

# Billboard

The International Music-Record Newsweekly

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



## ★ NATIONAL BREAKOUTS

### YOUNG LOVERS . . .

Paul & Paula, Philips 40096

### PUFF . . .

Peter, Paul & Mary, Warner Bros. 5348

## ★ 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.

### THE BOUNCE . . .

Olympics, Tri Disc 106  
(Marc-Jean, BMI) (Los Angeles)

### SO NICE WHILE IT LASTED . . .

Sam & Dave, Roulette 4480  
(Mom, BMI) (Miami)

### HAMBONE . . .

Red Saunders & Orch., Okeh 7166  
(Rush, BMI) (New York)

### WORK OUT . . .

Michael Clark, Imperial 5893  
(Travis, BMI) (Chicago)

### KILLER JOY . . .

Rocky Fellers, Scepter 1246  
(Mellin-White Castle, BMI) (Pittsburgh)

### IF YOU WANNA BE HAPPY . . .

Jimmy Soul, S.P.Q.R. 2205  
(Rockmasters, BMI) (Boston)

### ARABIA . . .

Del-Cos, Showcase 1501  
(Combine, BMI) (Pittsburgh)

### MY LITTLE GIRL . . .

Crickets, Liberty 55540  
(Cricket, BMI) (Boston)

### TWO WRONGS DON'T MAKE A RIGHT . . .

Mary Wells, Motown 1039  
(Jobete, BMI) (Washington)

### LITTLE BAND OF GOLD . . .

James Gilreath, Joy 274  
(Beak, BMI) (Memphis-Nashville)

### HOT PASTRAMI . . .

Dartells, Dot 16453  
(Arlen, BMI) (Hartford)

### ANYWAY YOU WANTA . . .

Harvey, Tri-Phi 1017  
(Fuqua, BMI) (Memphis-Nashville)

### GRANNY'S PAD . . .

Viceroy, Bolo 736  
(Bolmin, BMI) (Seattle)

### I LOVE YOU BECAUSE . . .

Al Martino, Capitol 4930  
(Rose, BMI) (Hartford)

## ALBUMS

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

## Distributors Begin Fretting as Handleman Enters Field

By REN GREVATT

NEW YORK—A new Detroit distributorship was heralded into the business with more than the usual amount of fanfare last week. As Border City Sales Company opened its doors Monday (4) for the first time, the cry could be heard Coast to Coast, "Handleman is now in the distributing business."

On the West Coast, meanwhile, two other rack jobbers were reported ready to open distributing wings. One is in Los Angeles, the other in San Francisco, a fact which moved Irv Pinensky, owner of Eric Dis-

tributing in San Francisco, to suggest that ARMADA, the national trade association of distributors, drop its plans for a June convention and call one right away.

"I'm not a member, frankly," Pinensky told Billboard, "but I'd like to see a full-dress discussion of this situation right now and then I'd like to see some kind of action. If they call a meeting now, I'd be glad to go and join the group."

Many distributors declined

## Capitol Club Issues 1st Disk Not Its Own

HOLLYWOOD — The Capitol Record Club will issue Warner Bros. Records' "Gypsy" sound track LP to its members, thus marking the first time in the club's history that it has distributed product other than its own and that of its sister label, Angel. The Warner Bros. "Gypsy" sound track package currently holds the No. 10 spot in Billboard's "Top LP's" list.

The "Gypsy" deal was concluded between Dan Bonbright,

## THERE'S A REAL DISK FOR YOU ON PAGE 31

NEW YORK—An innovation in business paper publishing with great significance for the music-record industry is presented in this week's Billboard. Attached to Page 31 is a flexible plastic disk as part of a Capitol Records message. The disk features a sampling of the talents of Dick Dale, the teenage sensation, whose first disk getting Capitol distribution is now in release.

This technique, inaugurated by Capitol, enables the entire worldwide industry to actually hear Dale, through Billboard's international distribution — perhaps the widest such sampling in record industry annals. Though not comparable to the wide range high fidelity disks actually on sale, the recording technique utilized here is applicable not only to teen-type entertainment, but to virtually any form of music.



THE ADULATION being showered on the Kingston Trio is from young ladies in the "finishing room" of Capitol Records' main plant in Scranton, Pa. By coincidence, sure, the girls were stuffing the special sleeves for the Trio's "Greenback Dollar Days" Promotion. The promotion, inspired by the Trio's hit single, "Greenback Dollar," offers one Kingston Trio LP for 62 cents to dealers for each one purchased at regular price. This enables the dealer to sell one for \$1 with each bought at list.

## Deaths Stun C.&W. World

By MARK-CLARK BATES

NASHVILLE — Death claimed a fifth "Grand Ole Opry" performer late Thursday (7) when Jack Anglin, of the team of Johnny and Jack, was killed in an auto crash in nearby Madison. (Story Page 3.)

NASHVILLE — The air crash deaths of four country music personalities, including three nationally known "Grand Ole Opry" stars, stunned the music industry and thousands of country music fans throughout the nation last week.

Killed Tuesday (5) evening

## NARM Fails Again In Distrib Rate Try

By BOB ROLONTZ

SAN FRANCISCO—A major confrontation took place at the fifth annual convention of the National Association of Record Merchandisers (NARM) in this city last week when the rack jobber members of the organization demanded that they be recognized by their manufacturer associate members as full distributors, with the right to buy product direct at distributor's price. The NARM members' campaign was intense, vigorous and organized, but when the smoke had cleared, the manufacturers had refused to bow to the pressure, and reaffirmed their long-standing policy of treating rack jobbers as sub-distributors, who had to buy, at their regular functional discount, from distributors.

The NARM campaign to achieve distributor status was vociferous, serious and open. It started at 10:21 a.m. (P.C.T.) only a few minutes after the opening of the first panel dis-

direct comment, pending clarifications. This particularly applied to MGM distributors in various markets, who, fearing the worst — the fact that the new Detroit Handleman distributorship would serve all its many nationwide rack outlets with MGM product from Detroit, thus cutting local distrib-

(Continued on page 6)

ussion on Monday morning (4). It was kicked off by Ed Snider, of Edge Limited, one of the East's big rack firms. And it was continued by Ed Mason of Record Rack Service, who was also on the panel, plus NARM members in the audience like Pete Wambach, Charlie Schlang of Mershaw, Lou Kustas of Toy House and Johnny Billinis of Utah Sundries.

But it was even more emotional and wild at the next panel discussion Tuesday morning (5), when Cecil Steen of Recordwagon in Boston, opened the seminar by reading a NARM resolution which called for recognition of "service distributors" (rack jobbers) as wholesale distributors, and the right of service distributors to get the same price for records as wholesale distributors, with manufacturers to give distrib and override for merchandise bought by racks in their territories. The resolution also called for rackers to get drop shipments, full information about manufacturers credit policies and price structure to wholesalers and information directly on all cut-outs.

The reading of the resolution caused something of an explosion on the part of the manufacturer panel members, especially Stan Gortikov of Capitol, Bill Gallagher of Columbia and Irwin Steinberg of Mercury. Gortikov demanded to know where the override would come from, Gallagher said the resolution was "presumptuous," and Steinberg said that according to a credit survey his firm had made on the NARM rack jobber members, only six of the NARM firms were in strong financial shape.

Bitter and heated discussion followed on the part of the rackers during the entire panel session that Tuesday morning. Basically the rackers demanded distributor price and the right to buy direct on the basis of his

(Continued on page 4)

near Camden, Tenn., in the single-engine plane were Decca Records' Patsy Cline; Starday's mainstay, Cowboy Copas; King Records artist, Hawkshaw Hawkins, and Randy Hughes, talent manager and personal manager to Miss Cline.

Telegrams, cables, phone calls and flowers poured into the city from all parts of the country and overseas as the fatal news broke on the wire services Wednesday morning (6).

Irony played its role in the tragedy, as the victims were returning from Kansas City, Mo., where they had played a benefit for the widow of

Cactus Jack Call, deejay who was killed recently in an automobile accident.

The plane had stopped in Dyersburg, Tenn., to refuel. It departed Dyersburg about 6 p.m. on the last hop to Nashville. The Dyersburg airport manager, Bill Braese, said Hughes had given his name as pilot of the craft but no flight plan was filed.

The weather in the area at the time of the accident was termed "extremely turbulent." CAB investigators were at the scene of the crash Wednesday and Thursday to make a detailed probe of the wreckage in an effort to learn the cause of the

(Continued on page 18)

# CBS



FOR INFORMATION ABOUT THE SOUND HEARD 'ROUND THE WORLD, SEE THE SPECIAL CBS INTERNATIONAL SECTION INSIDE.

# NEW FROM GROOVE...



58-0017  
**Groove**  
45 RPM

**JUSTIN  
TUBB**

TAKE A LETTER,  
MISS GRAY

—  
HERE I SIT  
A-WAITIN'



58-0016  
**Groove**  
45 RPM

**LOVELACE  
WATKINS**

**TENDER  
LOVE**

—  
MA CHERIE,  
AU REVOIR

**JUSTIN TUBB**

**DEBUT ON GROOVE...  
STRAIGHT FROM NASHVILLE!**

**#58-0017**

**"TAKE A LETTER MISS GRAY"**

**c/w "HERE I SIT A-WAITIN"**

**LOVELACE WATKINS**

**ANOTHER  
SURE SMASH**

**#58-0016**

**"TENDER LOVE"**

**c/w "MA CHERIE, AU REVOIR"**

**KEEP IN THE GROOVE! ORDER BIG...NOW**

**Groove** RECORDS

# JACK ANGLIN KILLED; 5th 'OPRY' STAR IN 2 DAYS

NASHVILLE — Jack Anglin, of the nationally known country music team of Johnny and Jack, was killed in an auto crash late Thursday afternoon (7) in suburban Madison, Tenn. Anglin was the fifth star of WSM's "Grand Ole Opry" to meet accidental death within two days. (Story, Page 1.)

Lamenting on the loss of Anglin and the deaths Tuesday (5) of Patsy Cline, Hawkshaw Hawkins, Cowboy Copas and Randy Hughes in a plane disaster, "Grand Ole Opry" general manager, Otto Devine, said, "It is almost impossible to realize that so many of our people have been lost in so brief a time. The entire "Opry" cast is brokenhearted in this time of sorrow. In the 38-year history of the "Grand Ole Opry," nothing can compare with the sadness all of us at WSM are endeavoring to endure at this time."

Ironically, Anglin had participated in the same Kansas City

benefit show, earlier in the week, from which Hawkins, Copas, Hughes and Miss Cline were returning when they met death in their private Comanche aircraft in western Tennessee. Anglin is believed to have lost control of his car. The vehicle ran off an embankment, struck a tree and came to a halt in a creek. He was riding alone and was pronounced dead on arrival at Madison Hospital.

Anglin, a native of Columbia, Tenn., began his career in 1940. He and Johnny Wright, husband of Kitty Wells, became "Opry" regulars only last year. Voted the No. 1 country music team in the nation frequently in past years, they enjoyed such hits as "Poison Love" and "Oh Baby Mine." Anglin is survived by his widow, Louise, and a seven-year-old son.

The singer had returned from Kansas City by commercial aircraft and was understood to have been on his way to funeral services for Miss Cline when he was killed.

## Capitol Club Issues 1st Disk Not Its Own

• Continued from page 1

president of the Capitol Club, and Warner Bros.' Records President Mike Maitland. Bonbright told Billboard, "This release does not constitute a change in the club's general pattern of releasing only Angel and Capitol label records."

He said no decision had been reached as to whether the "Gypsy" LP will be distributed under the Warner Bros. label or under Capitol. In the past, Warner Bros. had placed several LP's with the RCA Victor Club, with these issued under the latter's label.

Bonbright added that "no agreement has been made about any other label or catalog. The club, however, will continue to review particularly desirable recordings. As far as labels and catalogs are concerned, we believe the Capitol and Angel catalogs represent the quality recordings in the club market."



DR. KILDARE delivers another one! Trade reports show that Richard Chamberlain, TV's own Dr. Kildare, has another big one in "All I Have to Do Is Dream," his latest MGM release. With this as a follow-up to his "Love Me Tender," it's two hits in a row for Dick.

(Advertisement)

# Cap Hits Dynagroove; First Dealer Reaction

By SAM CHASE

NEW YORK—Initial dealer reaction to RCA Victor's new Dynagroove process ranged from exceptionally enthusiastic to a wait-and-see attitude.

On the positive side, such disparate retailers as Korvette's (with 22 outlets in the East selling at big discounts) and Little Al's (with nine stores in the Chicago area selling at list price) were doing raves about the sales potential of the Dynagroove LP's. More cautious were the reactions from Wallich's Music City in Hollywood and the Radio Shack chain in the New England area, both of which indicated it was still much too early to get a feel of consumer reaction.

Dave Rothfeld, the buyer for Korvette's, said that despite the fact that the huge \$2 million plus ad campaign was not yet launched, all 22 stores already have experienced an impact far beyond expectations and without exception all stores have had to reorder. Stores where no reaction was expected, as in Audubon, N. J., were completely cleaned out of all stereo Dynagrooves in two days, "something amazing and gratifying to us." When the RCA and Buick ad campaign rolls, Rothfeld expects "a great upswing of business."

Korvette's ran a two-day special to introduce Dynagroove, with the \$3.98 disks going for \$2.22, the \$4.98 lists for \$2.88, and the \$17.98 opera package for \$9.84. Prices are now back at the usual Korvette discounts, and Rothfeld says sales actually are building as the result of word-of-mouth from the buyers at the sale.

### Excites Sound People

Sound enthusiasts are the first buyers, he says, so stereo versions are the big sellers now, but he anticipates the ad campaign will bring in the regular mono buyer in droves. The Peter Nero album is the leading pop product so far, while the opera package tops the classics.

To show his personal enthusiasm, Rothfeld is going to convert the 14 audio centers exclusively. Window and ad signs will notify customers that only Dynagroove disks are being played all day long, and will urge them to come in to hear the process.

Rothfeld said the excitement has not hurt old Victor product sales, such as the "Our Man" series, but there are numerous queries as to future Dynagroove releases and possible reprocessing of older product in the process. "It's a great shot in the arm for the record business," he said.

Little Al Temaner, leading Chicago dealer, said he is going into immediate Dynagroove demos in each of his stores. He said that initial reaction indicates to him that the system constitutes a "revolution rather than evolution" in the business, "and we'd be stupid not to help the revolution." He added that whenever a revolution comes along, it is far better for the industry than a gradual evolution, because everyone makes more noise and this stimulates consumer curiosity and sales accessibility.

### 'Dramatic' Move

Temaner regards the process as "definitely more dramatic" than any other. He said: "I don't care if it's over-modulated, under-modulated or non-modulated. It sounds more exciting in stereo and crisper in mono." He

NEW YORK—The pros and cons of RCA Victor's Dynagroove process continued to be the subject of debate in the trade this week.

Capitol Records President Alan Livingston issued a statement stating that his firm had

## Csida Group Forms Firm In Nashville

NASHVILLE — Several national music industry leaders will announce the formation of a new corporation in about two weeks, and expect to offer a multimillion-dollar stock sale for the formation of a recording company.

It is understood that Joe Csida, Lester Vanadore and Hubert Long, among others, are the men behind the move. Csida last week sold his interest in the Csida-Burton Publishing firm to Bobby Darin. Vanadore is president and owner of Vanadore Publishing Company, and Long heads up the well-known talent agency which bears his name.

Reached at her home in Nashville, Mrs. Vanadore said her husband was in Florida and would not be back for several days. Efforts to reach him there were unsuccessful. Mrs. Vanadore said Frank Poole, a Nashville attorney representing Vanadore, was in New York. It was understood that he was there to confer with two New York City brokerage firms regarding the selling of stock.

Long could not be reached at his office or his home. He was reported helping with funeral arrangements for the four "Grand Ole Opry" stars killed in Tuesday's air tragedy.

Mrs. Vanadore said her husband planned to be back in Nashville Sunday (9). "He plans to investigate the purchase of property for the new label as soon as he gets back," Mrs. Vanadore said.

### Nashville Shop

It is understood that the label will headquarter in Nashville, and build offices here. Mrs. Vanadore said the group has tried to clear with "some federal agency," but has not yet done so. Presumably, she was referring to the Securities and Exchange Commission. It could not be learned whether the

will, of course, maintain his full list price policy.

Herb Dubow at Hollywood's Music City said the store had only received its first shipment two or three days before being checked and had only just set up a floor display. "It's too early to expect a reaction," he said, adding that another week or two should see sales evidence one way or another.

The Radio Shack chain, similarly, had received its first shipment only about four business days before being checked. It was using the pop releases for demos in Boston, and though its record department personnel volunteered that "they sound very good," no unusual consumer reaction has been noted. "No ads have really hit in this market yet," it was stated. The store said it had put up a floor display but had decided to take it down already, in favor of regular bins.

"closely analyzed the new Victor record and their published explanations and will resist the temptation to engage in a technical rebuttal beyond stating that we see no innovations that justify such claims of superiority."

He went on: "RCA properly invites comparison 'against the best disk recording available on any label anywhere.' Naturally, we think RCA must be referring to Capitol or Angel, and we hope the public will take up the challenge. In the classical area, for example, where sound and musical integrity are significantly important, Angel has dominated recent sales polls. We are confident that this position will be held and improved in the months ahead."

George Marek, vice-president and general manager of the RCA Victor record division, this week sent a letter to distributor executives handling the line. In it, he cited favorable reviews from critics who had written about Dynagroove, and said that "the only one so far who didn't like our sound is Columbia."

The letter added: "Obviously you do not agree with Columbia's judgment—you and your dealers' reorders on Dynagroove to date more than equal our original shipments and surpass our expectations."

group has decided on a name for the label, or whether they have cleared the SEC.

The prevalent rumor here is that the capitalization will be for about \$5 million. Further, it is believed that sales of up to 250,000 shares of common stock in the new corporation at \$2 a share will be offered.

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Vol. 75 No. 11

# Rack Jobbers Demand Full Recognition

## But Mfrs. Nix Idea At Stormy Sessions

### NARM Elects Cecil Steen As President



**CECIL STEEN,**  
new president of NARM

SAN FRANCISCO — Cecil Steen, veteran record man, was named the new president of NARM last week in San Francisco at the Fifth Annual NARM convention. He succeeds Glen Becker as head of the racker's organization. Named as vice-president was Jim Tiedjens of Musical Isle in Milwaukee. NARM secretary is Stanley Jaffe of Gordon Sales in Seattle, and Endo Corsetti of Wambach's in Harrisburg was named treasurer. The three other directors for 1963-'64 are Ed Snider of Edge in Washington, Alvin Driscoll of Pioneer in Wichita, Kan., and Glen Becker of Music City Record Racks in Los Angeles.

Steen's presidency could mark a new era in the history of the organization. He has been a distributor for many years prior to becoming a rack jobber last year with Recordwagon out of Woburn, Mass. He is well known in all sections of the rec-

*(Continued on page 79)*

• Continued from page 1

activities as a service distributor. And the manufacturer panel refused to recognize the rackers as complete distributors because they do not carry full catalog, do not engage in promotional activities, and do not start singles or albums on the road to hitdom. Even Cy Leslie, head of the array of Pickwick labels, who was on the panel, and who does sell his low-price merchandise direct to racks, said that he could understand why regular price labels could not sell direct to racks because of the manifold problems they have in marketing their singles and album lines.

On the panel for the manufacturers on Monday morning were Al Bennett, John Maitland, Dave Miller and Art Talmadge. Racker members were Don Belzer, John Edgerton, Ed Mason and Ed Snider. The rack members on the Tuesday panel were Don Ayers, George Berry, John Billinis and Cecil Steen. It was Steen and other rackers versus Gallagher, Gortikov, Steinberg and other manufacturers on the floor, and it was loaded with drama, as the manufacturer members squarely turned away each racker operation.

Bill Gallagher probably summed up the whole manufacturer case against letting rackers become full distributors when he said that rackers cannot fulfill the functions of the regular distributor. He said that racks still only satisfy a secondary market, and that racks do not have the skill that distributors do in exploiting records. He said if rack profits are too low then manufacturers will talk to them about what to do, "but not at our expense." He said Columbia believes in both record distributors and record merchandisers, but said they are not the same thing. And he concluded by saying racks should become more efficient in their own business and re-appraise their way of doing business.

It is doubtful that rackers expected the manufacturers to grant them the right to order direct and to become full distributors in spite of their offensive for

*(Continued on page 79)*



**IRWIN STEINBERG**, executive vice-president of Mercury, and **Alan Livingston**, president of Capitol, examine copy of "All Star Festival" LP, profits of which will go to UN Refugee Committee. NARM members have placed an initial order of 25,000 of the LP's for their racks, and will turn over all profits made on the album to the UN Committee.

## Members Did Gross Biz of \$100 Million, Study Shows

SAN FRANCISCO—NARM members did a total of \$102,575,800 in gross dollar volume at retail during 1962, according to the 1962 NARM study presented at the fifth annual rack organization convention here last week. Key points of the study were told to the assemblage by Ed Snyder, chairman of the NARM survey committee. In 1961 NARM members did about \$80 million at retail.

Total rack business of all rackers, both NARM and non-NARM members, is estimated to be over \$200 million.

Snyder also pointed out that the survey shows NARM members increased their racks from about 19,000 in 1961 to 24,000 in 1962. The increase, Snyder said, was mainly in variety stores.

The survey also showed that all NARM members discount their records in some locations. In 1961 about 93 per cent of all NARM members discounted their disks.

For the first time, the NARM survey covered the amount of budget, or low price merchandise sold on NARM racks. In 1962, 21 per cent of all LP business done by NARM members was low-priced goods.

According to the survey, NARM members service about 9,000 racks in supermarkets, about 8,000 in variety stores, about 5,000 racks in drugstores, about 1,500 in department stores, and about 300 racks in service PX's. Variety stores serviced by NARM members in 1961 totaled about 4,800. The number of racks in supermarkets in 1961 came to 7,900.

About 85 per cent of all NARM members showed an increase in dollar volume in 1962 as against 1961. Only little more than 6 per cent showed a decrease.

The NARM survey showed that NARM members brought in 74 per cent of all gross business on LP sales. Singles ac-

*(Continued on page 79)*

## Presidential Award Added To NARM List

SAN FRANCISCO—NARM presented its annual awards this year, and added a trio of presidential awards for good measure. The presidential awards, which are presented only at the specific authorization of the NARM chief each year, were given to Colonel Tom Parker, Budd Dolinger of Cadence Records, and Al Cahn of Kapp Records.

The award to Parker reads: "In recognition of his continued personal management and guidance of Elvis Presley and his contribution to the phonograph record industry."

The award to Budd Dolinger reads, "For his contribution toward an all time high in the production and distribution of 'The First Family' LP."

The award to Al Cahn says, "For his contribution toward the sales and distribution of phonograph records to the record merchandiser."

For the fifth consecutive year in a row Elvis Presley won the poll as the Best Selling Male Vocalist. The Best Selling Female Vocalist was Brenda Lee. The Best Selling Single Record was "I Can't Stop Loving You" —Ray Charles. Best Selling Mono LP was "My Son, the Folk Singer"—Allan Sherman. And the Best Selling Stereo LP was "West Side Story," taken from the movie sound track.

The NARM organization gave a special award to Vaughn Meader as the All Time Best Selling LP Artist on Racks. The organization also gave a special award to Cadence Records for The Best Selling LP of All Time on Racks for "The First Family" album.

Most Promising Male Vocalist was Robert Goulet, while the Most Promising Female Vocalist was a tie between Dee Dee Sharp and Mary Wells.

There was also a tie for Best Selling Vocal Group, with the honors shared by the Kingston Trio and Peter, Paul and Mary.

Rusty Warren won the

*(Continued on page 79)*

# Speakers Deal Advice at NARM Parley

These were the highlights of the key speeches of the fifth annual convention in San Francisco last week.

### WM. G. WILKINS

SAN FRANCISCO—William G. Wilkins, financial consultant and former director of finance for Columbia Records, came up with financial advice for rack jobbers in his speech at the Fifth Annual NARM Convention in San Francisco last week. He suggested to the assembled rackers that a set of standard practice rules, systems and forms could be devised and published to guide rack merchandisers in the conduct of their business.

"I have in mind such areas

of inventory control, inventory turnover in relation to invested capital, terms of credit extension in relation to your ability to finance accounts receivable, or in other words accounts receivable in relation to invested capital. You should forecast sales, cost of sales, and expenses in detail, both fixed and variable. When you have a reasonable accurate forecast of net income, a cash forecast can be prepared which puts you on notice as to your cash requirements. You will be agreeably surprised how your banking connection will welcome such information so that planning for financing can be consummated."

Wilkins said that the object of any business was to make a profit. But he said only when you know what costs are can

you accomplish this. He said a racker must know the cost of maintaining the sales staff, the poly-bagging, warehousing, maintaining service vehicles, cost of handling product, cost of making exchanges or returns. Having these facts available could, he said, influence your sales and discount philosophy.

Wilkins also said that budgeting and forecasting were vitally important in business. Market potential, economic growth trends, chain and supermarket growth, spendable income in a territory in the past and the future, were the factors that could be used to guide rackers as to the future.

For loans, according to Wilkins, revolving credit or loan was the best way for racks to

handle financing problems, at a rate that a rack jobber could absorb.

Wilkins also said that rack jobbers today fill a need in the record distribution pattern. He said that record manufacturers and distributors must agree that "the record rack merchandisers are in a sense wholesalers, providing not only traditional services to retail stores, but a specialized service that no other arm of the record industry provides. Because rack merchandisers perform a large part of the wholesaler functions, they must be given consideration and negotiated with as wholesalers. The industry must come to the conclusion that the record rack merchandiser is surely not a retailer."

### GODDARD LIEBERSON

SAN FRANCISCO—Goddard Lieberman, president of Columbia Records, in his keynote speech at the convention of record merchandisers here, called on all NARM members to win the conference of consumers by carrying only top product on their racks.

Lieberman pointed out that rack jobbers have a responsibility to the record industry, just as the record industry has a responsibility to the racks. "Whether you like it or not, you are married to us," he said. "The rack business will grow only as the record business grows," he continued.

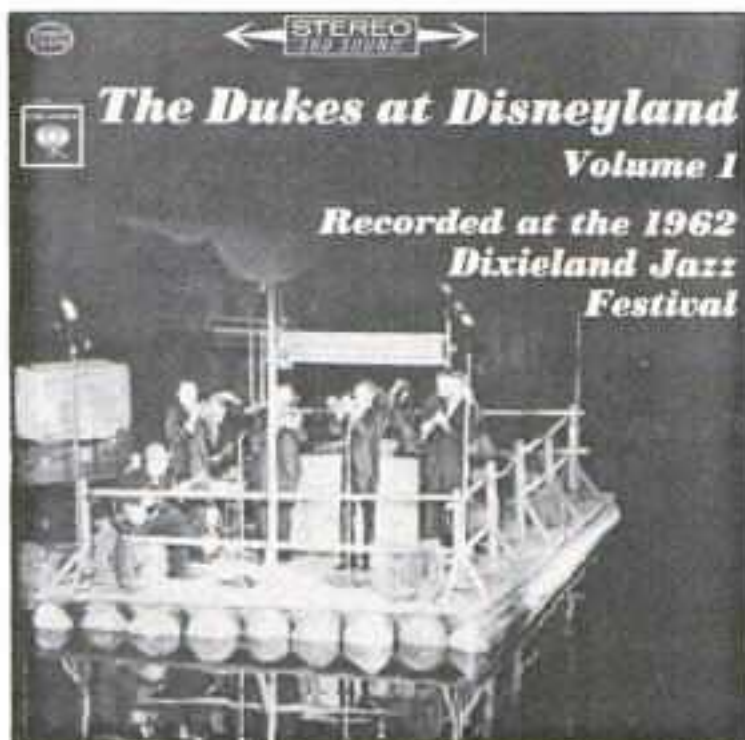
Rack jobbers must educate themselves to the record business

*(Continued on page 79)*

# THE GIANTS OF JAZZ



CL 1998/CS 8798\*



CL 1966/CS 8766\*



CL 1964/CS 8764\*



CL 1970/CS 8770\*



C2L 24†



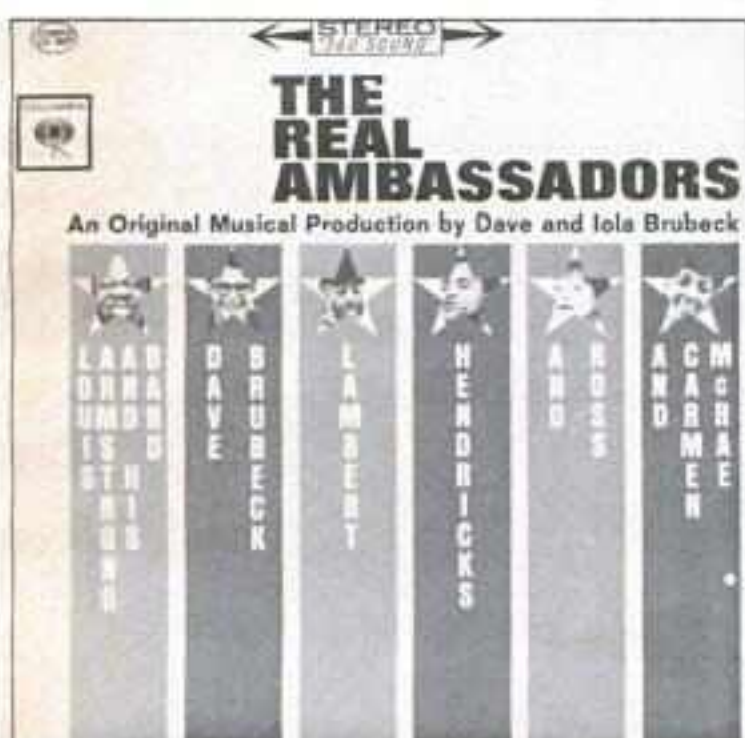
CL 1943/CS 8743\*



CL 1965/CS 8765\*



CL 1932/CS 8732\*



OL 5850/OS 2250\*



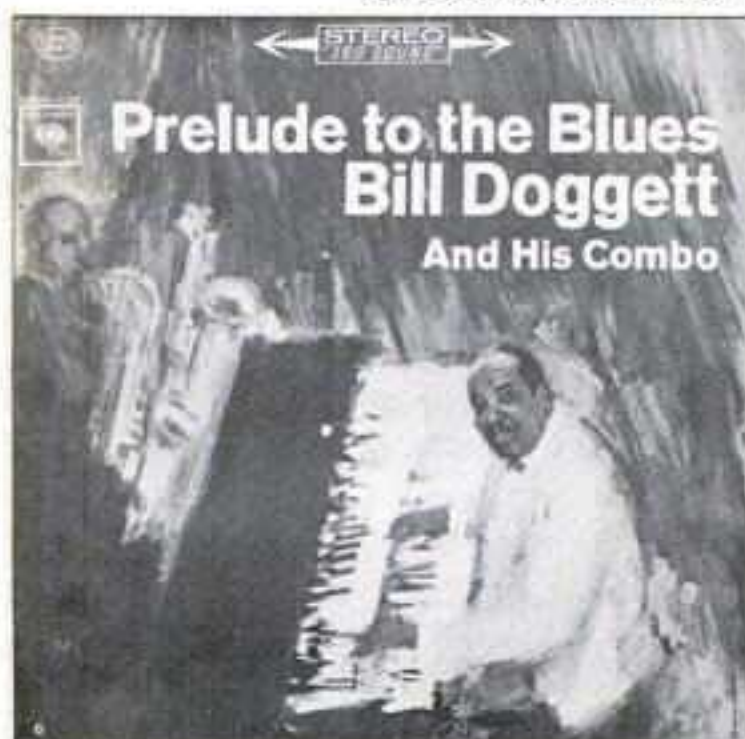
CL 1934/CS 8734\*



CL 1997/CS 8797\*



CL 1812/CS 8612\*



CL 1942/CS 8742\*



CL 1923/CS 8723\*



CL 1888/CS 8688\*



CL 1715/CS 8515\*

ARE ON COLUMBIA RECORDS 

\*Stereo †Multiple-Record Set

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# RCA Revives Groove Full Scale

NEW YORK—RCA Victor is reviving its Groove label as a full-line, full-scale label with the release this week of singles by Justin Tubb and Lovelace Watkins. And to prove that it is really back with the Groove subsidiary for keeps this time Victor has signed Johnny Nash to the label and expects to have his first record out on Groove shortly. The first singles will be available on March 12, and they, as well as subsequent issues on Groove, will receive the same kind of promotion and push as any releases on the Victor label. In addition to singles, Groove will also have LP's, the first of which can be expected by spring.

Both the Tubb and the Watkins singles will be packaged in full-color sleeves. They will be priced at 98 cents, as will other singles in the line. LP's, when they are ready, will be priced at \$3.98 and \$4.98.

Victor is determined this time, according to Harry Jenkins, head of marketing for the label, to make the Groove line a successful one. Groove was disbanded after a short profitable life in 1957, brought back for a short and not so successful spell as a 49-cent label in 1961, and then had another short career as a 98-cent line late last year. Jenkins said the firm believes in the artists it now has on the label, and intends to spare no effort to make their initial releases successful. The Tubb record was made by Chet Atkins in Nashville; the Watkins by

Hugo and Luigi in New York. All records for Groove will be made by Victor a.&r. staffers.

Jenkins said that all artists on the Groove label will get many chances to come up with a hit. The firm does not intend to drop an artist after one or two releases if they do not happen immediately, he said. The firm

intends to develop many new artists for the label as well as sign name acts. No artists will be switched from Victor to Groove, nor will any successful Groove talent subsequently be switched to Victor.

The Groove line will be handled by Victor distributors throughout the country.

## Anka Buys Rights Back From Para

NEW YORK — Singer Paul Anka has completed arrangements for the purchase from his former label, ABC-Paramount, of masters, copyrights and re-issue rights of any and all Anka material that firm still has. Purchase price on the transaction, originally reported in Billboard last fall, was described as "well in excess of a quarter of a million dollars."

All rights of the acquired material were assigned to Anka's own producing firm, Camy Productions, which produced material of the singer, as well as guitar man Duane Eddy for worldwide release through RCA Victor. Copyrights were assigned to his Spanka Music (BMI) firm. The purchase contract was negotiated with ABC-Paramount President, Sam Clark, in the interest of Anka's "image."

According to present planning, the old material will not be re-released, since Anka has already recut for Victor a sizable portion of his old catalog in an album titled "Paul Anka's Golden 21," for April release. The old material was purchased, according to Feld, to avoid the possibility of Anka competing with himself on two different labels, as has occurred in recent years with numerous artists.

An important element in the "Golden 21" project is the fact that Anka is undertaking to record all the hit tunes from the past in Italian, French, German and Spanish as well as English. He recently completed a lengthy session in Victor's new Rome studios, cutting 26 tracks of old numbers in Italian. Slicings in the other languages are scheduled shortly and the packages will be released immediately in these countries.

Because of existing contracts, Anka's old catalog may continue to be released overseas until the end of 1964. Victor, under the new deal, however, has the right to release immediately any and all of the re-recorded items throughout the world.

## Columbia in 2-LP Push

NEW YORK—Columbia Records has launched a major promotion behind its special, two-LP Masterworks sampler. The package, called "How to Build a Library of the World's Great Masterworks," is being offered at the special price of \$2.98 monaural and \$3.98 stereo.

The album contains the contributions of 18 of the firm's best selling Masterworks artists with thumbnail sketches of each included on the inside fold. Window and counter displays, header cards, brochures, window streamers and a substantial consumer advertising program are in the works for the set.

### EDITORIAL

## The Key to '63

The National Association of Record Merchandisers met last week in San Francisco in what its own program heralded as, "a convention assembled and dedicated to the search for 'The Key to 1963.'"

If a "key" were to be found, it seemed apparent that an assembly of the most brilliant minds in the record industry—both among merchandisers and manufacturers—would be the place to find it.

From the moment the curtains parted, the well-rehearsed, smoothly staged Malamud production went off without a hitch. There was but a single flaw. Despite the professional staging, the whole story was "given away" during the opening scene, leaving little in suspense.

At the outset, NARM made clear the fact that it had found the "key" and that the promised "search" really was not necessary. The "Key" to NARM was full-fledged record distributor status as far as discount is concerned. Rack jobbers want to be able to buy records at distributor prices. Thus, price and price alone to NARM was the answer to its problems.

The record manufacturers present, eager to set out in search for that "key," found themselves standing in confrontation against the rack jobbers, unwilling to surrender the distributor discount. For three days, each side stood squared off against the other, and when it was all over, neither yielded.

Both sides, however, lost more than their patience in San Francisco. They lost an ideal opportunity to work in concert as the industry's search party, seeking a resolution to the common problems that plague rack jobbers and manufacturers.

As NARM embarks on another year, it is blessed with the enlightened leadership of the very knowledgeable Cecil Steen as president. Under his hand, the coming year may see a constructive program rather than a bitter confrontation take shape.

Some points voiced by members in the convention corridors may well serve as guideposts for the Steen administration in achieving the industry's common goals. Out of these can be fashioned a stronger record merchandising business, and a healthier record industry:

1. NARM can seek qualifications from its members to prove their financial responsibility by having them file a current audited operating statement with its executive secretary for use by suppliers.

2. NARM can develop standard operating procedures and thus enhance the abilities of a member to merchandise record departments for mass market retail outlets who are seeking qualified, aggressive rack jobbers.

3. NARM can appoint a promotion committee which would work in concert with record manufacturers in planning monthly product promotions to be supported by the entire NARM membership.

4. NARM can sell the concept of recordings as an important segment of home entertainment by means of a professionally produced brochure which members would present to key retail outlets.

5. NARM can be geared to participate in important industry promotions such as the current "All Star Festival" LP being produced for the purpose of raising funds for the United Nations Refugee Committee.

6. NARM can sell the concept of service on top-selling record products rather than price and bargain-type merchandise.

7. NARM can develop through the offices of its executive secretary a qualified staff of experts in the fields of finance, operations, market research, and other key aids to enlightened management.

8. NARM can prepare and present to prospective accounts a brochure with a title such as "Records for Profits," which would outline the profit potential based on specified volume.

9. NARM can develop a planned gross pattern for increased exposure of LP's and singles which can be attributed to the continuing growth and development of the association's members and for the edification of their suppliers.

10. NARM can press for legislation outlawing the sale of records at a loss as traffic builders, thereby preserving price stability.

Thus, NARM in taking responsibility for doing a substantial share of the industry's business, will show its responsibility by aggressively leading the industry in a direction of healthy growth—and thereby find "The Key to 1963," and the years to come.



GETS A LIFT: Johnny Nash, newest RCA Victor Groove Records' acquisition, is boosted on shoulder of a.&r. directors Hugo (Perratti) and Luigi (Creatore), who brought Nash to the label. He'll cut first side soon.

## Distributors Fret as Handleman Gets in Their Act

• Continued from page 1

utors out of a goodly share of sales, refused to accept this immediately.

In off-the-record conversations, however, distributors were quick to emphasize their concern and alarm at this latest development in the continuing distributor-rack jobber controversy. A Detroit distributor noted: "Distributors in every area where the Handlemans have outlets are bound to be unhappy about this." The truth of this could be seen in the fact that Handleman is estimated to account for close to 10 per cent of the total record business in the Chicago area, and a portion somewhat in excess of that in Cleveland. The Handleman

operation is equally strong in its home bailiwick of Detroit.

### Pace Lets Up

It is known that some MGM distributors have noted a slackened pace of orders from the Detroit-based rack firm. It is also known that some dealers in the Detroit area are already seeking out-of-town sources of supply for MGM product rather than deal with the new distributor.

Other rack jobbers were also critical of the latest Handleman move. Their feelings were that in the competition for locations, which goes on constantly in the rack field, even as in the juke box business, the new firm would be in a disproportionately strong position to assume an increasingly dominant role in a given market, due to the fact that it

can get at least one important line at distributor cost. These rackers also noted that other lines could logically be expected to join MGM in this new direction.

A Midwest distributor remarked that "A terrible precedent has been set. If Handleman can be a distributor, why not the same for Korvette's and Sears, for instance? If this should happen, and it could, and Handleman should get six good branches, then forget it. We're all in trouble."

ARMADA President Amos Heilicher, reached at poolside at the Singapore Motel, Miami Beach, said the only answer to the problem is for distributors to get into the rack-jobbing business.

"Let's face it," Heilicher said, "There's no law that says an individual can't become a record distributor if he wants to. You just have to protect yourself and fight back with the other guy's weapons. I'm in the rack business myself. It's no secret. But I keep the number of racks down and operate them as full-depth stores with catalog."

What ARMADA's own next move be in light of the developing situation remained unclear at press time. That decisions would take place shortly, there was no doubt. "I want to check with some of the others first before announcing anything," Heilicher stated.

There was some feeling within ARMADA ranks, however, that

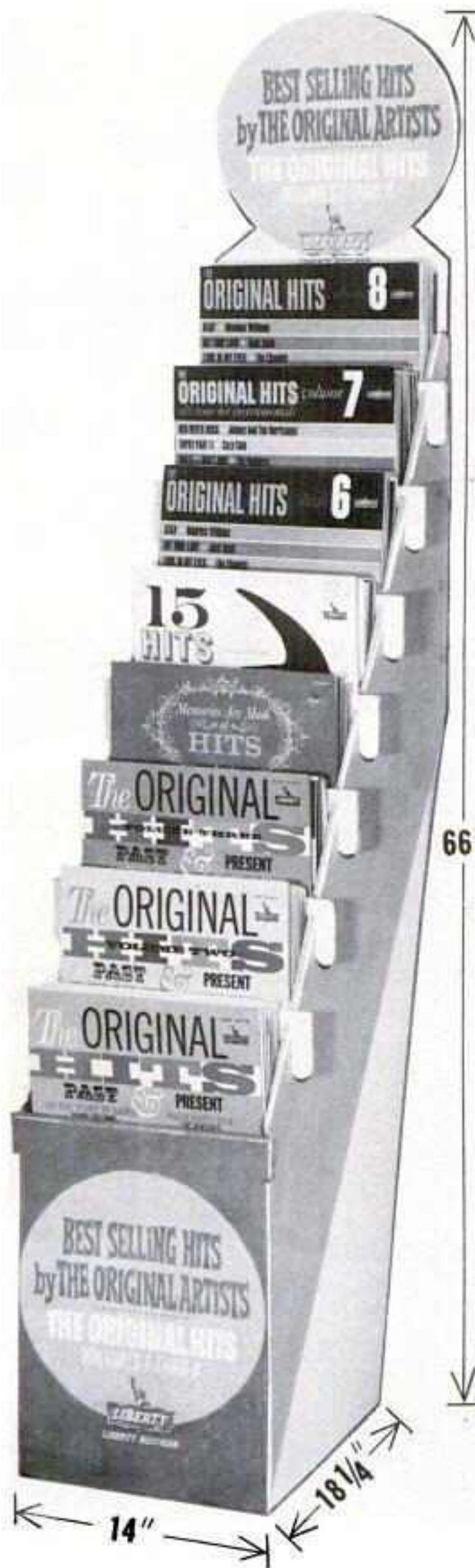
a proposal raised at a recent board meeting of the group might now take on more meaning. This was a plan, in the light of recent additions to the associate membership list of a number of prominent indie disk firms, of a joint distributor-manufacturer advisory council, under the aegis of ARMADA, which would be able to deal with just such matters as that now facing the indie distributor and manufacturer fraternity.

Meanwhile, on the Detroit front, it was noted that Border City was being operated out of Handleman headquarters by Harvey Kahn. A new promotion manager, Al Valenti, joined the firm last week. Valenti left a similar post with Arc Distributing to accept the new assignment.

# MERCHANDISE THE HITS

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##### THE ORIGINAL HITS—VOLUME 6 LRP-3260

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The Big Hurt—Toni Fisher; Mule Skinner Blues—The Fendermen; This Time—Troy Shondell; Shimmy, Shimmy, Ko-Ko-Bop—Little Anthony & The Imperials; 11 more

##### THE ORIGINAL HITS—VOLUME 4 (MEMORIES ARE MADE OF HITS) LRP-3200

Gonna Get Along Without Ya Now—Patience & Prudence; Rockin' Little Angel—Ray Smith; Down Yonder—Johnny & The Hurricanes; Bongo Rock—Preston Epps; 8 more

##### THE ORIGINAL HITS—VOLUME 3 LRP-3187

Lavender Blue—Sammy Turner; Quiet Village—Martin Denny; Stardust—Billy Ward & His Dominoes; Hearts Of Stone—Bill Black Combo; A Hundred Pounds Of Clay—Gene McDaniels; 8 more

##### THE ORIGINAL HITS—VOLUME 2 LRP-3180

Stranded In The Jungle—The Cadets; Short Fat Fannie—Larry Williams; You're Sixteen—Johnny Burnette; Perfidia—The Ventures; Forever—The Little Dippers; 8 more

##### THE ORIGINAL HITS—VOLUME 1 LRP-3178

Do You Want To Dance—Bobby Freeman; Bony Moronie—Larry Williams; Western Movies—The Olympics; Tequila—The Champs; Walk Don't Run—The Ventures; 8 more

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SUMMERTIME BLUES  
TEENAGE HEAVEN • #54503  
EDDIE COCHRAN

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DEEP PURPLE • #54505  
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BIG BIG WORLD • #54509  
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RUBBER BALL • #54510  
BOBBY VEE

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MORE THAN I CAN SAY • #54511  
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BOBBY VEE

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LING-TUNG-TONG • #54525  
BUDDY KNOX

HURT  
WHAT'S A MATTER BABY • #54526  
TIMI YURO

CHIP CHIP  
POINT OF NO RETURN • #54527  
GENE MCDANIELS

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TELL ME • #54528  
DICK & DEEDEE

THIS TIME  
TEARS FROM AN ANGEL • #54529  
TROY SHONDELL

UP A LAZY RIVER  
AUTUMN LEAVES • #54530  
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# LIBERTY RECORDS



This One



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# Networks Plan Greater TV Exposure for Singers

By JUNE BUNDY

NEW YORK—In two key areas television will be a more important factor in the record business this year than it has ever been in the mutual history of the two media.

In the area of promoting records and artists, the networks will give considerably greater video exposure to musical talent, with many new and holdover variety-musical programs scheduled for the balance of this season and next, thus opening up many more network TV bookings for newer and/or lesser known disk artists as well as the big record names.

Conversely, there is every indication that record manufacturers will cut debut disks with TV performers in greater numbers than ever before in the hope of duplicating the success of such current TV star record-hit makers as George Maharis, Frank Fontaine, Vince Edwards, Richard Chamberlain, Johnny Crawford and others.



Roy Orbison has another big one going great guns. "MONUMENT No. 806" is the number reorders specify as his IN DREAMS zooms toward the top on national charts. Orbison is booked exclusively by Acuff-Rose Artists Corporation, Nashville.

(Advertisement)

The key record plug on TV this season, of course, is Jackie Gleason's CBS-TV show, which kicked off Fontaine's current

smash LP. But new hour-long programs starring Judy Garland and Danny Kaye are on tap at CBS-TV. NBC-TV will launch new hour-long shows starring Bob Hope and Joey Bishop, plus a series of Mary Martin specials and a Bill Dana comedy show.

ABC-TV has scheduled a two-hour Saturday night Jerry Lewis show this fall and will bring out two new musical shows next month—"Hootenanny," emceed by Jack Linkletter, and the Jim-

my Dean show. One of the first summer subs lined up by CBS-TV is another musical variety hour, starring Keefe Braselle, in Garry Moore's time period.

Held over from the current season will be such popular comedy-variety and/or music shows as NBC-TV's Mitch Miller, Jack Paar, "Bell Telephone Hour," Johnny Carson, CBS-TV's Red Skelton, Jack Benny, Gleason, Garry Moore, and ABC-TV's Dick Clark, Law-

rence Welk and Ernie Ford. Andy Williams, Dinah Shore and Merv Griffin (who goes off NBC-TV in April) won't have regular shows this fall, but will probably do several guest shots and specials. There is also a report that Griffin will head up a new late-night show, a la the Johnny Carson program.

