMBIA 42779
SPRING IN MANHATTAN

STRING ALONG
RICK NELSON, DECCA 31495
GYPSY WOMAN

Recent

STEREO RELEASES

for Music Operators

SEEBURG ARTIST OF THE WEEK

FRANK SINATRA/COUNT BASIE—Sinatra-Basie
Reprise (Pop Vocal)

Pennies From Heaven/Please Be Kind • (Love Is) The Tender Trap/Looking at the World Thru Rose Colored Glasses • My Kind of Girl/I Only Have Eyes for You • Nice Work If You Can Get It/Learnin' the Blues • Sit Right Down and Write Myself a Letter/I Won't Dance

All titles listed are custom 33⅓ stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

Germans Await Juke Box Results

• Continued from page 55

first U. S. location test of Cinebox in Philadelphia, where David Rosen, the local Rowe-AMI distributor, has two machines out—one in a luncheonette and the other in a cafe which also offers both live and background music.

The cafe location presumably will test the film box in competition with live and background music, an exacting test which will permit some well-grounded conclusions as to the film box's potentialities.

What interests the European trade, apart from the mere fact of the test, is the film fare being provided—all or nearly all Italian and British films. This illustrate's the continental trade's thesis that the ultimate fate of the film box will depend upon its acceptance by the U. S. market.

Out of Proportion

Reports that the Cinebox is meeting with "extremely encouraging" initial response in the U. S. has caused European trade skeptics to do a double-take. Just prior to the report from Philadelphia a leading West German coin machine manufacturer (who does not produce film boxes) strongly protested to this correspondent the coverage Billboard has been giving the film phonographs. He contended that Billboard's coverage was out of proportion to the significance and achievements of the cinema juke box producers.

This manufacturer's school argues that the film phonograph concept has been tested before—even prior to the last war—and that it offers even less prospect of success now against competition from television. Their real concern seems to be that film phonograph will dilute the market for conventional juke boxes, without achieving a significant sales breakthrough with the film boxes stimulating the entire juke box trade.

Proponents argue just the reverse. They point out that competition from TV was absent before the war; that now it presents a growing challenge to juke box operation in TV set-type locations in the evening. Moreover, much better films are now available for the cinema juke boxes, and interest in quality pop music is at a peak.

No Reliable Criterion

The mere fact of the boom in European phonograph operation is proof that pre-war experience is no reliable criterion for the present—at least not in Europe.

The skeptics are forced to acknowledge, too, that the film

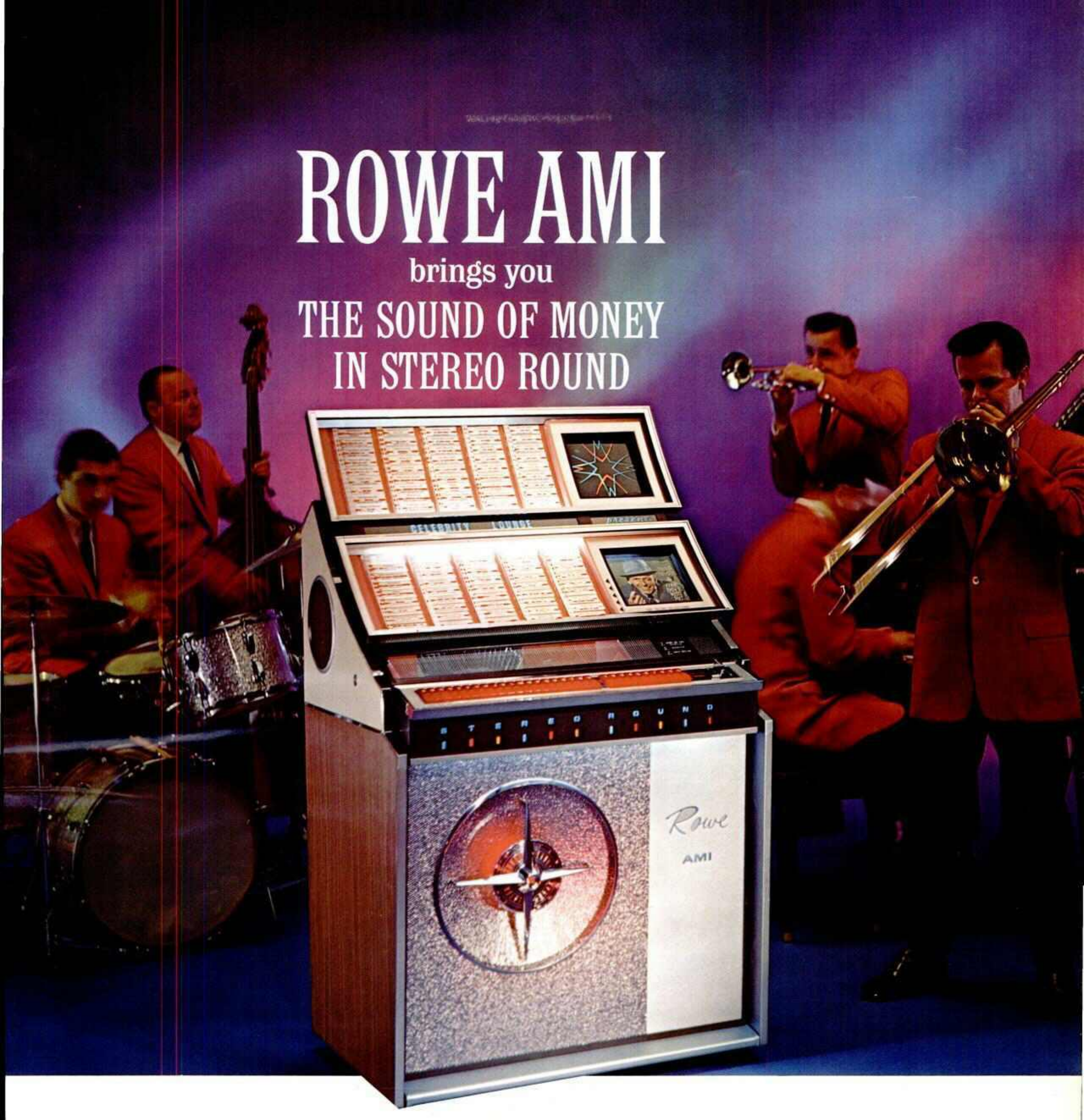
(Continued on page 66)

Copyrighted material
www.americanradiohistory.com

ROWE AMI

brings you

THE SOUND OF MONEY IN STEREO ROUND



unsurpassed music-maker! unbeatable money-maker!

Newly styled, the beauty of the Rowe AMI is just part of the story. Here, in a single phonograph are all the features you need to make money in any location. Look—

Self-contained Stereo Round*—it fills the room as if the orchestra were there. "Three-in-One" programming so you can change from 200 to 160 or 100 selections right on the spot.

A Top Talent Tune display that needs no "double" titles. Diamond stylus good for 50,000 plays. Full-width personalization panel. Mechanical automix at no extra charge. Light, color, motion—salesmanship, in other words.

See your Rowe AMI distributor today for the whole profitable story. You'll be glad you did.

ROWE AC SERVICES

18 South Michigan Avenue, Chicago 3, Illinois

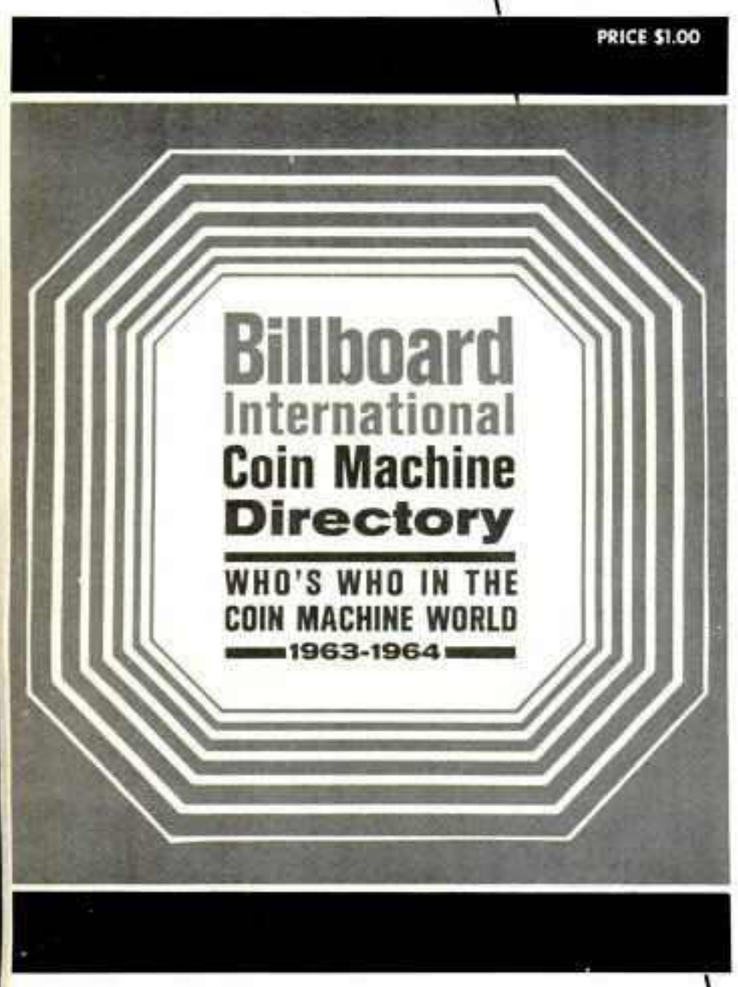
*Pat. pending

Copyrighted material

www.americanradiohistory.com

Just Published

The first separate international buying guide and reference volume ever published exclusively for the Coin Machine Industry.



Comprehensive directory listings for more than 60 countries of:

- Manufacturers
- Distributors
- Importer-Exporters
- Trade Associations
- International Air Freight Carriers
- Coin Machine Part Suppliers

AND **. . . Who's Who Internationally — pictures and personal biographies of U.S. and foreign coin machine industry leaders, manufacturing executives and heads of associations.**

Editorial analysis of juke box and game operating conditions throughout the world... legal restrictions, import regulations, duties & tariffs . . . summary of top juke box record hits and current programming trends.

Designed for fast, easy reference in a handy 8½ x 11 size on quality paper.

Don't miss the Coin Machine Industry's most important publication of the year...

Single Copy Price: $1.00

For your copy:

Send $1 to

Joe Pace,

Dept. 525,

Billboard,

2160 Patterson St.,

Cincinnati, Ohio

Copyrighted material
www.americanradiohistory.com

WORLD'S LARGEST INVENTORY FOR SALE

Send for New Spring Lists

ARCADE—GAMES
BINGOS—RIDES
MUSIC, etc.

DAVID ROSEN
Exclusive A M I Dist. Co. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

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

Ditchburn Gets Franchise For Symphonaire in UK

LONDON — Ditchburn Equipment, Ltd., Wurlitzer distributor in the United Kingdom, has closed a deal with Symphonaire, background music system, New York.

The agreement gives Ditchburn sole franchise to manufacture and market Symphonaire throughout Britain, Europe, and the entire British Commonwealth.

Norman Lever, general manager, with the firm's development engineer, A. Crossley, visited New York for the negotiations. Currently they are recruiting a special sales force for field sales and promotion of Symphonaire.

Some effect upon Wurlitzer juke box sales-rentals distribution is anticipated in certain areas, report indicates. But the over-all result of the deal is expected to "establish us firmly and finally in the background music business," Lever reports.

Competition here already entrenched includes Reditune, a subsidiary of indie TV, and Planned Music, Ltd. (Muzak).

It is a semi-virgin field to exploit. Safeway Stores, Canadian supermarket chain, is establishing newly in Britain. Many other similar chains exist, and the use of background programs is developing faster than the juke box and coin amusement trade which currently rides high.

Warm Spell Aids Denver Business

DENVER — Somewhat belated warm weather brought early tourists into the Denver area at least a month in advance of the usual influx, with the result that phonograph operators throughout the Colorado capital reported collections well above average for May.

Along with the pick-up in phonograph play, amusement machines showed a sharp upturn, primarily because of the same tourist traffic. Participation type games, which require two players or more, were showing the best results, according to a half-dozen Denver operators who combine juke box and game locations.

Leading the collections list for the week were "Pipeline," with the Chanteys; "Puff-Peter," with Paul and Mary; "Heart," with Wayne Newton; "Losing You," with Brenda Lee, and "I Will Follow Him," with Little Peggy March.

Wurlitzer Sales Dip; Profits Up

NORTH TONAWANDA, N. Y.—While sales of the Wurlitzer Company for the fiscal year ended March 31 were down 3 per cent from the previous 12-month period, net earnings rose from $1,210,859 to $1,504,543.

Sales were $39,215,900 for the period compared with $40,522,730 for the earlier fiscal period.

B. C. Rolfing, Wurlitzer president, said that much of the drop in sales was due to a reduction in items made for defense. He added that the sale of civilian products (music machines, pianos and organs) was up.

Exclusive Chicago Area Distributor for
WURLITZER
PHONOGRAPH and PARTS

IMPORTERS
SEND FOR
FREE
LATEST CATALOG
64 Pages—Fully Illustrated.

FIRST COIN MACHINE EXCHANGE, INC.
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500
Joe Kline
Cable: "FIRSTCOIN"—Chicago

electric scoreboard
FOR SHUFFLEBOARDS
Natural Finish Hardwood Cabinet
- Two-faced
- Fits any shuffleboard
- Scores 15-21 and/or 50 points
- Large metal ABT coin rejector box
- Coin-operated
- 10c 1 player or 10c 2 player by simple plug switchover
- Aluminum button scoring blocks
- Chrome tube supports

IMMEDIATE DELIVERY . . . $159.50
Terms: 1/3 dep., Bal. COD or S.D.
MARVEL MANUFACTURING CO.
2845 W. Fullerton Ave., Chicago 47, Ill.
Phone: DI 2-2424

MAIL THIS COUPON TODAY
for your copy of the just-published
INTERNATIONAL COIN MACHINE DIRECTORY
Single Copy Price: $1.00

Please ship_____copies of Billboard's International Coin Machine Directory.

My check for $_____is enclosed.

Name_____

Address_____

City_____Zone____State_____

Mail to: Joe Pace, Dept. 525, Billboard, 2160 Patterson St., Cincinnati 14, Ohio

COINMEN IN THE NEWS

DETROIT

Maurice J. Feldman, longtime distributor-operator who runs the Central Coin Machine Exchange, recently returned from a vacation trip to Florida, but says the damp weather didn't do any good for his health. Feldman says billiard tables are the big news in the games field as far as sales go, with home reaction-type games going very well also, in addition to the coin-operated games. He plans the first sizable promotion campaign for the used game market he has undertaken in several years.

Two well-known names in the coin machine business are retiring from the field here and moving to Phoenix, Ariz. **Mark Linkner,** who has been in business as the Mark J. Linkner firm for several decades, sold out his operation to the Forest Amusement Company, operated by **Nick Forest.** Linkner was at one time an important jobber-distributor here and formerly was a partner in Triangle Amusement Games. He will make his home in Phoenix, where his son is a surgeon.

Leo Weinberger, well-established music machine operator, has sold Leo's Amusement Company operation to **Ralph F. Schelden,** operating the Bee Music Company, and is moving to Phoenix because of his wife's health, expected to improve in that climate. He is reportedly going into the electrical lighting business there. Leo grew up in the coin machine business at the old S & W Coin Machine Exchange, leading downtown distributing firm in the 1930's. This was operated by his father, **Michael Weinberger,** now retired and living in Detroit, in partnership with **Sol Schwartz.**

HAL REVES

BOSTON BRIEFS

Mixing a little business with good works, **Bob Sylvester,** of National Music & Radio Corporation of Somerville, played a part in establishing the new N.C.O. Club at Hanscom Air Base in Bedford. Bob worked with **Col. Edward G. Carr,** commanding officer at the base, and **Sgt. Earl MacDonald,** club manager, to set up the facility. Bob, the colonel and the sergeant did a man-sized job getting together equipment for a paging and sound system and setting it up to give the airmen a fully equipped club for recreation and leisure. Bob also put in two juke boxes. . . . **Dave Gropman's** General Automatic Vending Company of Everett bought out the music routes of the American International Bowling Corporation. AIBC has now retired from the music business in this area. . . . **Al Levine,** formerly with Redd Distributing Company, is now in business at 46 Brookline Avenue, Boston, as distributor for Rock-Ola. . . .

Dave Baker's Melo-Tone Vending Company, Inc., is now in full swing at the new plant on Washington Street, Somerville.

John Hale Leaves Auto. Canteen Job

CHICAGO — John B. Hale has resigned his position as director of distributor relations for Automatic Canteen Company of America.

He will pursue a number of interests in the vending and beverage fields and will also remain as consultant to Canteen on special projects.

Hale joined Canteen in March 1962 as president of the Rowe AC Services division. He was formerly manager of the equipment division of the Coca-Cola Company, Atlanta.

TRUE ALBUM PROGRAMMING IN 33⅓ STEREO

The Revolutionary New SEEBURG LP CONSOLE

FOR SALE
GAMES & BOWLERS

Midway Deluxe Shooting Gallery	$195.00
Hercules Gun	195.00
Keeny High Straight	95.00
Tic-Tac-Toe	95.00
Keeney Sportsmen	125.00
Bally Target	195.00
Bally Star Shuffle	145.00
Bally Spinner	265.00

Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410	$545.00
Wurlitzer 2500, 2504, 2510	645.00
Wurlitzer 2300	445.00
Wurlitzer 2100	295.00
Rock-Ola Hide-A-Way 1440	75.00
Seeburg 200 Sel. WB	52.50
Seeburg KD	325.00
Seeburg 100 R	295.00
Seeburg 201	495.00
Seeburg V200	125.00
AMI H 200	225.00
AMI K 120	395.00
AMI 120 WB	29.50
Wurlitzer 5210 WB	59.50
Wurlitzer 5207 WB	37.50
Wurlitzer 2000	225.00
Wurlitzer 1800	235.00
Wurlitzer 1700	185.00
Seeburg 3W1 WB	27.50
AMI Lyric 100	425.00

CIGARETTE VENDORS
Eastern, 22 column $45.00
Call, Write or Cable.
Cable: LEWJO
We are now distributors for Smokeshops and Gottlieb.