In addition to the regular variety hours scheduled, a number of one-shot musical programs

(Continued on page 72)

## Hearings Question Coverage Of Ratings, Radio Services

WASHINGTON — Radio broadcasting needs far more than the outgrown, traditional audience rating measurement, one that will show its tremendous mobile car and transistor audience, if the service is to get

out of the red and on a fair competitive basis with other media.

This point was made strongly by James S. Seward, Columbia Broadcasting System's executive vice-president for radio, at the broadcast rating hearings launched here last week by the Harris (D., Ark.) Special Investigating Subcommittee of the House Commerce Committee. Radio's pattern today, Seward emphasized, is one of "favorite station," rather than "favorite program," the latter having moved into television entertainment.

William K. McDaniel, the National Broadcasting Company's radio network vice-president, agreed, but feared that even if the additional mobile audience measurements, including station breakout, were possible, they might be "too expensive for practical use." Present costs of the A. C. Nielsen Radio Index are tremendously higher in relation to radio network revenue, than the costs of the Nielsen TV Index is in relation to TV revenue, he pointed out.

Annual cost to CBS Radio network for rating services: \$171,348 for Nielsen; \$1,714 for Pulse, Inc., which undertakes local market reports, and \$75 for Sindlinger & Company's National Media Activity Reports. Annual costs to NBC were reported as: \$175,000 on Nielsen network radio service; \$2,200 a

year for all Pulse local radio reports.

All this expenditure results in "sadly underrated" circulation figures for radio, network spokesmen said. CBS' Seward believes that the poor tallies account in large measure for the fact that some 40 per cent of the existing 3,469 AM stations reported losing money in the FCC's 1962 financial data.

Seward frankly acknowledged that radio network ratings are crucial in deciding affiliations, times sales and programming.

CBS' radio network head said that even additional services which attempt to reflect the "plus" factor in the mobile radio audience are far from satisfactory. All three networks now use a survey called Auto-Plus, which indicates an extra audience "plus" for auto and portable (no plug-in) radio audience. Also, in 1962, the Nielsen rating service started twice-yearly reports of numbers of portable radios in use in U. S. homes.

However, the badly needed further step in not just a general "plus," but a station-by-station (hence program by program) type of listener tabulation. Radio health needs new accounts and new accounting, and the traditional rating measurement systems are not getting for radio its fair share of popularity and advertiser support.

Hearings are expected to continue for perhaps two weeks or more.



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# LIBERTY RECORDS

# Jazz Disks Getting Place in Sun

WITH THE DEALERS

## Couple of New Bossas Nova Up the Business

By BARRY KITTLESON

Jazz dealers got a blast in their business these past weeks with a pair of giants, both motivated by the bossa nova beat: "Bossa Nova U. S. A.," with the Dave Brubeck Quartet on Columbia, and "Jazz Workshop Revisited," by the Cannonball Adderley Sextet on Riverside. The latter includes the currently up-and-coming single "Jive Samba." This album, out only two weeks, took off so fast that most dealers have sold out their initial order and are re-ordering.

Singer Nancy Wilson, who stepped into the spotlight big this past year, has the customers eagerly awaiting the arrival of her Capitol LP, "Broadway—My Way." Dealers report steady action on all of her LP's ever since she hitched up with Adderley last year. At a recent concert in Los Angeles' Shrine Auditorium, hundreds of people were turned away, according to Sam Kramer. Kramer, who owns two of the largest jazz outlets in the Los Angeles area, says he personally sold over \$10,000 worth of tickets for the gig.

Riverside should be congratulated for some clever reverse-order thinking. Their Charlie Byrd LP, "Bossa Nova Pelos Pasaros," which had a good start on the sales chart but failed to keep the pace, got a new lease on life with the release of the single "Meditacao" (Meditation) from that album. Result: action on the album has

## SWING STREET COMES TO LIFE

NEW YORK—CBS-TV used still pictures and four tracks from the three-LP Epic jazz package "Swing Street" in illustrating a special news segment Sunday (10). The feature, which compared the past and present history of that portion of 52d Street between Fifth and Seventh avenues, was narrated by George Simon and broadcast twice during the day.

begun to pick up again and it's carrying on like a new release.

A newcomer to the recording field, and deserving of mention here, according to Los Angeles dealers who know her from her life work in the Southern California area is Miss Vi Redd, who plays alto sax on her first release for United Artists. Vi is a real musician of the soul school and sings as well.

NEW YORK—The music put on disks by jazz artists as original tunes are virtually unexploited in the general market though there has been much interest since certain jazz artists have proved to be salable commodities. George Avakian is in the process of laying the groundwork for even greater exposure for jazz composers in the future.

Avakian, who is jazz a.&r. consultant for RCA Victor and is engaged in consultation on a number of other projects for other labels, has set up ASCAP and BMI firms which will be particularly devoted to the exposure and development of tunes by jazz composers. Among the prominent jazz names who have voiced interest in the Avakian project are Sonny Rollins and Oliver Nelson. A number of other prominent artists are interested as well.

Avakian was prompted to move into the publishing areas by the vast store of untapped material already available and the huge amount of material to come. He noted the jazz standards of tomorrow could form the basis for catalog material for pop, radio-TV commercials, themes, and movie music. Given the proper exposure, the music to come and the material already in existence form an imposing repertoire.

Avakian noted that a mass of material currently sits, gathering dust, on the shelves of the publishing houses affiliated with independent jazz labels. He realizes, of course, that these firms do not have the staffs to promote works in their publishing firms, but he does think that an

(Continued on page 16)

# Jazz Biz in a Tidy Package

MILWAUKEE — Stu Glassman is a jazz gentleman of the Midwest who ties his business up in a neat knot. Glassman is a jazz deejay in this town and also owns two of the city's leading one-stops, both under the name Radio Doctors.

Glassman's show is on WWJ here from 10:30 to midnight, Fridays. He plays modern and contemporary jazz primarily on the station, which is the NBC affiliate in the Beer City. Glassman chooses the disks himself and, being on the wholesale and retail end of the business as well, he often programs new material. The station pushes Glassman's show, "Date With Jazz," with 25 spot announcements a week and The Milwaukee Journal and Milwaukee Sen-

tinel list the records to be played each week.

Glassman has done much to publicize his show on the high school and college levels. The deejay-salesman has promoted the show by giving high school basketball scores during the news breaks. This has brought teen audience attention not only on the station but through mention in local sports columns in up-State areas.

Glassman also gives away a free 45-r.p.m. EP to anyone writing in for it. The disk, cut and issued on the Bethlehem label, is titled a "Date With Jazz" and gives some idea of what kind of music the show spotlights.

Glassman says 500 copies of the disk were mailed out in the first five weeks of the offer.

"Date With Jazz" also highlights local interest by announcing concerts or sessions by local jazzmen or visiting stars. Glassman is currently inviting high school and university students to the show in person to tell about jazz activities in their schools. The disk jockey and one-stop owner is also aiding the Milwaukee Jazz Society and he is currently planning a "you asked for it" type of listener participation show. Listeners would pick their own jazz show by mailing in cards, with the winner getting 10 LP's, and other prizes for runners-up.

## JazzScope

Jazz and the folk folks met every night after the regular show on the Stan Getz-Crofut and Addiss concert tour. Getz and his combo and the folknik team go through some wild improvisations in the final number on the show. Understand it gets laughs and lauds, especially the portions that show off all performers in the Bachian mode. . . . Prestige Records has signed Pony Poindexter for its New Jazz label. First album has the artist and his group playing 12 of the big pop hits of the last few years. . . . Argo

is all set for release of its next Ahmad Jamal album "Macanudo" which stars the pianist with full orchestra. Label has also signed Budd Johnson and two organists, Sam Lazar and Don Patterson.

Jorgen Grunnet Jepsen is readying a new jazz discography which is titled "Jazz Records 1942-1962." This is really an eight-volume set of 380 pages each. . . . George Wein went to Europe with the Thelonious Monk group. They will be on the Continent for 14 days.



STU GLASSMAN

Billboard

Best Selling

## JAZZ ALBUMS

As reported to Billboard by Jazz Dealers in Major Markets.

This Month Title, Artist, Label & No.

1. JAZZ SAMBA—Stan Getz & Charlie Byrd, Verve V 8432
2. HERBIE MANN AT THE VILLAGE GATE—Atlantic 1380
3. BACK AT THE CHICKEN SHACK—Jimmy Smith, Blue Note 4117
4. BOSSA NOVA U. S. A.—Dave Brubeck Quartet, Columbia CL 1998
5. JAZZ IMPRESSIONS OF BLACK ORPHEUS—Vince Guaraldi Trio, Fantasy 3337
6. SINATRA-BASIE—Frank Sinatra & Count Basie, Reprise R 1008
7. JAZZ WORKSHOP REVISITED—Cannonball Adderley Sextet, Riverside RM 444
8. I'VE GOT A WOMAN—Jimmy McGriff, Sue LP 1012
9. THE OSCAR PETERSON TRIO BURSTING OUT WITH THE ALL STAR BIG BAND—Verve V 8476
10. BIG BAND BOSSA NOVA—Quincy Jones, Mercury MG 20751
11. BAD BOSSA NOVA—Gene Ammons, Prestige PR 7257
12. DO THE BOSSA NOVA WITH HERBIE MANN—Atlantic 1397
13. WOODY HERMAN-1963—Philips PHM 200-065
14. THE JAZZ CRUSADERS AT THE LIGHTHOUSE—Pacific Jazz 57
15. ANOTHER TASTE OF HONEY—Martin Denny, Liberty LRP 3277
16. BIG BAND BOSSA NOVA—Stan Getz, Verve 8494
17. DIZZY ON THE FRENCH RIVIERA—Dizzy Gillespie, Philips PHM 200-048
18. AHMAD JAMAL AT THE BLACKHAWK—Argo S 703
19. SCREAMIN'—Brother Jack McDuff, Prestige 7259
20. SOUL SUMMIT—Gene Ammons with Sonny Stitt & Jack McDuff, Prestige PR 7234
21. FROM THE HEART—Hank Crawford, Atlantic 1387
22. TOKYO BLUES—Horace Silver, Blue Note 4110

## BEST SELLING VOCAL JAZZ ALBUMS

1. GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD—Everest 1208
2. BLACK AND BLUE—Lou Rawls, Capitol T 1824
3. BACK TO THE BLUES—Dinah Washington, Roulette R 25189
4. HELLO YOUNG LOVERS—Nancy Wilson, Capitol T 1767
5. TENDER, MOVING, SWINGING—Aretha Franklin, Columbia CL 1876
6. NANCY WILSON-CANNONBALL ADDERLEY—Capitol T 1657

Wein also plans to accompany Monk to the Far East in May. The impresario is also looking forward to having Pee Wee Russell play with the modern pianist at Newport. . . . All the cats are asking about jazz beetles. Seems these are sequined, live insects that are worn, on the end of a chain attached to a gold pin or clip, on lapels or shirt fronts. . . . Labels still looking for Blind Orange Adams for a folk blues album. Bobby Gladden ready to cut with the unsung blues singer.

Our congrats to Luiz Bonfá, Fantasy Records and Vince Guaraldi on their new hit album (thanks to a typo in last week's Top LP chart) "Jazz Improvisations of Jack Orpheus." Could be a parody of the flick

score a la the Allan Sherman tradition? Trumpeter Donald Byrd is currently teaching at the High School of Music and Art. He journeys to France this summer to study with Nadia Boulanger. Byrd's extended work for seven instrumentalists and 10 voices will be recorded by Blue Note.

The Russian Cultural Exchange Commission rejected Count Basie and Duke Ellington and their bands as not being cultured enough for exchange for some of their artists. . . . Cannonball Adderley off to Sweden this month for a single date. . . . Jackie McLean is back in the off-Broadway long-term, "The Connection," in New York City. . . . Thad Jones and Hank Jones are forming their own group, according to rumors. JACK MAHER

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# A Cat Can Look at 'Jazzidiom'



STAN GETZ HORNS in on "Jazzidiom," a half-hour-a-month pure jazz show presented on KQW-TV, Cleveland. Backing up Getz are regulars Al Harewood, drums; Steve Kuhn, pianist; Tommy Williams, bass. Mike Douglas emcees the show.

By BOB SUDYK

CLEVELAND—In espresso shops, neighborhood taverns and pads throughout this area last week, the beats, the rock and rollers and those hip from high school to Hadacol tuned in on KQW-TV's "Jazzidiom."

The monthly show has been a make-the-scene must for jazz aficionados for the past two years—appreciation and the audience is growing like the bossa nova.

Stan Getz and his side men blew hot and cool for the most recent 30 minutes of "Jazzidiom" last Thursday in one of the finest shows in the series. Mike Douglas, who has his own hour-long live show starring nationally prominent talent each afternoon, emcees the party.

Doing what the show does best, Douglas announced each number then spent about eight minutes with Getz in conversation. They talked about the saxman's home in Copenhagen, the rocket rise of the bossa nova and jazz.

### Jazz for 'Curious'

Producer Don Rumbaugh, one-time jazz pianist, presents a novel blend of information and entertainment resulting in probably the most unusual presentation of its kind in the country today. The show is jazz for the purist and the "curious."

Here is how Rumbaugh explains it: "Jazz is no less an art than painting. We think we have an enjoyable, musically entertaining show. We try to make jazz less mysterious. We try to tell a little of the life of the performer and more important ask a few pointed questions about jazz to help educate the uninitiated."

"The public seems shocked to find that jazz musicians are nice, gentle, intelligent people—highly sensitive about their musical leanings."

Several years ago KQW, a Westinghouse Broadcasting Company station, originated a

(Continued on page 16)



ROSIE

## Rosie Takes To the Road

NEW YORK—Singer Rosemary Clooney is taking to the road for a solid coast-to-coast schedule of personal appearances, night club gigs and TV spots.

Her schedule was kicked off with an appearance last week (5) on the Garry Moore show, which originated from Hollywood. As comfortable with a song as ever, Miss Clooney was at her best when she sang her latest single release, "The Rose and the Butterfly," her first release under a newly signed contract with Reprise. Her latest LP, "Rosemary Clooney Sings Country Music From the Heart," is on RCA Victor.

After a guest shot on "I've Got a Secret" (11), Miss Clooney will open at the Fairmont Hotel in San Francisco March 14, where she'll hold forth through March 31. One-nighters on her agenda will include convention dates for IBM in San Francisco, March 19, and at the Fontainebleau in Miami Beach on April 1. Others include the Ak-Sar-Ben Coliseum in Omaha (June 11 and 12) and the T. H. Barton Coliseum in Little Rock June 15.

She is up for a return engagement on the Garry Moore show April 30, this time from New York.

## Remo Tour To Play 24 U. S. Cities

NEW YORK—The San Remo Festival will play more U. S. cities this year than during any other previous tour. The big pop music fete from the Italian song capital starts its tour at Constitution Hall in Washington Thursday (21) and will cover more than 23 other big population centers.

Following its Washington opening, the festival plays Carnegie Hall, New York (22); Providence (23), Boston (24), Bridgeport (25), Philadelphia (26), Utica (27), Buffalo (28), Akron (29), Detroit (30), Chicago (31), Oakland (April 1), San Francisco (2), Seattle (3), Fresno (4), Los Angeles (5), Pittsburgh (6) and following that Baltimore, Cleveland, Youngstown, Newark and Brooklyn.

The singers on the San Remo tour this year will be a composite of stars who sang at either or both the 1962 and 1963 Festival contest performances. The artists include Aura D'Angelo, Ginni Lacommaro, Giuseppe Negroni, Tullio Pane, Anna Rinalli (Miss Europe), Wanda Romanelli, Vana Scott, Joe Sentieri and Arturo Testa. The maestro is Gino Mescoli.

## TALENT TOPICS

### NEW YORK

Composer and conductor Michel LeGrand was in town last week en route to Las Vegas for the world preview of film "Love Is a Ball." He composed score for the film which includes title tune, just released by Philips Records, b-w "Millie's Theme," also from the United Artists picture. It stars Glenn Ford and Hope Lange. . . . Tune has been heavily covered, so that as composer, LeGrand showed signs of no sweat.

Mel Shayne recently signed Broadway musical star Larry Kert to an exclusive contract. Kert, the original Tony in "West Side Story," is currently on tour with the national company of "I Can Get It for You Wholesale."

The days of chivalry and the grand gesture are back. Twenty-three Princeton collegians plan to carry on in knightly fashion—all for Peggy Lee, who opens at New York's Basin Street East on March 14. Stalwart fellows will hike the 50 miles from Princeton, N. J., to New York to catch opening. Why? "Cause I'm a Woman," Miss Lee said. . . . You bet your sore feet she is.

Previously with Columbia Artists, band leader Dick Schory has just been signed by William Morris. . . . Recording for RCA Victor, Schory was selected to be one of the 10 artists to inaugurate the new Dynagroove sound on an album called "Supercussion." This is the second straight time that RCA has picked him to pioneer in a new technical advance. He was a "first" with that company's Stereo Action series as well.

Jazzman Kai Winding, musical director of New York's Playboy Club, inaugurated a series of jam sessions to be conducted in the various Playboy Clubs.

Stu Phillips, indie producer for Colpix Records, just became a father. The little lady's name is Toni.

BARRY KITTLESON

### CHICAGO

Dick Gregory will use the proceeds of his album, "My Brother's Keeper," to cover the cost of the U. S. surplus food distribution program for some 26,000 destitute Negro and white farm workers in Missis-

sippi. The album will go on sale this week at the Tivoli Theater and in a Loop location for \$1.60.

. . . Ahmad Jamal opens at the new Taj Mahal, same site on South Michigan as Jamal's old club which closed about a year ago. Col. S. M. Abdullah, retired Indian army officer, owns the new establishment, though Jamal still owns the building. . . . King Arthur's Pub is switching to a live entertainment policy. Sir Judson Smith, British jazz pianist, does the first show. . . . Jack Latta, a former Billboard executive, has been named ad manager for the Chicagoan. . . . Progressive jazz pianist Paul Smith (no relation to Columbia's branch manager here) opens at the London House.

NICK BIRO

## 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.



### RUBY AND THE ROMANTICS (Kapp)

**PERSONAL MANAGER:** Leroy Kirkland. **BOOKING OFFICE:** William Morris. **NAMES:** Ruby Nash and the Romantics are Edward Roberts, Ronald Mosley, Leroy Fann and George Lee. **HOME TOWN:** All from Ohio except George Lee who's from Alabama. **AGE:** Early twenties. **HOBBIES:** Sewing (that's Ruby, of

course), crossword puzzles, dancing, skating, songwriting, playing piano and guitar. **BACKGROUND:** The group wasn't always known as the Romantics. Back in Ohio the four boys made personal appearances and did night club work as the Supremes. It was there they met Ruby. Though she had never sung professionally, the boys let her appear with them now and then. They hit it off so well with Ruby that they wrote material for a new act and that brought them to the attention of Allen Stanten, pop a.&r. director at Kapp Records. Stanten thought that Ruby made a good lead singer and changed the group's name to Ruby and the Romantics. Well-rounded musically, they all play instruments and write their own stuff. The group is now on a personal-appearance tour to promote their big chart success, "Our Day Will Come."

**LATEST SINGLE:** "Our Day Will Come," the group's first chart single continues to soar near the top of the Hot 100.

**LATEST ALBUM:** "Our Day Will Come" is due to be released this week.

Busting  
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Open  
&  
Heading  
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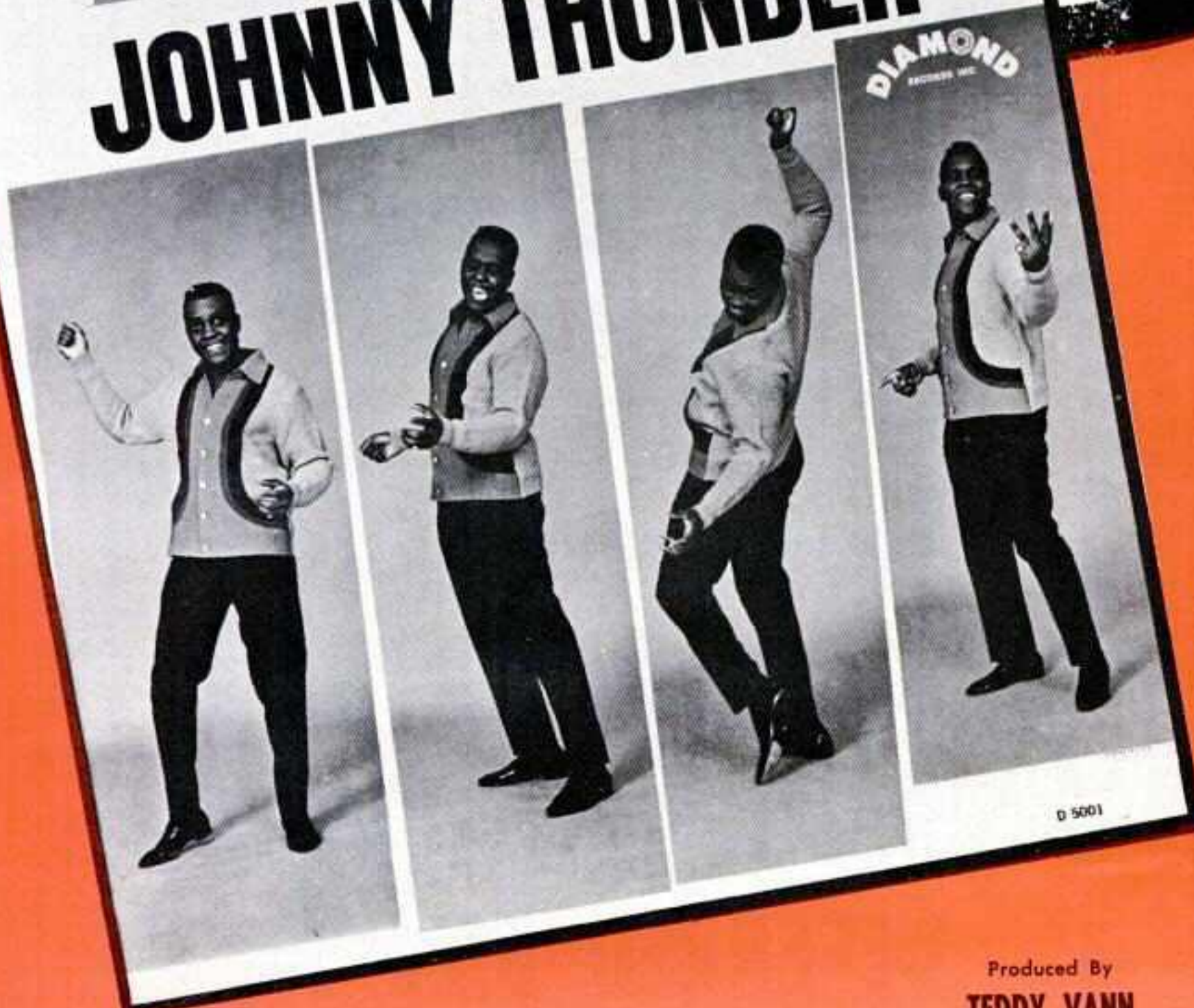
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**JOHNNY THUNDER**



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Diamond D 5001 (M); SD 5001 (S)  
Album Spotlight, Feb. 9 Issue

**ALBUM PICK OF THE WEEK**

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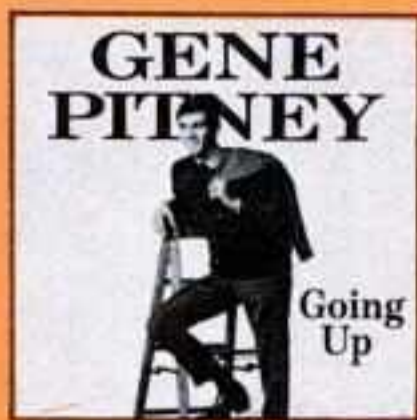
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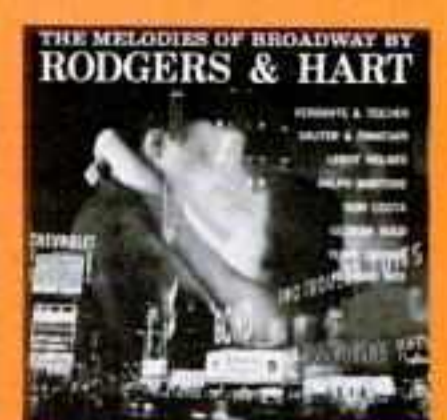
UAL 3271  
UAS 6271 (Stereo)



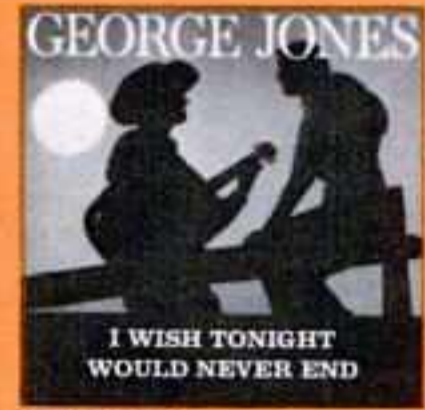
UAL 3276  
UAS 6276 (Stereo)



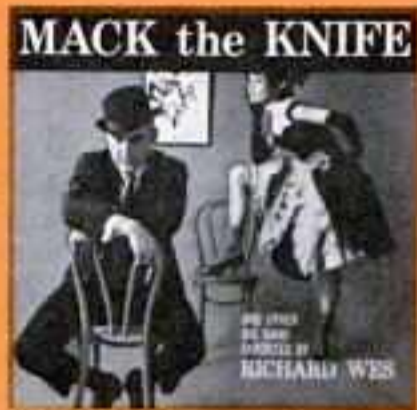
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UAL 3273  
UAS 6273 (Stereo)



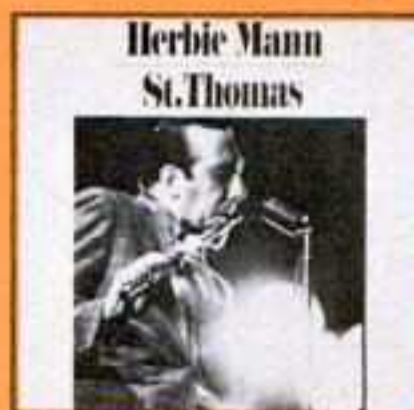
UAL 3270  
UAS 6270 (Stereo)



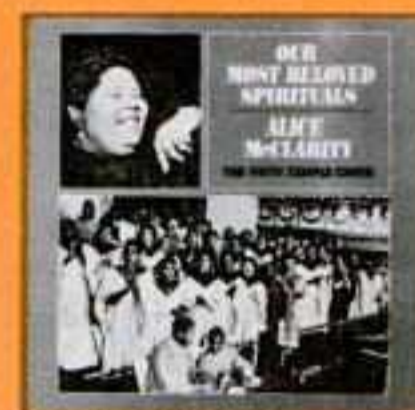
UAL 3202  
UAS 6202 (Stereo)



UAL 3236  
UAS 6236 (Stereo)



UAJ 14022  
UAJS 15022 (Stereo)

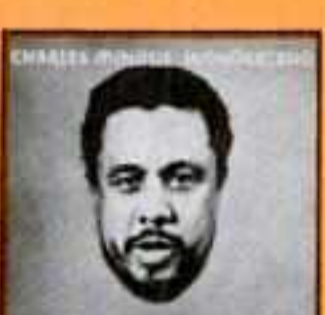
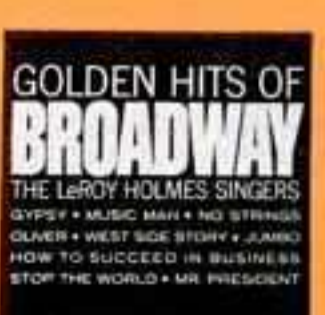
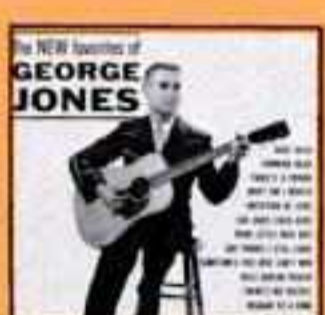
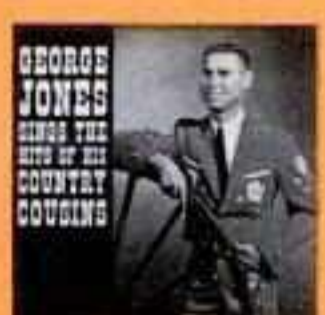
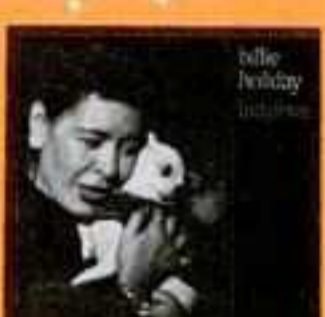
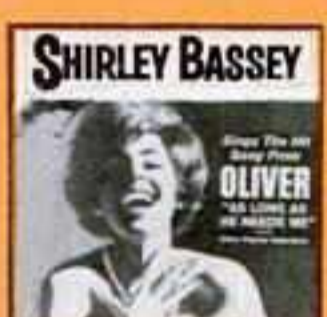
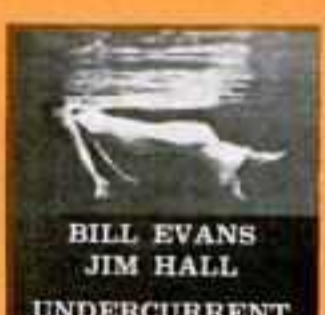
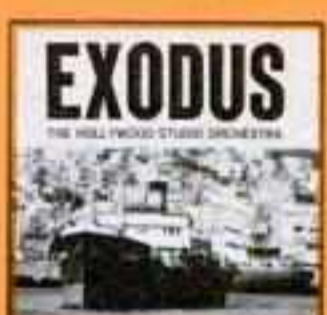
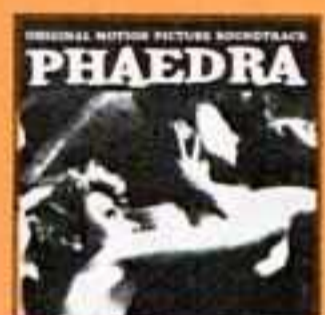
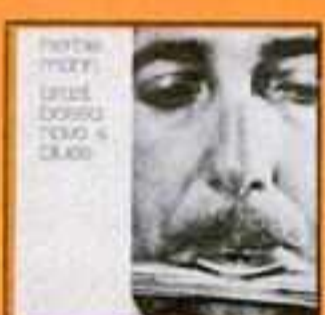
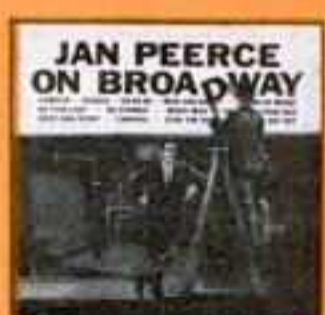
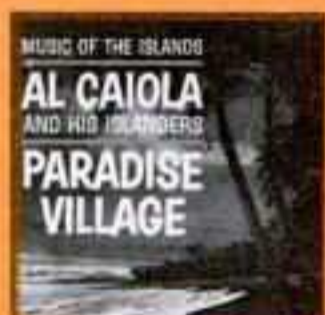


UAJ 14023  
UAJS 15023 (Stereo)



UAJ 14025  
UAJS 15025 (Stereo)

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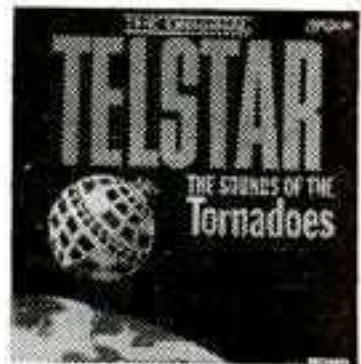
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**A Cat Can Look**

• Continued from page 12

culture format under the name, "Dimensions 3." Jazz soon became a part of it since, as Rumbaugh points out, jazz is one of the truly American cultural gifts to the world.

**Grew and Grew**

The jam and gab session has become so successful that it has its own identity today.

"Billy Taylor, a jazz evangelist and articulate exponent of it, did a beautiful job of explaining what he and others are trying to do," said Rumbaugh. "There has been wonderful audience reaction."

Two high school music teachers wrote Rumbaugh and said that they make the show required viewing for their students.

"Jazzidiom" operates on a \$400 budget and utilizes the talent that comes into town for nightclub dates and live appearances on the Douglas afternoon shows. Some stop off for "Jazzidiom" on their way to club dates in Chicago, Detroit or New York.

Groups making the scene include such names as Art Van Damme, Red Norvo, Dizzie Gillespie, Joe Williams, Jimmy McPartland, Jonah Jones and Herbie Mann.

KYW has permission for one free run of each show and uses the tapes for occasional jazz spectaculars featuring the best of "Jazzidiom" on hour-long presentations. Rumbaugh revealed that an hour and a half jazz show is in the works.

KYW is very happy with "Jazzidiom" and has made it a permanent feature. Most of the shows are taped for presentation at an 8 p.m. time spot.

**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.

**MARCH 11-17**  
 (All Times Eastern Standard)

- MONDAY 11—JOANIE SOMMERS, OSCAR BROWN JR.**  
 Both appear on the Steve Allen tape-syndicated show. Latest single for Miss Sommers is "Randy Moved Away" b.w. "Memories, Memories" on Warner Bros. Oscar Brown Jr. has several albums on Columbia. Both return for Tuesday (12) night spot.
- TUESDAY 12—KEELY SMITH**  
 The Garry Moore show (CBS-TV, 10-11 p.m.) features pop singer Keely Smith whose first release on Reprise is "Going Through the Motions."
- WEDNESDAY 13—FRANK SINATRA, ROBERT GOULET, BRENDA LEE**  
 All appear as guests of the Bob Hope show (NBC-TV, 9-10 p.m.). Sinatra's latest LP is "Sinatra-Basic" on Reprise, Goulet has "Sincerely Yours" on Columbia and Brenda Lee is on Decca with "All Alone Am I." Hope, too, has a current release on Decca: "Hope in Russia and One Other Place."
- WEDNESDAY 13—LEONTYNE PRICE, STEVE LAWRENCE, EYDIE GORME**  
 All appear on the Bell Telephone Hour (NBC-TV, 10-11 p.m.). Latest release for Miss Price is Puccini's "Madama Butterfly," on RCA Victor Dynagroove. Eydie Gorme is currently hot with new LP on Columbia "Blame It on the Bossa Nova," as is her husband with "Steve Lawrence Winners," also on Columbia.
- WEDNESDAY 13—FRANKIE AVALON**  
 Chancellor recording star visits Steve Allen tape-syndicated show. His latest single is "First Love Never Dies" b.w. "My Ex-Best Friend."
- SATURDAY 16—JACK JONES**  
 Kapp recording artist joins Jackie Gleason show (CBS-TV, 7:30-8:30 p.m.). Latest single is "The Lonely Bull" b.w. "La Paloma."
- SUNDAY 17—CHAD MITCHELL TRIO**  
 Group to be featured on Ed Sullivan Show (CBS-TV, 8-9 p.m.). Latest album is "Chad Mitchell Trio in Action" on Kapp, and their latest single is "Blowing in the Wind" b.w. "Adios Mi Corazon."
- SUNDAY 17—GIANNA D'ANGELO, GIUSEPPE CAMPORA, MARIO SERENI**  
 All members of the Metropolitan Opera company, appear on the Voice of Firestone (ABC-TV, 10-10:30 p.m.). Each may be heard in numerous albums on various labels.
- SUNDAY 17—JOAN SUTHERLAND, ELLA FITZGERALD**  
 Dinah Shore plays hostess to both artists (NBC-TV, 10-11 p.m.). Miss Sutherland's newest London release is "La Sonnambula," while Ella Fitzgerald has a new Verve-released single "Bill Bailey, Won't You Please Come Home."

**EDITORIAL**

**A Grievous Loss**

Along with the rest of the music industry, Billboard was shocked and grieved by the tragic accidents that took from us such true professionals and warm human beings as Patsy Cline, Cowboy Copas, Hawkshaw Hawkins, Randy Hughes and Jack Anglin. As leading exponents of the country music field, they not only were a credit to their profession but to the entire music business.

In effect, these five sacrificed their lives in behalf of all of us, for their last appearance was at a benefit for the family of Cactus Jack Call, the disk jockey who died recently.

It was typical of them that their arduous schedule should have been interrupted for such an appearance, a gesture that each of them made willingly, many times over, and indicative of their generosity and sincerity.

Our industry has suffered a terrible loss, but even greater is the loss of the nation as a whole.

To their families, to the country music field, to the entire music industry, Billboard extends its sincere condolences and heartfelt sympathy.

**TALENT ON TOUR**

(Top record talent in top record towns this week)

- EAST**  
 Opening for 10 days at the Latin Casino in Cherry Hill, N. J., is MGM thrush **Connie Francis**. . . . Flamenco guitarist **Juan Serano** at the Second Fret in Philadelphia through March 18. . . . March 14 marks another exciting opening for **Peggy Lee** and **Basin Street East**, New York. . . . Winding up a three-week concert tour this weekend finds the **Clancy Brothers** and **Tommy Makem** at Donnelly Memorial, Boston (15); Civic Opera House, Chicago (16), and finally New York's Carnegie Hall for St. Patrick's Day Sunday (17).
- SOUTH**  
 Jazzman **Stan Getz** appearing this week at Municipal Auditorium, Atlanta (11); Bushnell Auditorium, Hartford, Conn. (14); Symphony Hall, Boston (15), and Eastman Theater, Rochester, N. Y. (16). . . . The Southland gets **Count Basie** this week at Memorial Auditorium, Chattanooga (11); the Sunset Auditorium, West Palm Beach (14), and then for three days (15-17) at the Sir John Ho-
- tel in Miami. . . . Opening for two weeks at Fontainebleau, Miami Beach (15), is **Sammy Davis Jr.**
- MIDWEST**  
 More one-night college stands this week for the **Smothers Brothers** include the School of Mines, Rolla, Mo. (11), and Cornell College, Mount Vernon, Ia. (13). . . . Another pair of folk concerts for Midwest audiences to be given by **Martha Schlamme** at Temple Beth Israel, Chicago (16), and Temple Beth El, Gary, Ind. (17).
- WEST**  
 At the San Francisco Opera House on March 16: **Phyllis Diller**. . . . Opening for four weeks at the Flamingo, Las Vegas, is comedian **Jackie Mason**.

**Jazz's Place in Sun**  
 • Continued from page 10

outside agent can do much to promote the music of individual artists.

The well-known jazz producer revealed that his program is still in the development stage, but that by fall things will be in high gear. By that time, a number of the Oliver Nelson and Rollins compositions will be available on disk. In addition to the exposure and expansion of jazz works in the U. S. market, Avakian will look after the complex international agreements involved in today's worldwide music business.

Avakian said that at present both Nelson and Rollins were co-operating on an experimental basis.



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**RICHARD CHAMBERLAIN**  
 (TV's Dr. Kildare)  
**ALL I HAVE TO DO IS DREAM**  
 K 13121



**A Smash Hit!**

**MEMORY LANE**  
**THE HIPPIES**

(formerly The Tams)

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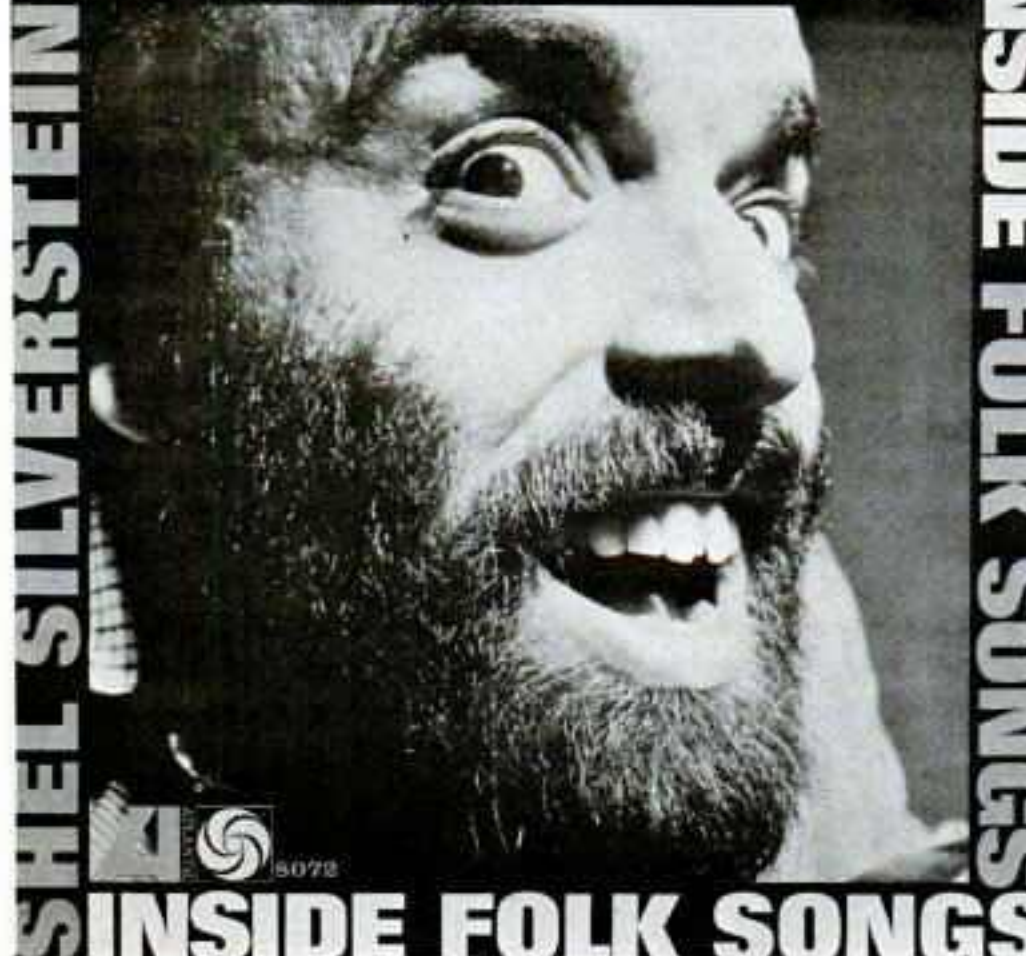
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**TIME** February 22, 1963  
George Szell also featured in  
**Newsweek** January 28, 1963



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COUNTRY MUSIC

# Industry Saddened as 4 Die in Plane Crash

• Continued from page 1

smash-up. It is expected to take several days, if not weeks, to complete the study, one of the investigators reported.

Many persons in the mid-Tennessee area went to the Camden area Tuesday night to join in the search after learning of its late status over WSM radio. Of those joining the search, many were "Opry" and music industry personalities.

The plane apparently struck a large tree before hitting the ground. Parts of the aircraft were hanging in the tree and a three-foot hole marked the spot where the main part of the fuselage struck the ground. After the wreckage was located, more than 200 cars lined the highway near the accident.

On Wednesday (6), the Tennessee House of Representatives, now in session, stood in silent



COWBOY COPAS

tribute to the victims. Gov. Frank Clement offered a comment typical of the many which poured into the city: "With the deaths of Patsy Cline, Cowboy Copas, Hawkshaw Hawkins and Randy Hughes, the entertainment world suffers a great professional loss and Tennessee suffers a great personal loss.

"They were typical of the serious-minded, hard working professional people dedicated to country music artistry.

"I counted them among my close friends and extend my deep and sincere sympathy to their families."

Ott Devine, "Grand Ole Opry" manager, said: "WSM and the 'Grand Ole Opry' are stunned and deeply saddened. We have lost great talent as well as the closest personal relationship. This tragic happening has brought sorrow throughout the entire music industry, as well as to many thousands of faithful friends and admirers."

Said John H. DeWitt Jr., WSM president: "They were great entertainers in the finest tradition of the 'Opry,' and great personages in their own right. The loss is one which will be felt throughout the music indus-



PATSY CLINE

try, and particularly by their many friends at WSM."

Patsy Cline had several million-seller records, including "I Fall to Pieces" and "Walking After Midnight." Her current hit is "Leaving on Your Mind." She got her start on the Arthur Godfrey "Talent Scouts" show in the mid-'50's and joined the "Opry" in 1960. Decca's local a.&r. chief, Owen Bradley, said: "There was no better female vocalist than Patsy Cline." She had just recently cut an album, "Faded Love," Bradley said. "I don't know when, if ever, if it will be released."

Off stage Patsy is Mrs. Charles Dick. Her husband and two small children survive.

Several years ago, Patsy was in an automobile accident in Madison, near Nashville. In that accident one person was killed, and Patsy sustained face and head injuries which left her in critical condition for several weeks.

Copas was a 17-year veteran with the "Opry." The soft-spoken native of Oklahoma has had numerous hit platters. Some of the big ones include "Filipino Baby" and "Signed, Sealed and Delivered." More recently his biggest record has been a revised version of "Alabam." Copas is survived by his widow, Lucy, and three children.

Hawkins' interests centered on his wife, "Opry" star Jean Shepard, and their son, Don Robbin; country music and Tennessee walking horses. His big records include "Slow Poke," "Soldier's Joy" and "Bad News Travels Fast." He maintained a stable of horses and was in the process of getting them ready for the spring and summer shows.

Hughes, although not an "Opry" star, was widely known and respected in the profession. He was the son-in-law of Copas, and his wife, the former Cathy Copas, also was an entertainer. Cathy and a seven-year-old son survive. Randy was considered an accomplished musician. He played back-up music for recordings made locally and for all of Patsy's sessions.

Funeral services for Patsy were held Saturday (9) in her home town of Winchester, Va. Services for the other three victims were held Friday in Nashville.