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. Indianapolis, Ind. Tel.: MElrose 5-1593
329 W. Ninth St. Covington, Ky. Greater Cincinnati Tel.: AX 1-6969

See the ROCK-OLA BIG 3 FOR '63!
BIG IN STYLE!
BIG IN DESIGN!
BIG IN APPEAL!

ROCK-OLA
Rhapsody 160

Rhapsody 160
With Full Dimensional Stereo
Model 408
DeLuxe Stereo
Monaural
Phonograph

NEW ROCK-OLA EXCLUSIVE FULL DIMENSIONAL STEREO SOUND

TRUE FULL DIMENSIONAL STEREO SOUND is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

Copyrighted material
www.americanradiohistory.com

Outing Ops Hear Slug Report

KIAMESHA LAKE, N.Y.—The local bulk vending industry was out in force at the third annual joint outing of the New York Bulk Vendors Association and the New York Automatic Vending Association at the Concord Hotel here Friday through Sunday (10-12).

Stanley Kreutzer and Martin Selman, NYBVA counsels, detailed the latest developments in the bingo slub problem, and told the operators that the New York Office of the U.S. Secret Service is taking action. New York operators have been taking a bath for $25,000 a year in bingo slugs.

The Secret Service will send letters to bingo chip manufacturers informing them of the penalties for which they are liable if they persist in making slugs which can be used in vending machines.

Secret Service Agent Charles Gitten promised the operators that the federal government would co-operate fully with the NYBVA.

Gitten said that the government must prove intent to convict slug manufacturers. He suggested that the bulk operators attempt to convince the slug manufacturers to change their dies.

Mrs. Lois Kelly, sales manager of Penny King, pointed out that the government's regulations with regard to the bulk vending industry are often more stringent than they are with regard to other industries.

She pointed out that Penny King at one time made a button with the legend "F.I.B." Secret Service agents told her that the manufacture of the buttons must be discontinued. They said it might be mistaken for an FBI badge, even though the sequence of the initials was not the same. Penny King obeyed immediately.

Bill Falk, Plastic Processes, recalled a similar incident. His firm at one time made a play coin service, with the disks clearly marked as "play coins." Yet he too had to halt manufacture when the Secret Service objected

The operators wanted to know why the Secret Service would act so quickly in cases where the manufacturer made items for children's entertainment, but moved with extreme caution in cases where the manufacturer is making slugs in violation of federal law.

The slug situation will be discussed again when the group meets in New York next month.

Warnings on Slugs Ready For Members of NAMA

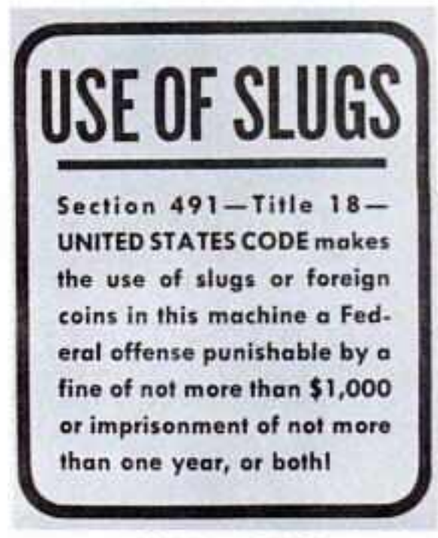
CHICAGO—Decals warning against the use of slugs in vending machines and coin changers are now available to members of the National Automatic Merchandising Association.

The decals are part of NAMA's national anti-slug program worked out in co-operation with the U. S. Secret Service.

Thomas B. Hungerford, executive director, said the decals would deter those who slug machines "just for the fun of it," but would have little effect on the professionals.

Hungerford urged operators to keep careful records of slug losses to detect and report trends and patterns that indicate organized slugging of machines.

He said NAMA would act as a clearing house on slug matters and would channel all related information to the U. S. Secret Service in Washington.



SLUG DECAL

The association will also conduct a semi-annual survey of slug losses to help spot trends throughout the country.

Hungerford said it was to held apprehend this criminal element that NAMA sponsored the amendment to the federal anti-slug law which was enacted last year and makes the "use" as well as manufacture of slugs and counterfeit or foreign paper money and coins in vending machines a federal offense.

Arizona Operator Solves Outdoor Vending Problem

PHOENIX, Ariz. — "All-weather bulk vending" is the purpose of an unique stainless steel hood which Star Vending Company here has begun installing at many locations.

The hood, usually used with two-head stands, as shown, is constructed of polished galvanized metal, to form a protective enclosure around the two bulk venders, while completely open at the front. The back curves over, to meet the top, so that Phoenix's occasional rains run off immediately, to prevent any accumulation of moisture.

The metal enclosures not only protect against the desert city's occasional rains, but likewise, provide shade, and some measure of heat-proofing, a serious problem where peanuts, for example, are displayed. When peanuts are exposed to the blazing Arizona desert sun, as is usually the case with outdoor locations, oil and fats turn rancid swiftly, with the result that in many instances, it takes only a few hours to spoil the vender's contents.

Ball gum is likely to become soft and sticky, and most confections are ruled out of the picture altogether. With the neat, eye-attracting hood, fill of almost any kind with the exception of confections, can be shown the year around.

STAINLESS STEEL HOOD

Star Vending Company has located many of its penny venders in the 40 Blakely service stations throughout Phoenix, where they operate in conjunction with automatic cafeterias and complete vending banks. The latter set-ups are among the most attractive in the Southwest, so that bulk machines must be up to snuff from an appearance standpoint. The protective galvanized metal hoods do exactly that.

Free Venders To Be Given At Open House

OCEANSIDE, L. I., N. Y.—All bulk vending operators who attend the open house sponsored by Buymore Vending and Mark & Venda at 2 Neil Court here June 8 will be presented with one of the new Beaver single models.

The two firms will move into their 8,000-square-foot building here a few days before the official opening.

Buymore is the New York distributor for the Beaver line of bulk vending machines. Mark & Venda is factory warehouse for the Beaver line of pre-packed gum jars and toys. Marvin Kreindel, of Buymore, and Bernard Greenberg, of Mark & Venda, will be in charge of the open house. Refreshments will be served throughout the day.

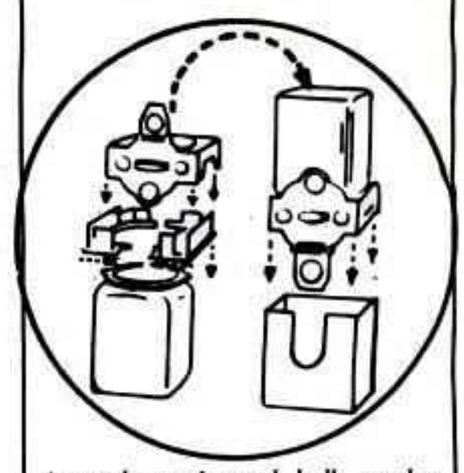
Door prizes will be donated by Plastic Processes and Penny King, charm manufacturers.

New and Hot
BRIDE & GROOM
Hand-Painted Miniatures
$12.50 per M
At your nearest warehouse or direct from
KARL GUGGENHEIM, inc.
159-07 Archer Ave., P.O. Box 510, Jamaica 31, N.Y. 212 RE 9-5433

Electric Money Maker
Famous ACME
ELECTRIC MACHINE

Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.
Sample $28.13
2 and up 23.50
Floor Stand 5.00
ORDER TODAY
1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors, Write for Prices.
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.
J. SCHOENBACH
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines. Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.
715 Lincoln Place, BROOKLYN 16, N. Y.
PResident 2-2900

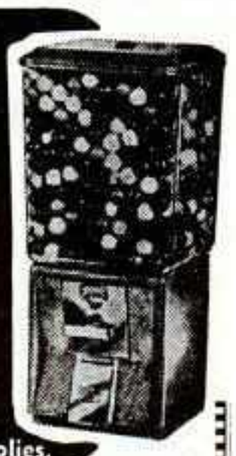
BIG SAVINGS on BALL AND VENDING GUMS
SAME FINE FLAVORS CENTERS AND COATING
Direct Low Factory Prices
Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 28½¢ lb.
Chicle Ball Gum, 130 ct. .. 36½¢ lb
Clor-o-Vend Ball Gum.... 41½¢ lb.
Clor-o-Vend Chicks, 320 ct. 41½¢ lb
Chicle Chicks, 320 & 520 ct. 37½¢ lb
Bubble Chicks, 320 & 520 ct. ..... 29½¢ lb.
Tab (short stick), 100 ct. .. 38¢ box
5-Stick Gum, 100 packs..... $1.90
F.O.B. Factory 150 lb. lots.
AMERICAN CHEWING PRODUCTS
38 years of manufacturing experience
4th & Mt. Pleasant • Newark 4, N. J.

REVOLUTIONARY BREAKTHROUGH!

A newly engineered bulk vendor with a disposable jar. If you haven't a single Beaver working for you, here's one.

Beaver singles or in a Mark I stand are first in everything except price.
Beaver Vending Machine & Supply
11036 Whittier Detroit 24, Mich.

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

VENDING HEADQUARTERS for VICTOR
THE MOST COMPLETE and FINEST LINE of BULK VENDORS
←L. C. TOPPER, $15.00 ea.
Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT! Large Stock of Vendors—Parts and Merchandise. Write for Prices.
GRAFF VENDING SUPPLY CO., INC.
2817 W. Davis Street Dallas, Texas

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.
NAME
COMPANY
ADDRESS
CITY
Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 3, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.
Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

VENDING HEADQUARTERS for VICTOR
THE MOST COMPLETE and FINEST LINE of BULK VENDORS
←L. C. TOPPER, $15.00 ea.
Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT! Large Stock of Vendors—Parts and Merchandise. Write for Prices.
BITTERMAN & SON
(Member MVMD, INC.)
4711 E. 27th Street Kansas City 27, Missouri
Phone: WA 3-3900

Copyrighted material
www.americanradiohistory.com

Selman Tells Views on Gambling

NEW YORK — Martin Selman, counsel for the New York Bulk Vending Association, presented an industry viewpoint toward charms and gambling charges in the journal of the NYBVA. We reprint the article, entitled, "An Element of Chance," in its entirety:

The test set forth in statutes relating to gambling is whether there is present in the operations an element of chance, the outcome of which is unpredictable to the patron. In the case of racing, it is clear that when a patron places a bet of $2 or $10 on "Clothespin" to win the eighth race, there's is a clear element of chances present. If this wager was made with a bookmaker, it would constitute a violation of our gambling laws.

The State of New York, however, excepted and made legal, wagers made at the track under the pari-mutuel system. The Mayor of the City of New York, over the past few years, has endeavored to have the Legislature pass a law permitting off-track betting, with the State and the City each receiving taxes thereon, estimated to give to each the sum of one hundred million dollars per year.

These efforts have been without success chiefly because of opposition to extending gambling so as to "bring the track" to the bettor. The only difference between a bet placed at the track and with a bookmaker is that the bettor is required to travel to the track.

The opposition claims that regardless of whether pari-mutuel machines at the track is right or wrong, it would be wrong to bring pari-mutuel betting to the city streets.

The foregoing controversy dramatizes the explosive nature of anything connected with gambling. This industry has had its experience with such statutes where it was claimed that "an element of chance" was present in the operation of charm vending machines.

Some years ago, a court stated that "to avid eyes of a child the trinket is a treasure" and accordingly found that a vending machine containing gum balls and charms created an element of chance.

To remove this element, the viewer machine was developed which exhibited to the purchaser in advance what he would receive in return for his coin.

Nevertheless there followed a great many prosecutions involving the viewer machine as well as the all-charm machine. During the years 1955 and 1956 several dozen were handled in which many magistrates acquitted the defendents, holding that there was no substantial element of chance involved. But because of the dramatic nature of any operation that under some interpretation could be connected with gambling, sporadic efforts have been made to bring prosecutions relating to charm-vending machines.

Thus far counsel has successfully argued that the precedent of previous court decisions has established the rule that there is no substantial element of chance present in the operation of these vending machines. However, intermittent or inadvertent summons have continued to be issued and it is hoped that the experience will continue to be favorable to the industry.

The bulk of these favorable rulings to the "viewer" and "all-charm" machines. Recently there have been a few cases involving the capsule machine. It is felt that if the distributors exercise care to see that their machines are in proper working order, properly equipped and do not offer prizes of any kind, that no new problems will be created.

In the event, whether "Clothespin" wins by a squeeze or "Handkerchief" by a sneeze, will continue to present no new problems to the industry. If this

(Continued on page 66)

BEAVER MEN TO SHOW IN CAROLINA

MYRTLE BEACH, S. C.— Manny Greenberg and Sol Greenberg of Beaver Sales will attend the annual convention of the Carolina Vending Association here, Saturday through Monday (25-27). Their North Carolina distributor, Dixie Vending of Charlotte, will exhibit the Beaver line of vending machines at the show. The convention will be at the Ocean Forest Hotel.

Pep up your machines with
Jungle Beasts

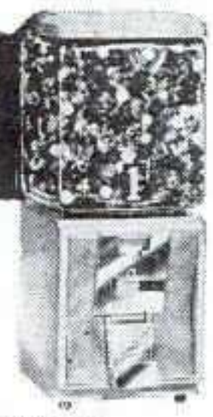
10 beautifully detailed animals to the collection. Made of same material as our famous "Scare 'Ems."
No expense was spared to make the molds for these beauties.
ONLY $35.00 per M Capsuled
PAUL A. PRICE CO., INC.
NEW ADDRESS
5 Skillman Street ★ Roslyn, N. Y.
Phone: 516 MA 1-5500

VENDORAMA® V2 25c & 50c
Capsule Vendor
HOLDS 200 V2 CAPSULES

New V2 capsule shown above. (Actual size is 2¼" in diameter.)

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.®
VICTOR VENDING CORP.
5711 W. Grand Ave., Chicago 39, Ill.

Servicing is Simplified with the
Northwestern INTERCHANGEABLE MERCHANDISE UNIT

Northwestern SIXTY*
With QUICK-TACH at Slight extra cost.

. . . Easy to Service
. . . Easy to Clean
. . . Time Saving
. . . More Profit
Complete line of machines, parts, stands, supplies, ball gum, charms and capsules.
Cleveland Coin Machine Exchange, Inc.
2029 Prospect Ave., Cleveland 15, Ohio
All Phones: TOwer 1-6715

Bulk Vending Candy
Vends freely in any weather.
Write Geo. F. Eby for samples
FERRARA CANDY CO., INC.
7301 W. Harrison St., Forest Park, Ill.

SPECIAL SPRING CLEAN-UP SALE

N. W. MODEL 60, Like New	$11.50
N. W. MODEL 49, 1c or 5c	12.50
N. W. MODEL 33, 1c	3.95
N. W. TAB GUM, 1c	12.50
ACORN 400, 1c, 10c	10.95
ACORN, 6 or 8 Lb., 1c	9.95
SILVER KING, 1c or 5c	4.45
SELECTO VEND TAB VENDORS	5.95
HALLMARK PEN MACHINES	13.50
ATLAS, 1c Ball Gum	10.95
PREMIER CARD VENDOR, 2c	15.95
U. S. STAMP MACHINE, 5c-10c Col.	8.95

All machines cleaned & ready for location. Offer good only while limited supply lasts.

LARGE CAST IRON STAND	$4.75
Lots of 5 or More	4.50

Write for catalog on complete line of Bulk Vending Supplies.
TITAN VENDORS SUPPLY CO., INC.
1210 Farnam Street
Omaha 2, Nebraska
Phone: 346-1340

BUY EPPY CHARMS, CAPSULES & RINGS
From Your Nearest EPPY Warehouse
SAVE FREIGHT—SAVE TIME
SAVE MONEY
at Low, Low Factory Prices.
SEE OUR NEWEST 10c CAPSULES
EPPY CHARMS INC.
91-15 144th Place, Jamaica 35, N.Y.

Northwestern
SUPER 60
• NO BREAKING
• NO CRUSHING
• NO MISSING

Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender.
Getting the Northwesterner? It's a newsy magazine. Ask to get on our mailing list. It's free!
WIRE, WRITE OR PHONE.
Northwestern CORPORATION
2534 E. Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Perc. Converted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	$ .74
Pistachio Nuts, Jumbo Queen, White	.67
Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.65
Pistachio Nuts, Sheik, Red	.55
Cashew, Whole	.64
Cashew, Butts	.61
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	$ .32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

There Are Big Profits In
NUTS
GET YOUR SHARE WITH
Northwestern

49 NUT VENDOR
Interchangeable SANI-CARRY globe for faster servicing.
Displays merchandise to best advantage.
Also available in Hot Nut.

Stamp Folders, Lowest Prices, Write
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.
NORTHWESTERN SALES AND SERVICE CO
MOE MANDELL
446 W. 36th St. New York 18, N. Y.
LOngacre 4-6467

ROCKET OR JUMBO 5¢
ALL CHARM VENDING
Entirely new, especially designed items comprise half of our New Jumbo Charm Assortment. The other half is Deluxe Rings which vend perfectly because of an insert containing an extra prize.
THIS IS ALL NEW.
BE THE FIRST IN YOUR TERRITORY. BIG PROFITS.
Atlas has the perfect machine for Jumbo Charms. Write for information on how to convert other Vendors.
FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company
2534 Mission St., Pittsburgh 3, Pa.

5c ATLAS MASTER Jumbo Charm Vendor
World's Largest Selection of Miniature Charms

Northwestern **SUPER SIXTY**
Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
*With QUICK-TACH at slight extra cost.

H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N. E., Atlanta 7, Ga.
Phone: DRake 7-4300

VENDING HEADQUARTERS for VICTOR
THE MOST COMPLETE and FINEST LINE of BULK VENDORS
←L. C. TOPPER, $15.00 ea.
Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT! Large Stock of Vendors—Parts and Merchandise.
Write for Prices.
LOGAN DISTRIBUTING CO.
1850 W. Division St. Chicago 22, Ill.

Copyrighted material
www.americanradiohistory.com

BARGAINS
FOR THE WEEK
GAMES GAMES
250 OF THEM
Received a Lot of Drink and Coffee Vending Machines in Trade.
WHAT DO YOU NEED?