RANDY HUGHES



HAWKSHAW HAWKINS

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b/w

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## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY FOR WEEK ENDING 3/16/63

| This Week | Last Week | Title, Artist, Label & No.   | Weeks on Chart |
|-----------|-----------|--|----------------|
| 1         | 1         | DON'T LET ME CROSS OVER... Carl Butler, Columbia 42593                         | 15             |
| 2         | 2         | FROM A JACK TO A KING... Ned Miller, Fabor 114                                 | 12             |
| 3         | 4         | SECOND HAND ROSE... Roy Drusky, Decca 31443                                    | 13             |
| 4         | 3         | BALLAD OF JED CLAMPETT... Lester Flatt & Earl Scruggs, Columbia 42606          | 15             |
| 5         | 5         | END OF THE WORLD... Skeeter Davis, RCA Victor 8098                             | 13             |
| 6         | 6         | IS THIS ME... Jim Reeves, RCA Victor 8127                                      | 6              |
| 7         | 8         | I TAKE THE CHANCE... Ernest Ashworth, Hickory 1189                             | 12             |
| 8         | 14        | MR. HEARTACHE, MOVE ON... Coleman O'Neal, Chancellor 108                       | 8              |
| 9         | 22        | THE YELLOW BANDANA... Faron Young, Mercury 72085                               | 3              |
| 10        | 7         | T FOR TEXAS... Grandpa Jones, Monument 801                                     | 4              |
| 11        | 10        | I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND... Porter Wagoner, RCA Victor 8105 | 15             |
| 12        | 9         | NOT WHAT I HAD IN MIND... George Jones, United Artists 528                     | 6              |
| 13        | 17        | YOU TOOK HER OFF MY HANDS... Ray Price, Columbia 42658                         | 3              |
| 14        | 16        | STILL... Bill Anderson, Decca 31458  | 4              |
| 15        | 11        | CAN'T HANG UP THE PHONE... Stonewall Jackson, Columbia 42628                   | 8              |
| 16        | 13        | HELLO TROUBLE... Orville Couch, Yee Jay 470                                    | 17             |
| 17        | -         | WALK ME TO THE DOOR... Ray Price, Columbia 42658                               | 2              |
| 18        | 18        | KNOCK AGAIN TRUE LOVE... Claude Gray, Mercury 72063                            | 4              |
| 19        | 19        | LEAVIN' ON YOUR MIND... Patsy Cline, Decca 31455                               | 5              |
| 20        | 26        | PLEASE TALK TO MY HEART... Country Johnny Mathis, United Artists 536           | 2              |
| 21        | -         | IN THIS VERY SAME ROOM... George Hamilton IV, RCA Victor 8118                  | 4              |
| 22        | 24        | YOU'RE FOR ME... Buck Owens, Capitol 4872                                      | 12             |
| 23        | 15        | DOES HE MEAN THAT MUCH TO YOU?... Eddy Arnold, RCA Victor 8102                 | 15             |
| 24        | 21        | A STRANGER WAS HERE... Darrell McCall, Phillips 40079                          | 7              |
| 25        | 23        | FADED LOVE... Leon McAuliff, Cimarron 4057                                     | 9              |
| 26        | 28        | WALK RIGHT IN... Rooftop Singers, Vanguard 35017                               | 4              |
| 27        | 30        | ALL GROWN UP... Johnny Horton, Columbia 42653                                  | 4              |
| 28        | -         | STILL LOVING YOU... Clyde Beavers, Tempwood 1039                               | 1              |
| 29        | -         | LONELY TEARDROPS... Rose Maddox, Capitol 4905                                  | 1              |
| 30        | -         | HELLO WALL NO. 2... Ben Colder, MGM 13122                                      | 2              |

## COUNTRY MUSIC CORNER

By BILL SACHS

Hank Snow and His Rainbow Ranch Boys, including Chubby Wise, Howard White, Tommy Floyd and Ed Hyde, are set for the Flame Club, Minneapolis, for the March 25-30 period. Late in April, Hank and his lads em-

bark on a Midwestern tour for Rex Rinehart, to be followed by a swing across Canada for promoter Marlin Payne, starting May 9. Last week Snow and his Rainbowners spent Thursday and

(Continued on page 28)

# Richard Chamberlain

MGM K-13121



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R & B ROUNDUP

(By NICK BIRO)  
(Chicago Office)

Lee Maye, left fielder for the Milwaukee Braves, is about to be signed to a recording pact by Lenox Records. Lenox chief Bob Gans was down in Houston, heard a dub played by songwriter Warner Mack, and liked the sound so well he made arrangements on the spot to sign Maye. The Milwaukee outfielder isn't the first athlete to break into disk circles. Johnny Mathis, a former high-jumper, is perhaps best known. Others include Althea Gibson, the tennis-track star; Roosevelt Greer, New York Giants lineman; Albie Pearson, Los Angeles Angels

outfielder, and Wilt Chamberlain, San Francisco Warriors ace center. . . . "Little Esther" Phillips is home on vacation for two weeks. She opens at Baltimore's Royal Theater March 21 for a week, then on to Washington's Howard Theater, March 29 through April 7.

Sue Records' Juggy Murray is off on a promotion trip to Los Angeles, St. Louis, Atlanta and Charlotte, N. C., to promote his new Baby Washington single. . . . Ike and Tina, also on Sue, take off on a cross-country promotion tour. First stop is Texas later this month. . . . The Lyrics, a group of New York gals in their 20's, are being cut by Sue. It's their first record. They were discovered by Juggy Murray when they did the demo on a previous Baby Washington single, "Handful of Memories." . . . Jamie-Guyden Distributing Corporation has acquired the master to "Don't Let Me Cross Over" by Peter Buck, an r.&b. version of the current country hit. The disk is on the Drew-Blan label and was produced by Huey P. Meaux.

From the Pacific Northwest's r.&b. outlet, KZAM-FM, Seattle, comes news about the forming of a new label by the station's assistant manager, Larry Braxton. First release is due before the end of the month. . . . KZAM-FM program director, "Jivin' Gene" Barrow, reports "boss action" on "Crying in the Chapel" by Little Richard on Atlantic. Gene also picks "You Bring Back Memories" by the Supremes on Motown, and "Come and Get These Memories" by Martha and the Vandellas on Gordy. . . . Clarence (C.J. the Deejay) Jones returns to the air on KZAM-FM after a brief vacation. . . . Big Al Downing just recorded a duet with "Little Esther" Phillips in Nashville for Lenox. Push side is "You Never Miss Your Water Till the Well Runs Dry." The label is putting a big push behind Downing. He'll have a single alone next. . . . Columbia just signed the Belgionettes, four high school gals who were discovered by Carl Davis when they sang at a local hop. Pam, the lead singer, plus Tam and Pat are from Chicago. Florence is from St. Louis. Their first release (a.&r.'d by Carl Davis) will be out shortly.

Philips Deal

CHICAGO—Philips is offering a 10 per cent discount on new releases and catalog in its March 1-April 15 sales plan. Featured are two classical albums plus pop selections by the Springfields, Roy Castle, Trio Los Paraguayos and Jimmy Day. In the classical albums, Pablo Casals plays "Trio No. 7 and Archduke Trio," by Beethoven, and baritone Gerard Souzay sings "Schubert Winterreise."

MUSIC AS WRITTEN

A. & L. Names Subsid

A. & L. Distributors, Philadelphia has set up a new firm to handle its Riverside, Washington. Offbeat, Battle, Montilla, Jazzland and Torreador lines.

NEW YORK

According to Major Bill Robinson "Hey Paula" was one of those accidental hits. The tune was recorded by Paul and Paula because another better known artist didn't show up for his date. The studio was ready, so. . . . Letter from Jay Douglas, who read accounts of the NYUNARAS symposia on the art of recording and thinks the organization should make these discussions available in pamphlet form. . . . Goof in last week's albums listed an Imperial LP 9221 as being by the "Highwaymen in Concert." The set should have been titled "The Heightsmen."

Those lovely looking German-born Kessler Twins who graced the back cover of Billboard a few weeks ago have landed a return engagement on the Red Skelton TV show. They will appear two more times, one each for the next two seasons. . . . Colpix Records has signed a new singer in Donna Fuller. . . . Toni Santos has been signed as a staff writer at Periscope publishing and recording company. The Hyde Park, Mass., label is still interested in seeing material for future production. . . . Amy-Mala is distributing the Keyman label. Lisa Carroll is the current artist featured.

Columbia has picked up the Al Alberts version of "Fly Me to the Moon" from the President label. Lisa Carroll is the current the New York State accordion championship. . . . Smash Records has added another hot master to its product package. New disk is "I'm Movin' On," by Matt Lucas on the Renay label. Strong play is registered in Memphis and Nashville, the label says. . . . Ted Curzon will be released on Prestige Records soon. This is only the second LP by this highly touted jazz trumpeter. Prestige has made two more distrib moves besides the one mentioned elsewhere in this issue. Cosnat is the label's new Cleveland distrib, and Saul Lampert has taken the Prestige, new Jazz, Moodsville and Swingsville labels in Philadelphia, while A. & L. still has the ethnic specialty lines.

JACK MAHER

PHILADELPHIA

Buzz Curtis, promotion man for Main Line Records, walking the rounds of the radio stations in deference to JFK's "50-mile hike" campaign. . . . The Showboat, among the last of the local

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 3/16/63

| This Week | Last Week | Title, Artist, Label & No.                                     | Weeks on Chart |
|-----------|-----------|--|----------------|
| 1         | 1         | THAT'S THE WAY LOVE IS . . . . . Bobby Bland, Duke 360         | 9              |
| 2         | 2         | HEY PAULA . . . . . Paul & Paula, Phillips 40084               | 7              |
| 3         | 3         | WALK LIKE A MAN . . . . . Four Seasons, Vee Jay 485            | 6              |
| 4         | 8         | OUR DAY WILL COME . . . . . Ruby & the Romantics, Kapp 501     | 3              |
| 5         | 4         | YOU'VE REALLY GOT A HOLD ON ME . 12 Miracles, Tamla 54073      | 12             |
| 6         | 6         | RUBY BABY . . . . . Dion, Columbia 42662                       | 6              |
| 7         | 9         | RHYTHM OF THE RAIN . . . . . Cascades, Valiant 6026            | 4              |
| 8         | 5         | WALK RIGHT IN . . . . . Rooftop Singers, Vanguard 35017        | 8              |
| 9         | 7         | SEND ME SOME LOVIN' . . . . . Sam Cooke, RCA Victor 8129       | 6              |
| 10        | 10        | MAMA DIDN'T LIE . . . . . Jan Bradley, Chess 1845              | 7              |
| 11        | 13        | CALL ON ME . . . . . Bobby Bland, Duke 360                     | 7              |
| 12        | 15        | YOU'RE THE REASON I'M LIVING . . . 6 Bobby Darin, Capitol 4897 | 6              |
| 13        | 12        | HITCH HIKE . . . . . Marvin Gaye, Tamla 54075                  | 6              |
| 14        | 17        | SOUTH STREET . . . . . Orlons, Cameo 243                       | 3              |
| 15        | 11        | LOOP DE LOOP . . . . . Johnny Thunder, Diamond 129             | 9              |
| 16        | 20        | LAUGHING BOY . . . . . Mary Wells, Motown 1039                 | 3              |
| 17        | 19        | HE'S SO FINE . . . . . Chiffons, Laurie 3152                   | 3              |
| 18        | 14        | RAINBOW . . . . . Gene Chandler, Vee Jay 468                   | 6              |
| 19        | 16        | LET'S TURKEY TROT . . . . . Little Eva, Dimension 1006         | 4              |
| 20        | 18        | TELL HIM I'M NOT HOME . . . . . Chuck Jackson, Wand 132        | 4              |
| 21        | 25        | WHAT WILL MY MARY SAY . . . . . Johnny Mathis, Columbia 42666  | 2              |
| 22        | 21        | DON'T MAKE ME OVER . . . . . Dionne Warwick, Scepter 1239      | 10             |
| 23        | 30        | DON'T SET ME FREE . . . . . Ray Charles, ABC-Paramount 10405   | 2              |
| 24        | -         | END OF THE WORLD . . . . . Skeeter Davis, RCA Victor 8098      | 1              |
| 25        | 23        | UP ON THE ROOF . . . . . Drifters, Atlantic 2162               | 15             |
| 26        | 26        | IT'S UP TO YOU . . . . . Rick Nelson, Imperial 5901            | 5              |
| 27        | 27        | HE'S SURE THE BOY I LOVE . . . . . Crystals, Philles 109       | 6              |
| 28        | -         | HOW CAN I FORGET . . . . . Jimmy Holiday, Everest 2022         | 1              |
| 29        | -         | WILD WEEKEND . . . . . Rebels, Swan 4125                       | 1              |
| 30        | 29        | YAKETY SAX . . . . . Boots Randolph, Monument 804              | 2              |

jazz showcases, has given up the struggle with owner Herb Keller dropping musical acts in favor of roast beef sandwiches. . . . Wagner's Ballroom brings in Michael and Alicia to demonstrate the bossa nova. . . . Pat Booth Quartet new at the Embassy Club. . . . Ted Kellem, Columbia Records exploiter here, serving as entertainment chairman for the benefit the friends of the late Mac McGuire

are putting on March 31 at Convention Hall in Camden, N. J., to aid the family of the late WPEN disk jockey. . . . Disk jockeys Del Shields and Joel Dorn staged a benefit jazz concert at Drew's Rendezvous for the family of the late jazz drummer, Specs Wright. . . . Johnny Mahan left the program department of WIBG to take charge of East Coast promotion for Epic Records.

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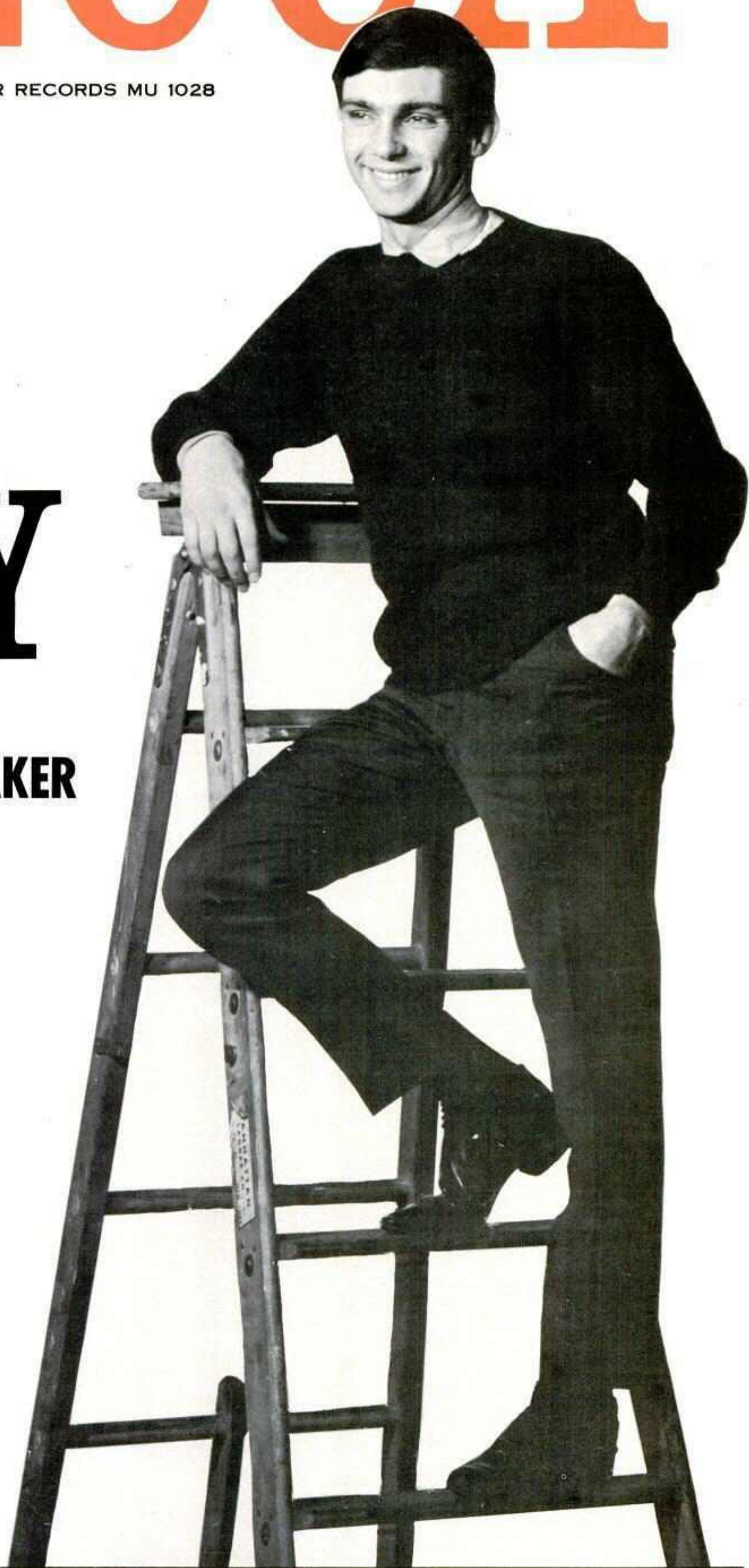
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## NEW YORK TIMES (broadcast on WQXR)

“Recorded in Victor’s new Dynagroove process, the engineering results in sound of perfect clarity and balance. This is the best available disc version of the opera (Madama Butterfly); and it is an inspired recording.”

## NEW YORK NEWS (broadcast on WQXR)

“... a fair comparison between ... new Dynagroove releases and some recent releases of a similar nature on other labels indicated a dramatic advance in fidelity.”

## HIGH FIDELITY

“... no trace of unnaturalness of any kind. Distortion of all sorts is conspicuous by its absence; every instrument comes through true-to-timbre; there is no edge to the sound in any part of the range; and the surface of my pressings were almost supernaturally silent.”

## HI-FI STEREO REVIEW

“Technically, this production (Madama Butterfly) is near perfection. The sound is warmly alive without being overly resonant, balances are exemplary.”

## NEW YORK HERALD TRIBUNE (broadcast on WQXR)

“... Instruments and voices are clear, bright and true to life and—perhaps most impressive of all—there is no distortion when the stylus reaches the inside grooves closest to the label.”

## NEW YORK TIMES (broadcast on WQXR)

“As a rule, turning down the volume tends to muffle reproduction. But in this case (the Hugo and Luigi Chorus), fullness and clarity remain even at very low volume—which is the way to listen to this album.”



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[Δ] Indicates that 33 1/3 r.p.m. mono single version is available.

[Δ] Indicates that 33 1/3 r.p.m. stereo single version is available.

Main chart table with columns for 'THIS WEEK', 'Wks. Ago', 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'. It lists 100 songs, including 'Walk Like a Man', 'Our Day Will Come', 'You're the Reason I'm Living', etc.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs from A to Z, including 'Alice in Wonderland', 'All About My Girl', 'All I Have to Do is Dream', etc.

Table listing songs from A to Z, including 'Greenback Dollar', 'Gypsy Cried', 'He's Got the Power', etc.

Table listing songs from A to Z, including 'Over the Mountain', 'Pepino's Friend Pasqual', 'Pin a Medal on Joey', etc.

Table listing songs from A to Z, including '101. DON'T LET ME CROSS OVER', '102. THE DOG', '103. I WILL LIVE MY LIFE FOR YOU', etc.





# the nation's best selling records

## SIXTEEN SMASH HIT ALBUMS ON DOT

### 1963'S EARLY HITS

Lawrence Welk

DLP 25510 DLP 3510

### DAYS OF WINE & ROSES

Pat Boone

DLP 25504 DLP 3504

### WALTZ TIME

Lawrence Welk

DLP 25499 DLP 3499

### 1962'S GREATEST HITS

Billy Vaughn

DLP 25497 DLP 3497

### FOLK CONCERT

Jimmie Rodgers

DLP 25496 DLP 3496

### FAVORITES

The Lennon Sisters

DLP 25481 DLP 3481

### BOSSA NOVA JAZZ

Steve Allen

DLP 25480 DLP 3480

### FUNNY FONE CALLS

Steve Allen

DLP 3472

### A SWINGIN' SAFARI

Billy Vaughn

DLP 25458 DLP 3458

### BABY ELEPHANT WALK

Lawrence Welk

DLP 25457 DLP 3457

### GOLDEN HITS

Pat Boone

DLP 25455 DLP 3455

### GREATEST ORGAN HITS

Jerry Burke

DLP 25450 DLP 3450

### MOON RIVER

Lawrence Welk

DLP 25412 DLP 3412

### CALCUTTA

Lawrence Welk

DLP 25359 DLP 3359

### RAGTIME PIANO GAL

Jo Ann Castle

DLP 25249 DLP 3249

### BLUE HAWAII

Billy Vaughn

DLP 25165 DLP 3165

## BIG HIT SINGLES

- #16440 Pipeline . . . . . Chantay's
- #16439 Meditation / Days Of Wine And Roses . . . . . Pat Boone
- #16450 Face in A Crowd / Lonely Tears . . . . . Jimmie Rodgers
- #16421 Boss . . . . . The Rumlbers
- #16453 Hot Pastrami . . . . . The Dartells
- #16452 Blue (THE ORIGINAL!) . . . . . Bill Lindsey
- #16451 The End Of The World / Big City . . . . . The Mills Bros.
- #16436 Release Me / My Smoky Mountain Home . . . . . Billy Vaughn
- #16448 Heartaches / Happy Melody . . . . . The String-A-Longs

## NEW RELEASES

- #16457 Gravy Waltz / Preacherman . . . . . Steve Allen
- #16456 Granny's Pad / Blues Bouquet . . . . . The Viceroy's
- #16455 Sorry (For The Way I Treated You) / Boss Strikes Back . . . . . The Rumlbers
- #16454 I Wonder Where You Are Tonight / Dream Girl . . . . . Arthur Alexander
- #16449 Tia Juana Ball / Here Comes Mr. Love . . . . . Bill Giant



# 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. Ratings of only the outstanding singles of the week are published, including all receiving a four-star review or better on at least one side, thus focusing attention on singles with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks. All four-star singles are listed within their respective categories. Flip sides are rated separately.

**POP SPOTLIGHT**

**ANTHONY NEWLEY**  
**THERE'S NO SUCH THING AS LOVE**  
(Ludlow, BMI) (2:09)  
**SHE'S JUST ANOTHER GIRL**  
(Aldon, BMI) (2:43)—London 5201

Two solid entries for the "Stop the World" master to follow "What Kind of Fool Am I." The first is a masterfully dramatic ballad in the most appealing style against strings and voices. The flip is an Aldon Music side that has a solid contemporary sound.

**POP SPOTLIGHT**

**DEAN MARTIN**  
**AIN'T GONNA TRY NO MORE**  
(Bourne Music, BMI)  
**FACE IN A CROWD**  
(Saloon Songs, BMI)—Reprise 20,150

Two easy but compelling ballads from Dino. The singer is backed in the best string with rhythm and voices styled by Don Costa. The first side is a country ballad with effective touches of piano. The second has its country flavor, too, but there's guitar on this one.

**POP SPOTLIGHT**

**DAVE APPELL AND THE APPLEJACKS**  
**BACK IN SIXTY SECONDS**  
(Wyncote, ASCAP) (2:18)—Cameo 248

Here's a sharp side that strings a variety of familiar TV commercial melodies together in a highly danceable teen arrangement. Interesting and infectious instrumental that has a good chance. The second side is "Hippies Waltz" (Kalmann, ASCAP) (2:16).

**POP SPOTLIGHT**

**SYDELLS**  
**THE HOKEY POKEY**  
(Four Star, BMI) (2:01)—Beltone 2032  
The old dance step gets an updated teenage reading from the group of gals here. The familiarity of the tune plus the dance beat should get it the action and the buys. The flip is "In the Night" (Leopard, BMI) (2:03).

**POP SPOTLIGHT**

**JERRY KELLER**  
**WHAT WILL I TELL MY DARLING?**  
(Champion, BMI) (2:39)—Coral 62348

Jerry Keller celebrates his return from the Army and his first side for the label with a most touching countrylike ballad. Side has believability along with sentiment backed by voices and strings. The flip is "It's Too Late" (Rush, BMI) (2:38).

**POP SPOTLIGHT**

**REX ALLEN**  
**ROLL UP YOUR SLEEVES**  
(Quartet, ASCAP) (2:20)—Mercury 72095

Allen has a top vocal effort here that's in the talk and sing style. The side should boost him to the "Don't Go Near the Indians" chart rafter. It's a saga ballad about a man and his fickle girl. The second side is "Oohin' and Aahin'" (Painted Desert, BMI) (2:07).

**POP SPOTLIGHT**

**DIGGER REVEL AND THE DENVERMEN**  
**SURFSIDE**  
(Hill & Range, BMI) (2:30)—Capitol 4934

This one was a big hit in Australia. The side features that strong, soulful and electronic guitar sound in a haunting framework. The group has a top instrumental effort here and it has a good chance. Flip is "Liza Maree" (Hill & Range, BMI) (2:11).

**POP SPOTLIGHT**

**JANE DARWYN**  
**HALF A WOMAN (HALF A MAN)**  
(Pamper, BMI) (2:35)  
**HIS AND HERS**  
(Glad-Big D, BMI) (2:15)—Vee Jay 503

This gal has a wide, heart-breaking sound and uses it to full advantage on the first Willie Nelson-written side. The second is a terrific effort as well, but the first weeper has a bit of an edge on the second weeper.

**POP SPOTLIGHT**

**SANDY STEWART**  
**PROMISE OF LOVE**  
(Knollwood, ASCAP) (2:56)—Colpix 681

Sandy has a lovely country ballad as her "Coloring Book" follow-up. The side has a touching message beautifully sung against strings and voices. The flip is "My Favorite Song" (Jack Gold, ASCAP) (3:01).

**POP SPOTLIGHT**

**SUE THOMPSON**  
**WHAT'S WRONG BILL?**  
(Acuff-Rose, BMI) (2:10)—Nickory 1204

The gal has a real heart-rending, teen-slanted weeper here as she asks her boy on the phone what's gone wrong with the romance. Strong wax that should click. Flip is "I Need a Harbor" (Acuff-Rose, BMI) (2:05).

**POP SPOTLIGHT**

**SHELLEY FABARES**  
**I LEFT A NOTE TO SAY GOODBYE**  
(Regent, BMI) (2:24)

Strong pairing here with the first side featuring good multi-tracking against a slick arrangement with drum rolls and piano highlighted. Flip has a lovely sound, with strings and a good teen message. Either or both could go.

**POP SPOTLIGHT**

**LIZA MINELLI**  
**YOU ARE FOR LOVING**  
(Feist, ASCAP) (2:47)—Cadence 1436

This fine disk introduces Judy Garland's daughter, a gal with a strikingly similar voice to her mother's at an earlier age. The disk is handsomely performed with a slick arrangement and the ballad tune is from "Best Foot Forward." Flip is "What Do You Think I Am" (Chappell, ASCAP) (2:18).

**POP SPOTLIGHT**

**THE PERSIANS**  
**GET A HOLD OF YOURSELF**  
(Aberbach, BMI) (2:28)—Pageant 601

The new Cameo-affiliated label has its best release to date, with a slick, slow, rock number done by a fine new girl group. A meaningful performance, all the way. Watch it. Flip is "Steady Kind" (Valley, BMI) (2:43).

**POP SPOTLIGHT**

**BABY WASHINGTON**  
**THAT'S HOW HEARTACHES ARE MADE**  
(Sealark, BMI) (2:30)  
**THERE HE IS**  
(Roosevelt, BMI) (2:25)—Sue 783

The gal has a fine coupling here, and her best in a good spell. Both are ballads, sung with great sensitivity to good arrangements. Could go either way.

**POP SPOTLIGHT**

**JIMMY BEAUMONT**  
**GIVE HER MY BEST**  
(Fredella, ASCAP) (2:06)—May 136

The Colpix-affiliated label could have a winner with this one, a solid ballad of broken love, done by a boy with a good, enthused sound to a neat rock arrangement. Flip is "I'll Always Be in Love With You" (Shapiro-Bernstein, ASCAP) (2:15).

**C.&W. SPOTLIGHT**

**BUCK OWENS**  
**OVER AND OVER AGAIN**  
(Central Songs, BMI) (2:12)—Capitol 4937

Owens has been a steady chart entry for a good spell and this fine new weeper should keep him there. It's done to a nice, steel guitar and rhythm backing. Should move out. Flip is "Act Naturally" (Bluebook, BMI) (2:19).

**C.&W. SPOTLIGHT**

**BILL GOODWIN**  
**SHOES OF A FOOL**  
(Tree, BMI) (2:50)

The label has come up with another fine country artist with much chart potential. Top side is a strong piece of weeper wax done for great effects with a traditional backing. Flip is a telling performance of the Johnny Tillotson hit of last year. Either way here.

**C.&W. SPOTLIGHT**

**SHEB WOOLEY**  
**DADDY KISS AND MAKE IT WELL**  
(Channel, ASCAP) (2:15)—MGM 13125

Wooley has a potent weeper recitation that should score well. It drips with tragedy as he tells of sitting up all night with his sick little girl. Side has a happy ending, too, which is something of a switch. It has plenty of power. Flip is "Little Bitty Bilbo Abernathy Nathan Allen Quincy Jones" (Channel, ASCAP) (2:23).

**C.&W. SPOTLIGHT**

**BOB GALLION**  
**TWO OUT OF THREE**  
(Acuff-Rose, BMI) (1:48)—Hickory 1207

Here's Gallion's best on Hickory and it figures to break out. It's bright and in the weeper style and has something of the flavor of "Heartaches by the Number." Good performance, well recorded. Flip is "Him and Her" (Acuff-Rose, BMI) (2:18).

**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**

**KITTY KALLEN**  
★★★★ Please Don't (Jonathan, ASCAP) (2:12) — ★★★★★ Star Eyes (Feist, ASCAP) (2:25). RCA VICTOR 8158

**DAVE (BABY) CORTEZ**  
★★★★ Hot Cakes (1st and 2d Servings) (Chevis-Cortez, BMI) (2:18, 2:38). CHESS 1850

**SANDY NELSON**  
★★★★ Feel So Good (Travis, BMI) (2:20)—★★★★ Ooh Pah Pah Doo (Minit, BMI) (2:22). IMPERIAL 5932

**THE CHAMPS**  
★★★★ NBK Nak (Four Star, BMI) (1:52) — ★★★★★ Shakes (Four Star, BMI) (1:56). CHALLENGE 9189

**STRING-A-LONGS**  
★★★★ Heartaches (Leeds, ASCAP) (1:55)—★★★★ Happy Melody (Dun-dee, BMI) (2:00). DOT 16448

**JIMMY JUSTICE**  
★★★★ The World of Lonely People (Ross Jungnickel, ASCAP) (2:12)—I Wake Up Crying (Belinda, ASCAP) (1:51). KAPP 514

**DARLENE LOVE**  
★★★★ (Today I Met) The Boy I'm Gonna Marry (January, BMI) (2:40)—★★★★ My Heart Beat a Little Faster (Mother Bertha, BMI) (4:40). PHILLES 111

**PETE FOUNTAIN**  
★★★★ The Grasshopper (Mills, ASCAP)—★★★★ Lonely Little Tune (Duchess, BMI). CORAL 62350

**THE ROYALETTES**  
★★★★ No Big Thing (Dinny, BMI) (2:37) — ★★★★★ Yesterday's Lovers (Debmur, BMI) (2:05). CHANCEL-LOR 1133

**CAROL BURNETT**  
★★★★ Nobody (P.D.) (3:05) — ★★★★★ Sweet Georgia Brown (Remick, ASCAP) (2:01). DECCA 25594

**SURF RIDERS**  
★★★★ Blues for the Birds (Champion, BMI) (2:32)—★★★★ The Birds (Champion, BMI) (2:19). DECCA 31477

**RICHIE ALLEN AND THE PACIFIC SURFERS**  
★★★★ Skeg - Along - Pete (Travis, BMI) (2:39) — ★★★★★ Foot Stomp U.S.A. (Travis, BMI) (1:59). IMPERIALS 5929

**BOBBY RAY AND THE CADILLACS**  
★★★★ I Saw You (Sylvia, BMI) (2:16) — ★★★★★ La Domba (Kemo, BMI) (2:35). CAPITOL 4935

**FREDDIE MARTIN AND HIS ORK**  
★★★★ Carrot Top (Moreno, ASCAP) (1:53) — ★★★★★ It's Time for Love (Martin, ASCAP) (1:58). CAPITOL 4936

**BETTY TURNER**  
★★★★ Blue Star (Sherman-DeVorzon, BMI) (2:14)—★★★★ I'll Keep Loving You (Sherman-DeVorzon and Honeysuckle, BMI) (2:00). CRES-CENT 631

**HUGO MONTENEGRO AND ORK**  
★★★★ How the West Was Won (Robbins, ASCAP) (2:05)  
**DON DEBESKY ORK**  
★★★★ To Kill a Mockingbird (Northern, ASCAP) (2:28). TIME 1064

**THE FOUR-EVERS**  
★★★★ One More Time (Dandelion, BMI) (2:00) — ★★★★★ Everybody South Street (Dandelion, BMI) (2:17). JAMIE 1247

**EDDIE BO**  
★★★★ Tee Na Na Na Na Na (At Last, BMI) (2:35) — ★★★★★ Twinkle Toes (At Last, BMI) (2:20). AT LAST 1005

**THE PALISADES**  
★★★★ Heaven Is Being With You (Aldon, BMI) (2:07)—★★★★ Make the Night a Little Longer (Aldon, BMI) (2:28). CHAIRMAN 4401

**FOUR SPEEDS**  
★★★★ My Sting Ray (Number One, BMI) (1:56)—★★★★ R.P.M. (Number One, BMI) (2:27). CHALLENGE 9187

**VINNIE MONTE**  
★★★★ Camera (January, BMI) (2:37) —★★★★ It's the End (Stemick, BMI) (2:15). HARMON 1013

**DONNA FULLER**  
★★★★ The Only One (Piedmont, ASCAP) (2:42) — ★★★★★ Goodbye Lover, Hello Friend (Shapiro-Bernstein, ASCAP) (3:10). COLPIX 679

(Continued on page 28)

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|--------|-----------------------|---|---|---|---|
|        | 7                     | 2 | 0 | 9 | 9 |
| BROOK  | "I GOT WHAT I WANTED" |   |   |   |   |
| BENTON | "DEARER THAN LIFE"    |   |   |   |   |

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Double**



**For  
BENTON**



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# SINGLES REVIEWS

Continued from page 26

**XAVIER CUGAT**  
 ★★☆☆ Swingin' Shepherd Blues (Kahl, BMI) (1:59) — ★★☆☆ Watermelon Man (Aries, BMI) (2:30). MERCURY 72108

**STEVE ROSSI**  
 ★★☆☆ Mr. Jones, I Love Your Daughter (Aldon, BMI) (2:42) — ★★☆☆ One Man Show (Aldon, BMI) (2:04). ABC - PARAMOUNT 10414

**THE CAMPTOWN SINGERS**  
 ★★☆☆ Trouble With a Woman (Breezy Willow-De Lory, ASCAP) (2:22) — ★★☆☆ Toni (Oso-Alger, ASCAP) (2:38). UNITED STATES 1929

**JIMMY McCRACKLIN**  
 ★★☆☆ Just Pretending (BMI) (2:00) — ★★☆☆ The Bitter and the Sweet (BMI) (2:20). IMPERIAL 5926

**THE TAMS**  
 ★★☆☆ Blue Shadows (Lowery, BMI) (2:40) — ★★☆☆ You'll Never Know (Bregman, Vocco & Conn, ASCAP) (2:17). ARLYN 720

**CATERINA VELENTE**  
 ★★☆☆ La Mataguena (Peer, Int'l, BMI) (3:02) — ★★☆☆ Always To-

gether (Ariston (SIAE), ASCAP) (2:40). LONDON INT'L 10021

**HANK LEVINE**  
 ★★☆☆ Moon on My Pillow (Morris, ASCAP) (2:00) — ★★☆☆ Anything, Anywhere (Roosevelt, BMI) (2:30). DOLTON 71

**THE DARWINS**  
 ★★☆☆ The Monkey Sax (Capacity, BMI) (2:25) — ★★☆☆ The Monkey (Capacity, BMI) (2:25). VEE JAY 508

**THE RAIDERS**  
 ★★☆☆ Stick Shift (Glad, BMI) (1:31) — ★★☆☆ Sipping Around (Glad, BMI) (2:50). VEE JAY 504

**THE THREE WISHES**  
 ★★☆☆ Guiding Light (Cornerstone, BMI) (2:04) — ★★☆☆ It's All Said and Done (Cornerstone, BMI) (1:59). DOLTON 72

**ANN MARIE**  
 ★★☆☆ Always a Bridesmaid (Pera, BMI) (2:18) — ★★☆☆ Davey (Pokvan, BMI) (2:19). ABC - PARAMOUNT 10418

**RAMONA KING**  
 ★★☆☆ Mind Reader (Briarcliff, BMI) (2:16) — ★★☆☆ What About You (Sherman - DeVorzon, BMI) (2:19). EDEN 5

**QUINCY JONES**  
 ★★☆☆ Morning of the Carnival (Ross Jungnickel, ASCAP) (2:56) — ★★☆☆ Boogie Bossa Nova (Jazz Workshop, BMI) (2:39). MERCURY 72105

**QUARTETTE TRES BIEN**  
 ★★☆☆ Killmanjaro (Gaslight, BMI) (2:30) — ★★☆☆ Secretly (Mellin, BMI) (2:35). NORMAN 534

**EDDIE GARSON**  
 ★★☆☆ After Weddin' Horn Honkin' Blues (Painted Desert, BMI) (2:00) — ★★☆☆ I Was Feelin' Low (Painted Desert, BMI) (2:00). MR. PEEKE 124

**RUSS WAYNE**  
 ★★☆☆ My Heart Loves Only Your (Samchera, BMI) (2:05) — ★★☆☆ Love You (Samchera, BMI) (2:15). SAM-TER 214

**DOUGLAS BANKS**  
 ★★☆☆ Ain't That Just Like a Woman (Dandelion-Glenville, BMI) (2:13) — ★★☆☆ Never Say Goodbye (Dandelion - Glenville, BMI) (2:05). GUYDEN 2082

**THE RAMBLERS**  
 ★★☆☆ So Sad (Druid, BMI) (2:12) — ★★☆☆ Come On Back (Druid, BMI) (2:00). TRUMPET 102

**TAMMY LYNN**  
 ★★☆☆ Where Can I Go? (At Last, BMI) (2:35) — ★★☆☆ Baby (At Last, BMI) (2:21). A F O 310

**MABEL KING**  
 ★★☆☆ When We Get the Word (Cherio-Sitman, BMI) (2:19) — ★★☆☆ Love (Sitma, BMI) (2:18). AMY 874

**LINDA STAR**  
 ★★☆☆ Rate-a-Date Book (Shep-Mike, BMI) (1:45) — ★★☆☆ Find a Star (Shep-Mike, BMI) (1:58). JOEY 104

**PRINCE EDDIE AND DAVID CEE**  
 ★★☆☆ Jessie James (Nu-Lenora, BMI) (2:34) — ★★☆☆ I Was Blind (Nu-Lenora, BMI) (2:34). SKYTONE 130

**ENOCH LIGHT**  
 ★★☆☆ Istanbul (Alamo, ASCAP) (1:58) — ★★☆☆ Ching Ching Ching Chow (Record Songs, ASCAP) (1:57). COMMAND 4031

**RED SAUNDERS AND ORK**  
 ★★☆☆ Hambone (Rush, BMI) (2:13) — ★★☆☆ Rumble Mambo (Marks-Florentine, BMI) (2:25). OKEH 7166

**THE PLEASURES**  
 ★★☆☆ Music City (Pattern, ASCAP) (2:19) — ★★☆☆ If I Had a Little Money (Pattern, ASCAP) (1:46). CATCH 100

**BETTY CURTIS**  
 ★★☆☆ Chariot (Leeds, ASCAP) (2:49) — ★★☆☆ Ay, Ay, Che Luna (Edizionali Leonardo (SIAE), ASCAP) (2:40). CGD 10903

**ROGER ROGER AND ORK**  
 ★★☆☆ Dallah (Chappell, ASCAP) (2:25) — ★★☆☆ Roger Mambo (Chappell, ASCAP) (2:16). TIME 1063

**ANTHONY AND THE SOPHOMORES**  
 ★★☆☆ Play Those Oldies, Mr. Dee Jay (CRM, BMI) (2:27) — ★★☆☆ Clap Your Hands (CRM, BMI) (2:18). MERCURY 72103

**THE CONCORDS**  
 ★★☆☆ Cold and Frosty Morning (Wemar, BMI) (2:35) — ★★☆☆ Don't Go Now (Wemar, BMI) (2:25). HERALD 578

**THE GRANDISONS**  
 ★★☆☆ All Right (Tuneville, ASCAP) (2:07) — ★★☆☆ True Romance (Tuneville, ASCAP) (2:15). RCA VICTOR 8159

**MATT LUCAS**  
 ★★☆☆ I'm Movin' On (Hill & Range, BMI) (2:20) — ★★☆☆ My Heavenly Angel (Janet-Robinson, BMI) (2:18). SMASH 1813

**JERRY WOODARD**  
 ★★☆☆ Boat of Love (Tree, BMI) (2:10) — ★★☆☆ With a Feeling (Tree, BMI) (2:11). ARGO 5435

**HERB ELLIS AND THE ALL STARS**  
 ★★☆☆ Gravy Waltz (BMI, Canada, Ltd., BMI) (3:00) — ★★☆☆ It Makes No Difference Now (Peer Int'l, BMI) (3:00). EPIC 9576

**ANITA BRYANT**  
 ★★☆☆ Our Winter Love (Cramart, BMI) (2:45) — ★★☆☆ Honest John (Post, ASCAP) (2:27). COLUMBIA 42739

**THE SHOWMEN**  
 ★★☆☆ 39-21-46 (Minit, BMI) (2:56) — ★★☆☆ Swish Fish (Minit, BMI) (2:42). MINIT 662

**JERRY MCCAIG**  
 ★★☆☆ Hop Stroll (Cramart, BMI) (2:24) — ★★☆☆ Turn the Lights on Popeye (Cramart, BMI) (2:25). OKEH 7170

**LORI MARTIN**  
 ★★☆☆ The Home of the Boy I Love (Aldon, BMI) (2:22) — ★★☆☆ Mine 'Til Monday (Aldon, BMI) (2:35). DEL-FI 4201

**THEOLA KILGORE**  
 ★★☆☆ The Love of My Man (Sylvia, BMI) (2:45) — ★★☆☆ I Know That He Loves Me (Sylvia, BMI) (2:27). SEROCK 2004

## JAZZ

**SHELLY MANNE**  
 ★★☆☆ Exodus Bossa Nova (Chappell, ASCAP) (2:50) — ★★☆☆ Zomar Nodad (Composers, ASCAP) (2:30). CONTEMPORARY 386

**JACK QUIGLEY**  
 ★★☆☆ Arabesque (Sage & Sand, SESAC) (2:55) — ★★☆☆ Presto (Sage & Sand, SESAC) (2:26). SAND 358

## COUNTRY

**EDDIE BOND**  
 ★★☆☆ As Long as I'll Forgive (Champion, BMI) (2:50) — ★★☆☆ I Guess I've Got the Blues (Beckle Publ., BMI) (2:02). DECCA 31469

**SLIM ROBERTS**  
 ★★☆☆ Lonesome Old World (Blue-Bonnet, BMI) (2:18) — ★★☆☆ Touch My Hand (Bluebonnet, BMI) (2:45). MANCO ML 1044

**BOB C. SMITH**  
 ★★☆☆ Me and My Baby Had Trouble (Bojo, BMI) (1:50) — ★★☆☆ Tavern Outside of Town (Bojo, BMI) (2:02). CL-ET 1003

**ROY ACUFF**  
 ★★☆☆ Don't Make Me Go to Bed and I'll Be Good (Peer Int'l, BMI) (3:40) — ★★☆☆ Pins and Needles (In My Heart) (Milene, ASCAP) (2:32). HICKORY 1206

**JIMMY FOSTER**  
 ★★☆☆ Lola Lee (Pire Gold-Sandra, BMI) (2:32) — ★★☆☆ Let Me Live (Pure Gold - Sandra, BMI) (2:30). KAREN 2

**LEWIS PRUITT**  
 ★★☆☆ Point of No Return (Yonah, Scot-Rich, BMI) (2:20) — ★★☆☆ Thanks a Lot (Yonah, BMI) (2:26). VEE JAY 502

## SPIRITUAL

**MAGGIE INGRAM**  
 ★★☆☆ The Only Way Home (Excellent, BMI) (2:52) — ★★☆☆ Got a Mind to Serve the Lord (Excellent, BMI) (2:44). NASHBORO 762

**THE GOSPEL CHIMES**  
 ★★☆☆ It Will Be Glory (Savoy, BMI) — ★★☆☆ It's Well With My Soul (Savoy, BMI). SAVOY 4185

**THE SWINDELL BROTHERS WITH REV. JOHNNIE WILKERSON**  
 ★★☆☆ This Trouble of Mine (Planemar, BMI) — ★★☆☆ Pay Day (Planemar, BMI). SAVOY 4184

# COUNTRY MUSIC CORNER

Continued from page 18

Friday (7-8) at the RCA Victor studios in Nashville to record an album of train songs. . . Jim and Jess and the Virginia Boys have a new LP on Epic titled "Bluegrass Special." They also have a new single on the label, "Uncle Will Played the Fiddle" b.w. "The Voice of My Darling."

The Country Music Association currently has under consideration membership applications from the following: **Ann Lee Lightsey**, Baxley, Ga.; **Martin M. Kadish**, Los Angeles; **Nelson Benyunes**, Danville, Va.; **Jay James**, Lincoln, Neb.; **Jerry Hooks**, Los Angeles; **Charles G. Newman**, Suffolk, England; **Shirley Field**, Surrey, B. C.; **Stan Pat**, Hollywood; **Bob Earhart** and **G. G. Earhart**, Fishkill, N. Y.; **Kay Arnold** and **Buster Doss**, Waco, Tex.; **Joe Del Medico**, New York; **Maxine Kelton**, Abilene, Tex.; **Randolph C. Wood**, Hollywood; **John F. Rosica**, New York, and **David W. Blaine Jr.**, New York. Dot Records last week was accepted as an organizational member.

Songwriter **Johnny Elgin** has joined **Ka\$h Records** and **Tomcat Music**, Nashville, to assist co-owner **Clyde Beavers** in placing songs and auditioning new talent. New on the **Ka\$h** label's talent roster are the **Co-Eds**, vocal group, and **Mac Scott**, whose first release is due out soon. . . **Ramona Redd**, BMI writer and wife of Capitol recording artist, **Mitch Torok**, is back on the record scene with her latest writing effort, "Face in a Crowd," just released by **Reprise** with **Dean Martin**, and **Dot** with **Jimmy Rodgers**. . . **Jim Nesbitt** has a new one on **Dot**, coupling "Livin' Offa Credit" and "I'm a Married Man." . . **Big Country**, subsidiary of **Hilltop Records**, **Ashland, Ohio**, has a new release on **Ernest Stacey** and **Harlin Kazy**, coupling a pair of their originals, "Brought About the Blues" and "Wrong Side of Town." **Stacey** and **Kazy** hail from **Cleveland**.

A country music package featuring **George Jones** and the **Jones Boys**, **Slim Whitman**, **Georgie Riddle**, **Loretta Lynn**, the **Wilburn Brothers**, **Don Helms**, **Little Jimmy Dickens**, **Jimmie Velvet**, **Orville Couch** and **Earl Scott** played to some 4,000 paid at **Albuquerque, N. M.**, **February 23**, in a show promoted by **Jesse Seay** and the **Station KRZY** management.

**EDNA GALLMON COOKE**  
 ★★☆☆ Let's Praise God (Excellent, BMI) (3:00) — ★★☆☆ Mother's Looking for Me (Excellent, BMI) (3:00). NASHBORO 760

**DIXIE NIGHTINGALES**  
 ★★☆☆ I'll Go With You (Excellent, BMI) (2:24) — ★★☆☆ I Would Not Be a Sinner (Excellent, BMI) (2:33). NASHBORO 764

**THE SMITH SISTERS**  
 ★★☆☆ Victory (Planemar, BMI) — ★★☆☆ Let's Get in the Race (Planemar, BMI). REGENT 215

**THE BULLOCK BROTHERS**  
 ★★☆☆ May the Lord Be With You (Planemar, BMI) — ★★☆☆ Jesus Loves Me (Planemar, BMI). REGENT 217

**GOSPEL SPREADERS**  
 ★★☆☆ Prayer Wheel (Rae-Cox & Cooke, ASCAP) (2:40) — ★★☆☆ Signs of Judgment (Rae-Cox & Cooke, ASCAP) (2:30). RAE COX 109

**HEAVENLY GATES GOSPEL SINGERS**  
 ★★☆☆ What a Fellowship (Rae-Cox & Cooke, ASCAP) (2:40) — ★★☆☆ Something Is Wrong (Rae-Cox & Cooke, ASCAP) (2:45). RAE COX 110

**VOCAL-AIRES**  
 ★★☆☆ Working on the Building (Lil-etta, BMI) (2:52) — ★★☆☆ Jacobs Ladder (Lil-etta, BMI) (3:10). PROV-ERB 1015

Prior to the **Albuquerque** stand, the group played **San Angelo**, **Odessa** and **El Paso**, all in **Texas**. . . **Lou M. Ezzo**, of **Twin Records**, reports that **Mickey Leon Edwards'** encore edition of **Songsmith** is now in the works and will be issued soon. . . **Bob King** has a new LP release on the **RCA-Camden** label, emphasizing the country sound on 12 country tunes.

During his recent engagement at the **Auditorium, Austin, Tex.**, **George Jones** was honored by a resolution of the **Texas House and Senate** at the **State Capitol** and was proclaimed a member of the **Texas Navy**, with the rank of **admiral**. Jones this week begins on a string of one-nighters set by the **Bob Neal Agency, Inc., Nashville**. . . **Bob Neal** office also reports setting **Hank Locklin** for two weeks of personals in **England and Ireland**. . . **Curtis Artists Productions, Goodlettsville, Tenn.**, has **Ernest Tubb** and **His Texas Troubadours** routed for **Springdale, Ark.**, **March 23**; **Hamilton Air Force Base, California**, **24**, and **St. Louis**, **30**; **Charlie Walker, Phoenix, Ariz.**, **March 22-23**, and **Leon McAuliff** and the **Cimarron Boys, Marion, Ia.**, **March 20**; **Independence, Kan.**, **22**, and **Wichita, Kan.**, **23**.