Playtime Bowler, 16 Ft.	$410.00
Jumbo Bowler, 16 Ft.	250.00
Bonus Bowler, 16 Ft.	400.00
Bally Strike	149.50
DuGrenier 12-Col. Cigarette Venders	139.50
C.C. Citation Shuffle Alley, Like New	710.00
C.C. Aristocrat Shuffle Alley	550.00
Mills Panoram	375.00
Rowe 2700 Cigarette Venders, repainted hammerloid finish and reconditioned	200.00

We have many large ball Bowlers for sale, as is. What price do you offer?
Write or Call Us Collect.
MAin 1-3511
Write for Our Price List on Full Line of Coin-Operated Machines.
Central DISTRIBUTORS, Inc.
2315 Olive St., St. Louis 3, Mo.
Phone: MAin 1-3511; Cable: Cendist

ABP ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

COAST HOT DOG ROOM OP DREAM LOCATION

STUDIO CITY, Calif.—Something of an amusement machine operator's dream is the Hot Dog Show, unique restaurant on Ventura Boulevard here.

The restaurant makes a specialty out of glamorizing hot dogs, offering many specialty orders, covered with melted cheese, chili, beans and nuts. It attracts many children the year around. An area in the back of the restaurant has been set aside for children's birthday parties, the Hot Dog Show offering the space free of charge to California mothers, on an appointment basis.

Providing entertainment for youngsters are kiddie rides and games provided by half a dozen co-operating operators, all invited by the Hot Dog Show management to install whatever their specialty may be, changing them on the average of every three months, so that the Hot Dog Show's birthday party room won't become stale to regular users.

Typical equipment in the restaurant includes a Top Target by Williams, a de luxe Williams Baseball, a bucking horse, and a John Glenn Space Ship. Both kiddie rides and games are switched regularly, always wholesome, entertaining amusement machines which get the all-important stamp of approval from both parents and city fathers.

With as many as 25 youngsters using the birthday room every day, games get exceptionally heavy play, watched over by an attendant from the Hot Dog Show staff. Frequently, rides on whatever kiddie ride specialty are being used are offered as prizes between games and spelling contests.

HARRY CREIGHTON, manager of Canteen's Chicago branch, presents a scholarship certificate to Thaddeus J. Polit Jr., this year's winner of the Arnold Johnson Memorial Merit Scholarship. Looking on are Thaddeus' father, a Canteen accounting department employee, and Brother Bates, school principal. Thaddeus is the second winner of the scholarship. Grants range from $250 to $1,500 per year.

Witnesses Say They Saw Texas Pinball Pay-Offs

BEAUMONT, Tex.—Several witnesses have testified at the removal trial of suspended Sheriff C. H. Meyer that pinball machines in Jefferson County paid off in cash.

Meyer, suspended two years ago after a State investigation into vice conditions in the Southwest Texas county, is charged with incompetence and misconduct.

First testimony was heard following selection of a jury of nine men and three women. Meyer entered a plea of innocence when the charges were read.

Jack Fontenot, manager of a sandwich shop, said that three pinball machines paid $900 a month to customers playing the machines. He said they paid off at a rate of 5 cents a game.

Denny Jelenik, a mechanic who worked on the machines, also testified that the machines paid 5 cents for each game won.

Jelenik said that the owners of the machines received 60 per cent of the earnings and the owners of the establishments in which they were located received 40 per cent.

Albert Forell of Port Arthur, an employee of the Jefferson Novelty Company, told the court his firm owned and operated 80 pinball machines.

A retired novelty company owner took the Fifth Amendment when he was asked about pinball operations in South Jefferson County before 1960.

The State was trying to prove misconduct by Meyer by showing that he allowed pinball machines to be operated before he was suspended. The vice probe by the House General Investigating Committee led to Meyer's suspension.

ALUMINUM DE-GREASED DISCS
FOR STANDARD AND HARVARD
METAL TYPERS
• Packed in rolls of 100 • Available with special imprint
Call our PARTS & SERVICE Dept. for all your Typer needs
STANDARD HARVARD METAL TYPER, inc.
1318 N. WESTERN AVE.
CHICAGO 22, ILL. • EV 4-3120

Tours Colleges

NEW YORK — Lou Boorstein, head of Leslie Distributors, is off on a campus tour this week. First stop is Pittsburgh, where he visits his son Raymond, finishing his first year at Carnegie Tech. Then he goes to New Orleans, where he will attend the graduation of his eldest son, Martin, who will receive a B.S. in psychology. After graduation Martin will join the executive training program of the American Plan Corporation in Westbury, N. Y.

ATLAS . . . Reconditioned—Guaranteed
MUSIC • GAMES • VENDING

VENDING—Completely Reconditioned

VENDO ICE CREAM #210, Post-Select	$495
VENDO ICE CREAM #210, Pre-Select	395
ROWE L-1000 4-Flavor, High Serials	$595
ROWE RV 750 (Fresh Brew)	445
VENDO VCV 900 (Fresh Brew)	295
DuGRENIER K-12 Cig. (Man.)	140
SEEBURG E-2 Cig.	195
CORSAIR "30" Cig.	165
CORSAIR "20" Cig.	175
STONER 160 CANDY	165
ROWE 8-COL. CANDY	$125
ROWE ALL PURPOSE MERCHDSR.	845
ROWE 20-700 Man. 20-Col. Cig.	175
ROWE 20-700 Electric	225

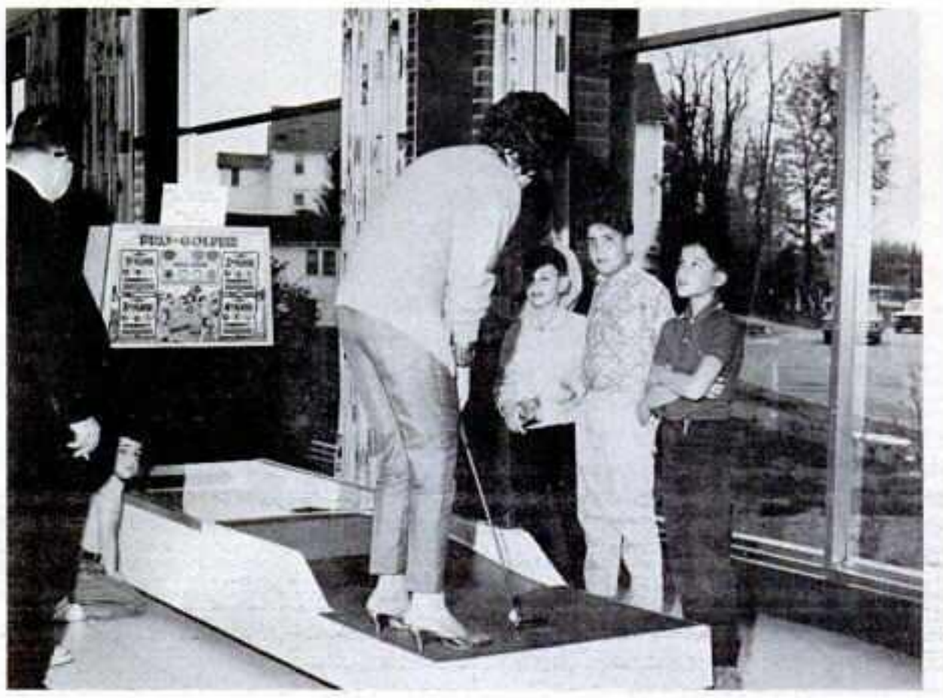
STANDARD COIN CHANGERS
50c Model, $125.00 Duo 50c-25c, $210
plus F.E.T.

WRITE FOR COMPLETE PHONOGRAPH LISTS
⅓ Dep., Bal. C.O.D. or Sight Draft.
Cable: "ATMUSIC"—Chicago

Distributors for
AMI—ROWE—BALLY
Serving the Industry for Over 30 Years
ATLAS MUSIC COMPANY
BRANCH OF ROWE-AC SERVICES DIVISION
2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

VENDING GETS SPOTLIGHT ON TV PROGRAM

CHICAGO — A special program on vending will be shown by 70 educational television stations throughout the country during the next several months. It was filmed in Denver by KRMA-TV and is being distributed by the National Educational Television and Radio Center, New York. Story ideas and background were provided by the National Automatic Merchandising Association. The program is part of the educational television network series entitled "Fascinating Coins." Dates and time will be announced by local stations.



A LADY GOLFER tries her skill with Pro-Golfer at the recent convention of the New York Automatic Retailers Association convention at the Concord Country Club, Kiamesha Lake, N. Y. John Bilotta, New York State distributor, put the machine on location during the convention, with all proceeds going to the Monticello (N. Y.) Hospital. It took in $57.60 in less than two days.

AMERICAN'S **Imperial**
The ULTIMATE in shuffleboards
Watch your profits soar when you operate the
ALL NEW IMPERIAL!
Featuring: Totally new, cantilevered scoreboard. New built-in light in scoreboard. New end lamps for beauty and illumination.
New! For the first time—Horse-Collar Play Control!
New! Drop coin mechanism built into center leg.

NOW! Available with tamper-proof PIN GATE CONTROL (even when electricity is off) or with exclusive MAGNO-PLAY CONTROL.
See it at your distributor now or write for free color brochure.
American SHUFFLEBOARD COMPANY
210 Paterson Plank Road, Union City, N. J. UNion 5-6633

THESE PATRONS PREFER MUSIC WHILE WAITING

LONDON—Capper to stories of "most unusual juke box location I've ever met" is tale from a large London distributor's service engineer who received a call from a West Kensington premises.

The engineer had the back off the machine and was repairing it when he noticed he was in the reception lounge of a brothel.