Upcoming "Grand Ole Opry" bookings put **Roy Drusky** in **Anderson, S. C.**, **March 23**; **Bill Anderson, Anderson, S. C.**, **March 23**; **Bogolusa, La.**, **29**; **Flatt and Scruggs, Brookneal, Va.**, **March 21**; **Mount Pleasant, Tenn.**, **26**; **Texarkana, Ark.**, **28**, and **Memphis**, **31**; **Johnny and Jack and Kitty Wells, Austin, Tex.**, **March 27**; **Houston**, **29-30**, and **San Antonio**, **31**; **Lonzo and Oscar, Sioux City, Ia.**, **March 19**; **Sioux Falls, S. D.**, **20**; **Omaha**, **21**; **Lincoln, Neb.**, **22**, and **Lawrence, Kan.**, **23**. . . A "Grand Ole Opry" package spotlighting **Faron Young**, **Rav Price**, **Skeeter Davis**, **Stonewall Jackson**, **Ralph Emery**, **Minnie Pearl**, **Billy Grammer**, **Johnny and Jack and Kitty Wells** is set for a showing in **Memphis** **March 31**.

**Ott Devine**, "Grand Ole Opry" talent nabob, last week set deals for shows in **Indianapolis, April 21**, and **Detroit, May 5**. **Indianapolis** unit will have **Hank Snow**, **Minnie Pearl**, **Faron Young**, **Skeeter Davis**, **Ralph Emery**, **Carl Butler**, **Stonewall Jackson** and **Ray Price**. In the **Detroit** line-up will be **Ray Price**, **Skeeter Davis**, **Ralph Emery**, **Minnie Pearl**, **Johnny and Jack**, **Kitty Wells**, **Stonewall Jackson** and **Billy Walker**.

**Frank Page**, producer of "Louisiana Hayride," **Shreveport**, will have as talent for his first show of the new season, opening **March 16**, **Lefty Frizzell**, **Willie Nelson**, **Roy Clark**, **Charlie Walker**, **Cousin Jody** and **KWKH** deejay **Nat Stuckey**. Others on **KWKH's** turntable staff are **Bob Stoner**, **Norm Bale** and **Bill Mitchell**. . . **Joe Dowell**, presently serving his Army stint at **Fort Polk, La.**, has just cut a session for **Mercury**, with a.&r. chores handled by **Shelby Singleton** and **Jerry Kennedy**. **Joe's** waxings included a tune written by **Claude King** and **Merle Kilgore**. . . Talent set for the teen-age jamboree to be staged by **KEEL** Radio in **Shreveport, Ia.**, **March 23**, includes **Bruce Chasel**, **Claude King**, **Ray Stevens**, **Joe Dowell**, **Margie Singleton**, **Jerry Kennedy** and the **Sherwoods**, with **KEEL** deejays **Buddy Blake**, **Vera Stierman**, **Donald Logan** and **Dave Allen** handling the emcee chores.

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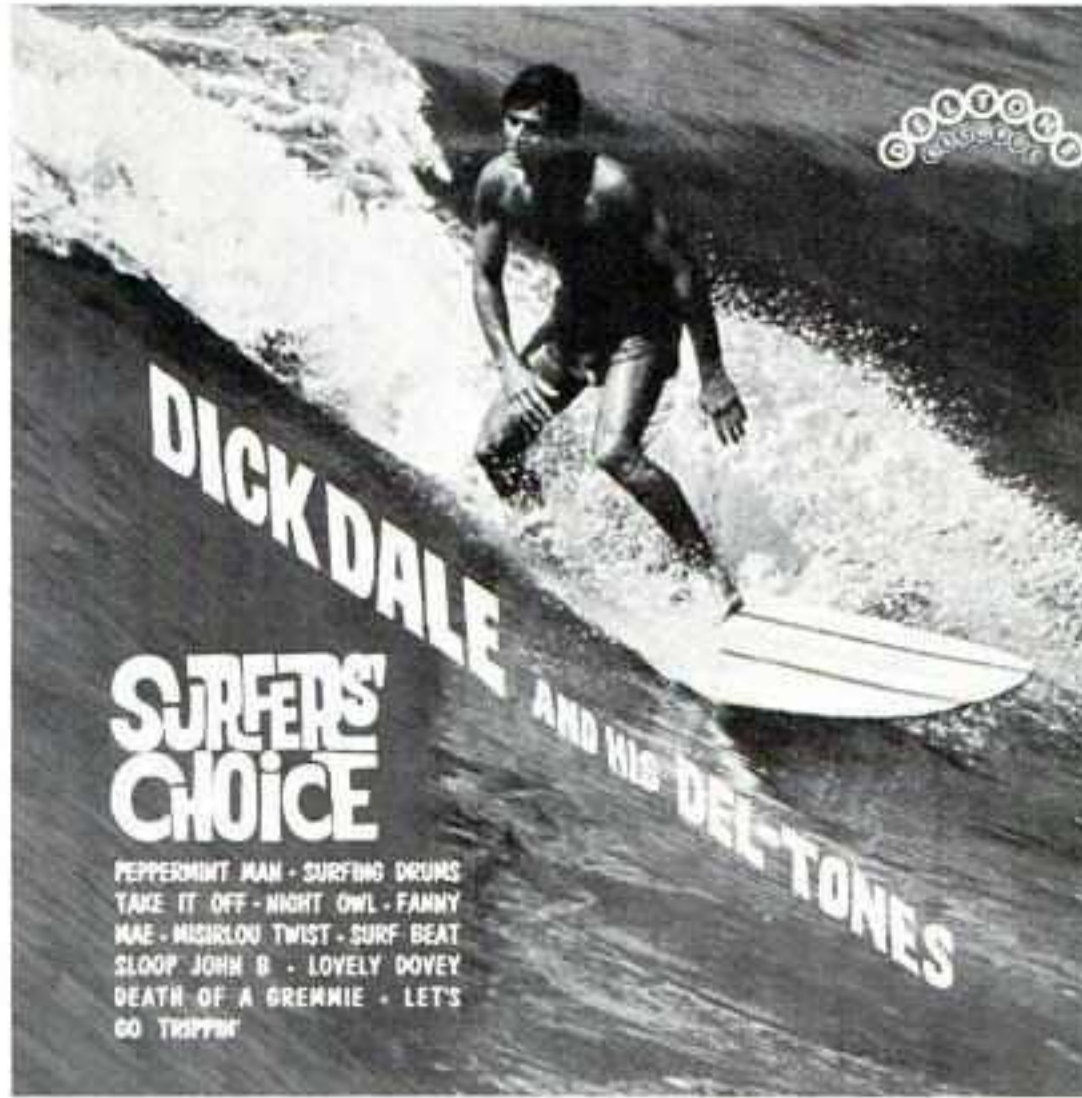
**"SINCE I FELL FOR YOU"**  
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# ALBUM REVIEWS



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.



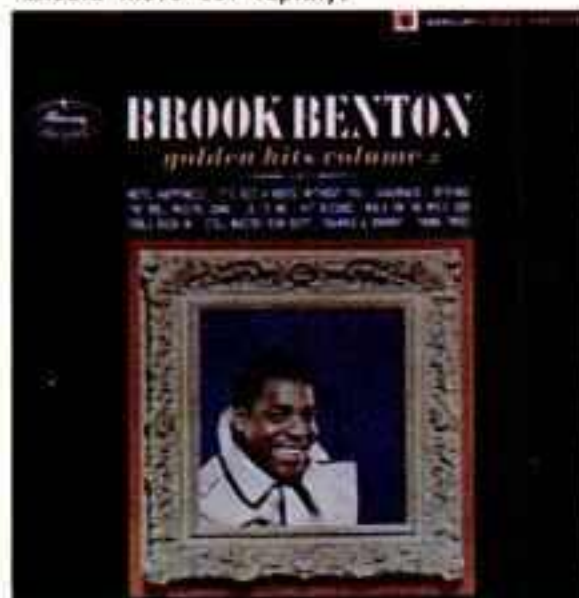
**POP SPOTLIGHT**  
**CAMPUS CONFIDENTIAL**  
The Four Preps. Capitol T 1814 (M); ST 1814 (S)

The Preps have become one of the strongest acts to play the college circuit and they have scored with earlier sets of material recorded in college concert. This newest was done at UCLA and the student body gives the boys a rousing hand throughout. Accompanied by good big ork scorings, they offer a varied program of humor, patter and good harmonies.



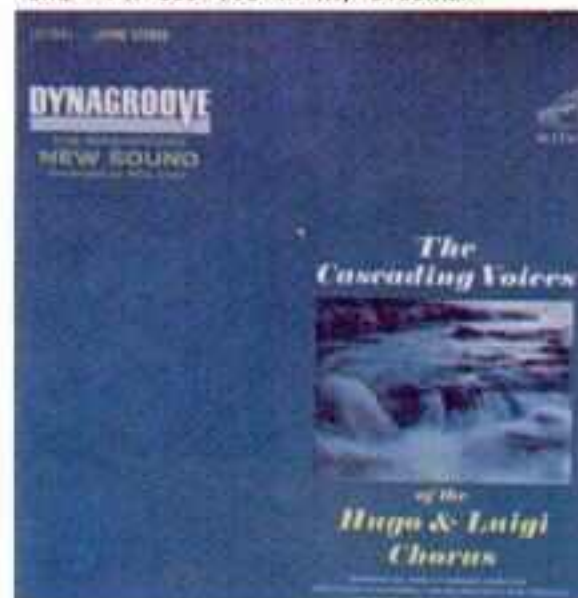
**POP SPOTLIGHT**  
**BROOK BENTON GOLDEN HITS, VOL. II**  
Mercury MG 20774 (M); SR 60774 (S)

Benton is on another string of hits and a number of them are here. "Hotel Happiness," "Lie to Me," "Boll Weevil" and "Hit Record" are just a few of the hit singles by the singer included. This one should move out rapidly.



**POP SPOTLIGHT**  
**THE CASCADING VOICES OF THE HUGO & LUIGI CHORUS**  
RCA Victor LPM 2641 (M); LSP 2641 (S)

A wonderful mood album here and it's fit for both the ultra sound buffs (it's part of Victor's new Dynagroove sound series) or mood fans to whom highs and lows are not important. The mixed chorus sings to pleasant arrangements such standard airs as "Moonlight and Roses," "Three o'Clock in the Morning," "Good Night Sweetheart" and "I'll See You in My Dreams."



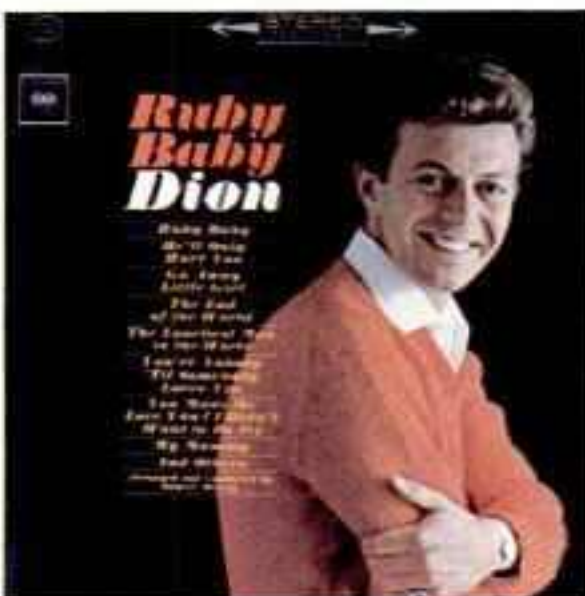
**POP SPOTLIGHT**  
**NEW THRESHOLDS IN SOUND**  
Sid Ramin & Ork. RCA Victor LPM 2658 (M); K LSP 2658 (S)

Here's one of the highlight sets of Victor's initial release in its dynagroove recording series of sound spectaculars. It's a likely rival for some of the other successful instrumental sound excursions on the market. Solid clean arrangements are applied to such familiar tunes as "The Sweetest Sounds," "Spring Is Here," "Swanee" and "Varsity Drag."



**POP SPOTLIGHT**  
**THIS IS MY COUNTRY**  
Robert Shaw Chorale & RCA Victor Symphony Orchestra. RCA Victor LM 2662 (M); LSC 2662 (S)

A brilliant package, full of color, excitement and patriotic pageantry. The group always does well and now, enhanced by Victor's Dynagroove recording process, the impression is even bigger. "Battle Hymn of Republic," "God Bless America," "America the Beautiful" and "Star-Spangled Banner" are a few of the many others.



**POP SPOTLIGHT**  
**RUBY BABY**  
Dion. Columbia CL 2010 (M); CS 8810 (S)

Dion sings his current big one, "Ruby Baby" along with a string of other current and past hits here. The set has a taste of the old with a touch of the new. "End of the World," "Fever," "You're Nobody 'Til Somebody Loves You" and "My Mammy" gives some idea. Great singing backed in the traditional, as well as somewhat different Dion style.



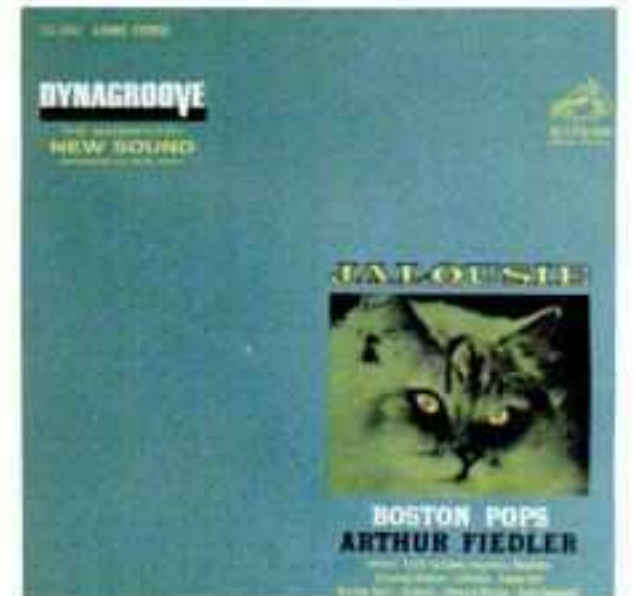
**POP SPOTLIGHT**  
**HAIL THE CONQUERING HERO**  
Peter Nero. RCA Victor LPM 2638 (M); LSP 2638 (S)

The global music business is saluted by pianist Peter Nero in one of his strongest collections, featuring songs originating in other countries. All the usual Nero brilliance is present with his accustomed references to classical composers. Some of the top items are "Midnight in Moscow," "What Kind of Fool Am I," "Granada," "Anna" and "Mack the Knife."



**POP SPOTLIGHT**  
**SUPERCUSSION**  
Dick Schory's Percussion Pop Ork. Victor LSP 2613 (S); LPM 2613 (M)

Swinging, sizzling, scintillating sounds from the speakers on this one. The Schory ork has the stereo buff sound and makes good musical sense to boot. The sounds resound from speaker to speaker and the ultimate peaks and lows are a delight for anyone interested in reveling in the depth of musical magic. Arrangements are tops. By far one of the best albums from Schory.



**POP SPOTLIGHT**  
**JALOUSIE**  
Boston Pops (Fiedler) RCA Victor LM 2661 (M); LSC 2661 (S)

This album is bound to have wide and potent sales. The set is by the ever-popular Boston Pops with Mr. Fiedler playing a variety of material, a good deal of it familiar to every semi-classical and pop buyer. The sound is dynamic, a cascade of sound that is neither gimmicky nor overdone. Among the titles are "Jalousie," "Le Cid," "Jamaican Rumba" and "Zacatecas."



**POP SPOTLIGHT**  
**SOUNDPOWER!**  
Marty Gold & His Ork. RCA Victor LPM 2620 (M); LSP 2620 (S)

The music fairly jumps on this set. The new Victor process beautifully highlights the excitement and the smartness of the arrangements on the Marty Gold LP which has a bit of ping-pong magic along with fine swinging and lush sounds. "I'll Remember April," "Harlem Nocturne," "Misty" and "String of Pearls" are some of the better tracks.



**POP SPOTLIGHT**  
**TODAY'S TOP HITS**  
David Carroll & His Ork. Mercury MG 20786 (M); SR 60786 (S)

David Carroll has a fine album of instrumental interpretations of current or recent hits here. The tunes are styled for the big ork format with tight ensemble work and good rhythm throughout. Tunes include "Alley Cat," "Telstar," "Limbo Rock," "Hey Paula," "Ramblin' Rose" and "Go Away Little Girl."



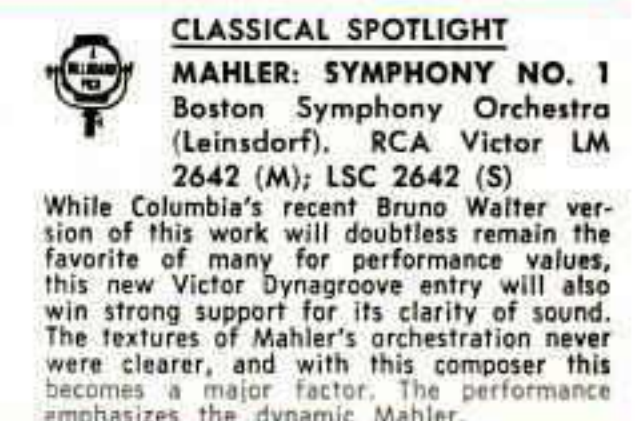
**CLASSICAL SPOTLIGHT**  
**RAVEL: BOLERO**  
Boston Symphony Orchestra (Munch). RCA Victor LM 2664 (M); LSC 2664 (S)

One of the most recorded works in the catalog, Ravel's "Bolero" receives a recording which is sheer dynamite, in performance, sound and sales potential. This old chestnut actually sounds fresh and exciting, and since new thousands of buyers always seem to want it, this will be a highly salable item.



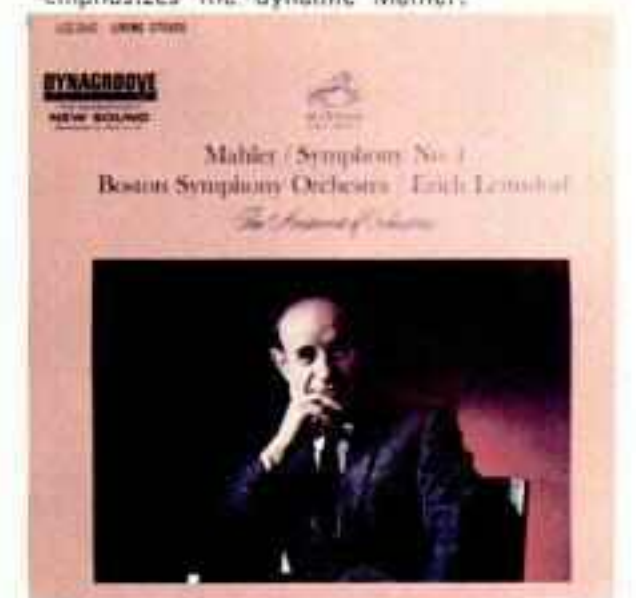
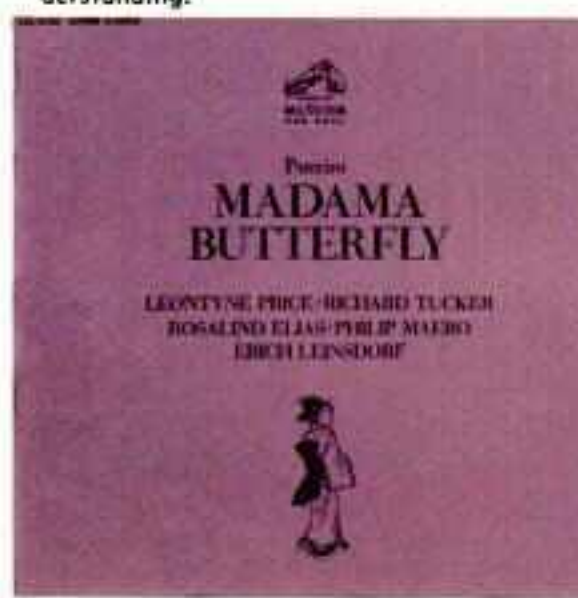
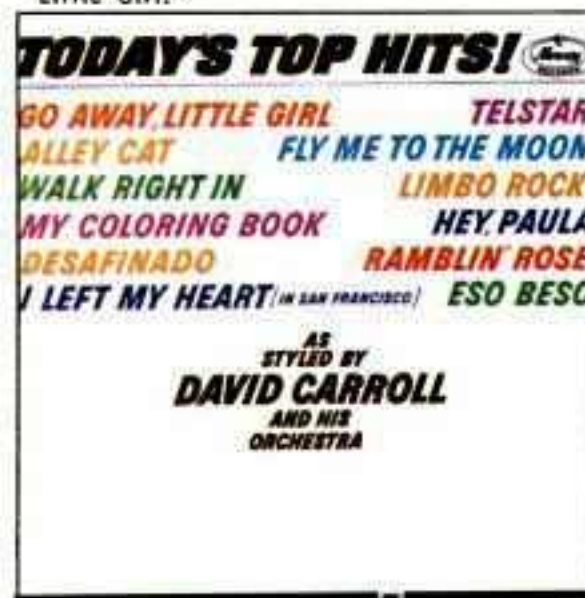
**CLASSICAL SPOTLIGHT**  
**PUCCINI: MADAMA BUTTERFLY**  
Various Artists. RCA Victor LSC 6160 (S)

The first opera recording from Victor's Rome studios and using its new Dynagroove process, this set of "Madama Butterfly" is outstanding and will be a big winner among big-ticket packages. Leontyne Price, Richard Tucker and Rosalind Elias are heard with breathtaking clarity, while Leinsdorf's conducting shows strength and understanding.



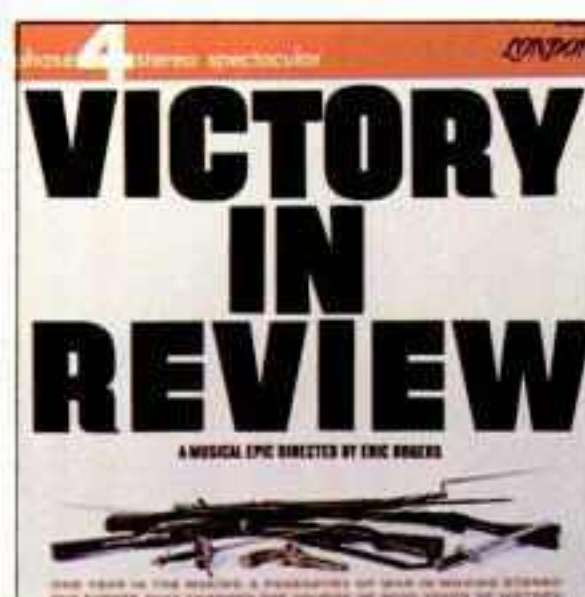
**CLASSICAL SPOTLIGHT**  
**MAHLER: SYMPHONY NO. 1**  
Boston Symphony Orchestra (Leinsdorf). RCA Victor LM 2642 (M); LSC 2642 (S)

While Columbia's recent Bruno Walter version of this work will doubtless remain the favorite of many for performance values, this new Victor Dynagroove entry will also win strong support for its clarity of sound. The textures of Mahler's orchestration never were clearer, and with this composer this becomes a major factor. The performance emphasizes the dynamic Mahler.



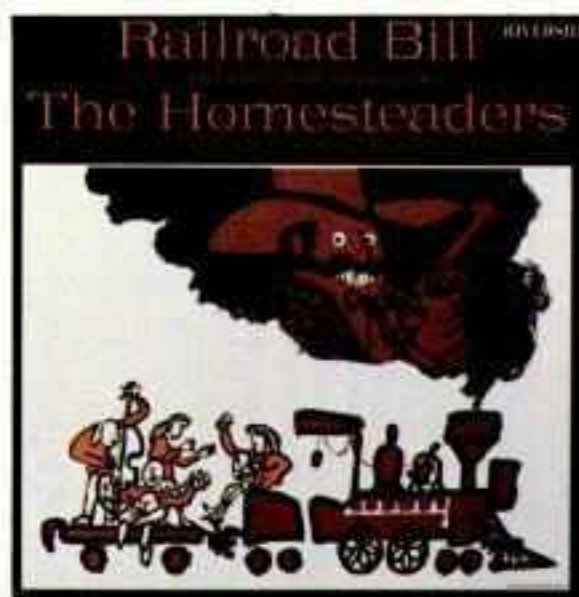
**POP SPOTLIGHT**  
**INSIDE FOLK SONGS**  
Shel Silverstein. Atlantic 8072

This folk-styled beatnik should score with the college set. His unorthodox "folk" tunes have sardonic and comic qualities that are perfect for the undergraduate—no matter what the age. He is a cartoonist for Playboy, and promotion from this publication along with his appearances on TV and in Playboy clubs across the country can't hurt either.



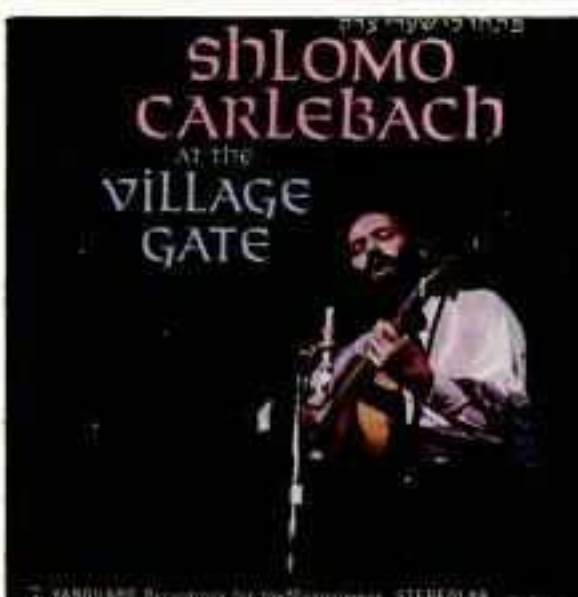
**SOUND SPOTLIGHT**  
**VICTORY IN REVIEW**  
Various Artists. London SP 44024 (S)

This is a follow-up to the brilliant "Pass in Review," with which London kicked off its "Phase 4" series of "stereo spectaculars." This time it is a historic panorama that passes in parade from left to right speakers, starting back in the days of ancient Egypt and running through World Wars I and II. Stirring simulation of crowds helps create a feeling of realism.



**FOLK SPOTLIGHT**  
**RAILROAD BILL**  
The Homesteaders. Riverside RM 7537 (M); RS 97537 (S)

One of the smartest folk sounds to come along in many a day. The group has strong roots in the Weavers' original quality, which could be a most favorable factor. Yet the sound is different and distinctive too. Group opens with the title tune, a rollicking effort; "Cape Cod Girls," and a smooth "Abilene," featuring a solo lead. "Nine-Pound Hammer," "Titanic" and "Whoa Buck" are other goodies.



**FOLK SPOTLIGHT**  
**SHLOMO CARLEBACH AT THE VILLAGE GATE**  
Vanguard VSD 2133 (S)

Something different in the way of a folk album, this could readily capture public imagination. The artist is a young ordained rabbi who sings, hums and chants melodies which have texts of Biblical origin. But there's nothing sacred about the artist's dynamic performances, which get the audience stirred into active singing, clapping or humming with him.



**JAZZ SPOTLIGHT**  
**EDDIE HARRIS BOSSA NOVA**  
Vee Jay LP 3034 (M); SR 3034 (S)

Tenor saxist Eddie Harris has one of his better albums since hitting the best selling ranks with "Exodus." The album has the tenor saxist blowing on six bossa nova tunes with an all-star group that includes Jimmy Raney, guitar, and Lalo Shifrin. "Lolita Marie," "Whispering Bossa Nova" and "Samba Para Do" are better tracks.

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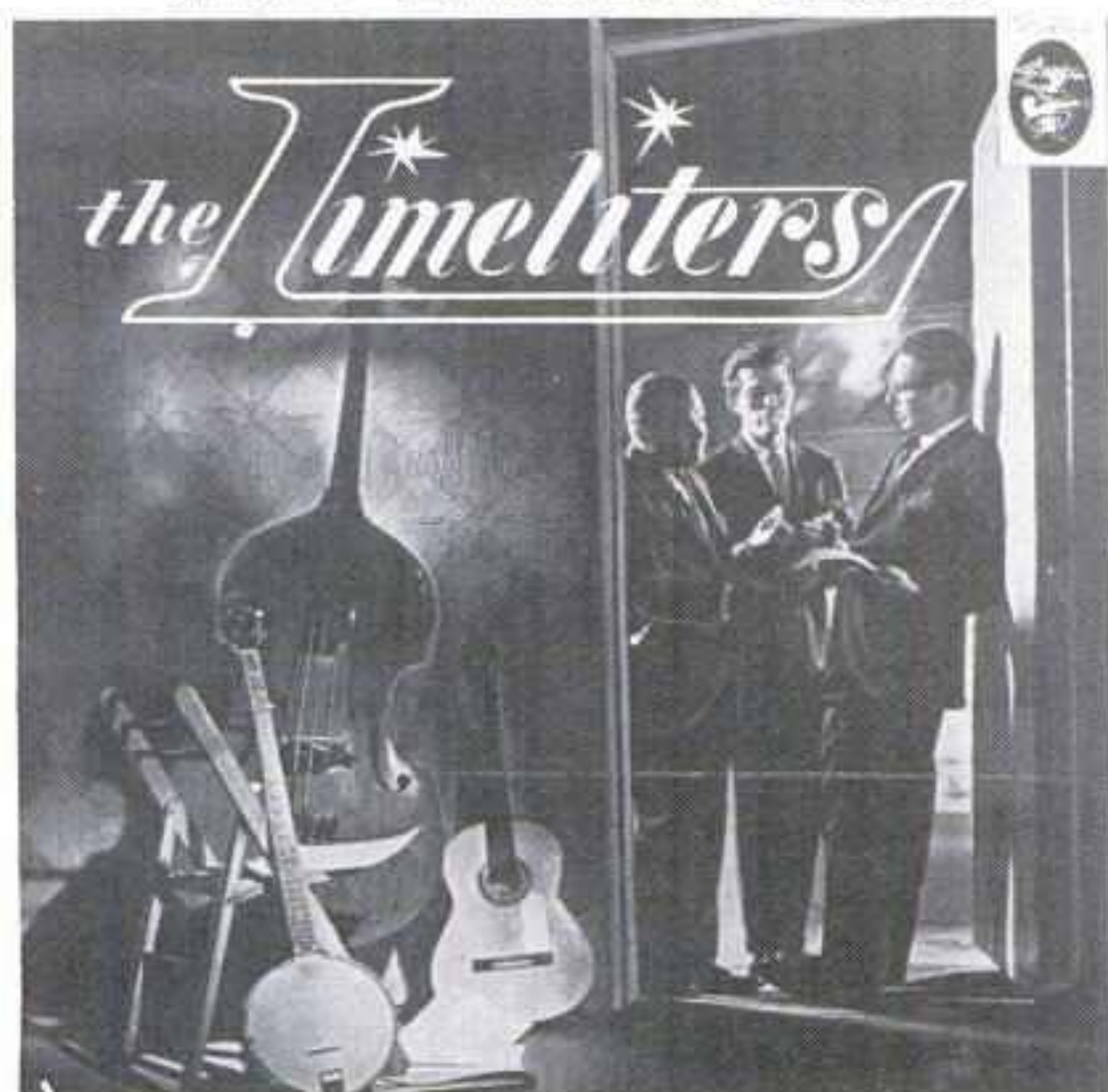
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## THE LIMELITERS



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EKL-180 (mono) EKS-7180 (stereo)

## BEST OF BIKEL



FIFTEEN of Theodore Bikel's most popular and requested folk-songs together in one album for the first time. Theodore Bikel will embark on a nationwide tour of 40 concerts this spring and will also make numerous network television appearances on Show of the Week, Hootenanny Tonight, etc.

EKL-225 (mono) EKS-7225 (stereo)

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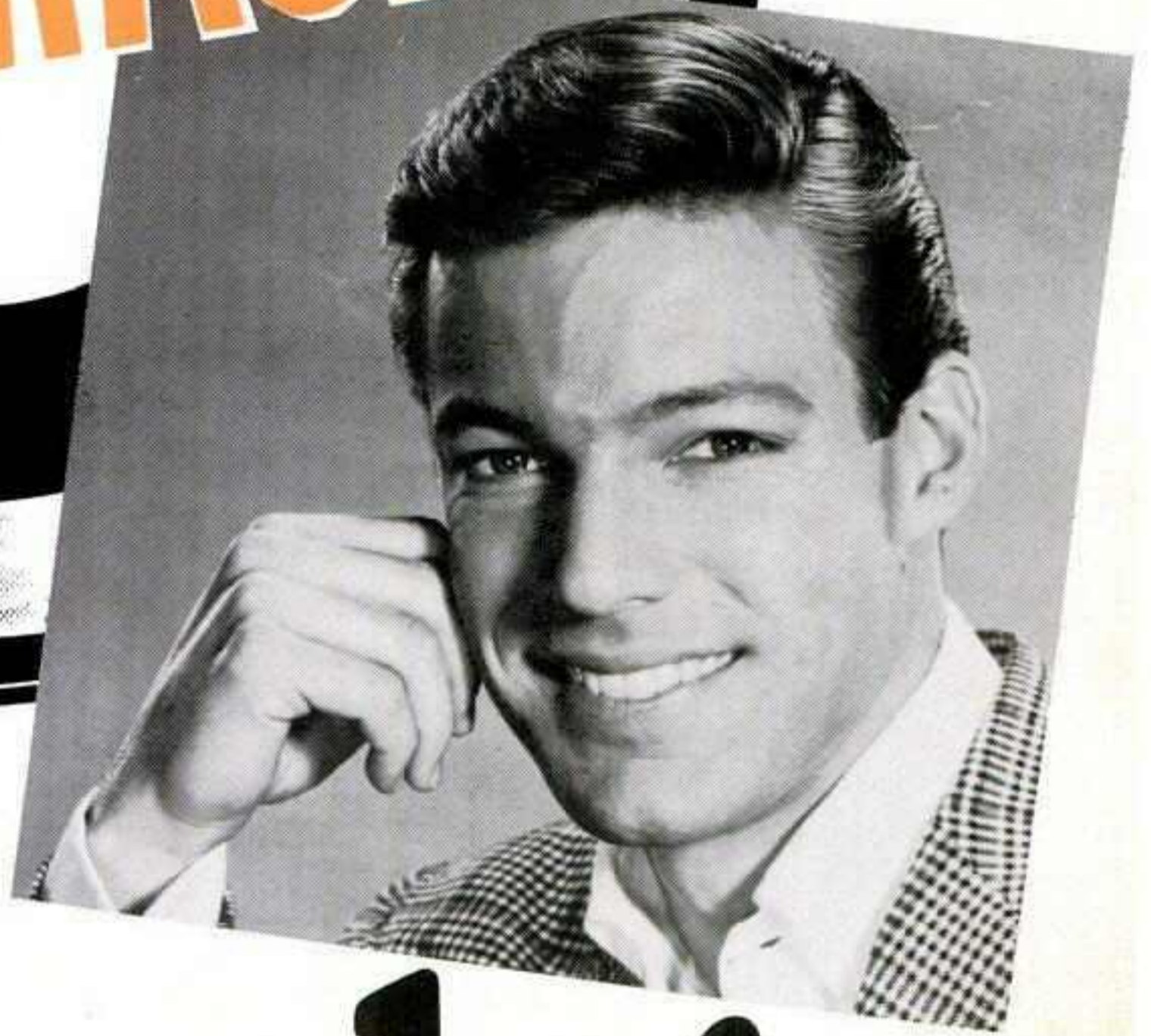
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Madison/Tell Music Dist./CE 3-1540  
Memphis/Stratton-Warren Hardware/JA 5-7741  
Minneapolis/Decca Dist./FE 5-7681  
New Orleans/Decca Dist./JA 2-1786  
Newark/Wendy Dist./MA 3-5845  
New York/Stanley-Lewis/CO 5-7955  
Philadelphia/A & L Dist./PD 5-4300  
Phoenix/Demain Record Sales/253-1888  
Portland/B. C. Record Service/CA 8-6584  
St. Louis/Midwest Dist./GA 1-1938  
San Francisco/H. R. Basford Co./MA 1-8545  
Seattle/B. G. Record Service/MU 2-6965





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**Richard**



**Chamberlain** sings

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DO IS DREAM"**

**MGM RECORDS**  
THE STARPOWER LABEL



c/w "HI-LILI, HI-LO"  
**K-13121**



# Teen Buying, More Outlets To Boom Japanese Market

By J. FUKUNISHI

The total record production during 1962 indicates an increase of 33 per cent in quantity and 37 per cent in value over the preceding year. Also shown was a noticeable trend upward in stereo record sales.

According to the announcement of the Japan Phonograph and Record Association, the total record production reached 43,737,560 in quantity or \$47,940,864 in value at manufacturers' prices. However, the actual sales are assumed to be a round \$39,000,000, which leaves about \$9,000,000 unsold. The actual sales for the first six months of 1962 can be divided among six major recording companies at this rate: Victor 31.5 per cent, Columbia 28.5 per cent, King 15 per cent, Toshiba 13 per cent, Teichiku 6 per cent, and Grammophon 6 per cent.

Victor and Columbia hold 60 per cent of the market. As a result of the Anti-Cartel and Trust Commission's indictment of the National Record Dealers Union against their breach of the Anti-Cartel and Trust Law last autumn, recording companies are now quite free to supply merchandise to any non-union member shop. It is evident that this will increase record sales, but the fear of price-cutting, at the same time, looms due to wild anticipated competition among new and old dealers.

Nippan, the national book distributor, has started to distribute record to book shops across the country together with books and magazines. Victor's sales quota for records is set at 8 billion yen (over \$22 million) this year against last year's 5.2 billion yen. Victor's strong and positive policy at the very moment general market conditions in Japan are in a slightly depressed condition is really admirable. No doubt they have taken the fact that Japanese young people are spending much more money for a variety of amusements and compact cars, with the conclusion that sales of stereo phonographs and accompanying stereo disks will grow ever more this year.

With a target of 8 billion yen, Victor intends to corner 50 per cent of the market. To achieve this, however, Victor must be capable of producing 1.5 to 2 million records every month.

Nippon Columbia, on the other hand, set its record sales quota at 7 billion yen. Columbia has a strong roster of Japanese

tival to release quite a lot of material of interest from the ABC archives.

Pye Records has released in 1963 new Goldengroove albums, a low-priced disk which is sold only through supermarkets. Included in the release is a double album set, "Great Broadway Hits," retailing at \$7. A Pye single by **Tonia Bern**, to coincide with her visit here with her husband, speed king Donald Campbell, is being issued. While in Australia, she will make TV appearances in Melbourne. The title of the single is "Monsieur."

Here in Australia, artists are reaching maturity and moving into the field of adult entertainment. **Johnny O'Keefe** and **Rob E. G.**, both recently made their debuts in night clubs. The **Allen Brothers** are currently working in Japan while **Johnny Rebb** has just returned from a two-month tour of Tokyo and Manila.

## International NEWS REPORTS

artists. Victor represents more than a score of overseas indie labels in addition to majors. Columbia places its pride in stating that Japanese recording companies must compete one another with Japanese repertoires. "King Chess Player," written by veteran **Masao Koga** and sung by **Hideo Murata**, has registered 800,000 in sales and is still going strong.

### AUSTRIA

## Duke, Greco SRO Brings Disk Boom

By FRED ZILLER  
Mollwaldplatz 1, Vienna

At the Vienna Concert Hall, **Duke Ellington** and his big band gave two terrific performances February 10. Ellington's concerts (all completely sold out) showed success during special dealer sales and great critical acclaim.

French TV star and Chansonette **Juliette Greco** gave two special shows at the "Theater an der Wien." Both performances were completely sold out one week before her arrival in Vienna. Also sold out was her EP "Sous Le Ciel De Paris" (Philips). Philips rep **Wolfgang Arming** stated: "Within 24 hours some 18,000 disks were sold. Miss Greco, now on an European tour, is heading for Broadway.

Viennese composer **Erwin Halletz**, who wrote a special song for **Carmela Corren** from Israel for the "Grand Prix Chanson TV Festival 1963" (to be shown in London March 23), wrote a lovely number with lyrics by **Dr. Peter Wehle**, "Vielleicht geschieht ein Wunder." Halletz, concerned with recording LP's for the U. S. (with the Monaco Light Symphony Ork) in Monte Carlo, is supposed to head for the States early this month.

A German cover of the American number "I'm Yours" by **Robertson** and **Blaire**, with German lyrics by **Kurt Feltz**, became a best seller over night in this country. . . . **Peter Alexander** is the star of this Polydor disk under its title: "Wenn erst der Abend kommt." . . . **Peter Kraus** did another German version of "Desafinado" (Polydor).

. . . **Brenda Lee** seems to have a best seller with "Heart in Hand" on Brunswick. . . . On the MGM label, **Connie Francis** climbed up in sales with "Al Di La" and "I'm Gonna Be Warm This Winter." . . . And the German version of "Love Me Tender" by **Gerhard Wendland** (Immer wieder lieb ich Dich) has a (Polydor) hit potential over here.

**Nana Gualdi** (the German **Doris Dav**) made a top single on the Philips label: "Nur eine

Spieluhr" and "Es konnte ja immer so sein." . . . Two more titles by Greek composer **Manos Hadjidaskis** were recorded by **Nana Mouskouri**, named, "Was in Athen geschah" and "Am Strand von Korsika."

Some best selling disks here are: **Ray Charles** EP, "You Are My Sunshine" (Philips); "Hotel Happiness" with **Brook Benton** (Mercury); "Blacksmith Madison—Alabama Madison," featuring the **Hazy Osterwald Sextet** (Polydor); "Lovesick Blues" with yodeling **Frank Ifield** on the Columbia label, and the country music album containing the **Kern Buam** single, "Kennst Du aus?" (Polydor). Best albums of this week are "The West Side Story" (Original filmcast) and **Ferrante and Teicher** (United Artists) and "Girls, Girls, Girls," **Elvis Presley** (RCA).

### BELGIUM

## CBS Launching Off With Conniff

By JAN TORFS  
Stuivenbergvaart 37, Mechelen

On February 6, the CBS label was introduced in Belgium during a big cocktail party at the Rogier Building in Brussels. A few days later the first records were released; only a few among them LP's. **Ray Conniff's**, called, "'s Marvelous," at the very low price of 129 fr. (\$2.60). This promotion record was the first of a series which has reached more than 50. Among the latest releases are toppers such as "Ruby Baby" by **Dion**, "Blame It on the Bossa Nova" by **Eddie Gorme** and "What Will Mary Say" by **Johnny Mathis**.

Polygram now distributes Audio Fidelity and came out with five LP's, among them: "Satchmo plays King Oliver," "Al Hirt Swinging Dixie," "Louis and the Dukes of Dixieland" and "Lalo Schiffrin's Bossa Nova." Price per record is 255 fr. (\$5.10).

The **Rooftop Singers** were released on Fontana. Another sensation was caused by the first **Brigitte Bardot** LP on Philips, presented in a luxurious album with lots of photos.

A newcomer on the market is 16-year-old **Sheila** with "L'ecole est finie" (School Is Out).

Ardmore and Beechwood have the distributing rights for the entire Benelux countries of **Conny Frobes'** latest releases, "Du bist mir so sympathisch" and "Hilly Billy Ding Dong Choo Choo." On the other side, a Flemish version of **Richard Anthony's** "Loin" entitled "Ver" is soon to be released on Ronnex Records by **Renato**.

In one week some 50 records were brought on the market, not counting ones released by CBS mentioned before. This is, for this time of the year, far too

## RAYMOND IN FOR BELGIUM

BRUSSELS — Jacques Raymond has been chosen to represent Belgium in the next Eurovision Song Festival in London March 23. The singer will perform "Waarom" (Why) which was composed by Hans Flowers and Bob Boon. The song will be recorded in the Polygram studios next week as will two other top finishers, "Luister naar de Wind?" and "Saksisch Porcelain." These are being waxed by Lize Marke who also performed them in the contest held here last week to choose the entry.

## Sugar Family Grows in Rome

ROME — Ladislao Sugar, whose Messaggerie Musicale is one of the leading musical merchandising organizations and who controls through his Compagnia Generale del Disco and Galleria del Corso the distribution of MGM, United Artists and Reprise, among other labels, has been adding to his affiliations and export agreements.

Having recently taken over distribution of the Juke Box label, CGD is now handling its export business as well, through Giuseppe Giannini. Frances Festival records and those of Line Renaud, who is in Italy to do four TV shows, have also been added to the CGD family.

Among the company's export deals is one with London International for "Chariot" as sung by Betty Curtis and with Italia Schallplatten of Germany for "Abat-Jour" and other best sellers by Henry Wright, an American who works in Italy.

many. Some are "Sun Arise" by **Rolf Harris** on Columbia, "Send Me Some Loving" by **Sam Cooke** on RCA, "I Left My Heart in San Francisco" by **Frank Sinatra** on Reprise, "Loop de Loop" in two versions, one by **Johnny Thunder** on Stateside, the other by the **Chucks** on Decca and "Soerabaja," the new Dutch recording of **Anneke Gronloh**. The two most interesting of them all are undoubtedly the releases by **Elvis Presley** and **Cliff Richard**, with **Paul Anka** the three singing stars who are most in demand.

### BRITAIN

## Meek Gets Gold Disk for 'Telstar'

By DON WEDGE  
News Editor,  
New Musical Express, London

Independent producer **Joe Meek** will get a Gold Disk award from Decca for his work with the **Tornados**—particularly their "Telstar" international hit, a two million seller. It will be the first time a British a.&r. man has received such a trophy. The instrumental group was presented with a Gold Disk by Decca last December, when the first million was reached. The Decca group has also revived its Vocalion label. First single is **Vince Guaraldi's** "Cast Your Fate to the Wind," obtained from the U. S. Fantasy label.

Vee Jay Records, through its tie with EMI, has the U. S. rights to the two leading records

## Contest Odds Again Go to Luxembourg

LONDON—Luxembourg has become one of the favorites to win this year's Eurovision Song Contest due to be held March 23. Its representatives will be **Nana Mouskouri**, Greek-born singer recording for Fontana. She will present the Luxembourg entry "A Force de Prier," published by the Paris Bagatelle firm. **Nana Mouskouri** has already waxed the number in translations into Italian, German and English.

The British copyright has been acquired by the Tin Pan Alley group. British lyric, called "The One That Got Away," is by **Bunny Lewis**. Negotiations have been advanced for the sale of the U. S. right of this translation. For the third successive year, the Philips group is proving the British artist in the Eurovision Song Contest. Winner of the British heat held February 23 was **Ronnie Carroll**, Britain's representative last year. He performed the Norman Newell-Philip Green song "Say Wonderful Things," assigned internationally to EMI's publishing firm Ardmore & Beechwood.

in last week's British chart—**Frank Ifield's** "The Wayward Wind" (Columbia) and the **Beatles'** "Please Please Me" (Parlophone).

### TV and Films

Only five weeks before its world premiere—scheduled for London Plaza Theater March 6—**Judy Garland's** new film musical had its title changed by United Artists from "The Lonely Stage," which had been the subject of heavy publicity, to "I Could Go On Singing." The idea was to emphasize the fact that it was a musical—Garland's first since "A Star Is Born." It was made in London, partly on location at the Palladium. Miss Garland herself is due in for the premiere. In addition, she is televising "Sunday Night at the London Palladium" March 10 and also taking part in the "Ed Sullivan Show" being taped here for CBS March 7. It will be the first Sullivan London origination and will also feature **Frank Ifield** and probably **Cliff Richard** and the **Shadows** (EMI-Columbia), three British acts which have appeared on the show in New York.

"Black Nativity" returned to London for a short season at the Piccadilly Theater from February 26 to March 16. . . . EMI released the first of a series of Capitol EP's March 1, coupling old **Frank Sinatra** tracks under different composers' banners. First was "Sinatra Sings **Jimmy van Heusen** and **Sammy Cahn**." There will be monthly issues until December.

### Publishing News

Spanka and Flanka Music, **Paul Anka's** publishing firms, have switched their British affiliation from Bron Music to the Peter Maurice group. First publication will be Anka's latest RCA Victor release, "Love Makes the World Go Round." Unlike many similar deals, the

## MISSING PUB

NEW YORK — In the Australian chart this week no publisher is listed next to **Eydie Gorme's** "Blame It on the Bossa Nova." The publisher should be Tu-Con Music, Ltd.

cast Spanka catalog moves over. The singer-composer's father, **Andrew Anka**, was in London to settle the details before going on to Paris for the singer's wedding to **Anne De Zogheb**.

#### Visitors

**Pye Records' a.&r. controller Allan Freeman** was leaving March 2 on a scheduled round-the-world tour. His first call was in New York (staying at the Berkshire). He was scheduled to fly on to Los Angeles March 6 (Hollywood Roosevelt), Honolulu (8) and then Sydney (11) to visit **Pye's Australian firm**. He will return to Britain via the U. S., due back here March 28.

**Bunny Lewis**, publisher, writer and head of the independent disk firm, **Ritz Records**, has had to postpone his U. S. visit due to recording commitments in London. He does not expect to arrive in New York until March 17. . . . **Frank Chalmers**, of EMI's overseas division, was flying to Amsterdam March 1 for more meetings with **Gerry Oord**, of **Bovema**, his second in a month. Afterwards **Chalmers** was going to Cologne for talks with executives of **Electrola**.

**Dimitri Tiomkin** is in London working on the score of **Samuel Bronston's** film, "Fifty-Five Days in Peking." . . . Arrangements have been made for **Dick Clark** to spend a week in Lon-

don, taking part in the two principal television disk shows — ABC's "Thank Your Lucky Stars" and BBC's "Juke Box Jury." The visit is scheduled for a week from March 18, although it may have to be postponed until early April.

#### Record Business

Philips recorded the whole of **Frankie Vaughan's** appearance on ATV's "Sunday Night at the London Palladium" February 17. It will be issued as an EP next month—the first time a British singer's television act has formed a disk. . . . Because of the success of the **Springfields'** recordings in foreign languages, Philips is planning extensive recordings by the group in Paris and Hamburg during the spring. Another visit to the U. S. for recordings in Nashville is also being discussed. . . . With **Little Eva's** presence in Britain—for a concert tour—the Decca group acquired her "Let's Turkey Trot" U. S. chart entry from Dimension and rush-released it on London.

**Eddie Kassner** has set up a talent management firm in London as an offshoot of his international business. It is headed by a former BBC-TV producer, **Stewart Morris**. Some of its artists were being recorded here by **Marvin Holtzman** and **Artie Harris** for the President and Se-

ville record labels of New York. They will be available to Decca here. **Morris** will look after British interests of artists under contract to the American and Canadian firms. He is setting up a promotion visit for **Marcie Blane** to start March 16.

The **Connie Francis** film "Follow the Boys" opened in London—at the new Empire—March 7, a month earlier than it had been planned. Another MGM musical, **Elvis Presley's** "It Happened at the World Fair," has been put back until May 16. RCA Victor rush-released the "One Broken Heart" single from the film a week early and it's already made its chart appearance.

#### Visitors

**Henry Mancini** was due in London March 5. He will use London as a base for two months while he writes the score of "Charade," a film starring **Cary Grant**, being made in Paris. He plans to return briefly to Hollywood for the Oscar presentations April 8. . . . **Cliff Richard**, the **Shadows** and **Frank Ifield** are all due to record in Spanish for EMI in Barcelona in late April. Richard will record an LP with the group, which will cut an EP on its own. Ifield will also cut an EP. . . . **Bob Precht**, **Ed Sullivan** show producer, arrived ahead of the TV host-columnist

to prepare for the London taping of the show March 7. . . . Because his wife is expecting a child next month, **Dick Clark** has put off his proposed British visit until May.

**Miriam Bienstock**, of Atlantic Records, was in London for discussions with British firms. . . . Publisher **Howie Richmond** was here for talks with **David Platz**, head of his London office **Essex Music**. . . . Currently here touring, **Ella Fitzgerald** is including "Loop de Loop" in her act. . . . Before ending their British tour, the Swedish group, the **Spotnicks**, cut another LP for Oriole. . . . American gospel group, the **Grandison Singers**, are due here to telerecord an ATV series with **Lonnie Donegan** in April. Donegan is in negotiation to return to the Village Gate, New York, in the fall. . . . **Gerry Williams**, a Sonet artist from Sweden, was in and recorded by indie producer **Joe Meek**. . . . **Gerry Oord**, of **Bovema**, EMI's Dutch affiliates, was due back in London for talks at EMI's Hayes headquarters March 4.

#### Record Business

Oriole has begun work on its first **Maureen Evans** LP following her chart success with "Like I Do." . . . Optimistic that one of its records would win the British heat of the Eurovision Song Contest, Philips flew out one of its Radio Luxembourg deejays, **Keith Fordyce**, to the studio at the transmitter. Philips' **Ronnie Carroll** with "Say Wonderful Things" did win and Fordyce was able to go on the air the same night and spin the disk. It would not have been possible otherwise, as Philips' programs—like the other disk companies' sponsored shows—are prerecorded in London studios some days ahead of transmission.

**Acker Bilk** has recorded an EP of bossa nova titles with **Leon Young**. A color film short Bilk made, "Four Hits and a Mister," was both opening in the West End March 14 and will subsequently go on release with a new **Peter Sellers'** film, "Wrong Arm of the Law." . . . **Bill Croucher**, record division head of the Rank Organization's recently closed distribution firm, **Thompson, Diamond & Butcher**, has joined **Jeff Kruger's** **Ember Records** as sales manager. . . . For the first time within memory one of the British heat song entries in the Eurovision Song Contest has been covered. It is **Tommie Connor's** "Little Cracked Bell," sung in BBC's heat by **Jimmie Justice**, a **Pye** artist. It was unplaced. Decca, which was not represented in the contest, covered it with the **Mudlarks**. The number is published by **Pye's** firm **Welbeck**, run in association with the **Leeds** group.

## EIRE

### Teen-Agers Take Jolson on Disks

By **KEN STEWART**  
**Irish Times, Ltd., Dublin**

The latest in a series of very well received movie musicals, "The Jolson Story," completed a long lun at Dublin's **Corinthian**. Sales of the many **Al Jolson** disks available should be stimulated to some extent. The movie aroused teen-age interest in Jolson's records.

"Katie Daly," the local hit composed and recorded on **Glen-side** by **Eamonn O'Shea**, is still in consistent demand. But, as often happens, the sequel, "Katie Daly's Father," has not achieved similar success.

The Irish Federation of Musicians launched a scholarship scheme worth about \$2,800 in Dublin, stating that half the sum was contributed by record manufacturers. The first scholarship (worth \$1,680) will be awarded to an outstanding artist "who would benefit by further advanced training and experience at professional level." The scheme is being run jointly by the Irish Federation and the International Federation of the Phonographic Industry.

"The Blarney Stone," a new song shortly to be recorded by **Eileen Donaghy**, is featured in the first movie in a series designed to boost this country abroad — "Ireland, Land of Beauty." **Bridie Gallagher** is seen in the movie which has background music by the **Radio Eireann Light Orchestra**.

**Igor Stravinsky**, the famed Russian composer, will conduct the **Radio Eireann Symphony Orchestra** in a concert of his own works during his visit to Dublin in June, which will be a highlight of a season of opera and concerts. . . . **Michael Flanders** and **Donald Swann** flew to Dublin for a week at the **Gaiety** in "At the Drop of a Hat," the successful English revue which is available on a **Parlophone** album. Several stores arranged special displays.

## FINLAND

### Duke Warms Up Frozen Capital

By **HARRY AALTONEN**  
**Ilta-Sanomat, Helsinki**

**Duke Ellington** gave two Helsinki concerts, both of them sold

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COMPOSERS REBEL

# Musician's Bid for Control Gets Blast

By MAURICIO QUADRIO

Composer Ary Barroso was forbidden by the Ordem dos Musicos do Brazil from having his music played in the Brazilian territory. This occurred because he did not pay the yearly tax charged by the organization. The Order of Musicians of Brazil now acts as a super union.

Hectic action has been following in the wake of the Ordem, which was created by law in the last few days of Juscelino Kubitschek government. Accord in this law no one can be considered a musician (and able to transact business connected with his art) if he is not regularly registered with the Ordem. Every musicians, composer, singer, lyricist or country band leader is considered just an amateur if his name does not appear on the Ordem roster.

Maestro Jose Siqueira, president of the Ordem, states that the organization will "protect" all those who work in connection with music, including teachers in the music schools, copyists, etc. By law, all foreign artists must surrender 10 per cent of their profits obtained in this country in benefit of the Ordem, beside the payment of the income tax charged by the government, which is 25 per cent, and 3 per cent of union tax. Record companies, also, cannot record

music and pay for it if the composer, songwriter, singer or anyone involved in the production, is not a member of the Ordem. For about the same reasons, foreign singers or artists cannot work or record in Brazil without the Ordem's authorization.

Another obligation imposed by the Ordem concerns the record companies who are prohibited to issue no more than 50 per cent of music of foreign origin. In this quota, foreign compositions sung in Portuguese by national singers with local orchestra are included.

**Composer Reaction**  
The Union of Composers reacted against the obligation of its members to be associated to the Ordem. Composers, the union says, follow a liberal profession and cannot be forced to belong to the Ordem. They have their own union and that's enough to protect their interests. Herivelto Martins, president of the Union of the Composers, declared to the Billboard correspondent that maestro Jose Siqueira is a tough leader and bitterly criticized the Ordem for its hardheaded and totalitarian dictatorial means of operating.

Herivelto Martins and Marino Pinto, who is also a leader in the musical field, insist that the law is unconstitutional. Sen. Saulo Ramos has presented new legislation, already approved by

the Senate and now in discussion in the Chamber of Deputies, discharging composers from the obligation of being members of the Ordem.

Billboard also head the president of the Union of Musicians, Pedro Luiz de Assis. His opinion is that the law should not be modified, because he does not consider it unconstitutional. His idea is to create a "pact of unity" with the composers.

**Musician Si, Composer No**

Ary Barroso was also interviewed by the Billboard correspondent. As stated, he is a member of the Ordem as a conductor and not as a composer. If he did not pay the yearly tax, it is because the Ordem did not send anyone to collect the money. In any case, they should "suspend" him as a musician-conductor but not forbid his music as a composer to be played. Barroso reminded that the Ordem dos Musicos was created only to protect the interests of the musicians. Afterward, it has forced everybody, such as composers, singers, dancers, church choirs, etc., to pay the tax for the membership. Now, Barroso

notes, the new project of Sen. Saulo Ramos will put an end to this dictatorship.

In any case, added the composer, the Brazilian Constitution guarantees the freedom of association to all citizens, without discrimination. The attitude of the president of the Ordem, Mr. Siqueira, is totalitarian, he concluded.

For many years two main societies have been empowered to control and collect the author copyrights: the UBC (similar to ASCAP) and the group SBAT-SADEMBRA-SABCEM, which corresponds to the American BMI. Siqueira and his Ordem demonstrated their interest on the matter in order to "protect" the composer's money.

Oswaldo Santiago, president of UBC, heard by Billboard, said that his organization and the SBAT-SADEMBRA-SABCEM are similar and have friendly connection with the American ASCAP and BMI. But now, just because the Ordem was created by law, it intends to have its say into the business of the two societies, trying to interfere in their activities, especially in the

field of the author rights.

The big battle has just started. The expansion of the Ordem has been followed apprehensively, since its creation, by national and international music organizations. In the near future we will know if its power be limited to the regulation of the musician's work, or if it will continue with more and indiscriminate powers, as a totalitarian dictatorship in the showbiz field.

The president of the Union of Composers sent radio and TV stations a message asking to support their "Week of Solidarity to the Brazilian Popular Music." The week started on Sunday (20).

Ary Barroso has received messages of support from the governor of Minas Gerais, who reports that the Radio Inconfidencia de Belo Horizonte, capital of the State, was authorized by him to play Ary Barroso music 24 hours a day.

Also the American Embassy notified the Union of Composers that CBS will support their campaign, showing films of the demonstration on the TV stations of its network.

out. Next big jazz event is going to be held in the beginning of March, when Ella Fitzgerald and Oscar Peterson will appear.

Trials for the Eurovision competition were held in our country on February 14, and there were six compositions and 16 singing artists taking part. "Muistojeni laulu" (Song of My Memories) was the winning composition. The composer is Borje Sundgren. Many names appeared this year. Since last autumn the Finnish TV program series, "Jazz Goes to School," takes place in different schools, where jazz concerts are held. Seen among the artists are many top Swedish musicians.

girls: Chantal May, Alice Donna, Evelyn Nat, and one boy, Bob Asklof.

**Pubber Row**  
Paul Beusher has the French publishing rights to all the tunes that Cliff Richard sings in his last pic, "Summer Holiday." Two of them have French cover records: "The Next Time," by Richard Anthony (Columbia), and "Bachelor Boy," by Claude Francois (Philips). Beusher also acquired Bobby Darin's hit, "Things," while a French cover version, "Filles," has been recorded by Lucky Blondo (Philips).

FRANCE

## Pathe to Test Teen-Age Talent

By EDDIE ADAMIS  
92 quai du Marechal Joffre  
Courbevoie (Seine)

With movie magazine Cinemondo, Pathe Marconi started a big publicity campaign a few weeks ago offering weekly auditions in their studios to teen-age artists who make application.

Teen-agers who have been approved by the label's a.&r. men will then be recorded and come out on a new label called Pat, created expressly for this purpose and for the French market.

Singles will be issued and sent free to broadcasting and TV deejays as well as to newspapermen. A limited quantity, around 1,000 singles, will also be marketed at key points at a retail price of 3 francs 50.

If public reaction is good, then the teen artists will be signed up to one of Pathe Marconi's various labels and the teen artist will be released on a regular EP. First artists to be released on the Pat label are three

HOLLAND

## Classical Power On Ace of Clubs

By SKIP VOOGD  
Editor, Platennieuws  
Joh. Camphuisstr. 189  
The Hague

Hans Tecker of L. C. Phonogram reported that Decca's Ace of Clubs label has released a popular-priced LP with two historic performances, Beethoven's Fourth Piano Concerto played by Clara Haskil and Mozart's 24th Piano Concerto by Kathleen Long.

The Blue Diamonds, not heard of much since their successful "Marching Along With the Blue Diamonds," made an excellent recording of "Alice in Wonderland" for Decca.

Rudy Carrell's show for Dutch and Flemish television, the German star Gerhard Wendland introduced his newly recorded song, "Ik Hou Van Holland" (I Like Holland). The same show featured Dutch female singer Annie Palmén with "De Speeldoos" (released on Philips).

Lion J. Swaab, Artone's pro-

(Continued on page 64)



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Billboard Salutes



The International  
label of  
Columbia Records U.S.A.

# ARTISTS HELP CBS IN O'SEAS BOWS

## Gala Receptions Mark Expansion

NEW YORK—The CBS label made its European overseas bow in May, 1962, in Great Britain and Eire. The new label, carrying the repertoire of Columbia, is marketed in these areas by Philips Phonographic Industries. To hail the introduction of the new line, Philips tossed a gala reception and fete in London, an affair which was attended by a glittering collection of Columbia artists, including Percy Faith, Anita Bryant, actors John Gielgud and Michael MacLiammoir, violinist Zino Francescatti and pianists Philippe Entremont and Alexander Brailowsky.

Representing the executive echelon of the American Columbia operations at the reception were Harvey Schein, vice-president and general manager of CRI International; Nat Shapiro, head of international artists and repertoire and creative services, and Stanley West, newly named co-ordinator of European Operations for CBS Records, whose appointment was announced at the affair.

Columbia's major emphasis on world-wide distribution was considered by industry executives to reflect the international impact of the American recording industry and the widespread success of artists from abroad in America. While Columbia had achieved pre-eminence in domestic consumer sales, the company's establishment of CBS Records reflected a desire to broaden the international markets for domestic repertoire as well as to contribute to the development of local produce within key areas of the world.

### First Releases

Initial releases for CBS Records included classical recordings by the Philadelphia Orchestra under the direction of Eugene Ormandy, the New York Philharmonic under the direction of Leonard Bernstein, the Columbia Symphony Orchestra under the direction of the late Bruno Walter, as well as recordings featuring composer Igor Stravinsky, the Budapest String Quartet, pianists Rudolf Serkin and Robert Casadesus, violinists Isaac Stern and Zino Francescatti.

Popular albums in the initial CBS Records release featured Mitch Miller, Percy Faith, Doris Day, Andre Previn, the Dave Brubeck Quartet, Miles Davis, the Brothers Four, Ray Conniff, Jerry Murad's Harmonicats, Michael MacLiammoir, the Dukes of Dixieland, Johnny Cash, Mahalia Jackson and Andre Kostelanetz, as well as two special album packages, "The Fletcher Henderson Story" and "This Is Broadway's Best."

The CBS label was actually first introduced several years ago by the Gramophone Record Company Limited, licensee for CBS Records in Southern Africa

## THE YEAR'S APPOINTMENTS

During the past year a number of major executive appointments were announced for Columbia Records International.

Harvey Schein was named vice-president and general manager, CRI International, and V. Peter de Rougemont was appointed vice-president, European Operations, CRI International. Bernard Taylor, formerly director general of Artego, was appointed director general of Disques CBS. Other appointments included that of Stanley West as co-ordinator of CBS Records, Inc., and Michel Vermette as promotion and merchandising services manager, CRI International.

and one of the area's major labels. In line with current progress and development, and with a view to providing a greater service to record dealers in Southern Africa, the company's head office recently acquired larger and more modern premises in Johannesburg.

### Japanese Renewal

In July, 1962, Columbia announced the renewal of its association with Nippon Columbia, Ltd., which introduced the CBS label in Japan. Under the terms of the agreement, repertoire produced by Columbia Records, U. S. A., is marketed by Nippon Columbia Company, Ltd., in Japan, along with repertoire from Columbia Records' wholly owned overseas affiliated, including Mexico, Discos CBS, S.A., Mexico City; Argentina, Orfeo, I.C.F.S.A., and Brazil, Discos CBS, S.A., Rio de Janeiro.

The contract was negotiated by Goddard Lieberson, president of Columbia Records, and Dr. Kohki Naganuma, chairman of the board, Nippon Columbia Company, Ltd. Dr. Naganuma, accompanied by Hizuru Kaneko, sales manager of International Repertoire of Nippon Columbia Company, Ltd., attended the national sales convention held by Columbia Records in Miami Beach in July.

In July the CBS label was introduced in Southeast Asia by the Colonial Trading Company, Columbia Records' licensee for the territory which includes

(Continued on page 41)



SYMBOL OF CBS' EXPANSION throughout the world is this birthday cake recently sent to radio stations in Australia, commemorating

the seventh birthday anniversary of the label Down Under.

## Lieberson Sees Firm Reaching Top Record Position in World

NEW YORK—The ascendancy of Columbia Records to a top position throughout the world has been predicted by Goddard Lieberson, president of the company. In a statement issued in connection with the introduction of the CBS label in many nations throughout the world, Lieberson asserted: "We believe it will be only a matter of time before CBS Records emerges as the No. 1 label throughout the world."

The CBS record label appeared internationally first in

May 1962, with the introduction of the line in Great Britain and Eire. Since that time, they have been released in virtually every major overseas market.

The aim of the label, according to Lieberson, is twofold: "To contribute significantly to the musical culture of each country by recording native artists and furthering the international recognition of each nation's creative talent, and to increase world-wide distribution of repertoire produced by American artists and Columbia Records, U.S.A."

"The history of Columbia Records—the oldest and largest record company in America—is a long and proud one," Lieberson said. Columbia's numerous technical achievements, such as the development of the long-playing disk, have created the modern phonograph recording.

### Just Beginning

"The history of CBS Records is just beginning. In fulfilling its world-wide responsibilities to entertain, to educate and to provide living documents of our time, the new label hopefully shall set a standard in which the entire record industry may take pride."

Lieberson himself, it may be noted, has made his own special and substantial contribution to the advancement of the culture as a pioneer in the original Broadway cast album recording field.

His first effort in this area was the recording, in 1947 of "Finian's Rainbow." Later, he cut one of the all-time best sellers in this field, "South Pacific," now close to the 2,000,000 sales mark. This album and others that followed closely, did much to spur public acceptance of the Columbia-developed long-play, 33 r.p.m. disk.

Last month, Lieberson flew to Europe to attend ceremonies in connection with the CBS label in Madrid, Paris and Brussels.



Goddard Lieberson

## MOST EXCITING O'SEAS LABEL, SAYS SCHEIN

NEW YORK—CBS Records, according to Harvey Schein, vice-president and general manager of CRI International, "has already become the most exciting new label outside the United States, even though it's less than a year old."

Speaking in connection with the world-wide distribution of the CBS label, Schein said, "We are extremely proud of the achievements which have marked this period."

He added: "The list of record companies which appear in the following advertising pages, our growing family of world-wide affiliates, afford international record product as well as domestic repertoire produced by Columbia Records U. S. A. unprecedented overseas distribution."

"The meeting of CBS affiliates in Paris, early in February, was a landmark for the new label. More than 40 delegates, representing the Benelux countries, Denmark, Eire, Finland, France, Germany, Greece, Italy, Norway, Spain, Sweden and the United Kingdom joined in a three-day seminar—one of the most important international meetings in the history of the phonograph record industry."

"They discussed new programs, releases, recording activities, and technical advancements which will shape the course of CBS Records in the near future. The success of those meetings is a clear indication of the rapid development of CBS Records as the world's No. 1 label."

## Conniff Wins Award For Overseas Sales

NEW YORK—Ray Conniff, who already had taken down four recent Gold Record awards for U. S. album sales of more than a million dollars each, received the first golden tribute for 1,000,000 disk sales overseas. The presentation was made at a luncheon at New York's 21.

Harvey Schein, vice-president and general manager of Columbia Records International, presented the plaque. Conniff was the first artist to get the overseas award for the new CBS label.

"More than 1,000,000 Ray Conniff records were sold outside the U. S. in 1962," Schein said. "He is not only the best selling overseas artist for Columbia Records, U. S. A., but he may also well be the best selling American artist overseas for any domestic recording company."

Conniff attended the meetings of CBS affiliates in Paris at their meeting in Paris recently and he also was guest of honor at receptions in the French capital and in Brussels.

Conniff's domestic plaques were won for "So Much in Love," "Concert in Rhythm," "S'Marvelous" and "Memories Are Made of This," all certified

million-dollar winners by the Record Industry Association of America.

The overseas award was for selling a million disks.



**ANOTHER AWARD** goes to Ray Conniff, this one the first gold plaque given to an artist for CBS label sales outside the U. S. Presenting the award is Harvey Schein, vice-president and general manager of CRI International, while Dave Kaprilik, pop a.&r. director, East Coast for the domestic label, applauds.

# CBS Affiliates Get Moving In German & French Markets

NEW YORK—CBS Schallplatten GmbH is the new Columbia Records subsidiary in Germany to handle distribution of the CBS label in that country, according to Goddard Lieberson, president of Columbia Records. Negotiations for the German outlet for the CBS label were concluded last month following a meeting of CBS affiliates in Paris, on the occasion of the debut of CBS in France. The agreement was signed by Harvey Schein, vice-president of CRI International, with Bernhard Mikulski, of Schallplatten-Import-Dienst in Frankfurt, a successful German disk manufacturer.

Mikulski has been named managing director of CBS Schallplatten GmbH under the supervision of V. Peter de Rougemont, vice-president, European Operations, CRI International.

"The first release under the CBS label in Germany will take place next month," Schein said. "German artists and record product formerly available on Schallplatten-Import-Dienst labels will in the future be released on CBS Schallplatten GmbH together with domestic repertoire produced by Columbia Records, U. S. A. In addition, the recording of German artists for the CBS label will be increased substantially."

Headquarter offices for CBS Schallplatten GmbH will be in Frankfurt near the label's modern pressing plant in Ober-Erlenbach.

PARIS—A host of international record stars, including Ray Conniff, Yves Montand and Robert and Gaby Casadesus, joined hands here last month with execs of Columbia Records, U. S. A., and CBS affiliates from many countries to celebrate the opening of Disques CBS, new wholly owned French subsidiary of Columbia Records, which will market the CBS label here.

A sizable contingent of American Columbia officials were here for the occasion, including president Goddard Lieberson; Harvey Schein, vice-president, CRI International; V. Peter de Rougemont, vice-president, European operations CRI International, and Bernard Taylor, director general of Arteco, in addition to a number of personalities from the government, press, radio and TV, films and the theater.

In announcing Columbia Records' introduction of Disques CBS, Lieberson had previously stated: "In line with our plans for expanding Columbia's world-wide activities, I am pleased to announce that we have acquired control of Arteco, one of the leading independent record companies in France. Arteco now markets its important catalog under the Odeon label but will soon transfer all product to the CBS label."

Lieberson said, "In this joining together of CBS and Arteco, we go to France as a French company devoted to the needs and desires of the French public."

"As the largest record company in the world we will join our world-famous repertoire and artist list with a solid catalog already established in France, and we plan to add to this combination new French artists and new recordings of the historical culture of French art, literature and music."

"We look forward with enormous pleasure to the years before us in this great country."

Columbia Records has for years been in the forefront of recording not only great French classical works but also important music by such French contemporaries as Darius Milhaud, Francis Poulenc and Pierre Boulez, and such internationally acclaimed musicians as pianists Robert and Gaby Casadesus, Philippe Entremont, and violinist Zino Francescatti have long been exclusive Columbia recording artists.

GmbH, together with domestic repertoire produced by Columbia Records, U. S. A. In addition, the recording of German artists for the CBS label will be increased substantially.

## Arteco Part Of Family

PARIS—Consistent with the expansion of its world-wide activities, Columbia on February 1 announced the acquisition of Arteco, one of the leading record companies in France. Arteco, which has marketed its important catalog under the Odeon label, will soon transfer all its product to the CBS label. In the association between CBS and Arteco, Columbia joined its world-famous repertoire and artist list with an extensive catalog already established in France.

Columbia Records has for years been in the forefront of recording not only great French classical works but also important music by modern French composers as Darius Milhaud, Pierre Boulez and the late Francis Poulenc, and such internationally acclaimed musicians as pianists Robert and Gaby Casadesus, Philippe Entremont and violinist Zino Francescatti have long been exclusive Columbia recording artists.

A special reception was held in Paris on February 1 to launch Disques CBS. In attendance were Goddard Lieberson, president of Columbia Records; Harvey Schein, vice-president and general manager, CRI International; Nat Shapiro, director of international a.&r. and creative services, CRI International; Stanley West, co-ordinator of European operations, CBS Records, Inc., and Michel Vermette, manager, promotion and merchandising services, CRI International.

Also attending were a number of Columbia recording artists, including Ray Conniff, Robert, Gaby and Jean Casadesus, as well as numerous prominent French and American entertainers, musicians, government officials, and newspaper and magazine representatives.

This week announcement was made of the introduction of the CBS label in Germany through the establishment of CBS Schallplatten GmbH. The subsidiary's first release will take place in April. German artists and repertoire formerly available on Schallplatten-Import-Dienst, a highly successful and independent label, will in the future be released on CBS Schallplatten

# History in the Making as CBS Expands

• Continued from page 40

Hong Kong, Singapore and Malaya. Among the recordings which have quickly established CBS as the No. 1 label in this area have been the Original Broadway Cast productions of "My Fair Lady," "Camelot" and "The Sound of Music," and the motion picture sound track of "West Side Story," which is highly interesting in view of the area's predominant Chinese population.

In August, 1962, Columbia Records' wholly owned subsidiaries in Argentina, Orfeo, I.C.F.S.A.; in Brazil, Discos

CBS S.A., Rio de Janeiro, and Mexico, Discos CBS, S.A., Mexico City announced the introduction of the CBS label throughout Latin America. Important locally produced repertoire as well as repertoire produced by Columbia, U. S. A., is marketed in Latin America on the CBS label, as is the case in other countries as well. The company's Latin American activities were further enhanced with the completion of construction of new studios in Buenos Aires. Thus, three major stereo recording centers built by Columbia Records, U. S. A., exist in Latin America. Large studios

featuring the most advanced recording techniques have been in operation in Mexico City and Rio de Janeiro for some time.

### Other Licensees

Latin American licensees of Columbia Records, U. S. A., also utilizing the new CBS label, include Goluboff Industries Fonograficas in Chile, Industrial Sono-Radio S.A. in Peru and Sendor Limitada in Uruguay, each associated with Orfeo I.C.F.S.A. of Argentina, and Industrias Fonograficas, Colombia, and La Discoteca, Venezuela, associated with Discos CBS S.A. of Mexico.

In September, 1962, Columbia Records and Electric Music Industries, Ltd., announced that EMI will introduce and market the new CBS label in Greece by Columbia Graphophone Company of Greece, Ltd., the EMI affiliate in Greece.

An agreement with Hispavox S.A. of Madrid, Spain, was announced in October for the introduction of the CBS label in Spain, and in December Columbia Records renewed its association with Philips Phonographic Industries of Baarn, The Netherlands, for the introduction of the new CBS label in Denmark, Norway, Sweden and Finland.

Also in December, Columbia Records and G. Ricordi & Company, S.p.A. announced their association for the introduction of CBS Records in Italy. Columbia Records and William and Jasper Slinger, owner of Artone Gramophone N.V. of Haarlem, Holland, announced their association for the introduction of CBS Records in the Benelux countries: Belgium, Holland and Luxembourg.

In January the Australian Record Company, which had been using the CBS Coronet trade-mark for the previous seven years, adopted the CBS Records label.

# Billboard Salutes CBS RECORDS: *The International Executive Line-Up*

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Vice-President and  
General Manager



**H. ARNOLD BERRY**  
Finance and Planning Director



**NATHANIEL M. SHAPIRO**  
International A & R and  
Creative Services Director



**MICHEL J. VERMETTE**  
Promotion and  
Merchandising Services Manager



**PETER ROSALY**  
Latin American A & R and  
Creative Services Co-Ordinator

**MANUFACTURING AND  
ENGINEERING SERVICES**  
1473 Barnum Avenue,  
Bridgeport 8, Conn., U.S.A.  
Telephone: FOrEst 6-1841



**ROBERT McCOLGIN**  
Manager

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14, Avenue Hoche, Paris 8, France  
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**PETER DE ROUGEMONT**  
European Operations  
Vice-President



**STANLEY WEST**  
CBS Records, Inc.  
Co-Ordinator

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### ARGENTINA



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Administrative Manager  
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Managing Director  
AUSTRALIAN RECORD  
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11-19 Hargrave Street, East  
Sydney, New South Wales  
Telephone: FA 4111  
Cable: COLRECORD

### BRAZIL



**EVANDRO RIBEIRO**  
Manager



**ENILSON LINS**  
Administrative Manager

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Managing Director



**FRED WILMOT**  
Vice-President in Charge of  
Sales & Manufacturing

COLUMBIA RECORDS OF  
CANADA, LTD.  
1121 Leslie Street, Don Mills  
5, Ontario  
Telephone: Hickory 7-3311  
No cable address

### FRANCE



**BERNARD TAYLOR**  
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SOCIETE ART,  
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42, rue de Paradis,  
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Telephone: TAItbout 93-20  
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### MEXICO



**MANUEL VILLARREAL**  
Director General



**CHUCK ANDERSON**  
Musical Director

DISCOS CBS S. A.  
Londres 240, Mexico 6, D. F.  
Telephone: 25-85-89  
Cable: COLRECORD



OUTSIDE VIEW OF MEXICAN PLANT



# THE INTERNATIONAL LICENSEES

## BENELUX

ARTONE GRAMOPHONE N.V.  
8-10 Kruisstraat, Haarlem, The Netherlands  
Telephone: 17476 Cable: ARTONE



**BILL C. SLINGER**  
Owner



**CASPER D. SLINGER**  
Owner

## CHILE

GOLUBOFF INDUSTRIAS FONOGRAFICAS  
Miraflores 113, Santiago  
Cable: GODAV



**DIEGO GOLUBOFF**  
President

## COLOMBIA

INDUSTRIAS FONOGRAFICAS DISCOS TROPICAL  
Apartado Aereo 793, Barranquilla Cable: RADIAG



**EMILIO FORTOU**  
President



**HERNANDO D. VERGARA MARTELO**  
Commercial Director

## DENMARK

NORDISK POLYPHON AKTS.  
Emdurpnej 115, Copenhagen  
Cable: PHILIGRAM



**W. E. HAMBURGER**  
General Manager



**O. WIISHOLM**  
Manager, CBS Records

## ECUADOR

EMPORIO MUSICAL S. A.  
Casilla 1276, Guayaquil



**CARLOS PINO PLAZA**  
Manager

## ENGLAND

PHILIPS RECORDS, INC.  
Stanhope House, Stanhope Place, London, W.2.  
Telephone: AMBASSADOR 7788 Cable: COLRECORD



**LESLIE GOULD**  
General Manager



**JOHN HUMPHRIES**  
CBS Label Manager

## FINLAND

MUSIK FAZER  
Aleksanterinkatu 11 (Postbox 260), Helsinki  
Telephone: 10-751 Cable: MUSIKFAZER



**ROGER LINDBERG**  
Managing Director



**OSMO RUUSKANEN**  
CBS Label Manager

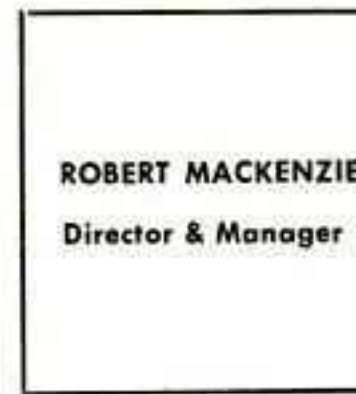
## GREECE

MUSIC-BOX  
Rue Nikis 2, Athens 126  
Telephone: 21-574  
Cable: THOMS

COLUMBIA GRAPHOPHONE CO. OF GREECE, LTD.  
P. O. Box 287, Athens  
Telephone: 880-371  
Cable: COLGRAPH



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Director & Manager

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P. O. Box 950, Hong Kong  
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Manager

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G. RICORDI & C., S.P.A.  
Via Berchet, 2, Milan  
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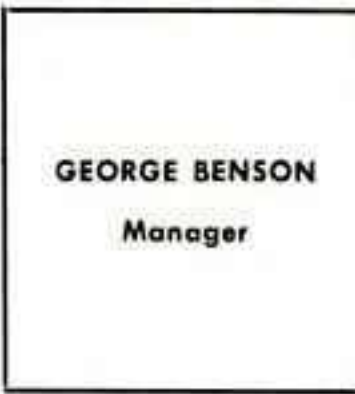
**DR. GUIDO RIGNANO**  
General Manager



**GUIDO RUGGERI**  
CBS Record Manager

## JAMAICA

WEST INDIES RECORDS, LTD.  
13 Bell Road, Industrial Estate, Kingston 11  
Telephone: 87340  
Cable: WIRL



**GEORGE BENSON**  
Manager

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NIPPON COLUMBIA CO., LTD.  
125 Minato-Cho, Kawasaki  
Telephone: Kawasaki 3571 Cable: NIPPONOLA



**DR. KOHKI NAGANUMA**  
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**TOHKICHI SEYA**  
President



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Chief of International Relations (Western and Foreign Music)

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181-195 Wakefield Street, Wellington  
Telephone: 57-250  
Cable: ARGENTA



**D. HUDIG**  
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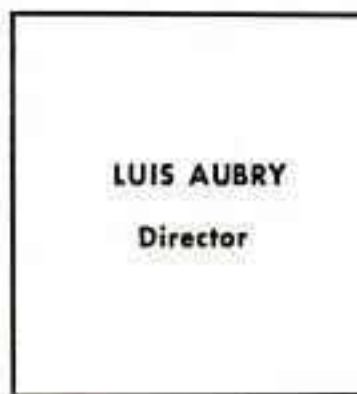
NORSK PHONOGRAM A/S  
Sorkedalsveien 6, Oslo  
Cable: PHONOGRAM



**HAAKON TVETEN**

## PERU

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Telephone: 31854  
Cable: SONORADIO



**LUIS AUBRY**  
Director

## PHILIPPINES

MARECO, INC.  
131 Del Monte Avenue, Quezon City  
Cable: VILMARECO MANILA



**LUIS VILLAR**  
Proprietor

## REPUBLIC OF SOUTH AFRICA

GRAMOPHONE RECORD CO., LTD.  
136 Main Street (P. O. Box 2445), Johannesburg  
Telephone: 23-0546 Cable: AFRICORD



**ARNOLD GOLEMBO**  
Managing Director



**IVOR GOLEMBO**  
Co-Director

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HISPAVOX, S. A.  
Cartagena 62 y 64, Madrid  
Telephone: 256-5700 Cable: VOX



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Director General



**LUIS CALVO**  
CBS Records Manager

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Kungsgatan 29, Stockholm C  
Telephone: 23 41 45  
Cable: SONORA



**BO LOFBERG**  
Manager

## URUGUAY

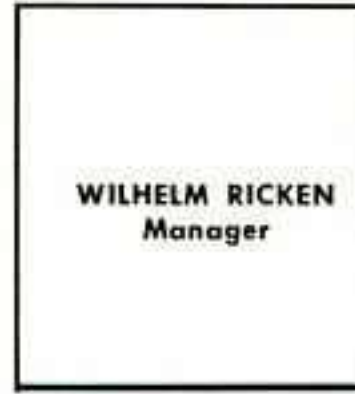
SONDOR LIMITADA  
Nicaragua 1472, Montevideo



**ENRIQUE ABAL SALVO**

## VENEZUELA

LA DISCOTECA  
Avenida El Paseo N°19  
Los Rosales, Caracas  
Telephone: 61 02 37  
Cable: LADICOTECA



**WILHELM RICKEN**  
Manager

# Billboard Salutes CBS RECORDS

**PARIS** At the CBS reception in Paris, Columbia Records President Goddard Lieberson is shown with three of Columbia's top recording artists.



DUKE ELLINGTON



RAY CONNIFF



YVES MONTAND

## ENGLAND

## SPAIN

## ITALY



At launching party in London are (l. to r.) Stanley West (Co-ordinator of European Operations), John Humphries (CBS Label Manager), artist Percy Faith, Nat Shapiro (Director of International A & R), and Harvey Schein (Vice President and General Manager of C.R.I. International).



At reception in Madrid, Mr. Lieberson is presented with four gold records by Raul Matas for popular Columbia artists in Spain. Awards were accepted on behalf of Ray Conniff and Los Cinco Latinos (two records each).



Lieberson greets Spanish guitarist Renata Tarrago at reception in Madrid.



At a reception in Italy, Goddard Lieberson chats with opera mezzo Giulietta Simionato and Ornella Vanoni.

## The CBS Meetings in Paris, February 4-5, 1963



Columbia Records President Goddard Lieberson is shown addressing the assemblage at meeting of entire CBS International affiliation.



Nat Shapiro, Director of International A & R (New York) addresses delegates on aspects of creative services. Attentive listeners are (left to right) C. Deffes, Kurt Mohr, B. L. Taylor, Jean Fumeron, P. Amore, S. Beucler and Mrs. Nye Pharr, all of Artec (Paris); Stanley West (CBS Records, France); H. L. Schein (International Operations, New York) and Peter de Rougemont (CBS Records, France).



Among the subsidiaries and licensees who gathered for meeting were (left to right) Michel Vermette and Schuyler Chapin (both of International Operations, New York), Bernhard Mikulski (CBS, Germany), Mr. and Mrs. Martin Gesar (Music-Box, Greece), Luis and Jose Vidal (Hispanovox, S. A., Spain) and John Vis and Hemmy Wapperom (Artone, Benelux).



These CBS representatives are (left to right) H. Tveten and R. Wesenlund (Norsk Phonogram, Norway), Ove Wiisholm and Werner Hamburger (Nordisk Polyphon, Denmark), John Humphries and Ceasar Voute (Philips, England) and Guido Rignano, Vincenzo Micocci and P. Ruggeri (Ricordi, Italy).



# CBS RECORDS

THE SOUND OF CBS RECORDS IS A MULTIFOLD, MULTILINGUAL SOUND  
MANY COMPANIES IN MANY LANDS MAKE UP THE IMPRESSIVE  
CBS INTERNATIONAL ORGANIZATION

## **ARGENTINA**

**Orfeo I.C.F.S.A.**  
Paraguay 1583  
Buenos Aires, Argentina  
Cable: Colrecord  
Telephone: 42-3971

## **AUSTRALIA**

**Australian Record Company, Limited**  
11-19 Hargrave Street  
East Sydney, New South Wales,  
Australia  
Cable: Colrecord  
Telephone: FA-4111

## **BENELUX**

(Belgium, Holland, Luxembourg)  
**Artone Gramophone N.V.**  
8-10 Kruisstraat  
Haarlem, Holland  
Cable: Artone/Haarlem  
Telephone: 17476

## **BRAZIL**

**Discos CBS, S.A.**  
Caixa Postal 5304  
Rio de Janeiro, Brazil  
Cable: Colrecord  
Telephone: 52-1221

## **CANADA**

**Columbia Records of Canada, Limited**  
1121 Leslie Street  
Don Mills 5, Ontario, Canada  
Cable: No Cable Address—  
Full Address Used  
Telephone: HI 7-3311

## **CHILE**

**Goluboff Industrias Fonograficas**  
Miraflores 113  
Santiago, Chile  
Cable: Godav

## **COLOMBIA**

**Industrias Fonograficas**  
Discos Tropical  
Apto. Aereo 793  
Barranquilla, Colombia  
Cable: Radiag

## **DENMARK**

**Nordisk Polyphon Aktieselskab**  
Emdrupvej 115  
Copenhagen, Denmark  
Cable: Polyphon  
Telephone: 69 25 22

## **ECUADOR**

**Emporio Musical, S.A.**  
Casilla 1276  
Guayaquil, Ecuador  
Cable: Empormusic

## **ENGLAND**

**CBS Records**  
Stanhope House, Stanhope Place  
London W. 2, England  
Cable: Colrecord  
Telephone: Ambassador 7788

## **FINLAND**

**Oy Musiikki-Fazer-Musik Ab**  
Aleksanterinkatu 11  
(Post Box 260)  
Helsinki, Finland  
Cable: Musikfazer  
Telephone: 10 751

## **FRANCE**

**Arteco**  
(Art, Technique et Commerce. S.A.)  
42, Rue De Paradis  
Paris 10<sup>e</sup> France  
Cable: Berntaylor  
Telephone: Taitbout 93-20

## **GERMANY**

**CBS Shallplatten GmbH**  
Palmengartenstrasse 4  
Frankfurt/Main, Germany  
Cable: Colrecord  
Telephone: 77 55 44

## **GREECE**

**Columbia Graphophone Company  
of Greece Limited**  
P.O. Box 287  
Athens, Greece  
Cable: Colgraph  
Telephone: 880-371

## **HONG KONG**

**Colonial Trading Company**  
P.O. Box 950  
Hong Kong  
Cable: Coltraco  
Telephone: 25745

## **ITALY**

**G. Ricordi & C., S.p.A.**  
Via Berchet, 2  
Milan, Italy  
Cable: Idrocir  
Telephone: 898 242

## **JAMAICA**

**West Indies Record Co. Limited**  
13 Bell Road  
Industrial Estate  
Kingston 11, Jamaica  
Cable: Wirl  
Telephone: 87340

## **JAPAN**

**Nippon Columbia Company Limited**  
125 Minato-cho  
Kawasaki, Japan  
Cable: Nipponola  
Telephone: Kawasaki 35711

## **MEXICO**

**Discos CBS, S.A.**  
Londres 240  
Mexico 6, D.F., Mexico  
Cable: Colrecord  
Telephone: 25-85-89

## **NEW ZEALAND**

**Philips Electrical Industries  
of New Zealand Limited**  
181-195 Wakefield Street  
Wellington, New Zealand  
Cable: Argenta  
Telephone: 57-250

## **NORWAY**

**Norsk Phonogram A/S**  
Sorkedalsveien 6  
Oslo, Norway  
Cable: Phonogram

## **PERU**

**Industrial Sonò Radio S.A.**  
Av. Republica de Panama No. 1427  
Lima, Peru  
Cable: Sonoradio  
Telephone: 31854

## **PHILIPPINES**

**Mareco, Inc.**  
131 Del Monte Avenue  
Quezon City, Philippines  
Cable: Vilmareco, Manila

## **SINGAPORE**

**Hup Hup Limited**  
232 Serangoon Road  
Singapore

## **SOUTH AFRICA**

**Gramophone Record Company Limited**  
136 Main Street  
(P.O. Box 2445)  
Johannesburg, South Africa  
Cable: Africord  
Telephone: 23-0546

## **SPAIN**

**Hispavox, S.A.**  
Cartagena 62 y 64  
Madrid, Spain  
Cable: Vox  
Telephone: 256 5700

## **SWEDEN**

**A. B. Philips-Sonora**  
Kungsgatan 29  
Stockholm C, Sweden  
Cable: Sonora  
Telephone: 23 41 45

## **TURKEY**

**Gramofon Limitet Sirketi**  
Halkali Caddesi 85  
Yesilkoy, Istanbul

## **URUGUAY**

**Sondor Limitada**  
Nicaragua 1472  
Montevideo, Uruguay

## **VENEZUELA**

**La Discoteca**  
Avenida El Paseo N°19 Los Rosales  
Caracas, Venezuela  
Cable: Ladicoteca  
Telephone: 61 02 37

THE SOUND OF CBS RECORDS IS WORLD-WIDE IN SCOPE

# CBS RECORDS

MANY NAMES FROM MANY LANDS MAKE UP THE WORLD'S MOST COMPLETE CATALOG OF RECORDING ARTISTS:

ABYSSINIAN BAPTIST GOSPEL CHOIR  
ACUFF, ROY  
ADAMS, EDIE  
ADRIAN, MAX  
ADVENTURERS  
ALBERT, EDDIE  
ALEJANDRO, EL PADRE  
ALLISON, MOSE  
ALOMA, HAL  
AMATI STRING QUARTET  
AMECHE, DON  
ANDERSON, CHUCK  
ANDREWS, JULIE  
ARMSTRONG, LOUIS  
ART AND PAUL  
ARTHUR, JEAN  
ASTOR, DAVID  
AUDEN, W. H.  
AUTRY, GENE  
BALES, RICHARD  
BAILEY, MILDRED  
BAILEY, PEARL  
BALLARD, KAYE  
BANJO BARONS  
BARNES, GEORGE  
BAROQUE CHORUS & ENSEMBLE OF STUTTGART  
BARTOK, BELA  
BASIE, COUNT  
BAUMGARTNER, PAUL  
BECK, SYDNEY  
BEECHAM, SIR THOMAS  
BEIDERBECKE, BIX  
BELL, DONALD  
BELL, MONNA  
BENNETT, TONY  
BERGEN, POLLY  
BERNSTEIN, LEONARD  
BIBB, LEON  
BIGGS, E. POWER  
BIKEL, THEODORE  
BISIO, ANTONIO  
BLAKEY, ART  
BLYDEN, LARRY  
BOLGER, RAY  
BOOTH, SHIRLEY  
BORBA, EMILINHA  
BORGE, VICTOR  
BOUFFARTIQUE  
BRACKEN, EDDIE  
BRADLEY, HAROLD  
BRAILOWSKY, ALEXANDER  
BRANT, HENRY  
BREL, JACQUES  
BRIBIESCA, ANTONIO  
BROTHERS FOUR  
BROWN, LES  
BROWN, JR., OSCAR  
BRUBECK, DAVE  
BRUCE, CAROL  
BRYANT, ANITA  
BRYANT, RAY  
BUDAPEST QUARTET  
BUDAPEST ZIGEUNER ORCHESTRA  
BUFFALO BILLS  
BURNETT, CAROL  
BURTON, RICHARD  
BUTLER, CARL  
BUTTERFIELD, BILLY  
CANADIAN STRING QUARTET  
CANTELLI, GUIDO  
CAPTAIN STUBBY  
CARLE, FRANKIE  
CARR, LEROY