"Luckily business was not very brisk just then. But I have never fixed a juke box so fast in my life," he claimed.

The vicar of St. Botolph's Vestry, Whitechapel area, London, has installed a juke box in his mission hall. Purpose here is to distract the rubby-dub and derelict populace whose only home is the mission boards.

Copyrighted material

www.americanradiohistory.com

SEEBURG's EXHIBIT at the national Tavern Owners Exposition in Chicago last week showed a sample location, complete with juke box, cigaret machine, booths and the new Seeburg wall boxes.

Report From Britain

• *Continued from page 67*

three-week tour for business and pleasure.

He will visit Rock-Ola plant in Chicago, then New York, Buffalo, Salt Lake City, San Francisco, Las Vagas and Cheyenne.

British Briefs

John Singleton, secretary of Amusement Caterers Association, U. K., is in Germany on vacation until May 27. . . . Phonographic Equipment, Ltd., has added four new minivans to its 20-vehicle fleet. . . . Rock-Ola Capri juke box is focal point of a catering-house commercial due for TV exposure thrice nightly, filmed by Prospect Film Studios. Ruffler & Walker, Ltd., supplied the juke. . . . Italian Quematic scoring here with swag-crane and flipper table coin amusements. . . . **Ron Bowden,** area man in Devon for Ditchburn Equipment, Ltd., noting that Long Bar hospice, Exeter, had two floors, two classes of clientele, sold two Wurlitzer installations comprising Lyric jukes. . . . **Robert Mauro,** head of Electrophone of Milan, was in London for a three-day meeting with **Geoff Grange** of Mar-Matic Sales, Ltd.

Iowa May Repeal Cigaret Vend Ban

CHICAGO—Iowa's 24-year-old ban against coin-operated cigaret vending machines appears headed for repeal.

A bill eliminating the ban was passed by both houses, and Gov. Harold E. Huges is expected to sign it into law shortly.

The lifting of the ban will be a victory for the National Automatic Merchandising Association and the Iowa Association of Tobacco Distributors, both of whom have been fighting for it since 1949.

The bill makes cigaret sales through vending machines subject to the same regulations as those made by other cigaret retailers. It also contains a provision that machines must be so located that they can be supervised by a responsible person of legal age "who will be responsible for prevention of purchase by minors."

In February, 1961, the Iowa Supreme Court affirmed a Lower Court decision upholding the use of remote-controlled machines.

Thomas B. Hungerford, executive director of NAMA, said "I can't think of a single discriminatory provision against vending on which NAMA has spent as much work and effort over the years."

Since 1949 numerous bills were introduced but none ever received legislative approval.

Wisconsin Group Elects Millman

CHICAGO — Carl Millman, Automatic Merchandising Corporation, was re-elected president of the Wisconsin Automatic Merchandising Council at the group's recent Stateside meeting in Milwaukee.

Other officers elected were George Terris, Milwaukee, vice-president; John O'Brien, Milwaukee, treasurer, and Bert Veldhuizen, Watertown, secretary.

Newly elected to the council's board of directors were Hal Blotner, Madison; Gerald Zaug, Appleton, and John O'Brien.

David Hartley and John Insalata, public health counsel and associate legislative counsel of the National Automatic Merchandising Association respectively were guest speakers.

MGM, Verve Added To Seeburg Library

CHICAGO—The MGM and Verve labels have been added to the Seeburg library of little LP stereo disks. MGM adds such artists to the list as Count Basie, Connie Francis and Harry James. Verve artists include Ella Fitzgerald, Jimmy Smith, Oscar Peterson and Stan Getz.

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

Say You Saw It
In Billboard

BASEBALL GAMES

Pinch Hitter	$275
Official Baseball	275
Deluxe Batting Champ	375
Wms. Deluxe Baseball	295
Bally Batting Practice	225
Bally Big Inning	150
United Yankee	245
C.C. Super Home Run	95
Genco Hi-Fly	75
Genco Champion	75
Keeney League Leader	75
C.C. Bull's-Eye	135
Wms. World Series	375
Un. Bonus Baseball	395
C.C. Batter Up	195

PIN GAMES

Around the World	$225
Big Casino	295
Circus Wagon	125
Criss Cross	150
Duette	100
Falstaff	195
Four Roses, new	write
Flag Ship	135
Flipper	225
Flipper Parade	275
Flipper Fair	275
Flipper Clown	295
Gypsy Queen	75
Hi-Diver	195
Hot Diggity	75
Hot Rod	75
Jig Saw	125
Jalopy	75
Jolly Joker	250
Jockey Club	75
Kewpie Doll	250
Lancer	$375
Lightning Ball	225
Melody Lane	295
Majestic	150
Wms. Metro	250
Picnic	175
Race Time	225
Rocket Ship	165
Skill Ball	195
Sweet Sioux	285
Scoreboard	125
Silver	150
Straight Shooter	185
Show Boat	275
Sittin' Pretty	175
Smoke Signal	100
Super Score	150
Spot A Card	250
Sunshine	175
Telecard	75
World Champ	125

WRITE US FOR OUR NEW PRICE BULLETIN ON GAMES, SHUFFLES, ARCADE & KIDDIE RIDES.

M. S. GISSER
Sales Manager

CLEVELAND COIN MACHINE EXCHANGE Inc
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

FOR SALE
Ready for Location

9 INGO GRIP MACHINES	$ 25.00
2 WURLITZER 2150	250.00
10 WURLITZER MODEL 5207 WALL BOXES	50.00
2 WURLITZER MODEL 5210 WALL BOXES	95.00
1 WURLITZER 1700	150.00
WISHING WELL	35.00
CRISS CROSS	75.00
STAGE COACH	35.00
WORLD CHAMP	65.00
BALLY ABC SHUFFLE ALLEY	95.00
BALLY U. S. A.	50.00
BALLY WAIKIKI BEACH	100.00

All Type of Used Cigarette Machines
Send one-half deposit
GUERRINI'S
1211 W. 4th St. Lewistown, Pa.

HELP YOURSELF TO MORE VENDING PROFITS

Get VEND Now Twice a Month Thru a Money-Saving Subscription

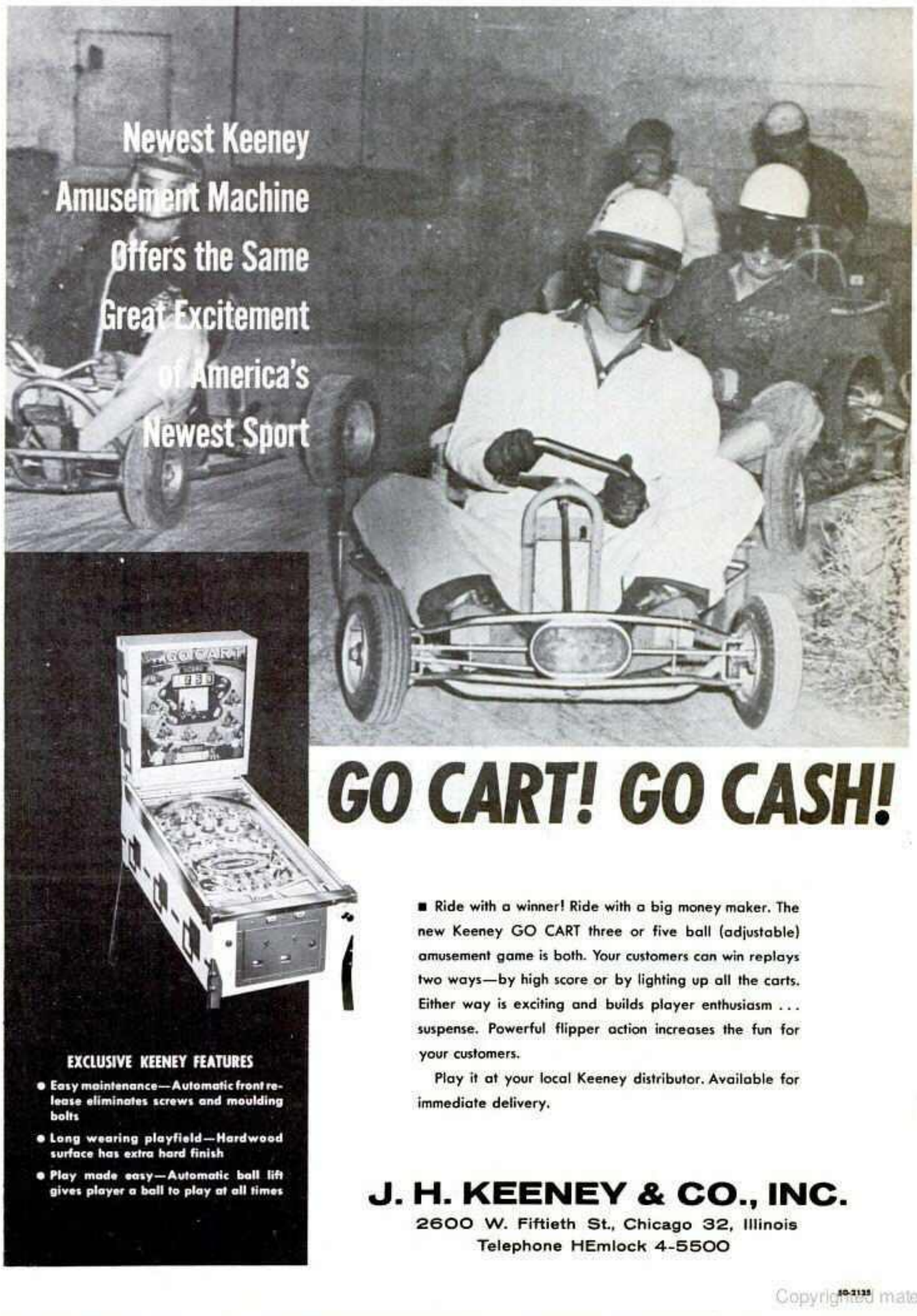
More vending men in all phases of the industry are using the money-saving, money-making ideas in VEND every issue—to insure profits—to be up to date on every important development in the vending field.