CARRION, EDUARDO  
CARRION, RAFAEL  
CARROLL, DIAHANN  
CARTER FAMILY  
CASADESUS, ROBERT  
CASALS, PABLO  
CASH, JOHNNY  
CASS, PEGGY  
CASSIDY, JACK  
CASTILLO, ADILIA  
CHANNING, CAROL  
CHAPLIN, SYDNEY  
CHEVALIER, MAURICE  
CHRISTIAN, CHARLIE  
CHRISTY MINSTRELS, NEW  
CHUCK WAGON GANG  
CHURCHILL, WINSTON  
CINCO LATINOS  
CLANCY BROTHERS & TOMMY MAKEM  
CLAYTON, BUCK  
CLAYTON, JAN  
CLEVELAND ORCHESTRA  
CLOONEY, ROSEMARY  
COLE, BUDDY  
COMDON, BETTY  
CONDON, EDDIE  
CONNER, NADINE  
CONNIFF, RAY  
COOK, BARBARA  
COSTA, DON  
COURAUD, MARCEL  
COWARD, NOEL  
CRAFT, ROBERT  
CROSBY, BING  
CUATRO AMIGOS  
CUGAT, XAVIER  
CURZON, CLIFFORD  
DALIDA  
DAMONE, VIC  
DAVIS, IVAN  
DAVIS, MILES  
DAY, DORIS  
DAY, TERRY  
DEAN, JIMMY  
DE JEREZ, JESUS  
DE LARROCHA, ALICIA  
DELLA CASA, LISA  
DE LOS RIOS, WALDO  
DE LOURDES, MARIA  
DEL VALLE, PEDRO  
DE VOL, FRANK  
DICKENS, "LITTLE" JIMMY  
DIETRICH, MARLENE  
DION  
DOGGETT, BILL  
DON COSSACKS  
DORSEY BROTHERS  
DOUGLAS, MELVYN  
DOYLE THREE, BOBBY  
DRAKE, ALFRED  
DREAMLOVERS  
DUCHIN, EDDY  
DUDAIM, THE  
DUETO AMANECER  
DUETO AMERICA  
DUKES OF DIXIELAND  
DYLAN, BOB  
EASTMAN-ROCHESTER SYMPHONY ORCH.  
EASY RIDERS  
EDDY, NELSON  
EDISON, "SWEETS"  
ELGART, LES  
ELLINGTON, DUKE  
ELLIOTT, DON  
ELLIS, HERB  
ENTREMONT, PHILIPPE  
ETTING, RUTH  
EWELL, TOM  
FABRAY, NANETTE  
FAITH, PERCY  
FAJARDO, JOSE  
FARRELL, EILEEN  
FERRANTE & TEICHER  
FERRER, JOSE  
FERRIER, KATHLEEN  
FIRKUSNY, RUDOLF  
FITZGERALD, ELLA  
FLATT, LESTER  
AND EARL SCRUGGS  
FLEISHER, LEON  
48th HIGHLANDERS OF CANADA  
FOSS, LUKAS  
FOUR LADS  
FOURNIER, PIERRE  
FRANCESCATTI, ZINO  
FRANCOIS, JACQUELINE  
FRANKENBERG, LLOYD

FRANKFURT CHAMBER ORCHESTRA  
FRANKLIN, ARETHA  
FRESEDO, OSVALDO  
FRIZZELL, LEFTY  
FUCHS, JOSEPH  
GARLAND, HANK  
GARLAND, JUDY  
GARNER, ERROLL  
GECKELER, GEORGE  
GENDRON, MAURICE  
GIBBS, GEORGIA  
GIELGUD, SIR JOHN  
GIESEKING, WALTER  
GILL, GEULA  
GIUFFRE, JIMMY  
GLAZER, TOM  
GODFREY, ARTHUR  
GOLD AND FIZDALE  
GOLDMAN BAND  
GOODMAN, BENNY  
GORME, EYDIE  
GOULD, GLENN  
GOULD, MORTON  
GOULET, ROBERT  
GRAFFMAN, GARY  
GRANGER, FARLEY  
GRECO, JOSE  
GRECO, JULIETTE  
GREEN, ADOLPH  
GREEN, MARTYN  
GREGG, BOBBY  
GRIFFIN, KEN  
GRIFFIN, KIRBY  
GRIMES, TAMMY  
GUEDEN, HILDE  
GUZMAN, ENRIQUE  
HACKETT, BOBBY  
HALL, CAROL  
HAMBLÉN, STUART  
HAMILTON, CHICO  
HAMPTON, LIONEL  
HANSON, HOWARD  
HARRISON, REX  
HART, FREDDIE  
HASKIL, CLARA  
HAWKINS, COLEMAN  
HAYES, RICHARD  
HEAPS, PORTER  
HENDERSON, FLETCHER  
HENDERSON, LUTHER  
HENDERSON, SKITCH  
HENDRICKS, JON  
HERLIE, EILEEN  
HERMAN, WOODY  
HERMANAS HUERTA  
HESS, DAME MYRA  
HESTER, CAROLYN  
HI-LO'S, THE  
HODGES, EDDIE  
HOFMANN, JOSEF  
HOLBROOK, HAL  
HOLIDAY, BILLIE  
HOLLIDAY, JUDY  
HOLLOWAY, STANLEY  
HOOLIGANS, LOS  
HORN, PAUL  
HORNE, LENA  
HOROWITZ, VLADIMIR  
HORSZOWSKI, MIECZYSLAW  
HORTON, JOHNNY  
HUNT, LOIS  
INMAN AND IRA  
ISTOMIN, EUGENE  
IVES, BURL  
J'S WITH JAMIE  
JACKSON, MAHALIA  
JACKSON, STONEWALL  
JACQUET, ILLINOIS  
JAMES, HARRY  
JAZZ MESSENGERS  
JEANMAIRE  
JENKINS, GORDON  
JESUS AND MARY  
CHORAL GROUP  
JIMENEZ, JOSE ALFREDO  
JOHNSON, J.J.  
JOHNSON, JAMES P.  
JOHNSON, ROBERT  
JOHNSTON, JOHNNY  
JONES, SHIRLEY  
JORY, VICTOR  
JUILLIARD ORCHESTRA  
JUILLIARD STRING QTET.  
JULIEN, PAULINE  
KALLEN, KITTY  
KAREN, KENNETH  
KARLOFF, BORIS  
KAYE TRIO, MARY  
KAYE, SAMMY  
KENNEY, ED  
KERT, LARRY

KINCAID, WILLIAM  
KING, CLAUDE  
KIRCHNER, LEON  
KIRKPATRICK, RALPH  
KIRSTEN, DOROTHY  
KOSTELANETZ, ANDRE  
KOUSSEVITZKY, SERGE  
KRAL, JACKIE & ROY  
KROLL QUARTET  
KRUPA, GENE  
LA FARGE, PETER  
LAINE, FRANKIE  
LAMBERT, HENDRICKS & ROSS  
LANG, EDDIE  
LANG, HAROLD  
LANGFORD, FRANCES  
LANJEAN, MARC  
LA SALLE, JOHN  
LA SONORA SANTANERA  
LAUB, MARK  
LAWRENCE, CAROL  
LAWRENCE, STEVE  
LE VILLE, CLAUDE  
LEE, MICHELE  
LEE, PEGGY  
LEE, TEDDY  
LEGRAND, MICHEL  
LEHMANN, LOTTE  
LENYA, LOTTE  
LEVANT, OSCAR  
LHEVINNE, ROSINA  
LIBERACE  
LINDSAY, HOWARD  
LIPATTI, DINU  
LIPTON, MARTHA  
LLOYD, DAVID  
LOGAN, ELLA  
LONDON, GEORGE  
LONDON PHILHARMONIC  
LONDON SYMPHONY  
LOS ANGELES FESTIVAL SYMPHONY ORCHESTRA  
LOUISVILLE ORCHESTRA  
LUBOFF, NORMAN (CHOIR)  
MAC EWAN, SYDNEY, FR.  
MAC LIAMMOIR, MICHEAL  
MADERA, ELENA  
MADI, TITO  
MAPHIS, JOE  
MARIE, DI  
MARIJOHN AND THE JACKS  
MARLBORO FESTIVAL ORCH.  
MARTIN, MARY  
MARTITA  
MARX, GROUCHO  
MASTERS FAMILY  
MATHIS, JOHNNY  
MAY, ELAINE  
MAYSA  
MAZZUCA, SYLVIO  
McCARTY, MARY  
McINTIRE, LANI  
McKEEVER, JACQUELYN  
McNEIL, CLAUDIA  
McRAE, CARMEN  
MERMAN, ETHEL  
MILENA, LUCIO  
MILLER, ASHLEY  
MILLER, "BIG"  
MILLER, MITCH  
MILLS, PAUL  
MINGUS, CHARLES  
MITCHELL, GUY  
MITROPOULIS, DIMITRI  
MONK, THELONIOUS  
MONROE, BILL  
MONTAND, YVES  
MONTEIL, SARITA  
MOONEY, BLANCA  
MOORE, GARY  
MORENO, LEDA  
MORGAN, GEORGE  
MORISON, PATRICIA  
MORMON CHOIR  
MORRIS, MARLOWE  
MORROW, DORETTA  
MOZIAN, ROGER KING  
MULLIGAN, GERRY  
MURAD'S HARMONICATS  
MURROW, EDWARD R.  
NASH FAMILY TRIO  
NEW YORK PHILHARMONIC  
NEW YORK PRO MUSICA ANTQUA  
NICHOLS, MIKE  
O'CONNOR, EMIL  
O'FARRILL, CHICO  
O'HARA, MAUREEN  
OISTRACH, DAVID  
OLATUNJI, MICHAEL  
OLIVER, SY

OPPENHEIM, DAVID  
ORMANDY, EUGENE  
ORQUESTA DE CONCIERTOS DE MADRID  
PAGE, PATTI  
PANICOLI, LYRIO  
PARKER, FRANK  
PATACHOU  
PAUL, LES AND MARY FORD  
PERKINS, CARL  
PERSICHETTI, VINCENT AND DOROTHEA  
PETRAK, RUDOLF  
PHILADELPHIA ORCH.  
PHILADELPHIA WOODWIND QUINTET  
PIAF, EDITH  
PIAZZOLLA, ASTOR  
PINA, BASILIO  
PINKHAM, DANIEL  
PINZA, EZIO  
PONS, LILY  
POULENC, FRANCIS  
POWERS, MARIE  
PREVIN, ANDRE  
PRICE, LEONTYNE  
PRICE, VINCENT  
PRICE, RAY  
PRIMROSE, WILLIAM  
PURSELL, BILL  
QUIJANO, JOE  
QUINN, CARMEL  
QUINTANA, ELVIRA  
RADY, SIMON  
RAINS, CLAUDE  
RAITT, JOHN  
RAMPART STREET PARADERS  
RANDALL, TONY  
RATHBONE, BASIL  
RAY, JOHNNIE  
REARDON, JOHN  
REED, SUSAN  
RICE, ROSEMARY  
RICHTER, SVIATOSLAV  
RITCHARD, CYRIL  
RIVERA, CHITA  
ROBARDS, JR., JASON  
ROBBINS, MARTY  
ROBESON, PAUL  
ROCHESTER ORATORIO CHOIR & ORCHESTRA  
ROCHESTER PHILHARMONIC  
RODA, RICARDO  
ROGER, ROGER  
ROMANOFF SINGERS  
ROSE, LEONARD  
ROSTROPOVICH, MSTISLAV  
RULE, JANICE  
RUSHING, JIMMY  
RUSSELL, ANNA  
RUSSELL, MARK  
RUSSELL, PEE WEE  
RUSSELL, ROSALIND  
RYAN, ROBERT  
SABICAS  
ST. LOUIS SYMPHONY  
SANCHEZ, CUCO  
SANDBURG, CARL  
SANDOR, GYROGY  
SANROMA, JESUS MARIA  
SANTOS, LOS  
SAYAO, BIDU  
SCHIPPERS, THOMAS  
SCHNEIDER, ALEXANDER  
SCHOENBERG, ARNOLD  
SCHOLA CANTORUM  
SCHREINER, ALEXANDER  
SCHWEITZER, ALBERT  
SEAL, ELIZABETH  
SEEGER, PETE  
SEGAL, VIVIENNE  
SERKIN, RUDOLF  
SEVILLA, CARMEN  
SHANKAR, RAVI  
SHORE, DINAH  
SIEPI, CESARE  
SILVA, CHELO  
SILVERSTEIN, JOSEPH  
SINATRA, FRANK  
SITWELL, DAME EDITH  
SLOANE, CAROL  
SMITH, BESSIE  
SMITH, CARL  
SMITH, KATE  
SNYDER, TERRY  
SOLIS, JAVIER  
SONN, LARRY  
SOSA, JULIO  
STAFFORD, JO  
STANLEY BROTHERS  
STAMPS QUARTET

STEBER, ELEANOR  
STELLA, ANTONIETTA  
STERN, ISAAC  
STEUERMANN, EDWARD  
STEVENS, RISE  
STEWART, MELVIN  
STOKOWSKI, LEOPOLD  
STONE, KIRBY  
STRAVINSKY, IGOR  
STREISAND, BARBRA  
STRITCH, ELAINE  
SULLIVAN, JO  
SURINACH, CARLOS  
SUSSKIND, WALTER  
SYMPHONIA QUARTET  
SYMPHONY OF THE AIR  
SZELL, GEORGE  
SZIGETI, JOSEPH  
TARRAGO, RENATA  
TAUBMAN, PAUL  
TEATRO DI SAN CARLO DI NAPOLI ORCHESTRA  
TEEN TOPS  
TERRY, CLARK  
THEBOM, BLANCHE  
THOMPSON, SIR CHARLES  
TI-GUS AND TI-MOUSSE  
TILLIS, MEL  
TOUREL, JENNIE  
TRAMPLER, WALTER  
TRAPPIST MONKS OF GETHSEMANI  
TRASK, DIANA  
TRAVELLERS  
TRES SUDAMERICANOS  
TRES CHIPITAS  
TRIPP, PAUL  
TRIO AVILENO  
TRIO LOS MEXICANOS  
TRIO LOS PANCHOS  
TUCKER, RICHARD  
TURNER, HANK  
UGGAMS, LESLIE  
UMEKI, MIYOSHI  
USTINOV, PETER  
VALE, JERRY  
VALENTE, JORGE  
VAN DAMME, ART  
VAN DYKE, DICK  
VAN EPS, GEORGE  
VAUGHAN, SARAH  
VENUTI, JOE  
VERNAY, LUCIENNE  
VIENNA CHOIR BOYS  
VIENNA PHILHARMONIC  
VIENNA RADIO CHOIR  
VIGNEAULT, GILLES  
VILAR, TONY  
VILLA, PEPE  
WALKER, BILLY  
WALKER, CHARLIE  
WALKER, NANCY  
WALTER, BRUNO  
WARFIELD, WILLIAM  
WATTS, ANDRE  
WAYNE, DAVID  
WAYNE AND SHUSTER  
WEBSTER, BEN  
WEBSTER, BEVERIDGE  
WEDE, ROBERT  
WEINGARTNER, FELIX  
WEIR, FRANK  
WELLES, MEG  
WESTERN, JOHNNY  
WESTMINSTER CHOIR  
WESTON, PAUL  
WHITNEY, ROBERT  
WILKIN, MARIJOHN  
WILLIAMS, ANDY  
WILLIAMS, JOHNNY  
WILLS, BOB  
WILSON, TEDDY  
WINDING, KAI  
WINTER, PAUL  
WINTERS, LAWRENCE  
WORTH, MARION  
WRIGHTSON, EARL  
WUMMER, JOHN  
YANES, ROBERTO  
YANKOVIC, FRANKIE  
YARKONI, YAFFA  
YOUNG, GEORGE  
YEEND, FRANCES  
ZORINA, VERA



THE SOUND OF CBS RECORDS IN

# ARGENTINA

First in sales in the Argentine market, CBS Records is the leading label for local hits with a catalog of some 400 12-inch LP selections. At the same time, a major part of the CBS Records repertoire is devoted to international music, including U. S. product, which enjoys great popularity in Argentina. There is every reason to believe 1963 will prove to be the most successful year yet for CBS Records.

## ORFEO I.C.F.S.A.

Paraguay 1583  
Buenos Aires, Argentina  
Cable: Colrecord  
Telephone: 42-3971



THE SOUND OF CBS RECORDS IN

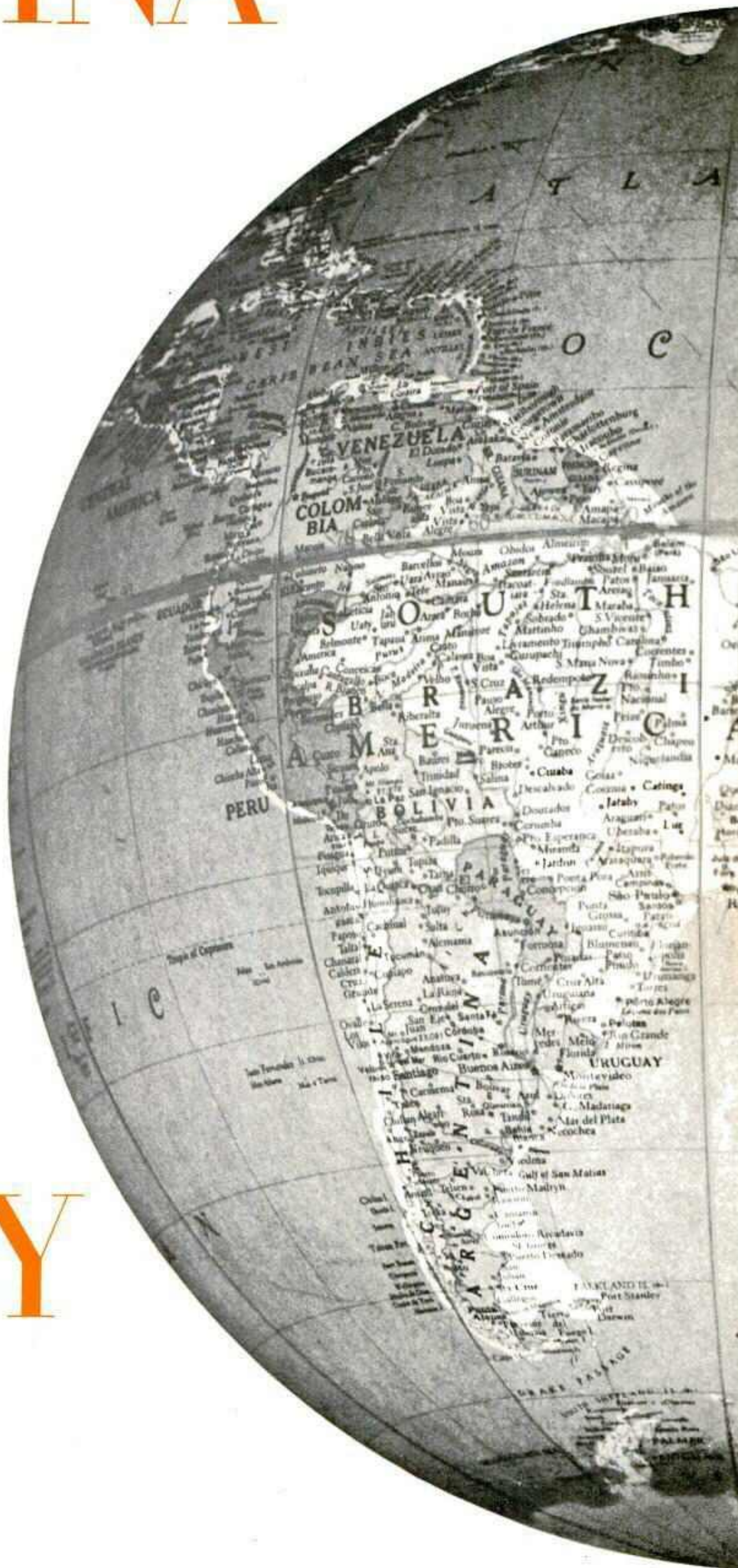
# URUGUAY

The activities of CBS Records in Uruguay are licensed and supervised by the management of the CBS organization in Argentina.

The record market in Uruguay has great potential, and sales figures to date bear this out by boasting a fine rate of growth.

## SONDOR LIMITADA

Nicaragua 1472  
Montevideo, Uruguay



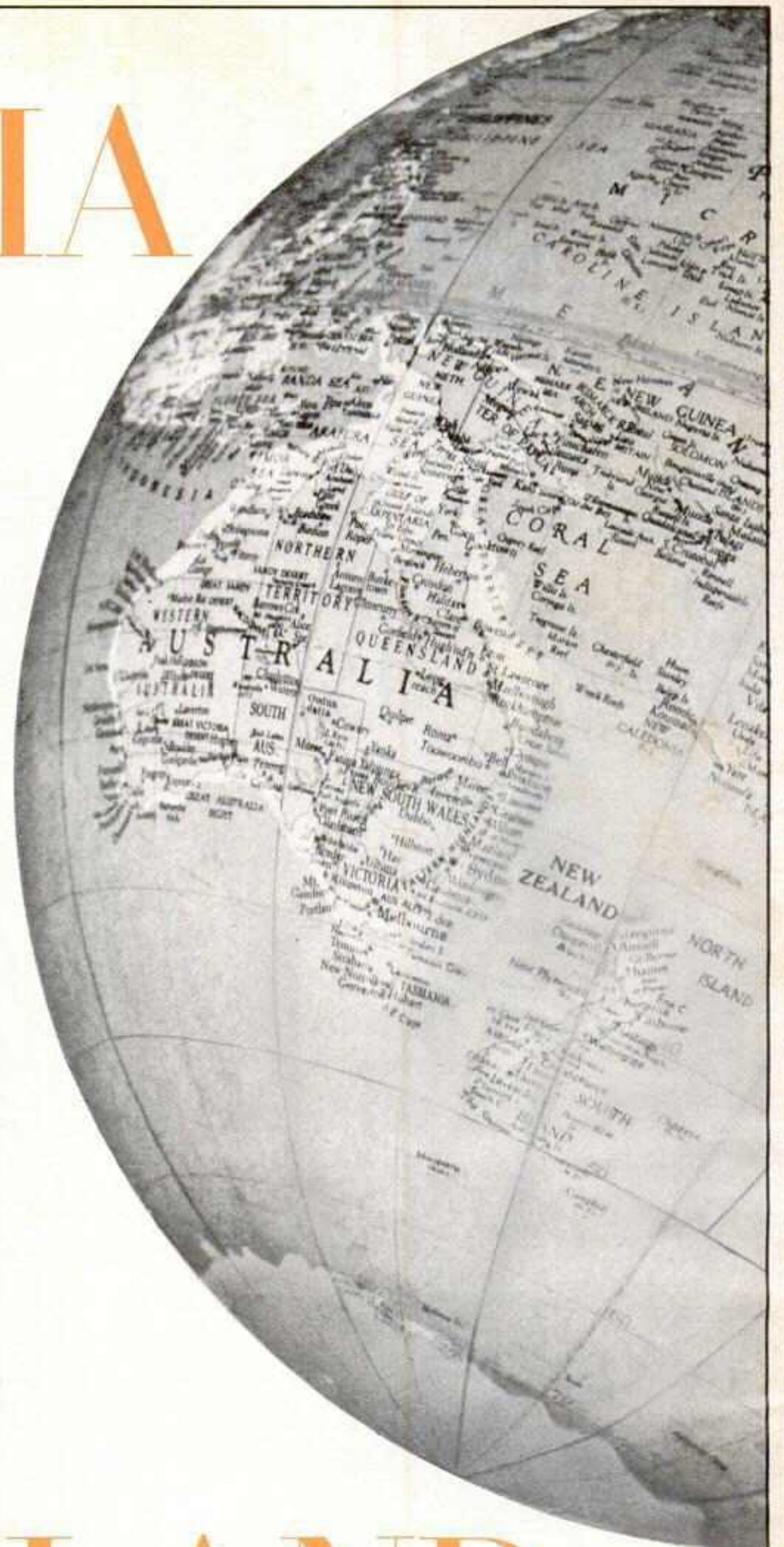
THE SOUND OF CBS RECORDS IN

# AUSTRALIA

The American Columbia catalog was released in Australia under the CBS Coronet banner over the past seven years. Now, all releases in the country will carry the CBS Records title. The new label is certain to become quickly established in the minds of the public and trade. Local recording prospects have already begun to get underway in Australia, while the marketing of overseas product continues. 1963 is going to be a great year for CBS in the Australian record industry.

## AUSTRALIAN RECORD COMPANY, LIMITED

11-19 Hargrave Street  
East Sydney, New South Wales, Australia  
Cable: Colrecord  
Telephone: FA-4111



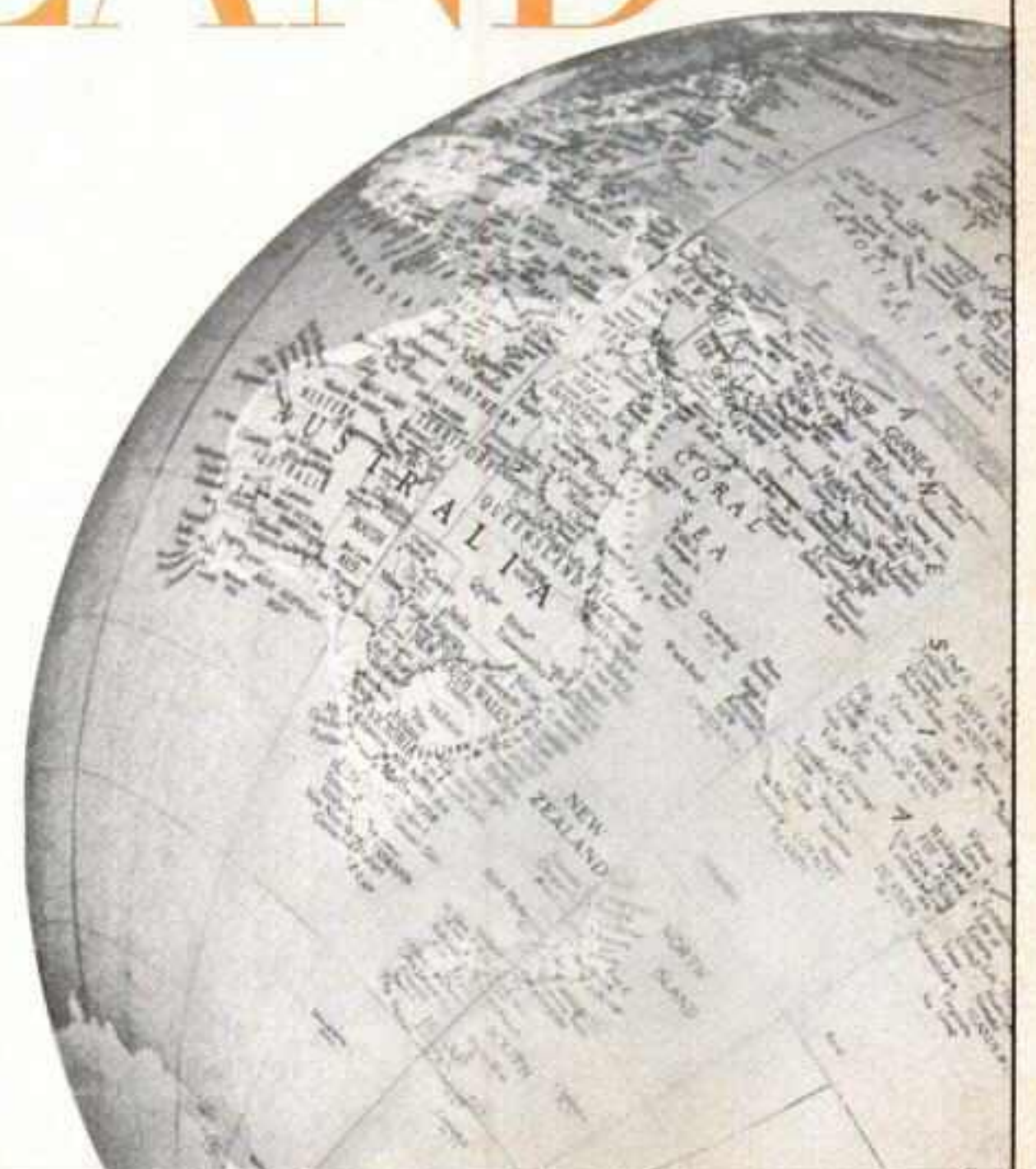
THE SOUND OF CBS RECORDS IN

# NEW ZEALAND

In New Zealand, as in Australia, the Columbia repertoire will now appear under the newly adopted name of CBS Records. Based on the results of last year's earnings in New Zealand, there are extremely high hopes held for the expected rising rate of record sales in 1963.

## PHILIPS ELECTRICAL INDUSTRIES OF NEW ZEALAND LIMITED

181-195 Wakefield Street  
Wellington, New Zealand  
Cable: Argenta  
Telephone: 57-250



THE SOUND OF CBS RECORDS IN

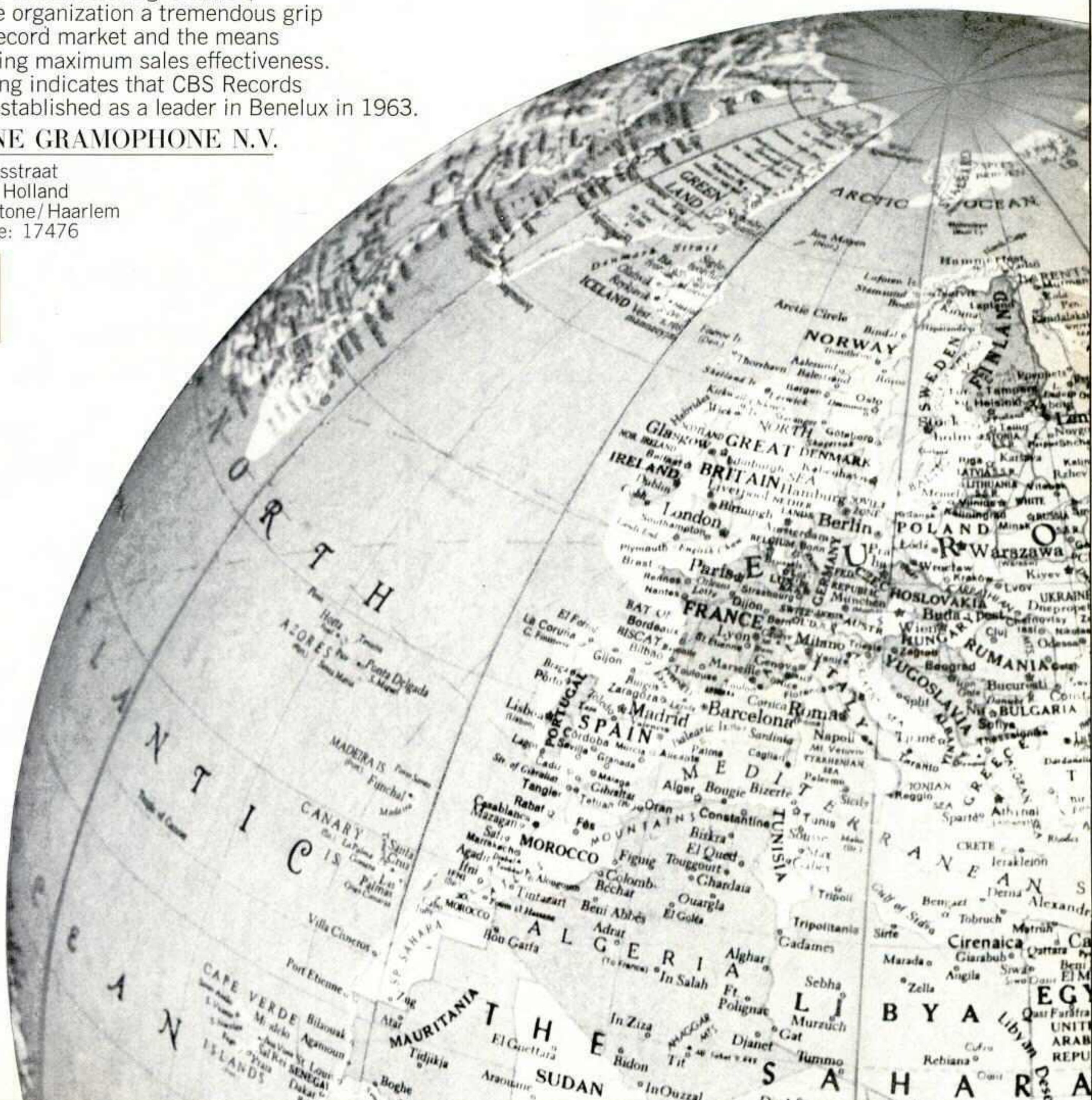
# BENELUX

(Belgium, Holland, Luxembourg)

The licensee agreement reached with CBS Records marks an important milestone in the history of the Slinger Brothers organization, a major force in the Benelux record industry. The Slinger Brothers have founded a completely separate organization to distribute CBS Records throughout the Benelux countries, Belgium, Holland and Luxembourg. In addition to a large roster of local artists under contract, the overall strength of the Slinger sales and promotion forces, backed by excellent manufacturing facilities, gives the organization a tremendous grip on the record market and the means of realizing maximum sales effectiveness. Everything indicates that CBS Records will be established as a leader in Benelux in 1963.

## ARTONE GRAMOPHONE N.V.

8-10 Kruisstraat  
Haarlem, Holland  
Cable: Artone/Haarlem  
Telephone: 17476



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THE SOUND OF CBS RECORDS IN

# BRAZIL

Columbia Records made an excellent start in Brazil back in 1953 with a large number of locally produced records that were instant successes.

Soon after, the CBS organization constructed a large studio there.

Today, the CBS studio is considered one of the finest in Latin America.

Formerly known as Columbia do Brasil, S.A., the company will now adopt the name Discos CBS, S.A.

The CBS label also commemorates its tenth anniversary

by having attained first place in record sales on the Brazilian market.

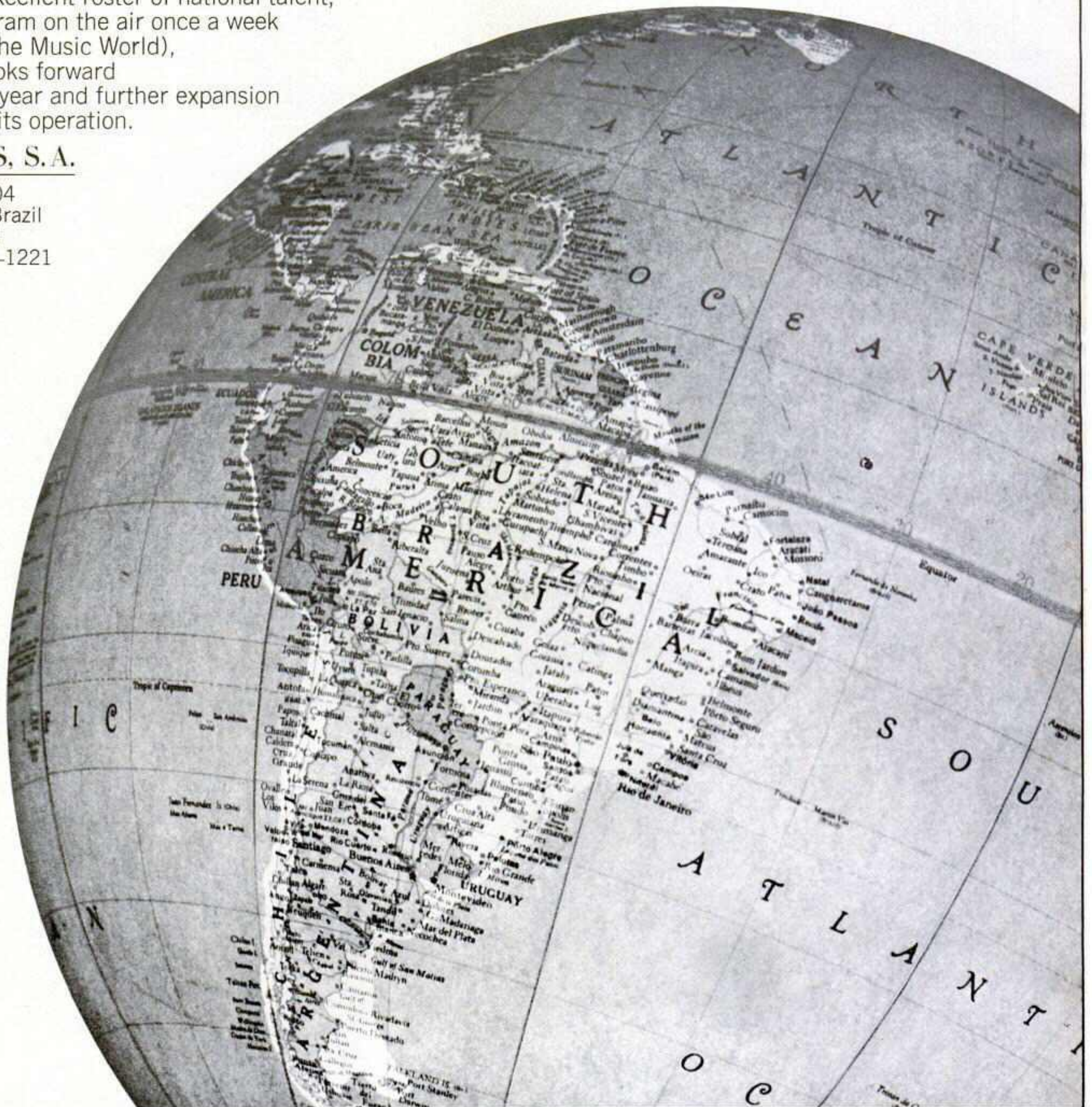
Since Brazil is the largest country in Latin America, a sizable corps of salesmen is employed to visit the 1300 dealers located throughout its vast expanse of territory.

With an extensive stereo catalog featuring an excellent roster of national talent, and a TV program on the air once a week (Columbia in the Music World),

Discos CBS looks forward to a fine sales year and further expansion in all areas of its operation.

## DISCOS CBS, S. A.

Caixa Postal 5304  
Rio de Janeiro, Brazil  
Cable: Colrecord  
Telephone: 52—1221





# THE SOUND OF CBS RECORDS IN CANADA

The Canadian market and the methods of distribution employed closely parallel the U.S. pattern. The basic difference is that Canada is a bi-lingual country with both English and French speaking peoples predominant. The French language group represents approximately 25% of the Canadian record market and requires French language material to satisfy its needs. Some material is obtained from the French affiliate of CBS Records and other leading French companies, but the majority is recorded in Canada by popular French-Canadian artists. The increased pace of activity in this area indicates that 1963 will prove to be a most successful year for Canadian sales.

## COLUMBIA RECORDS OF CANADA, LIMITED

1121 Leslie Street  
Don Mills 5, Ontario, Canada  
Cable: No Cable Address—Full Address Used  
Telephone: HI 7-3311

## COLUMBIA RECORDS DISTRIBUTORS OF CANADA, LIMITED

1131 Leslie Street  
Don Mills, Ontario

## COLUMBIA RECORDS DISTRIBUTORS OF CANADA, LIMITED

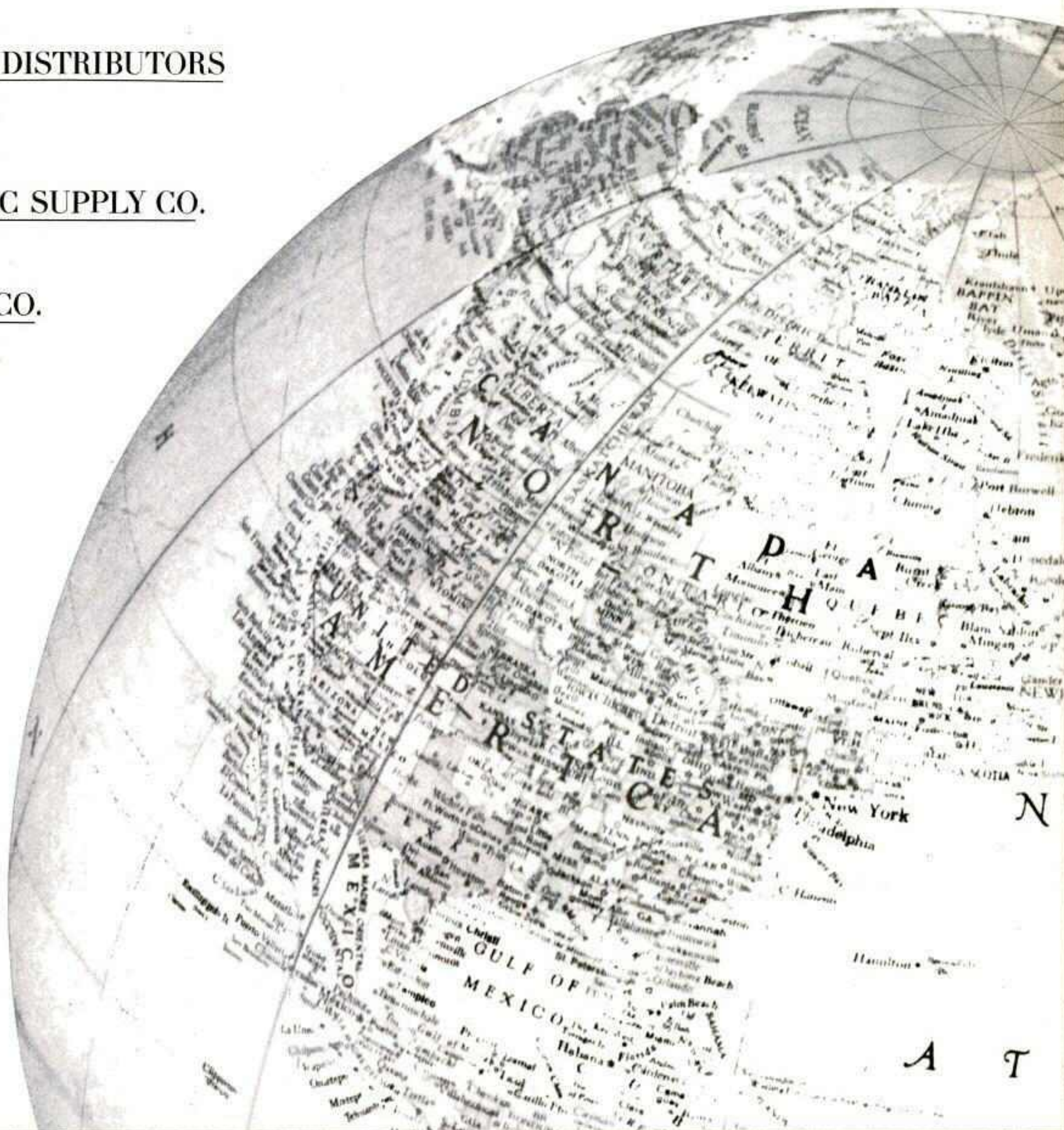
5680 Pare Street  
Montreal 9, Quebec

## VAN HORNE ELECTRIC SUPPLY CO.

550 Cambie Street  
Vancouver, British Columbia

## MOTOR CAR SUPPLY CO. OF CANADA, LIMITED

317—6th Avenue S.W.  
Calgary, Alberta



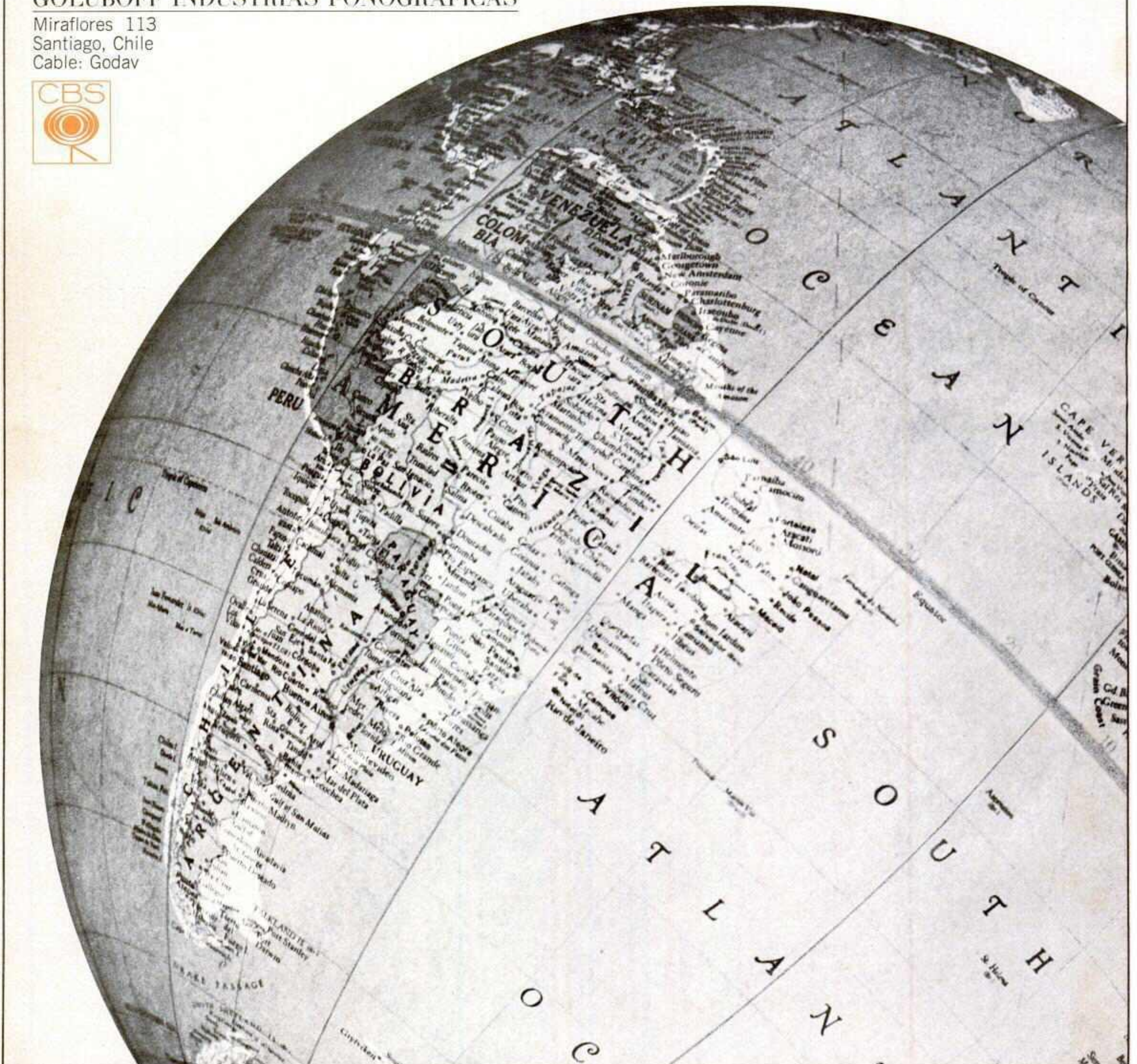
THE SOUND OF CBS RECORDS IN

# CHILE

Under the direction of Mr. Diego Goluboff, working closely with the Orfeo organization of Argentina, Goluboff Industrias Fonograficas has become one of Chile's leading independent record companies. Its classical and pop repertoire, produced in the United States and Latin America, has increased steadily during the years of the company's existence. Goluboff Industrias Fonograficas also maintains a pressing plant which is technically one of the most modern in Latin America and plays an important part in the business operations of the company.