Less than 2 cents a day—brings ideas that could mean a fortune to wide-awake vending operators, manufacturers and distributors.

MAIL THIS COUPON TODAY

Vend Magazine
2160 Patterson St., Cincinnati 14, Ohio
☐ 1 year $7 ☐ 3 years $15
☐ Payment enclosed ☐ Please bill me
(Foreign rate, one year $14)
800
Name.....
Address.....
City.....Zone....State.....
Occupation.....

ARCADES
World's Largest Supplier
of
ARCADE EQUIPMENT
Write for latest catalog
★
We also carry a complete line of parts and supplies for all coin-operated equipment.
MIKE MUNVES CORP.
577 Tenth Ave., New York 36, N. Y.
BRyant 9-6677



GO CART! GO CASH!

EXCLUSIVE KEENEY FEATURES
- Easy maintenance—Automatic front release eliminates screws and moulding bolts
- Long wearing playfield—Hardwood surface has extra hard finish
- Play made easy—Automatic ball lift gives player a ball to play at all times

■ Ride with a winner! Ride with a big money maker. The new Keeney GO CART three or five ball (adjustable) amusement game is both. Your customers can win replays two ways—by high score or by lighting up all the carts. Either way is exciting and builds player enthusiasm . . . suspense. Powerful flipper action increases the fun for your customers.

Play it at your local Keeney distributor. Available for immediate delivery.

J. H. KEENEY & CO., INC.
2600 W. Fiftieth St., Chicago 32, Illinois
Telephone HEmlock 4-5500

50-2135

Copyrighted material
www.americanradiohistory.com

EUROPEAN NEWS BRIEFS

• Continued from page 56

that since the trade has failed to alter the situation by excluding the proprietors from association membership, it is only logical to take them in as members.

Soccer Game Glut

PARIS — An indication of what the European Common Market may eventually mean in terms of coin machine product competition is being provided by soccer game manufacturing competition.

The European market is flooded with soccer games from plants in nearly all of the European Common Market countries as well as Switzerland. The latest firm to bid for the rapidly contracting market is the Vit-Foot Company of Metz, which is offering both manually operated and electronic models.

Trade analysts believe that there must soon be a shakeout soccer game manufacturers, leaving a few big firms to dominate the Common Market area. Speculation centers in whether a parallel development is not in the offing for the phonograph field.

Caravelle in Italy

ROME — France's Caravelle film phonograph is invading Italy to compete with the Italian Cinebox.

Caravelle claims to have "outstanding film screen fidelity," to be, in effect, the "cinerama of the cinema juke boxes."

Caravelle's "Tel-Box" has a 24½-inch screen with intense luminosity, permitting high-quality projection even in broad daylight. The manufacturer, Cie Industrielle Francaise d' Automation (C.I.F.A.), says the pictures are perfect because of a precision reeling-off mechanism.

Twenty-eight color films can be preselected to be shown in rapid sequence—20 films take one hour.

Poles Want Juke Boxes

WARSAW—The Polish trade ministry disclosed that Poland is interested in the large-scale importation of used German phonographs.

The ministry said there is a large demand for German juke boxes by Polish restaurants and night clubs. Because of technical and economic factors, Poland prefers to import used equipment, with the understanding that the German manufacturer will supply parts and train Polish technicians in servicing and maintenance.

The trade ministry's electronics section estimated that several thousand reconditioned German juke boxes could be imported annually under the trade agreement.

Capri Sales Drive

HAMBURG—The new Capri models are being promoted across Europe from Norway to Cyprus by Rock-Ola's comprehensive network of distributors.

Synchronized for the Capri sales drive are Rock-Ola distributors in England (Ruffler & Walker), France (Mepadi S. A.), Switzerland (Novomat AG), Austria (W. Groemmer & Co.), Italy (Bruno Dragoni, Milan), Denmark (Dansk Grammofon Automat), Norway (Inter-trade Automatics), Sweden (ABATA Handels AG), Finland (Hissinhuolto Oy), and Cyprus (Petros Mouradian & Bros.)

Celler Bill

• Continued from page 58

a government agency to act as a performance rights royalty collector for ASCAP, a private organization.

The discussion following Pierce's talk touched on the role that should be assumed by MOA if 5174 gains passage. Suggestions included utilizing MOA as the collector of the proposed fee, rather than the federal government. Operators also indicated a definite preference that any enacted increase be in mechanical rather than performance royalties, and that plans should be made to test the bill for it's constitutionality.

Said Pierce: "If the bill passes, we'll undoubtly have to turn to the courts for relief."

A $500 check from the Wisconsin music merchants was presented at the meeting's close to Blundred to aid MOA in its battle against House Bill 5174.

Expect 500

• Continued from page 55

attend the affair. Guest of honor is William Cahn, district attorney of Nassau County.

With less than three weeks to go, the committee has raised $5,000, considerably short of its goal.

Tuesday's meeting was attended by 20 coinmen, the largest turnout yet. The members voted to present plaques to all manufacturers assisting in the drive and to display manufacturer equipment donated to the cause in the reception room at the banquet.

BAD SHOW, OLD CHAP, I PREFER DUNCAN PHYFE

LONDON—WANTED: HOTEL LOUNGE FOR CHIPPENDALE JUKE BOX. This is the kind of advertisement likely to appear shortly in London.

Ruffler & Walker, Ltd., Rock-Ola distributor, has a side-board sized, oak juke box with Queen Anne legs, and period character. And no takers.

It was shipped by Al Adickes, Hamburg, when U. S. juke boxes were embargoed at United Kingdom ports.

It is a pristine piece of furniture in first-class audio shape. Just the thing for the Palm Court-style hospice once common in U. K. resorts. But the trend there is toward chrome and formica music-makers. Bow-legged ensembles, live or stereo, have been given the pink slip.

Germans Await

• Continued from page 58

phonograph has elbowed its way into the U. S. market, albeit on trial, with success never achieved by any European-manufactured phonograph.

Cinebox's rival, Scopitone (manufactured by C.A.M.E.C.A. of Paris, a leading electronics producer), is being promoted heavily in West Germany, where it is being tested at 100 locations.

Cinebox predominates in Italy and shares the French and Belgian markets with Scopitone. A third film box, Caravelle (also of French manufacture), is bidding for a share of the expanding coin cinema market.

Objections of the German manufacturer to the contrary notwithstanding, the film boxes definitely are gaining ground in Europe. They have not won acceptance, but their progress to date is highly encouraging.

Selman Views

• Continued from page 63

is done, there is reasonable expectation to hope that the courts will continue to echo the words of one of their number addressed to an officer some years ago:

"If you fellows are going to bring in these things after you know we dismiss them, then I am going to ask these fellows not to accept any summons and to demand to be arrested and sue you fellows for false arrest.

"We know these cases are not proper cases and the D.A. is dismissing them. We want this thing to stop. There are a lot of other crimes that could be abolished and enforced. We don't want you fellows to waste your time harassing these candy store keepers or coming into court here and wasting your time. We are not paying heavy taxes for stuff like that.

"Get wise. Don't pull in this kind of junk."

S L I C K

GOTTLIEB'S

C H I C K

Featuring New Playboard Auto-Clamp!

New Front Door Styling!

New Front Moulding Clamp!

New Maximum Security Door Lock!

New Double-Size Cash Box!

- Completing S-L-I-C-K C-H-I-C-K in rotation lights one rollover button and resets.
- Lighting all 5 rollover buttons lights center hole for special.
- Hitting 4 numbered rollovers consecutively awards special; lights all 4 for further specials.
- Hitting rollovers determines special value of hole.
- Stainless cabinet trim. • Match feature.

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb FLIPPER SKILL GAME

D. Gottlieb & Co.

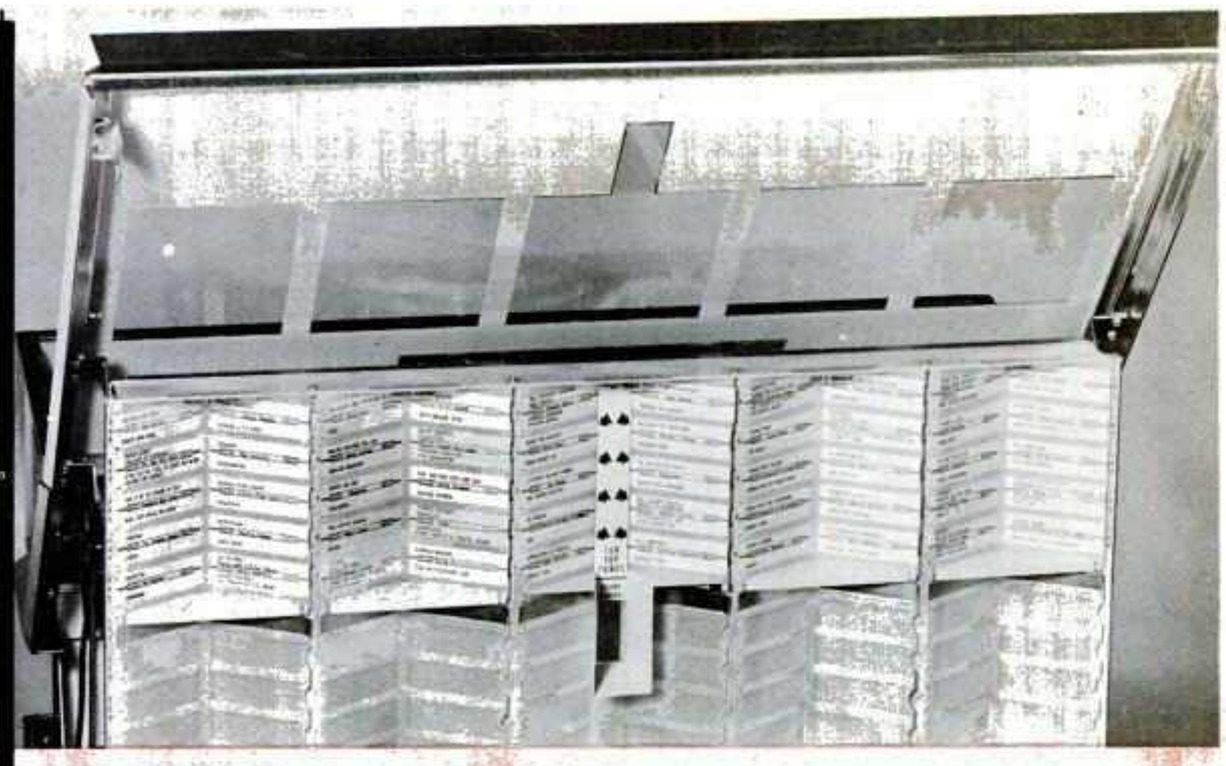
1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

Copyrighted material
www.americanradiohistory.com

NEW DOME DISPLAY

Here is a colorful and compelling invitation to play the 2700. It can be used for location personalization — to feature album cover in conjunction with Music of the Week or Ten Top Tunes. Limitless color combinations.

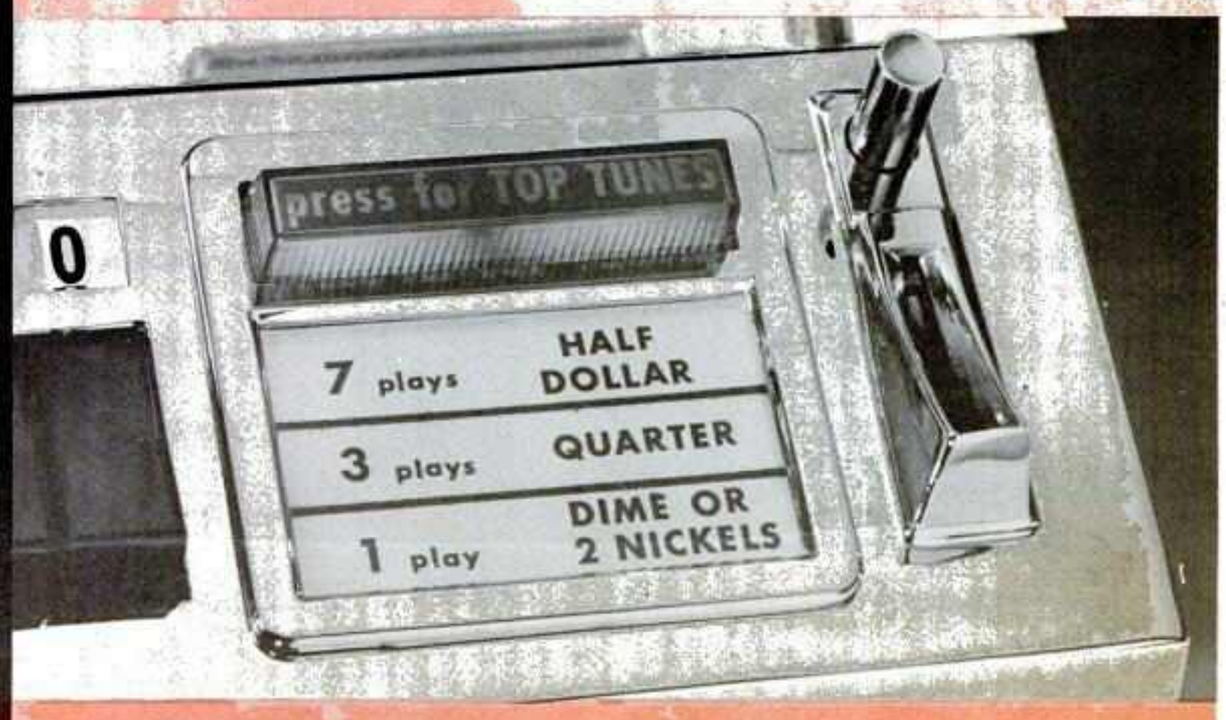


HIGH SPEED TITLE STRIP CHANGING

With dome raised, entire hinged program unit drops to a vertical position. V-shape of each section makes title strips easily accessible — saves service time. Tone arm adjustment and needle changing are high speed operations, too.

WURLITZER PROMOTION PANEL – A REAL EXTRA PLAY PRODUCER

Softly glowing, fired-on, edge lighted letters indicate the presence of Wurlitzer Stereo Music, promotes play. Panel releases downward for access to switch banks and fluorescent tube or grille color shield.



GOLDEN SELECTOR BAR FOR TEN TOP TUNES FEATURE

To the greatest play stimulating feature ever Wurlitzer has added even more appeal. Deposit a half-dollar, the Golden Bar glowingly displays the message "Press For Top Tunes." Pressing the bar extinguishes the light, starts the Top Tunes playing.

Every Wurlitzer 2700 Feature is Money in the Bank for You

The new Wurlitzer 2700 is alive with new features — each in its own way contributing to greater earning power or lowered service costs. See and hear the 2700 at your Wurlitzer Distributors. Check **all** the new features yourself. Compare what you hear and what you see and you'll quickly agree . . .

WURLITZER *has the Winner for 1963*

THE WURLITZER COMPANY • *107 Years of Musical Experience* • NORTH TONAWANDA, N. Y.

Copyrighted material
www.americanradiohistory.com

FRANCIS C LAUDA
118 MIDDLENECK RD
PORT WASHINGTON L I N Y
1133 E21020 32KR 67801206

A CAPITOL IDEA: Tennessee Ernie Ford was granted permission from the California State Department of Corrections to record his new Capitol album of religious music in the prison chapel, San Quentin, backed by the San Quentin Prison Choir. Produced by Lee Gillette, the sessions took two days. Proposed title of LP is "We Gather Together."

FILM DEBUT: RCA Victor recording star Jim Reeves recently completed his first starring role in "Strike It Rich," produced and filmed in South Africa. He is shown with his leading lady, Madeline Usher. Reeves proposes to stay on for film premiere in November.

Billboard
PHOTO GALLERY OF
Newsmakers

SESSION BASH: In London to record "Sammy Davis Salutes the London Palladium" for Reprise, Davis talks it up with Pye Records execs (left to right) Alan Freeman, a.&r.; Davis; Ray Horricks, a.&r. exec.; engineer Bob Auger, assistant general manager Les Cocks and a.&r. manager Peter Knight Jr.

COUNTRY BOY IN ORIENT: Ferlin Husky gets colorful reception on arrival at Tiapa Airport with Jim Tole and Sammy Pruitt on current Far East tour.

PYE EYED BY SHARP: Louis Benjamin, general manager of Pye Records, London, shows visiting Dee Dee Sharp his firm's display of the Cameo-Parkway line of LP's.

RECEPTION: Reception was held in the Beverly Hills Hotel recently honoring Sir Joseph Lockwood (left), chairman of the board of EMI, by Capitol Records president Alan W. Livingston, seen here with his wife, actress Nancy Olson.

LONG TERM PACT: Pop baritone John Gary (right) has been signed by RCA Victor for both singles and albums. Signing is supervised by Robert L. Yorke, division v.-p., commercial records creation department.

SUPPORT FROM SCRANTON: In Harrisburg, Pennsylvania Governor William Scranton receives copy of "All Star Festival" LP. Presentation was made by Jules Malamud, NARM executive director (left), while NARM treasurer Endo Corsetti and Peter C. Wambach (right) of Wambach Distributors look on.

MEXICAN IMPORT: Amalia Mendoza, Mexican singing star, was toasted in New York recently by Phil Silverman, of Bruno Distributors, while her husband, Commandante Fernandez de la Vega, Mexican police official, joins in. She is under exclusive contract to RCA Mexicana.

GARLANDS FOR LIZA: In scene from her off-Broadway debut, Liza Minnelli romps through hit song-and-dance number in "Best Foot Forward." Hoofing along are Don Slaton, Paul Charles and Gene Castle.

Copyrighted materia
www.americanradiohistory.com