## GOLUBOFF INDUSTRIAS FONOGRAFICAS

Miraflores 113  
Santiago, Chile  
Cable: Godav



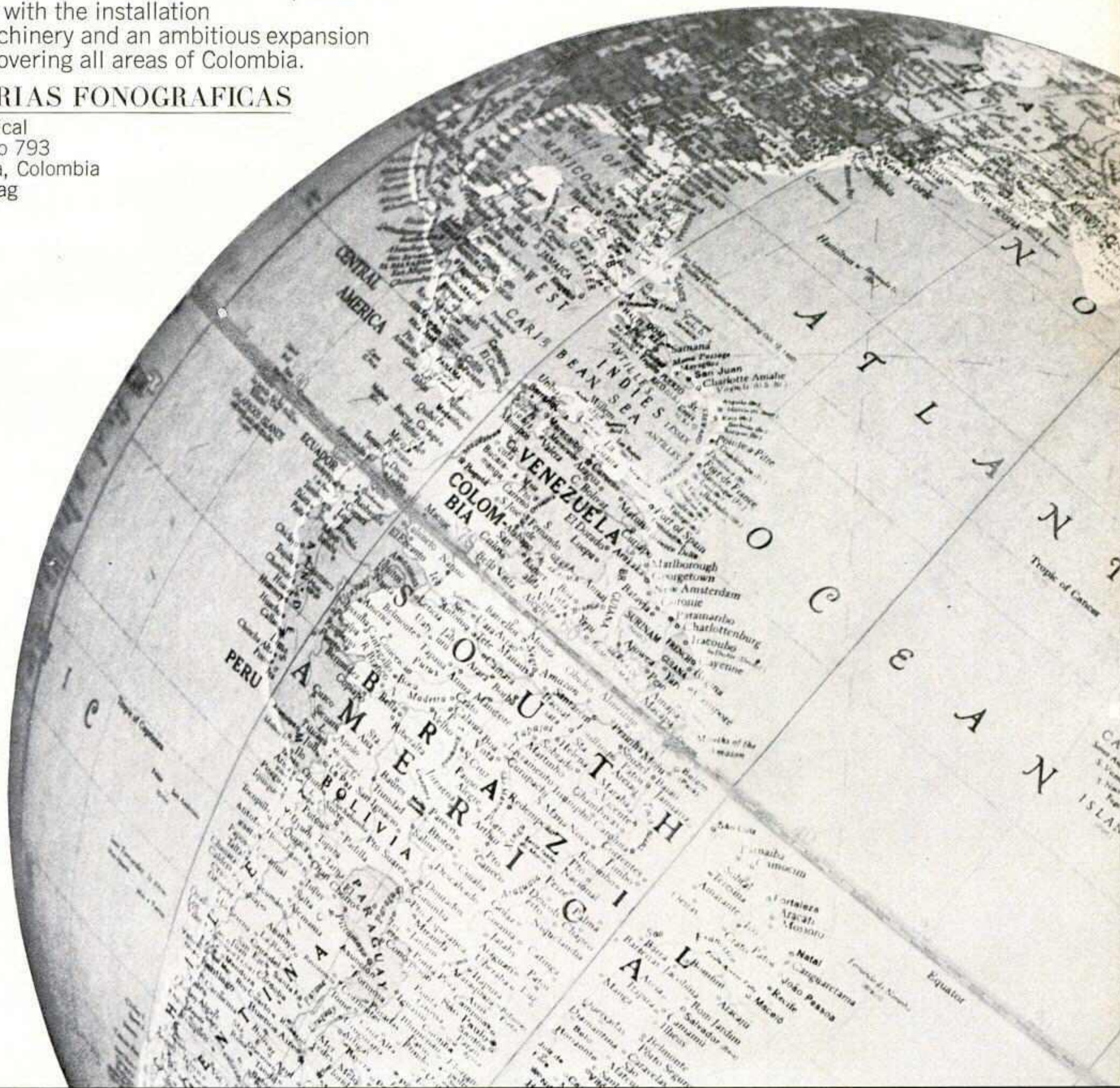
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# THE SOUND OF CBS RECORDS IN COLOMBIA

Industrias Fonograficas was founded in 1948 by its proprietor and president Sr. Emilio Fortou P. Today, 15 years later, the organization holds a place among the leaders of the Colombian record industry, with an impressive list of achievements to its credit. Industrias Fonograficas was the first local company to produce its own 45 and 33 $\frac{1}{3}$  RPM records, and the first to launch stereo records on the Colombian market. The company's extensive catalog, consisting of both monaural and stereo product, has enjoyed great popularity and prestige among the populace of the country. Now, in conjunction with the introduction of the CBS trademark, a new sales organization is to be created in Bogota, capital of the republic and the largest single record market in the country. The result will bring an even greater degree of effectiveness to the distribution operation of Industrias Fonograficas. 1963 will also include other advances such as an increase in production coinciding with the installation of new machinery and an ambitious expansion program covering all areas of Colombia.

## INDUSTRIAS FONOGRAFICAS

Discos Tropical  
Aptdo. Aereo 793  
Barranquilla, Colombia  
Cable: Radiag



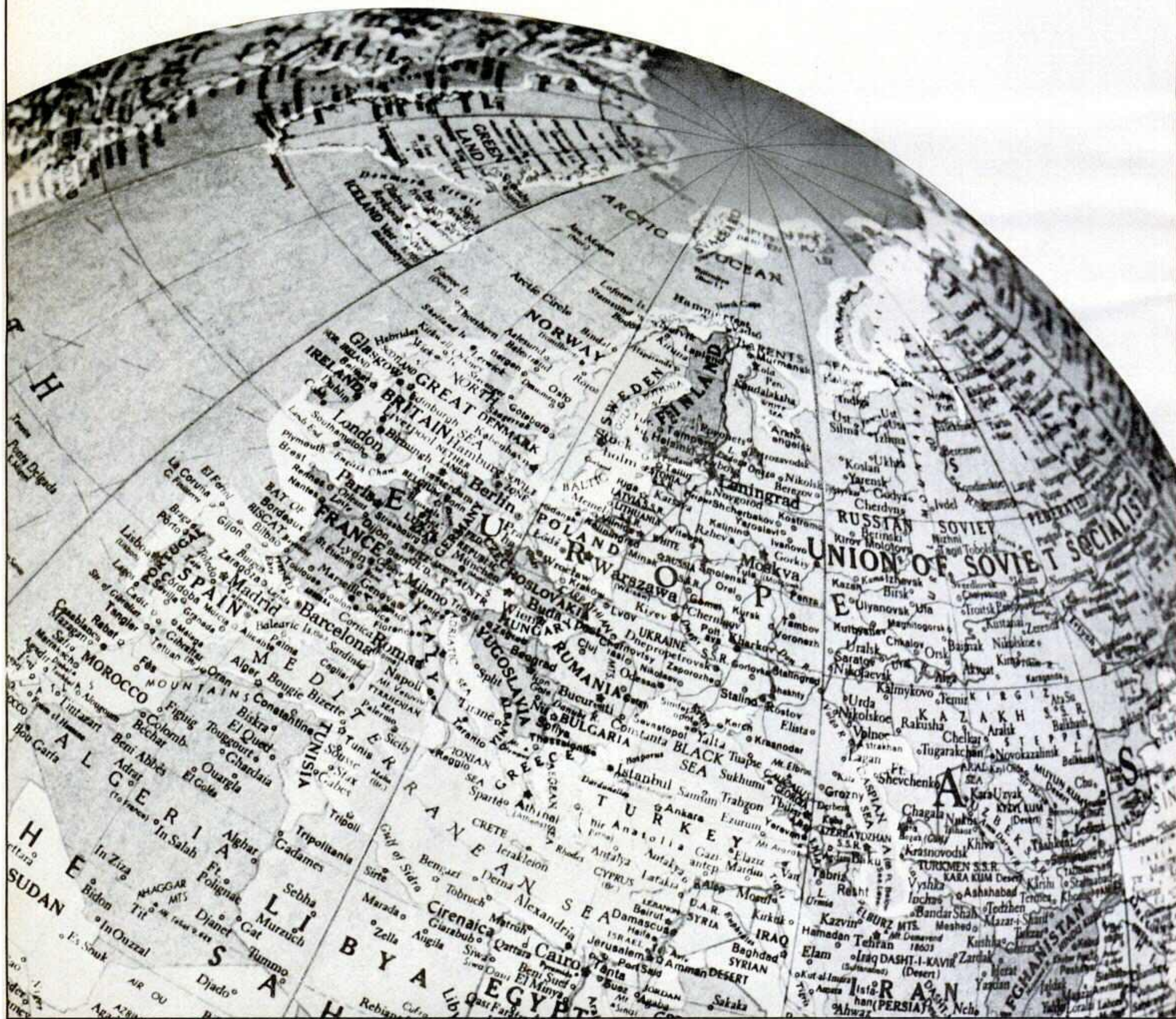
THE SOUND OF CBS RECORDS IN

# ENGLAND

Philips Records Ltd. was the first company to introduce the CBS label in Europe. As expected, the response from the British public to the newly inaugurated trademark has been tremendous and CBS Records is now firmly established as an industry leader in Britain. At the present time, there are 250 LP's and EP's in the British CBS catalog. Undoubtably, 1963 will see the greatest year of growth yet for CBS Records in Britain.

## CBS RECORDS

Stanhope House, Stanhope Place  
London W. 2, England  
Cable: Colrecord  
Telephone: Ambassador 7788



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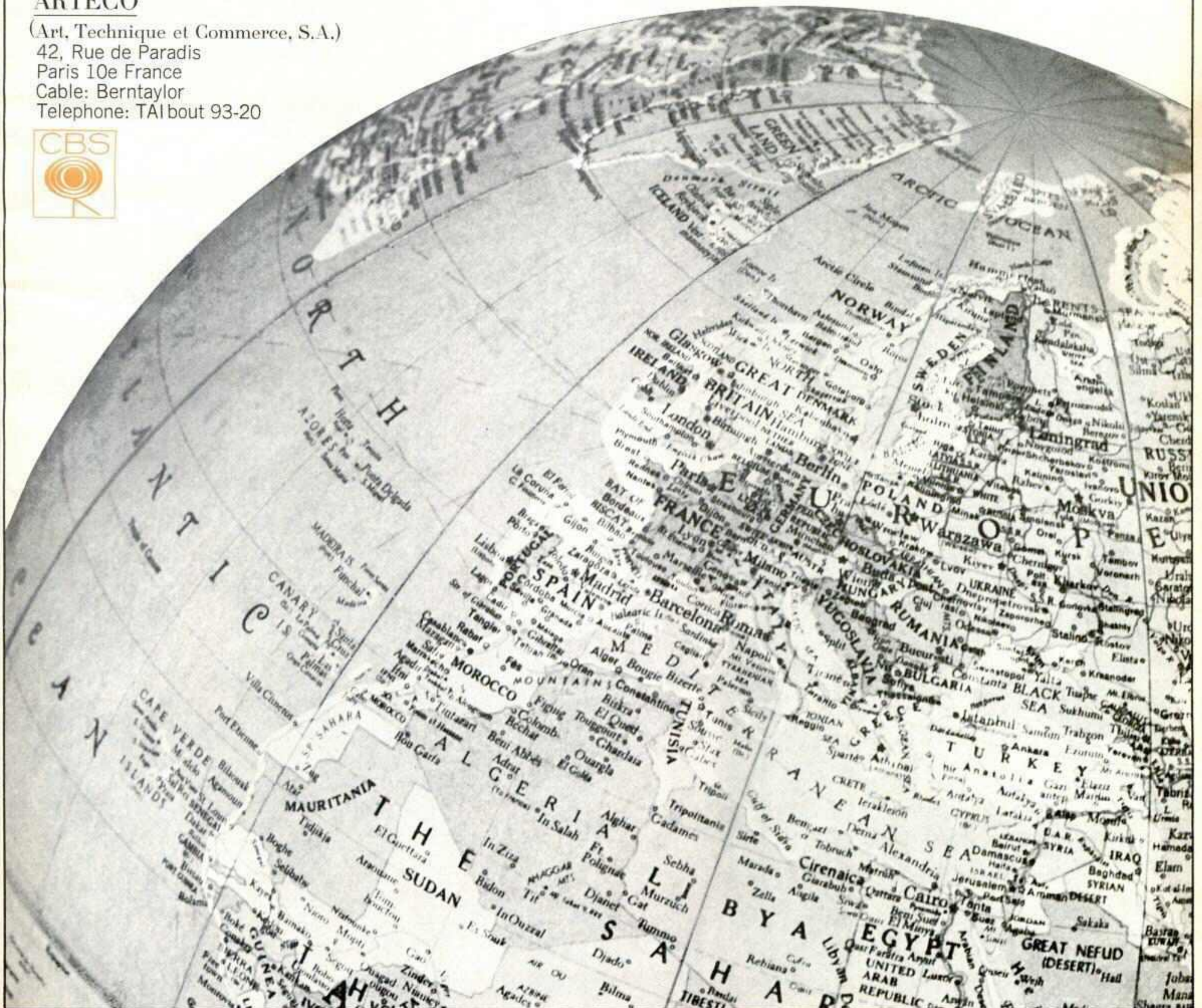
THE SOUND OF CBS RECORDS IN

# FRANCE

Arteco, as a CBS subsidiary, will handle exclusive distribution of the CBS label throughout France. In the past, the U.S. catalog, with its unique and diversified repertoire, has proven to have strong commercial attraction for the French market. All indications point to an even greater increase in sales in the future. Furthermore, the introduction of the new label will stimulate the development of a roster of French artists who will be recorded locally. Some of France's most promising personalities have expressed interest in taking part in the planned program. Also, under Arteco's direction, international repertoire emanating from the catalogs of CBS Record companies throughout the world will be promoted on the new CBS label.

## ARTECO

(Art, Technique et Commerce, S.A.)  
42, Rue de Paradis  
Paris 10e France  
Cable: Berntaylor  
Telephone: TAI bout 93-20



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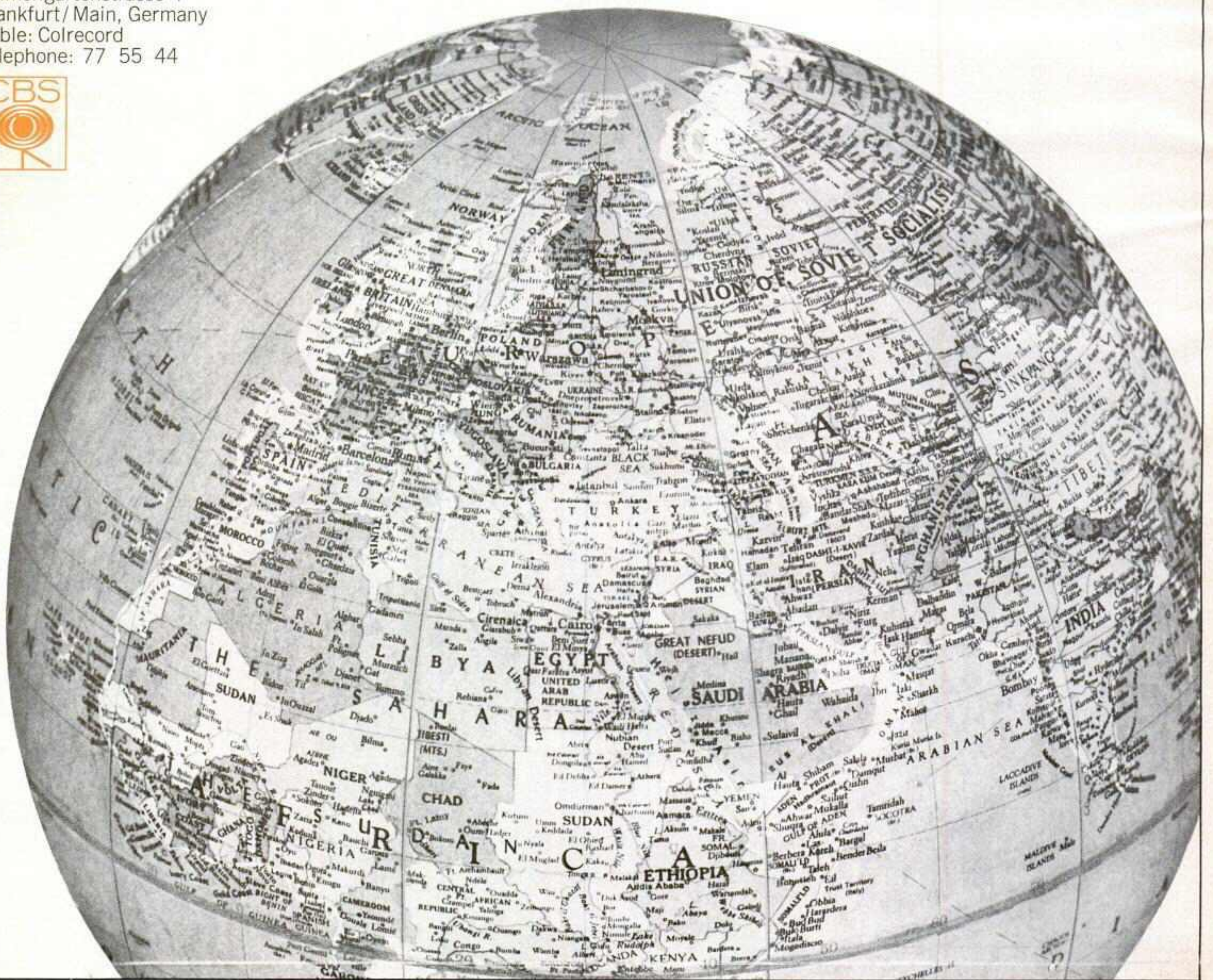
THE SOUND OF CBS RECORDS IN

# GERMANY

Shallplatten Import Dienst has been in operation for the past six years. In that time it has established a reputation as the biggest jazz record distributor in Germany. The company carries the nickname "The House of Hits" because of the long string of best-selling singles it has released. We are happy to announce that henceforth Shallplatten Import Dienst shall become part of CBS Shallplatten GmbH under the management of Mr. Bernhard Mikulski. An important part of the new CBS Shallplatten GmbH operation is a pressing plant located outside of Frankfurt that turns out a substantial amount of locally produced recordings. As for the future, the company will increase its production of popular German material and will further expand its LP catalog, particularly in the areas of jazz and classical music. Plans for the start of the catalog expansion program call for the release of 200 LP's, 100 EP's and 100 singles. CBS Shallplatten GmbH is set to make great strides on the German record market in 1963.

## CBS SHALLPLATTEN GmbH

Palmengartenstrasse 4  
Frankfurt/Main, Germany  
Cable: Colrecord  
Telephone: 77 55 44



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THE SOUND OF CBS RECORDS IN

# HONG KONG

The Colonial Trading Company has been appointed the agent for the Columbia catalog, released under the CBS label, in a large territory that includes Hong Kong, Singapore and Malaya. As CBS agents, the company serves over 40 retail outlets in Hong Kong alone.

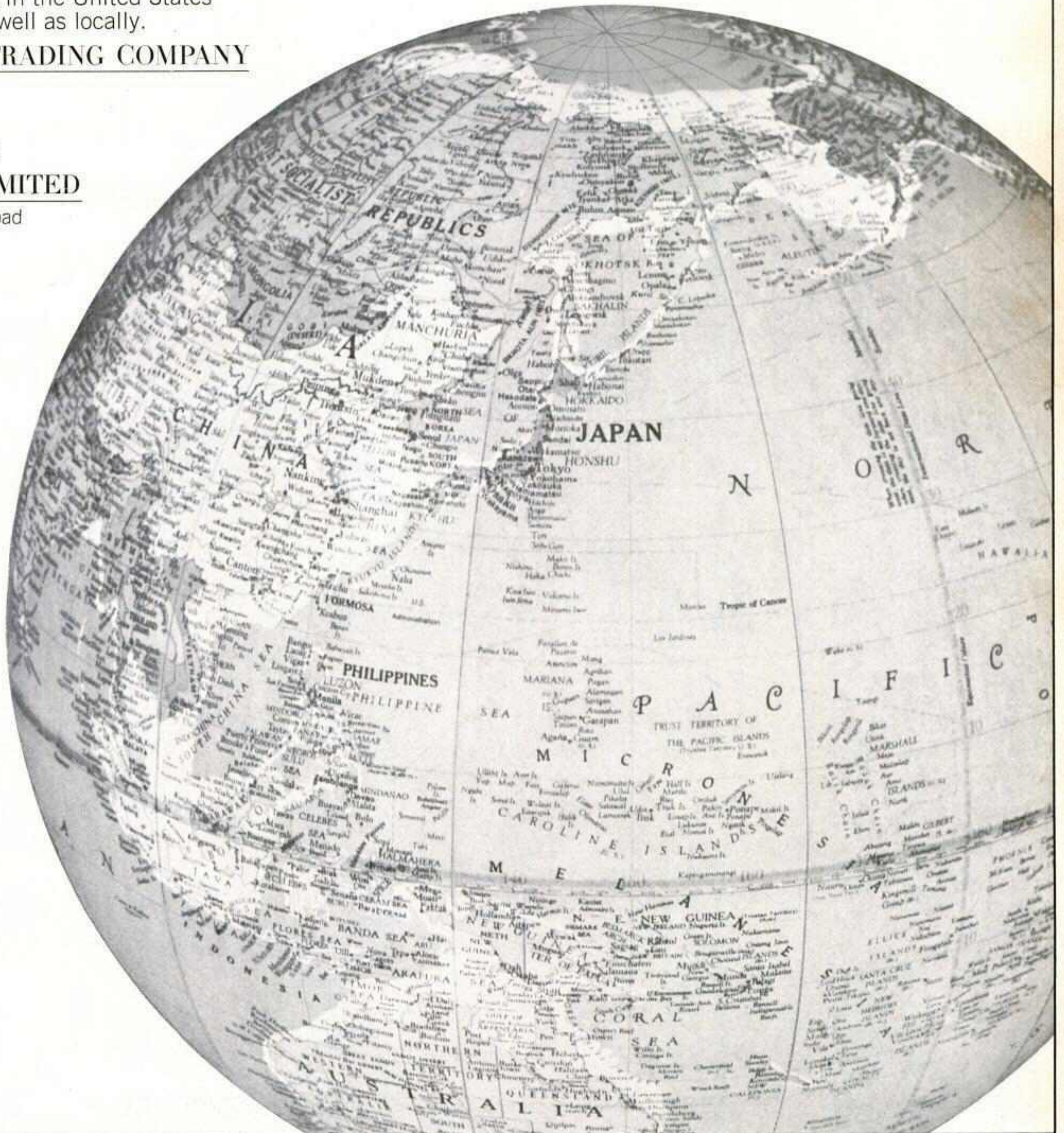
Currently, the Colonial Trading Company is also servicing dealers in Singapore through an affiliated company that serves the area. The CBS brand is fast becoming one of the top-selling labels in Southeast Asia. Plans for 1963 include special emphasis on albums by Chinese recording artists. These Oriental recordings are designed to be universal in appeal and they are expected to find a market in the United States and Europe, as well as locally.

## COLONIAL TRADING COMPANY

P. O. Box 950  
Hong Kong  
Cable: Coltraco  
Telephone: 25745

## HUP HUP LIMITED

232 Serangoon Road  
Singapore



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THE SOUND OF CBS RECORDS IN

# ITALY

In 1958, G. Ricordi & C., S.p.A., one of the world's greatest music publishing enterprises, established a record division for the production of Italian records under its own label (Dischi Ricordi) and for the distribution of foreign labels. Within a very short time, it achieved many national and international hits. Today, with an ultra-modern studio and a distribution chain at its disposal, the dynamic combination of Ricordi and CBS Records offers a bright outlook of an even greater increase in record sales on the Italian market for 1963.

**G. RICORDI & C. S.p.A.**

Via Berchet, 2  
Milan, Italy  
Cable: Idrocir  
Telephone: 898 242





THE SOUND OF CBS RECORDS IN

# JAPAN

Nippon Columbia was formed 50 years ago. Today, it is the industry leader of Japan in the field of record production, accounting for 30% of the market. Since 1962, when the CBS label was first introduced in the country, 60% of all records originating abroad carry the trademark.

The company ranks among the largest of the CBS overseas affiliates. Recordings locally produced by Nippon Columbia have been enjoying the greatest sales of any record company in Japan. Many of these Japanese records have been marketed in the United States through the Columbia Records Distributors. In addition, Nippon Columbia holds a high position in the electronics field, with a significant rate of sales from its acoustic apparatus and home-use electrical equipment.

## NIPPON COLUMBIA COMPANY LIMITED

125 Minato-cho  
Kawasaki, Japan  
Cable: Nipponola  
Telephone: Kawasaki 35711



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# THE SOUND OF CBS RECORDS IN MEXICO

In 1947, the company was founded under the name of Discos Columbia de Mexico, S.A., and immediately found wide public acceptance. In the intervening years since its inception, the latest technical advances have been introduced by the company and today it ranks as one of the most modern manufacturing and recording operations in Latin America. Discos CBS, S.A. has under contract many of the finest artists in Mexico, most of whom are well known in all of the countries of the world where Latin American music is enjoyed. Now that Discos Columbia de Mexico, S.A. has become Discos CBS, S.A., the position it has reached as the Number One record company in the industry can be expected to be maintained in the future, as can the remarkable progress the organization has made in the past. With the record market in Mexico continuing to grow day by day, there seems to be no limit to the business gains that lie ahead.

## DISCOS CBS, S.A.

Londres 240  
Mexico 6, D.F., Mexico  
Cable: Colrecord  
Telephone: 25-85-89

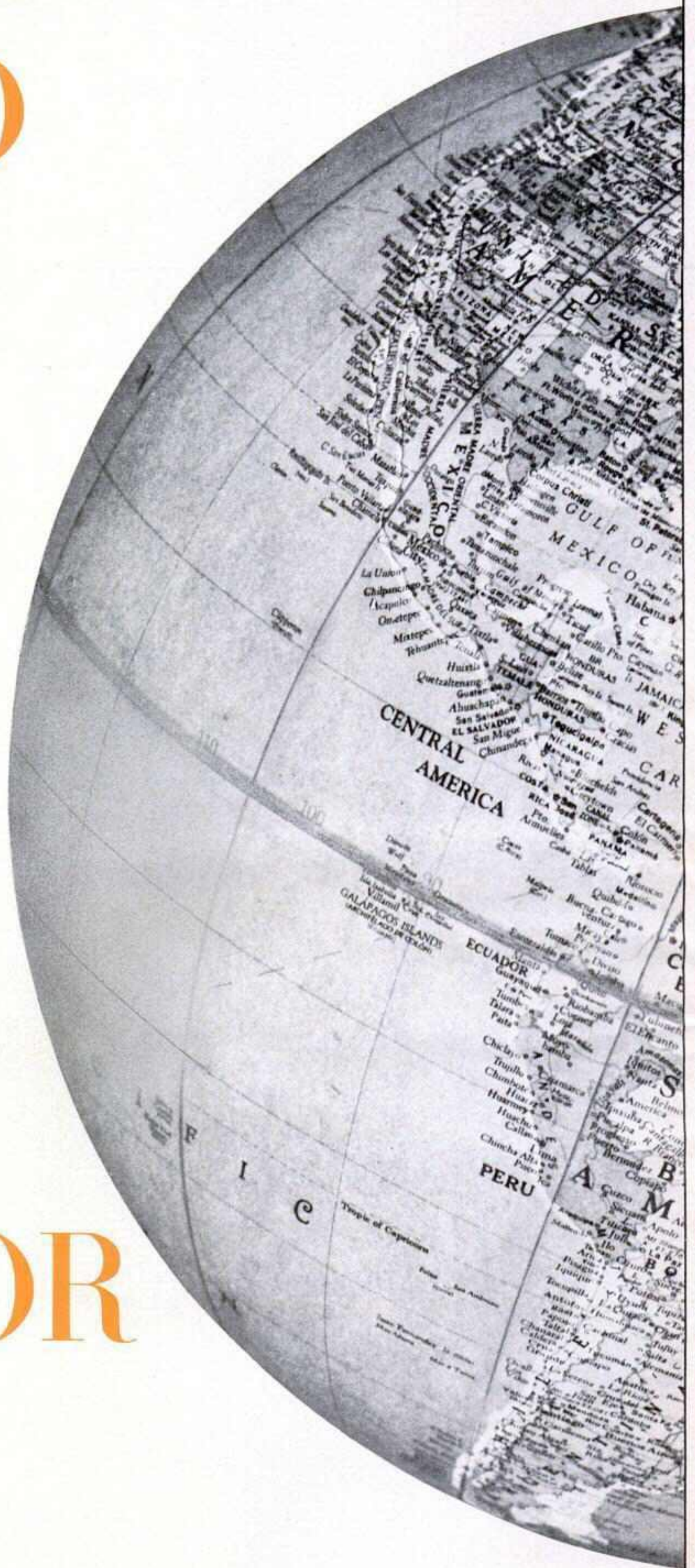


# THE SOUND OF CBS RECORDS IN ECUADOR

Columbia has had an extraordinary rate of development in Ecuador, attaining the prevailing place in sales in the country. There is every indication of a continuation of the trend, pointing to the best record sales year ever in Ecuador for 1963.

## EMPORIO MUSICAL, S.A.

Boulevard 9 De Octubre, 710 y Boyaca  
Casilla 1276  
Guayaquil, Ecuador  
Cable: Empormusic



THE SOUND OF CBS RECORDS IN

# SCANDINAVIA

## DENMARK: FINLAND:

Nordisk Polyphon Aktieselskab, Copenhagen, is the largest record company in Denmark. The company's highly effective distribution operation, so important in a country of this size, has played a large part in helping to achieve the No. 1 position in Denmark's recording industry. CBS Records will make a first rate contribution toward maintaining this top position. Another important part of Nordisk Polyphon Aktieselskab's operation is the local recordings produced for national consumption. These recordings consist primarily of popular material.

### NORDISK POLYPHON AKTIESELSKAB

Emdrupvej 115  
Copenhagen, Denmark  
Cable: Polyphon  
Telephone: 69 25 22



Records produced locally by Oy Musiikki-Fazer-Musik account for nearly 50% of Finnish sales. Record sales in the past in Finland have amounted to two million dollars and the outlook for 1963 is for an increase in this total market figure, with CBS Records playing an important role as a result of many outstanding future releases.

### OY MUSIIKKI-FAZER-MUSIK Ab

Aleksanterinkatu 11  
(Post Box 260)  
Helsinki, Finland  
Cable: Musikfazer  
Telephone: 10 751



## NORWAY:

Although the company name, Norsk Phonogram A/S, was first introduced in 1962, the organization itself began operation ten years earlier in 1952. Norsk Phonogram A/S is Norway's first and only complete record organization and it enjoys a dominant position on the Norwegian market. Norway is strongly influenced by trends in the United States and Great Britain and some 80% of sales are represented by pop records. There is every indication that the CBS repertoire under the new insignia will capture a substantial portion of Norwegian record sales in 1963.

### NORSK PHONOGRAM A/S

Sorkedalsveien 6  
Oslo, Norway  
Cable: Phonogram

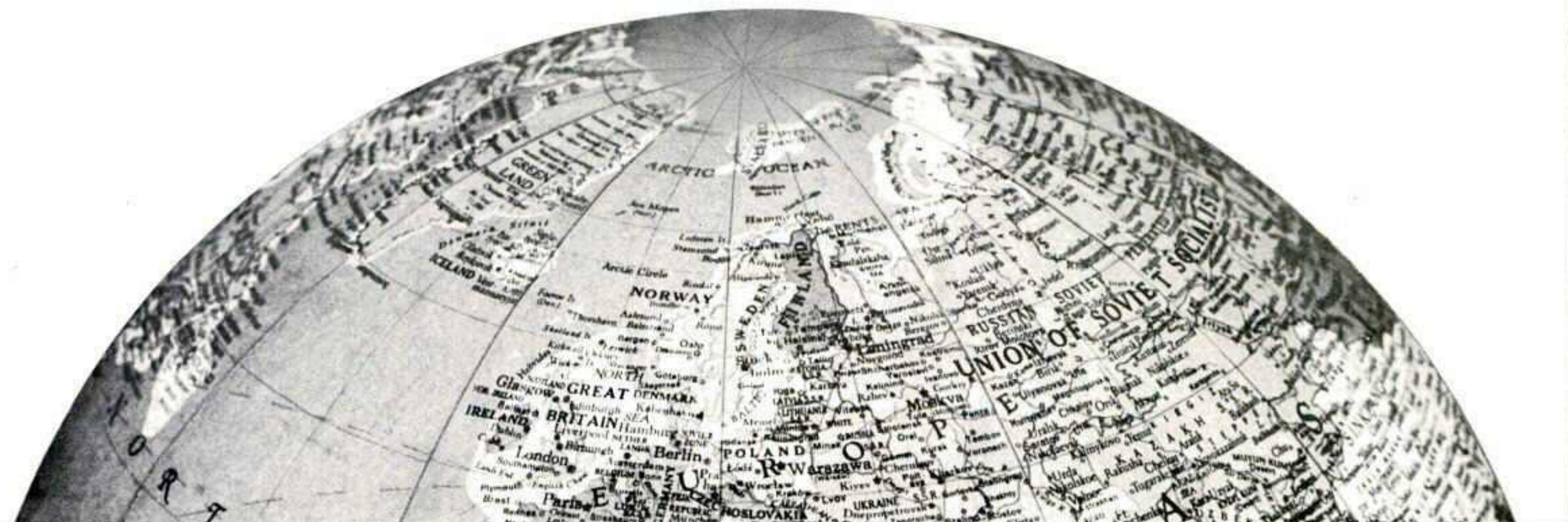


## SWEDEN:

A.B. Philips—Sonora holds an important leading position in the Swedish record industry. The company's sales history is a most profitable one. The record market in Sweden is constantly expanding and the growth shown in the past is certain to be even further exceeded in the future. With superb facilities, modern distribution methods, a fine artist repertoire and the distinguished CBS catalog at its disposal, A.B. Philips—Sonora is prepared to maintain its high standing by supplying the top record product the Swedish public desires.

### A.B. PHILIPS-SONORA

Kungsgatan 29  
Stockholm C, Sweden  
Cable: Sonora  
Telephone: 23 41 45



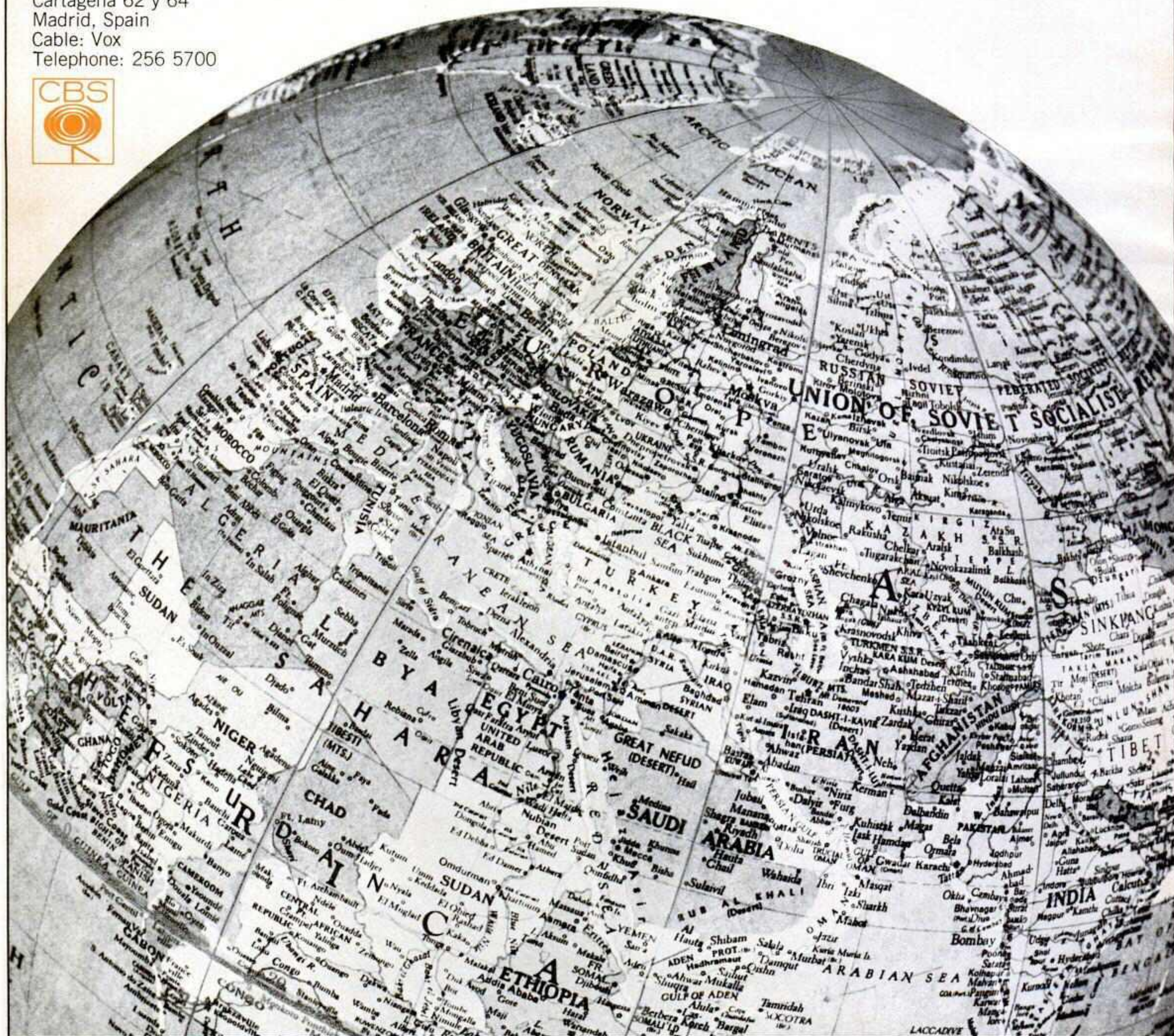
THE SOUND OF CBS RECORDS IN

# SPAIN

1963 marks the tenth anniversary for Hispavox, an event that is made even more significant by the agreement signed with CBS Records to distribute North and South American Columbia product in Spain. As a result, the first records bearing the new label are now available on the Spanish market, and soon local Spanish artists and repertoire will appear under the CBS trademark. Hispavox had previously compiled one of the most complete Spanish classical music and folklore catalogs in the world. With the consolidation of Hispavox and CBS Records, record sales in Spain are expected to skyrocket to a new high in 1963.

## HISPAVOX, S.A.

Cartagena 62 y 64  
Madrid, Spain  
Cable: Vox  
Telephone: 256 5700



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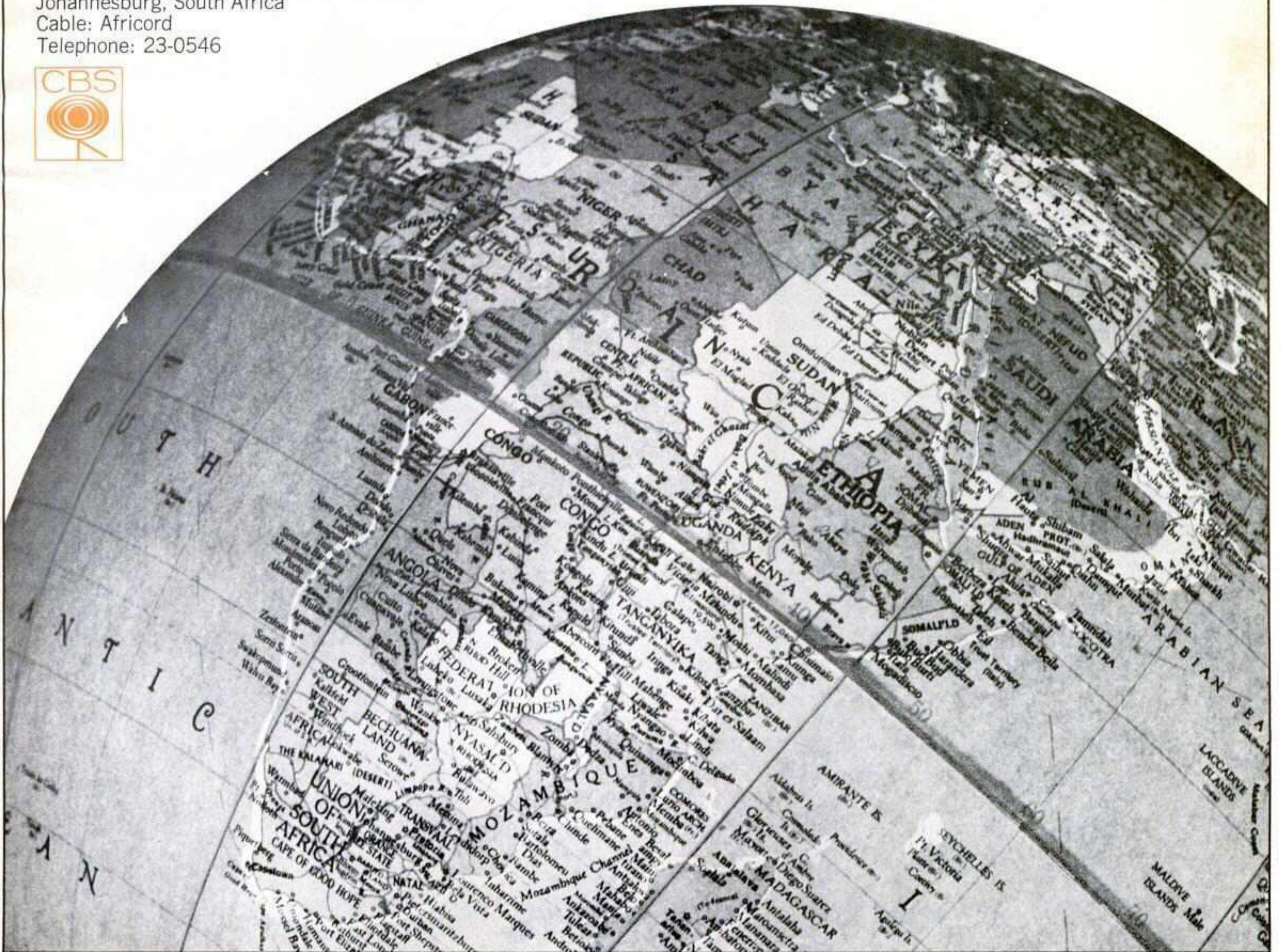
THE SOUND OF CBS RECORDS IN

# SOUTH AFRICA

The Gramophone Record Company Limited, licensee for CBS Records in South Africa, and the first company in the world to use the CBS label, today maintains a leading position in the South African record industry. During its 24 years of service in developing the record market in South Africa, Southern and Northern Rhodesia, and Nairobi, Kenya, the company has expanded tremendously. Its vast sales territory covers an area of over 1¼ million square miles. South Africa, especially, has always proven to be an excellent record market. Now, since the advent of LP records, the market has increased substantially to an even greater degree and it follows closely on all the international trends. The CBS label, particularly, has contributed a great deal to South African sales growth by highlighting local talent. According to all indications, 1963 will be a most successful year in South Africa for CBS Records.

## GRAMOPHONE RECORD COMPANY LIMITED

136 Main Street (Post Office Box 2445)  
Johannesburg, South Africa  
Cable: Africord  
Telephone: 23-0546



## International News

• Continued from page 39

ducer, recorded the teen-age combo, **Willy and His Giants**, with two tremendous instrumentals back to back: "Ajoen, Ajoen" and "Huckleberry Beat."

### Publicity on the Air

Due to response evoked by the first airing of the LP on **Jan Koopman's A.V.R.O.** program, Discotaria, and several cover stories in the leading newspapers, Artone is now in the process of manufacturing the much-publicized Cadence recording "The First Family." It marks the first time an English-spoken recording will be pressed in Holland.

Bovema's His Master's Voice label almost launched **Tony Renis's** "Uno Per Tutte" (flip side "Le Ciliege") immediately after number had been voted the No. 1 hit at the San Remo Song Festival 1963. Bovema's Columbia label will soon release the LP "Paris Eternal," featuring successes from the 1930 and 1940 period by **Jean Sablon**, **Piaf**, **Chevalier**, etc. Also on the agenda is the sound-track recording of **Cliff Richard's** "Summer Holiday" picture, which will be premiered this month.

Imperial plugging singer **Roy Vanling**, whose initial single "Darling My Love" and "Lover's Paradise," featuring his own English versions of old Dutch folk songs, has just been released.

## ISRAEL

### Balladeer Battle Won by Torriani

By **AZARIA RAPOPORT**  
73 Ahad Haam St., Tel Aviv

**Vico Torriani** (Decca) came out first in a race for full halls with French performer **Gilbert Becaud** last week in Israel. The Swiss singer accompanied by a live band and some taped arrangements, appeals to the general "Schmaltzi" audience. He also has a special appeal to audiences of Roumanian origin, which remember his tour in that Eastern European country a few years ago.

**Gilbert Becaud**, by far a more impressive artist and performer, charmed his audiences. Yet, having arrived so soon after the third tour of "Les Compagnons de la Chanson" (whose material and style are quite identical to his), the public was saturated and their pockets empty. He had been scheduled to appear in the largest halls (the Mann Auditorium, for one), which is more difficult to fill than the Ohel Shem, seating only 850 compared to the 2,800 of the Auditorium.

## ITALY

### Venetian Contest Holds Talent Test

By **SAM'L STEINMAN**  
Piazza S. Anselmo 1, Rome

The search for new voices is becoming a standard part of every song festival. Latest to start a nationwide contest is the Festival of Venetian Song which takes place April 4-6 at Sondrigo.

**Pietro Garinei** and **Sandro Giovannini**, whose musical of several seasons ago, "Good

Night, Bettina," played nine foreign lands in translated versions, have revived it with **Walter Chiari** and **Alida Chelli**.

Fonit, which had no vocalists in this year's San Remo competition, has brought out a series of instrumental dance records by **Glauco Masetti** and his combo of the top tunes of the event. . . . Ri-Fi, with its various labels, Variety, Primary, Vedette and Time, moved to larger quarters at Corso Buenos Aires, Milan. Foreign relations office is headed by **Giuseppe Velona**. . . . Decca and London are featuring bossa nova on disks by **Caterina Valente**, **Katyna Ranieri**, **Edmundo Ros** and **Joe Harnell**. Cam, which seems to lead in the sound-track field, has come up with **Nino Rota's** score for "8½," **Federico Fellini's** successor to "La Dolce Vita."

Although the Russians pay no royalties, Italian companies appear to fall over themselves every time they hear that one of their numbers is a hit in Russia. Similarly, American journalists were given the brush by the San Remo Festival, but two Russians, representing a land which pirates Italian songs, were guests of honor. Even the respected *Voce del Pardo* is all overjoyed now because "Quando, Quando, Quando" has been published in Russian.

**Lelio Lutazzi**, who was injured before this year's San Remo Festival took place, and his replacement, **Pino Calvi**, have been announced as the two directors of the 1964 renewal. . . . New labels include Little Records and one put out by Red Records, which is being called "Green." Graz lots!

## NORWAY

### Viking Thrush Pipes Own Tune

By **ESPEN ERIKSEN**  
Verdens Gang, Oslo

Because of a controversy with the recording firm Viking Music, British-born songstress **Lorne Lesley**—now a resident in Norway—has started her own indie, Lorna Records, with "Raising a Rukus Tonight" and "Your Heart Spoke to My Heart," as her first issue.

Her first record—which will be distributed by Egil Monn Iverson A/S—will probably also be issued in Sweden, Denmark (in both places on Sonet label), Great Britain (on Pye), the Benelux, and the U. S.

### Chart Talk

For the first time in almost a year, a domestic recording is topping the Norwegian Hit Parade. It's **Arne Bendiksen's** local version of "Toy Balloons," called "Jeg vil ha en bla ballong," on Triola. Last time a Norwegian platter took the lead was in February, 1962, when **Grynet Molvig** scored with "Det var du som sa nei" (Wings of a Dove) on RCA.

Musikk-Huset, one of Oslo's publisher firms, grows in stature month by month. The latest medolies acquired include such big sellers as "Island of Dreams," "Rhythm of the Rain," "Gaucho Mexicano," a big German tune also called "Jallisco," "Days of Wine and Roses," and "Loo-be-loo." Also the publishing firm has acquired all the melodies from **Cliff Richard's** last film, "Summer Holiday." Among them are the title song, "The Next Time," "Bachelor Boy,"

and "Dancing Shoes." A strange thing is that one of Musikk-Huset's very first melodies, when the firm was founded in 1939, was "De tusen sjoars land," again a hit in Scandinavia. **Ray Adams** has recorded the song and has reached No. 2 slot in the Swedish Hit Parade.

Other melodies coming to Scandinavia include "Like I Do," "Gonna Raise a Rukus Tonight," "From a Jack to a King," and "Greenback Dollar," all published by Sweden Music. . . . Egil Monn Iverson A/S has recently recorded new songs with girl duo **Ashlid and Jorunn**, vocal trio the **Key Brothers** and **Bjoreg Bjorklund**. The firm had their doubts about the issuing of the LP from the film "Gay Purr-ee." Usually LP sound tracks are poor sellers in this country, but it seems like the **Judy Garland** voice has convinced **Ellertsen** that this Warner Bros. record has a chance.

## PHILIPPINES

### MacArthur Album Brings Memories

By **LUIS MA. TRINIDAD**  
264 Escolta, Manila

One of the most stirring LP's ever designed and produced in the Philippines is "Gen. Douglas MacArthur's Sentimental Journey to the Philippines" which was recently released to coincide with the famous general's 83d birthday. The Villar LP contains the original speeches of General MacArthur during his last State visit to this country.

**Chubby Checker** show at the Araneta dome coliseum, starring the wealthy originator and champion of the dance that has twisted around the world and taken the youth of this country by storm (Chubby's best selling LP's are "For Teen Twisters Only," "The Twist," "Twistin' Around the World" and "Your Twist Party"), the 1963 international beauty contest winners and the **Raoul Appel Dancers**, didn't rate very well at the turnstiles.

It's a good thing the local singing tandem, the **Reycard Duet**, were much applauded otherwise everybody, including the parading international beauties, would have much rather stayed at home and watched Filipino teevee. Many opine that the timing is way off the beam and felt the Checker show should have been skedded before the Europe Fan Circus not after.

TV plays an imposing role in record promotion in this city. Practically all TV stations (and there are seven of them in this territory) feature dance parties and dance combos.

## SPAIN

### Speedy Releases Now the Thing

By **RAUL MATAS**  
32 Av. Jose Antonio, Madrid

Labels here are becoming more and more aware of the importance of speed in releasing disks; something quite new to the market. One case in point is the new Stateside issues. The San Remo songs already on the market in a variety of different versions. Top tunes from Britain, U. S. or France are available within days after their issue in their homeland, and a wider variety of artists is available on

HMV, Philips, RCA, Hispavox, Zafiro CBS and the other labels available in this country.

British record producer **Denis Preston** flew in to Barcelona for a few days. He discussed plans for distribution of his recordings with his new licensees in Spain, the EMI affiliates Cia del Gramofono-Odeon. EMI's first release in Spain will be **Mr. Acker Bilk's** "Stranger on the Shore," already well known here via deejay play

**Enneio Sangiusto** one of the Italian performers of San Remo did a new EP for Belter—in Spanish—of the Festival winners. **Torrebruno** did the same for Hispavox (with CGD originals). . . . **Candilejas** quartet of Mexico came back from Sweden and have flown to Japan. **Los Tres Sudamericanos**—after being in Greece—will soon end a long stay in Beirut. **Los TNT** (born in Italy but raised on the River Plate in Montevideo and Buenos Aires) had a smash debut at the old Lisbon, Portugal.

## SWEDEN

### Festival Tune May Set Trend

By **HENRY FOX**  
Kungsgatan 56, Stockholm

The winning tune on our local Song Festival was "en gang i Stockholm" (Once in Stockholm) sung by **Monica Zeterlund**, who most likely will sing this song on the London Festival. There has been many comments about this song, written by **Bobby Ericson** and **Beppe Wolgers**. All the way from "scandalous" to "delightful." One of the members of the jury **Eskil Eckert-Ludin** said that he has been on the jury for five years and that our songs up to now never have had much of a chance.

**Felix Stahl**, Stockholm Musikproduktion, has returned from the San Remo Festival, where he acquired the winning tune "Uno per tutte." Stahl also published last year's winning song "Quando, Quando, Quando."

**Thory Bernhards** last week received a diamond record for selling 1,000,000 records. Her biggest hits were "Nidalven," "Vildanden" and "Ann-Caroline." The last two songs were written by her ex-husband **Leon Landgren**. Her latest recording is "I min egen lilla värld av Blommor" (In My Own Little World of Flowers).

The song most liked in the Grand Prix Song Festival was "Zum Zum, Zum Lilla Sommarbi." One recording is by **Yvonne Norrman** on Record, the new label managed by **Arne Widegren**. . . . **Otto Brandenburg** (Odeon) reached the Top 20 this week with "Twilight Time." . . . **Alice Babs** (Polydor) has recorded "St. Louis Blues" and "Desafinado," and on Philips "Stephaniegavotten" has been released by **Swing Sing Seven**. . . . Reuter & Reuter published a new song by **Robert Broberg** "franska Naturren" (The French Nature).

### N-K's New Label

NEW YORK—A new label, Chairman Records, was formed this week by the Nevins-Kirshner production combine. Its initial release features the Cardigan Brothers in "Let's Go to the Movies" and "I Know, Know, Know," both sides of which were produced for N-K by Jack Keller. London Records will handle distribution.

## URUGUAY

### Francis, Sinatra Take '62 Honors

By **ALBERTO MARAVI**  
Bme Mitre, 1275, Montevideo

During the Fourth Festival de Discometro, sponsored by Municipal the Uruguian Recording Association and the newspaper La Manana, through Station CX 14 and El Espectador, named the most popular artists in the nation for 1962. Discometro de Oro (Gold Record) winners in the singing category were **Frank Sinatra** and **Connie Francis**. The winning orchestras, in their respective divisions, were **Juan D'Arienzo** (RCA—tango), **Ray Conniff** (CBS—jazz), **Bombos de Rio** (Odeon—Brazilian) and **Sonora Matancera** (Seeco—Latin music).

**Los Chalchaleros** (RCA) was voted the top folk group, the soloist was **Horacio Guarany** (Philips) and the top Latin group is **Los Panchos** (CBS). Top jazz group for 1962 is **Jonah Jones**. New star is **Chubby Checker** and top composer of the year is **Paul Anka**.

The most promising artists are **Bobby Darin** and **Ramona Galarza** (Odeon). Song of the year was "Cuando calienta el sol" by **Carlos** and **Mario Rigual**. Top disk jockey of the year was **Alberto Maravi** (El Espectador). Most popular Uruguian artist was **Panchito Nole** (Vik) and the best Uruguian composer was **Osiris Rodriguez Castillos**. The top song of the country was "Gurf Pescador" and the best selling single "Corazon de luto" by **Teixeirinha**.

While the Fourth Festival of Salinas was an international meeting it was not a competition. Several delegations are participating in it. A delegation lead by **Antonio Pantoja** represented Peru, **Los Indos** represents Paraguay, **Cesar del Avila** is from Venezuela, **Eduardo Palu** and **Jorge Cafrune** are from Argentina and **Anselmo Grau**, **Los Olirenos** and **Los Estrelleros** from Uruguay.

### UA Drives for Spring Clean-Up

NEW YORK—A one-day, special distributors meeting was held here Thursday (28) by United Artists Records. Under the theme, "Clean Up," and March Into Spring," the meeting was designed to pave the way for dealers to clean their shelves and order new product, according to the label's president, Art Talmadge.

The clean-up operation provides that dealers can return \$1 worth of merchandise on any label for every \$5 worth of purchases of United Artists product. The latter includes all catalog material as well as 13 new releases.

New product being issued features such artists as the Exciters, Gene Pitney (on Musicoro, distributed by United Artists), Ferrante and Teicher, the Highwaymen, Sabicas and Don Costa. Jazz sets are by Herbie Mann and Rose Murphy.





You have either reached a page that is unavailable for viewing or reached your viewing limit for this book.

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

150 BEST SELLERS—MONAURAL

50 BEST SELLERS—STEREO

Table of 150 Best Sellers (Monaural) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

Table of 150 Best Sellers (Monaural) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

Table of 150 Best Sellers (Monaural) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

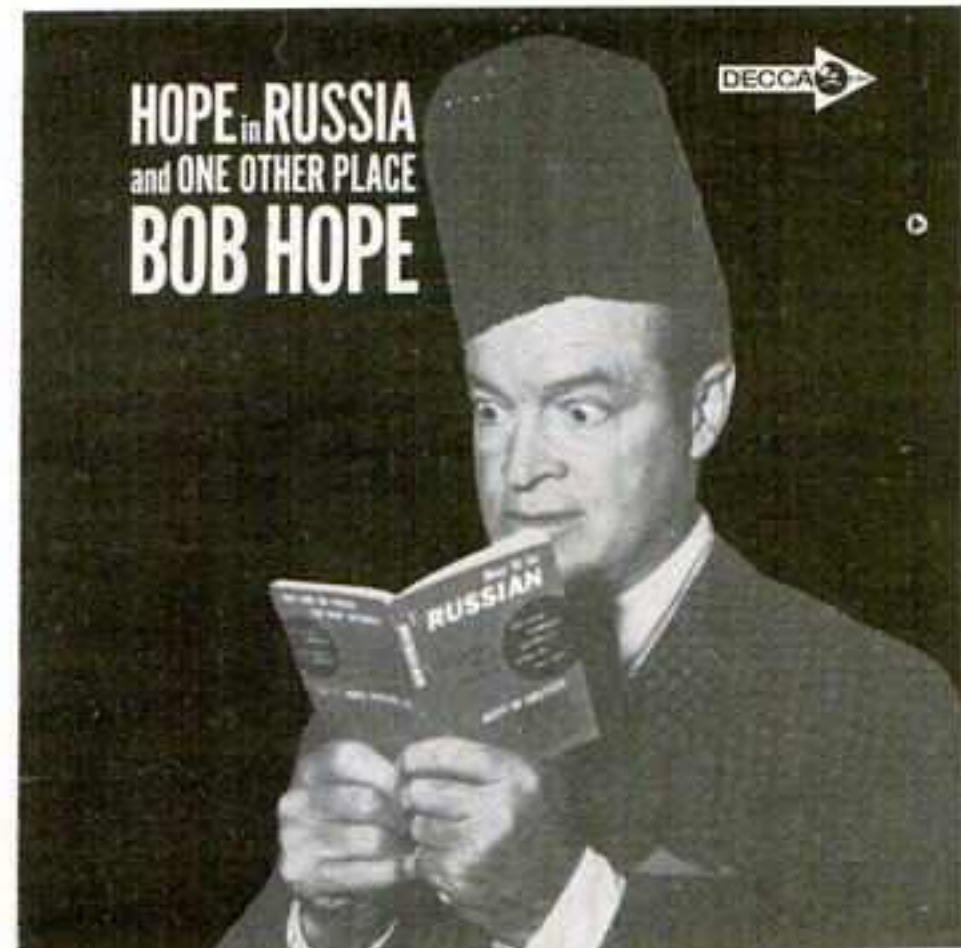
Table of 50 Best Sellers (Stereo) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.



# THE BRIGHTEST STARS SHINE ON **DECCA Records**

*America's 1st Ambassador  
of Good Will*

# BOB HOPE



DL 4369

DL 74369  
(Stereo)

**IN A COLLECTOR'S ALBUM OF COMEDY**

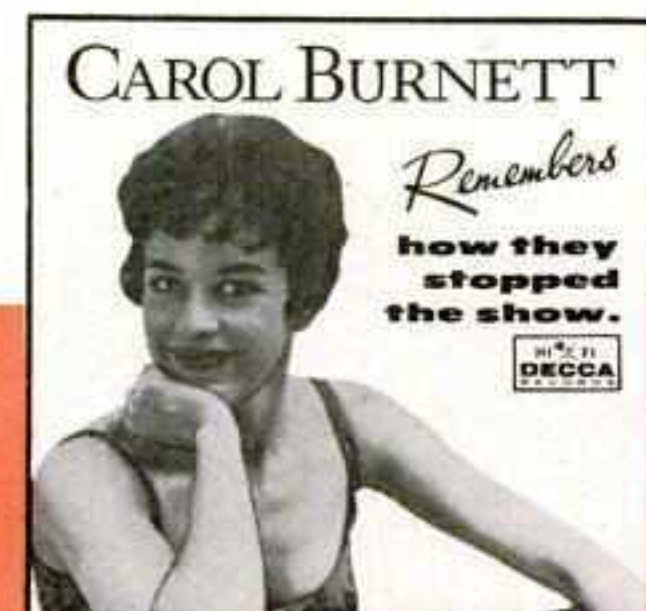
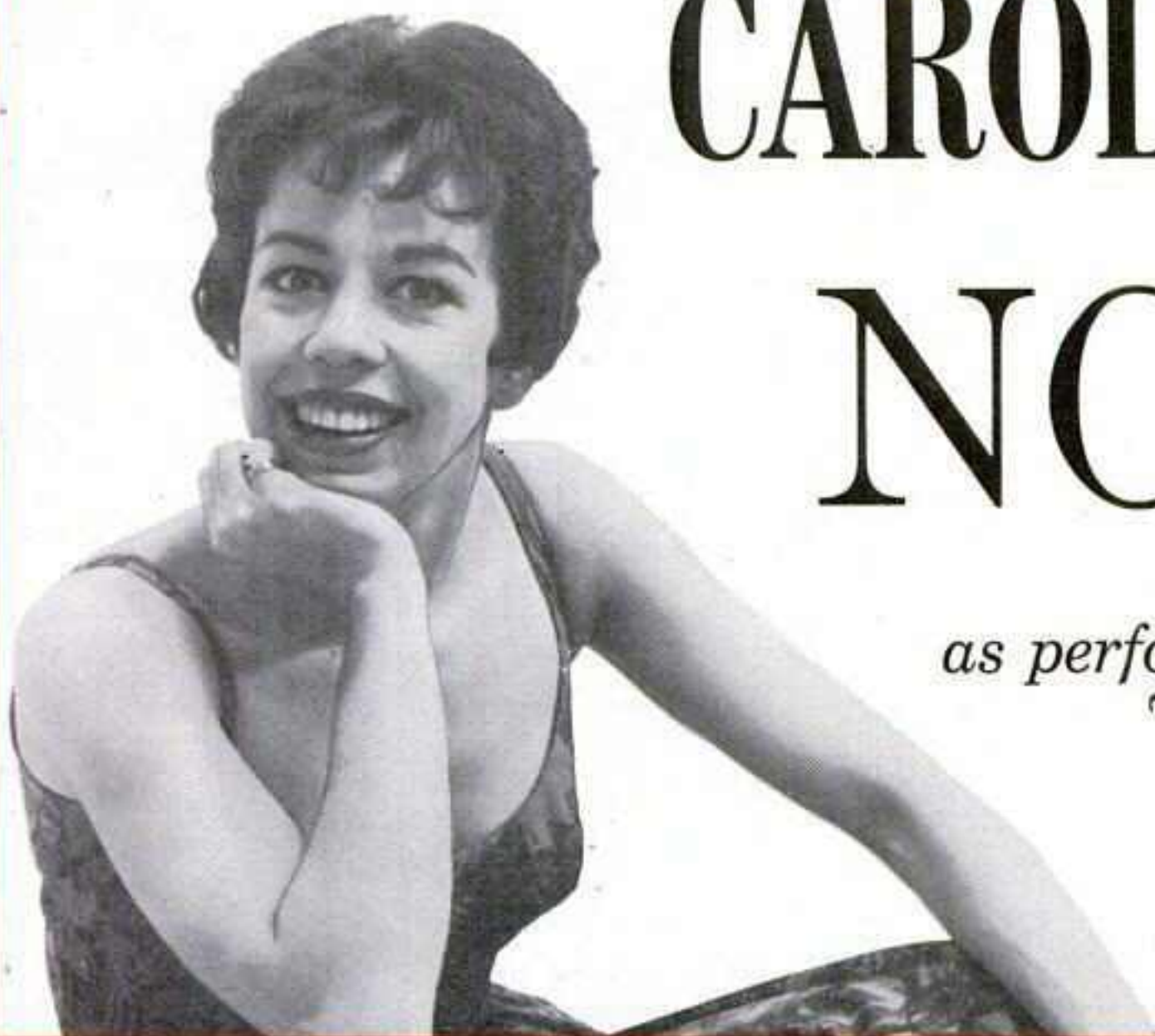
THE SWEETHEART OF TELEVISION

# CAROL BURNETT *SINGS*

# NOBODY

25594

*as performed on her TV Spectacular  
"Carol and Company"*



Also Available in her sensational album:

**CAROL BURNETT Remembers**

**HOW THEY STOPPED THE SHOW**

DL 4049

DL 74049  
(Stereo)

**Will fly to the top!**  
**I'M GETTIN' SENTIMENTAL OVER YOU (Bossa Nova)**  
 BURT FARBER  
 and His New Piano Sound (FELSTED)

**Either Side a Hit!**  
**BROKEN DATE**  
 b/w  
 Broken Date—Bossa Nova  
 FRANK HUBBELL & HUBB-CAPS (TOPIX)

**WHO'S SORRY NOW!**  
 LLOYD PRICE  
 (ABC-PARAMOUNT)

**MILLS MUSIC, INC.**

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**"IT WAS SO NICE WHILE IT LASTED"**  
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**LITTLE BAND OF GOLD**  
 James Gilreath  
 JOY 274  
**JOY RECORDS**  
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**ON THE CHARTS**  
**THE VOLUMES SANDRA**  
 b/w  
**TEEN AGE PARADISE**  
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**ABP** MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MARCH 16

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         |           | 1 WALK LIKE A MAN                 | By Crewe-Gaudio—Published by Saturday-Gavadem (ASCAP)   | 7              |
| 2         | 6         | 6 OUR DAY WILL COME               | By Hilliard-Garson—Published by Rosewood (ASCAP)        | 4              |
| 3         | 5         | 5 YOU'RE THE REASON I'M LIVING    | By Darin—Published by Adaris (BMI)                      | 7              |
| 4         | 8         | 8 END OF THE WORLD                | By Dee-Kent—Published by Summit (ASCAP)                 | 4              |
| 5         | 4         | 4 RHYTHM OF THE RAIN              | By Gummoe—Published by Sherman-DeVorzon (BMI)           | 7              |
| 6         | 2         | 2 RUBY BABY                       | By Lieber-Stoller—Published by Tiger (BMI)              | 7              |
| 7         | 3         | 3 HEY PAULA                       | By Hildebrand—Published by LeBill-Marbill (BMI)         | 9              |
| 8         | 10        | 10 BLAME IT ON THE BOSSA NOVA     | By Mann-Weil—Published by Aldon (BMI)                   | 5              |
| 9         | 19        | 19 HE'S SO FINE                   | By Mack—Published by Bright-Tunes (BMI)                 | 2              |
| 10        | 11        | 11 WHAT WILL MY MARY SAY          | By Vance-Snyder—Published by Elm Drive (ASCAP)          | 5              |
| 11        | 9         | 9 WILD WEEKEND                    | By Shannon-Todaro—Published by Shan-Todd & Tupper (BMI) | 6              |
| 12        | 16        | 16 ONE BROKEN HEART FOR SALE      | By Blackwell-Scott—Published by Presley (BMI)           | 4              |
| 13        | 13        | 13 IN DREAMS                      | By Orbison—Published by Acuff-Rose (BMI)                | 4              |
| 14        | 14        | 14 OUR WINTER LOVE                | By Cowell—Published by Cramart (BMI)                    | 3              |
| 15        | 15        | 15 MAMA DIDN'T LIE                | By Mayfield—Published by Curtom (BMI)                   | 6              |
| 16        | 21        | 21 SOUTH STREET                   | By Mann-Appell—Published by Kalmann (ASCAP)             | 2              |
| 17        | 17        | 17 SEND ME SOME LOVIN'            | By Price-Marascalco—Published by Venice (BMI)           | 6              |
| 18        | 20        | 20 ALICE IN WONDERLAND            | By Sedaka-Greenfield—Published by Aldon (BMI)           | 4              |
| 19        | 7         | 7 WALK RIGHT IN                   | By Darling-Svanoe—Published by Ryerson (BMI)            | 9              |
| 20        | 26        | 26 LET'S LIMBO SOME MORE          | By Mann-Appell—Published by Kalmann (ASCAP)             | 3              |
| 21        | 23        | 23 GREENBACK DOLLAR               | By Axton-Ramsey—Published by Davon (BMI)                | 3              |
| 22        | 12        | 12 FROM A JACK TO A KING          | By Miller—Published by Dandelion (BMI)                  | 8              |
| 23        | 25        | 25 LET'S TURKEY TROT              | By Goffin-King—Published by Aldon (BMI)                 | 2              |
| 24        | 24        | 24 BUTTERFLY BABY                 | By Mann-Appell—Published by Kalmann (ASCAP)             | 2              |
| 25        | 18        | 18 YOU'VE REALLY GOT A HOLD ON ME | By Robinson—Published by Jobete (BMI)                   | 9              |
| 26        | 27        | 27 THE GYPSY CRIED                | By Herbert-Sacco—Published by Painted Desert (BMI)      | 3              |
| 27        | —         | — ALL I HAVE TO DO IS DREAM       | By Bryant—Published by Acuff-Rose (BMI)                 | 1              |
| 28        | 30        | 30 I WANNA BE AROUND              | By Vimmerstedt-Mercer—Published by Commander (ASCAP)    | 4              |
| 29        | —         | — BOSS GUITAR                     | By Hazlewood-Eddy—Published by Linduance (BMI)          | 1              |
| 30        | —         | — HITCH HIKE                      | By Stevenson-Paul-Gaye—Published by Jobete (BMI)        | 1              |

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. WALK LIKE A MAN — Four Seasons, Vee Jay 485.
2. OUR DAY WILL COME — Eddie Cano, Reprise 20147; Rudy and the Romantics, Kapp 501.
3. YOU'RE THE REASON I'M LIVING—Bobby Darin, Capitol 4897.
4. END OF THE WORLD — Skeeter Davis, RCA Victor 8098.
5. RHYTHM OF THE RAIN — Cascades, Vallant 6026.
6. RUBY BABY—Cody Brennan, Swan 4089; Dion, Columbia 42662; Drifters, Atlantic 1089.
7. HEY PAULA—Paul & Paula Phillips 35017.
8. BLAME IT ON THE BOSSA NOVA—Eydie Gorme, Columbia 42661.
9. HE'S SO FINE — Chiffons, Laurie 3152.
10. WHAT WILL MY MARY SAY — Johnny Mathis, Columbia 42666.
11. WILD WEEKEND — Rebels, Swan 4125.
12. ONE BROKEN HEART FOR SALE—Elvis Presley, RCA Victor 8134.
13. IN DREAMS — Roy Orbison, Monument 806.
14. OUR WINTER LOVE — Anita Bryant, Columbia 42739; Bill Pursell, Columbia 42619.
15. MAMA DIDN'T LIE — Jan Bradley, Chess 1845; Fascinations, ABC-Paramount 10387.
16. SOUTH STREET — Orions, Cameo 243.
17. SEND ME SOME LOVIN'—Sam Cooke, RCA Victor 8129.
18. ALICE IN WONDERLAND — Nell Sedaka, RCA Victor 8137.
19. WALK RIGHT IN — Moments, Era 3099; Rooftop Singers, Vanguard 35017.
20. LET'S LIMBO SOME MORE—Chubby Checker, Parkway 862.
21. GREENBACK DOLLAR—Hoyt Axton, Horizon 362; Kingston Trio, Capitol 4898; Merry Melody Singers, Mercury 72083; Virginians, Colpix 5666.
22. FROM A JACK TO A KING—Ned Miller, Fabor 114.
23. LET'S TURKEY TROT — Little Eva, Dimension 1006.
24. BUTTERFLY BABY — Bobby Rydell, Cameo 242.
25. YOU'VE REALLY GOT A HOLD ON ME — Miracles, Tamla 54073.
26. THE GYPSY CRIED — Lou Christie, Roulette 4457.
27. ALL I HAVE TO DO IS DREAM—Richard Chamberlain, MGM 13121.
28. I WANNA BE AROUND — Tooy Bennett, Columbia 42634.
29. BOSS GUITAR—Duane Eddy, RCA Victor 8131.
30. HITCH HIKE — Marvin Gaye, Tamla 54075.

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.

## ALBUM REVIEWS

Continued from page 34

### JAZZ

- ★★★★ REUNION  
Benny Golson. Jazzland AM 85 (M); AS 985 (S)
- ★★★★ NED'S GOOD GROOVE  
Red Garland Quintet. Jazzland AM 87 (M); AS 987 (S)
- ★★★★ ANOTHER DIMENSION  
Charles Bell and the Contemporary Jazz Quartet. Atlantic 1400 (M)
- ★★★★ JAZZ IS UNIVERSAL  
Kenny Clarke and Francy Boland. Atlantic 601 (M)

### CLASSICAL

- ★★★★ SCHUBERT: MUSIC FOR ROSAMUNDE  
Utah Symphony Orchestra (Maurice Abravanel, Cond.). Vanguard VSD 2114 (S)
- ★★★★ HANDEL: MUSIC FOR THE ROYAL FIREWORKS  
Charles MacKerras. Vanguard BGS 5046 (S)
- ★★★★ BACH-VIVALDI: FOUR CONCERTI FOR ORGAN  
Anton Heiller. Vanguard BGS 5049 (S)
- ★★★★ VIVALDI: GLORIA  
Roger Wagner Chorale. Angel 36003 (S)
- ★★★★ PROKOFIEV-TIPPETT: VISIONS FUGITIVES; CONCERTO FOR DOUBLE STRING ORCHESTRA  
Moscow Chamber Orchestra (Rudolf Barshai, Cond.). Angel 35981 (S)
- ★★★★ TWO PIANOS-FOUR HANDS  
Pierre Luboshutz and Genia Nemenoff. Vanguard VSD 2128 (S)

### COUNTRY

- ★★★★ MORE BLUEGRASS  
Lonesome Pine Fiddlers. Starday SLP 222 (M)

### LATIN AMERICAN

- ★★★★ LOS TRES ASES VOL. VIII  
Rancheras. RCA Victor MKL 1458 (M)
- ★★★★ SABOR GUAJIRO  
Jose Fajardo. Columbia EX 5094 (M); ES 1794 (S)

### INTERNATIONAL

- ★★★★ THE BEST OF ITALY'S SERGIO BRUNI  
Capitol T 10334 (M); ST 10335 (S)

### CHILDREN'S

- ★★★★ MUSIC OF MANY LANDS  
Various Artists. Wonderland CM 1487 (M)
- ★★★★ A CHILD'S INTRODUCTION TO LIFE IN INDIA AND INDONESIA  
Christobel Weerasinghe. Wonderland RLP 1485 (M)
- ★★★★ MARCH ALONG!  
Various Artists. Wonderland CM 1486 (M)

### SPIRITUAL

- ★★★★ JAMES CLEVELAND WITH THE ANGELIC CHOIR  
Savoy MG 14063 (M)
- ★★★★ THE HARMONIZING FOUR  
Gordon Bells. Vee Jay LP 5025 (M)

### RELIGIOUS

- ★★★★ ENDURING HYMNS  
Bill Mann. Word W 3227 LP (M)

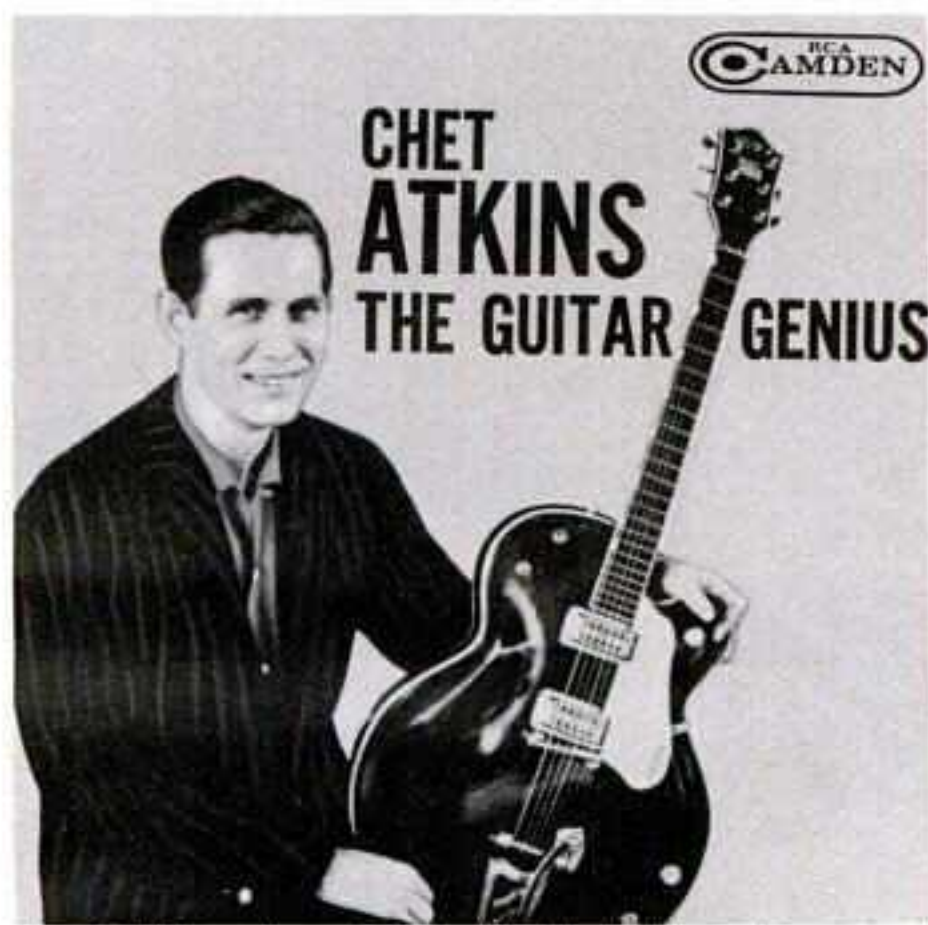
### SACRED

- ★★★★ MIGHTY CLOSE TO HEAVEN  
Carl Story. Starday SLP 219 (M)

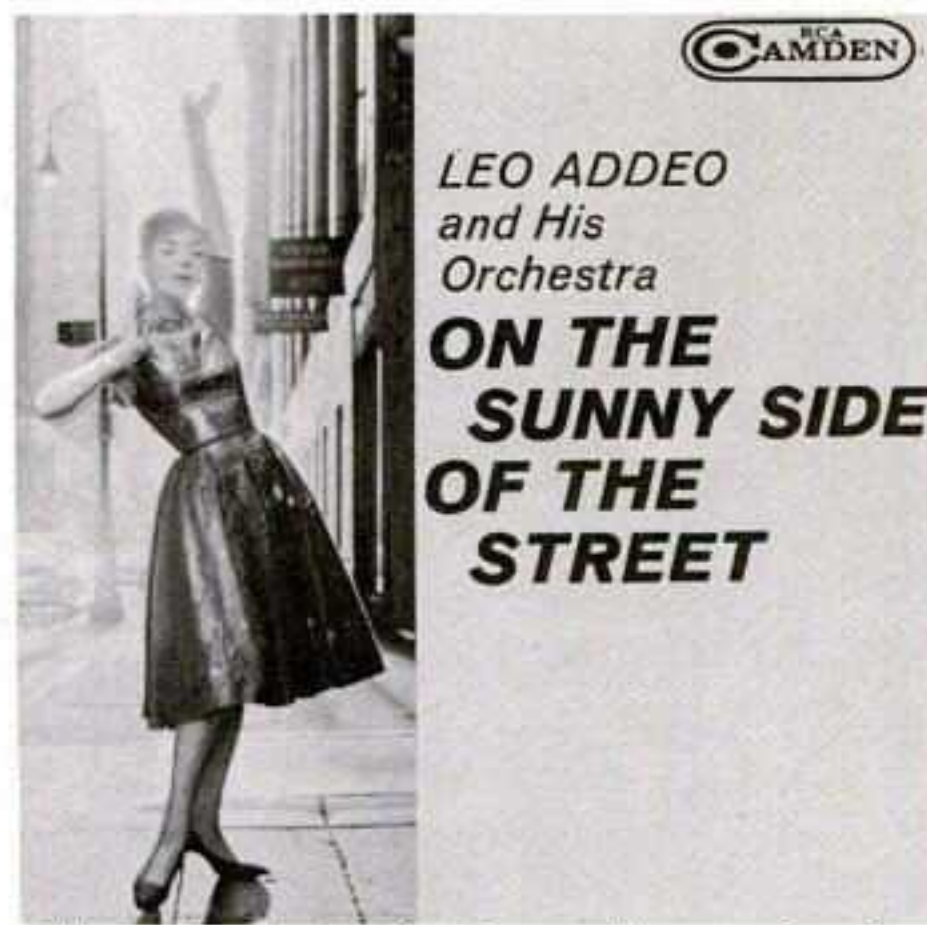
### SPOKEN WORD

- ★★★★ POETRY OF LORCA  
Marius Goring. Riverside RM 7016 (M)

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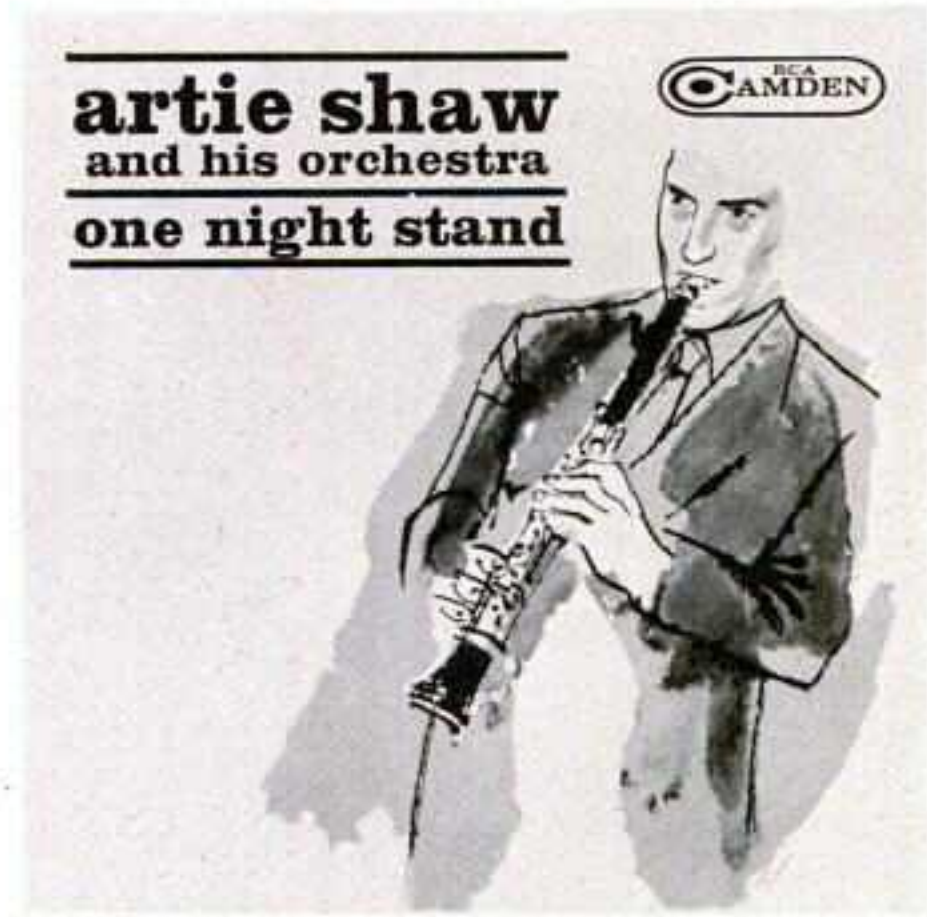
Great Atkins album! Chet with inimitable guitar... and big-brother Jim singing smooth baritone. "Swanee River," "Heartbreak Hotel," 8 others. CAL/CAS-753



Addeo and orchestra give big sound to sunny favorites. "You Are My Sunshine," "On the Sunny Side of the Street," "Island in the Sun," 7 more. CAL/CAS-758



The Living Strings have never been so varied, so lovely. Lush orchestral background. "I Concentrate on You," "Whispering," "Twilight Time," 7 more. CAL/CAS-755



Original performances by an all-time great in the "Big Band" era! Title theme, "Confessin'," "Gloomy Sunday," "Day In, Day Out," 6 other big ones! CAL-584

**AMERICA'S BIGGEST ENTERTAINMENT VALUE**  
**RCA CAMDEN RECORDS**

AND HERE COMES WYNR!

# McLendon's Hardest Sound In Town Makes Rating Noise

## Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX  
• PROGRAMMING NEWSLETTER

### VOX JOX

By GIL FAGGEN

**JAZZ HAS ARRIVED** in Oklahoma with the new "After Hours Show" on KTOK, Oklahoma City, conducted by Cy Follmer. Cy is pulling in requests for the 2 to 3 a.m. stint Monday through Saturday from five States. . . . Joplin, Mo.'s newest radio station, KQYX, reports to Vox Jox that their format based on Billboard's Hot 100, "songs of the past" and pick albums has rocketed the station into the "most-listened-to" bracket. Staffers are Fred Hutching, Gary Cooper and Jim Pearl.

**DEATH AND TAXES:** KYW-Radio, Cleveland, has come up with a novel way to bring income tax info to its listeners. A series of soap opera vignettes entitled "One Man's Money" concentrates on one Emily Shortform's countless financial problems, and the assistance given her by Renfrew of the Internal Revenue (at your) Service. Dick Orkin directs the series, written by S. Dave Babbitt and Ray DeCrane. . . . WCKR, Miami, is airing several special programs in co-operation with the IRS; questions and answers will be presented in capsule form, once per hour, March 7 through April 12. . . . Ron Carrell, director of public affairs at WIRE, Indianapolis, is conducting panel discussions twice weekly with the IRS and CPA's as part of the outlet's expanded all-talk program "Scope" aired 6:30 to 9 p.m. weekdays.

**THEY'RE STILL HIKING IN L: A.:** In a recent test of endurance Bob Eubanks, Ted Quillan, Reb Foster, Jim Washburn, Sam Riddle, Dick Moreland and Arlen Sanders of KRLA set out to better the mark for the 50-mile hike. As

far as Vox Jox has been able to learn the men have broken the record; they're still walking after three weeks. . . . Women in Chicago are flipping their wigs over a new WLS promotion on the Jim Dunbar show (10 a.m. to noon) which invites the ladies to tell in 25 words why they would like a wig. The winning five gals will have their choice from five vari-colored wigs valued at \$175-\$200 apiece. . . . Checking with CHEC, Alberta, a new feature has been added to the Bob Wilson show—an open telephone line with the listener. Comments run the gamut from birth control to divorce laws.

**LISTENING TO LISTENERS:** KXYZ, Houston, is making news with its listener-controlled programming. Jack Carnegie, manager of the station, reports that more than 2,000 written responses were received to newspaper ads soliciting reaction to the station's "good music" format. Says Carnegie: "Radio listeners do care about quality programming, and we are listening to our listeners." . . . A remote man's remote will be launched by WERE, Cleveland, with the origination of the Bob Neal show (6:30 to 10 a.m.) from the Cleveland Indians training camp at Tucson, Ariz., for a three-week period. Dick Conrad, WERE's production director, will act as anchor man for the Neal show in the Cleveland studios. WERE's vice-president and general manager Dick Klaus said the station has projected plans to repeat the out-of-town broadcasts during the 1963 season.

CHICAGO — Four of the city's traditional radio powers continue to dominate Pulse ratings here, but a six-month-old newcomer is breathing hard on their heels.

The McLendon chain's new WYNR has pushed itself into the No. 5 spot in the 6-12 morning segment; into the four spot in the afternoon 12-6 segment, and into a tie for third in the 6-12 evening slot.

The ratings cover the standard eight-county Greater Chicago metropolitan area. When boiled down to Chicago alone, WYNR comes out even higher.

Considering that WYNR has been on the scene but six months and that it is working with a comparatively small (for Chicago at least) 5000-watt signal, the ratings are not much short of phenomenal.

A look at the ratings is revealing:

In the morning WIND is first with a strong 23 per cent figure, WGN follows with 17 per cent, WLS is third with 11, WMAQ fourth with 10 and WYNR fifth with 8.

WIND continues to dominate in the afternoon with 18 per cent, WLS second with 17 per cent, WGN third with 13, and WYNR fourth with 11.

#### After Dark

The evening shows WLS out front with 27 per cent, WGN second with 14, and WIND and WYNR tied for third with 13 per cent.

Taken in terms of jockeys, the WIND morning rating continues to reflect the power of Howard Miller. For actual radio homes reached, Miller still has to be classed as the No. 1 jockey in the city.

Chicago has a total of 2,062,700 radio homes. In the morning some 27.5 per cent are in use and WIND's 23 reflects 23 per cent of this 27.5 figure, or 130,465 radio homes.

In the afternoon, WIND's Perry Marshall reaches 18 per cent of some 19 per cent of total radios in use or some 70,544 radio homes.

In the evening, WLS' Dick Biondi reaches 27 per cent of some 14 per cent of radios in use or a total of 77,970 radio homes.

#### Cross Section

From the standpoint of the record industry, the five stations

(Continued on page 72)

## programming newsletter

By BILL GAVIN •

Billboard Contributing Editor • Publisher, Bill Gavin's Record Report

**OPEN LETTER** to Messrs. Jim Hawthorne, Grady Edney, Sam Holman, Gene Taylor, John Box, Don Keyes, Graham Richards and Jack Thayer.



Gentlemen: Yours are among the most distinguished names in radio broadcasting. You have pioneered new concepts of programming. In the main, they have proved successful. The honors and rewards that have come your way are well deserved.

A multitude of broadcasters watch what you do and how you do it. Many follow your example as best they can. Record manufacturers look to your stations to give their products the exposure necessary to achieve its full sales potential. Since your record programming is largely governed by singles sales in your area, you cannot be indifferent to the current downward trend in singles sales.

**YOU DEPEND** on local retailers' reports for your weekly list of "hits." In today's slack market, there are only a few records selling in large volume. When you ask a dealer to list 20 records that he is selling, his bottom 10 probably represents so comparatively few sales that sound market research principles would reject them as inconclusive.

What I'm getting at is simply this: Record sales are an accurate barometer of listener preference only when the sales are in substantial volume; the smaller the sales, the less accurate the guide, and the more records that are placed on your charts by a miniscule minority of record buyers, the greater the risk that you are programming material that is not generally acceptable to your audience.

It has been my observation that singles sales in any given community are strongly affected by two things: (1) The policy of the key station in programming new records, and (2) the degree of enthusiasm and conviction shown by top disk jockeys in presenting the new material to their listeners. A key station's emphasis on the best of the new product is contagious. It permeates the buying public with a feeling that records are important. As one of your advertisers would say, it stimulates demand. Conversely, replace enthusiasm with a perfunctory attitude, seriously restrict the number of new releases being exposed, and singles sales in that market will suffer.

#### "BEST SIDE STORY"

**San Francisco:** (Elma Greer-KSFO): Phone requests: "The Gift" (Mel Torme-Atlantic).

**Pittsburgh:** (Neil MacIntyre-KQV) No. 1 record: "Arabia" (Delcos-Showcase). Big chart climber: "I Know Better" (Flamingo-End).

**Fresno:** (Johnny Hyde-KYNO): No. 1 record: "Puff" (Peter, Paul & Mary-Warner Bros.). Big requests: "Sting Ray" (Routers-Warner Bros. LP). New on survey: "Mecca" (Gene Pitney-United Artists). "Sandra" (Volumes-Jubilee) and "On Broadway" (Drifters-Atlantic).

**Atlanta:** (Hal Pickens-WPLO): Top requests: "Funny Man" (Ray Stevens-Mercury). Good response: "Heart" (Kenny Chandler-Laurie), "All Over the World" (Nat King Cole-Capitol), "I Can't Get Used to Losing You" (Andy Williams-Columbia).

**Miami:** (Dick Stambaugh-WFUN): Gaining fast: "Ann Marie" (Belmonts-Sabrina) and "Little Orphan Girl" (Carle-Laurie). Pick: "Two Faces Have I" (Lou Christie-Roulette).

**Denver:** (Johnny Rowe-KTLN): Good response: "Diamonds" (Don Costa-Columbia). Starting: "Going Through the Mountains" (Keeley Smith-Reprise).

**Stockton:** (Ken Wing-KJOY): Big phone requests: "50 Mile Hike" (Stan Ross-Del-Fi).

**Top Tips From Correspondents:** "I Will Follow Him" (Little Peggy March-RCA), "Pipeline" (Chantays-Dot), "What Are Boys Made Of?" (Percells-ABC-P), "I Love You Because" (Al Martino-Capitol).

**TOP 40 BROUGHT A PRODIGIOUS BOOM** to the record business. It was fresh and exciting. Today, top 40 radio, with its growing emphasis on programming only proven material, is slowly pushing the singles business back into the doldrums, notwithstanding its continued high audience ratings.

This is not an appeal for an altruistically inspired campaign to "save our singles." Rather, it's a reminder of the self-interest that we all share in a healthy singles business. I can see no reason why radio can't undertake its own campaign to stimulate a renewal of public desire to buy single records. How it could best be accomplished, I would not be so presumptuous as to suggest. The creative ingenuity that you have applied to station promotion will certainly provide effective answers to the problem.

If you feel that I haven't stated the situation fairly, I'll be happy to publish your comments here.

## They Also Serve the New Frontier Who Only Sit in Radio Studios

TROY, N. Y. — While radio stations around the nation this week were whipping their air personalities into the brisk winter air for a good 50-miler, WTRY was playing host to a sitting contest. In protest against the current fad for 50-mile hikes, James Robinson, a 20-year-old junior at Rensselaer Polytechnic Institute, sat himself in a lounge chair in John Mounter's studio and did not

arise for any reason for 50 solid hours.

Sparked on to greater effort by WTRY air personality Don Weeks, Robinson studied some, read a magazine, played chess and napped during his 50-hour "Sit-athon." His diet consisted chiefly of candy bars and tea.

Robinson's record shattered a 30-hour mark set by Yale student Jeffrey Jennings in New

(Continued on page 72)

## Focus on the Deejay Scene . . . .



**WHAT IF IT** really had been the President? Listeners to the afternoon Mal Bellair show on WBBM, the CBS-owned station in Chicago, were witnesses to a gag cooked up by Mal for Steve Allen, in town to promote his Dot album, "Funny Fone Calls." Bellair arranged to have Vaughan Meader, in his best "First Family" voice, call Allen on the air that afternoon. Allen realized it was a gag, but didn't know he was talking to the real Vaughan Meader, so he promptly began to do his own, life-like imitation of the President. He registered this look of surprise when Meader finally identified himself.

**TWO SURE FIRE HITS!**

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*The*  
**MARVELETTES**

TAMLA # 54077



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*The*  
**SUPREMES**

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# 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

**RUBY BABY**—Dion (Columbia CL 2010, CS 8810) "Loneliest Man in the World"

**CAMPUS CONFIDENTIAL**—The Four Preps (Capitol T 1814, ST 1814) "College Cannonball" (2:35)

**HAIL THE CONQUERING HERO**—Peter Nero (RCA Victor LPM 2638, LSP 2638) "Midnight in Moscow"

**JALOUISE**—Boston Pops, Fiedler (RCA Victor LM 2661, LSC 2661) "Jalousie"

**THIS IS MY COUNTRY**—Robert Shaw Chorale & RCA Victor Symphony Orchestra (RCA Victor LM 2662, LSC 2662) "God Bless America" (ASCAP)

**THE CASCADING VOICES OF THE HUGO & LUIGI CHORUS**—(RCA Victor LPM 2641, LSP 2641) "I'll See You in My Dreams" (ASCAP)

**NEW THRESHOLDS IN SOUND**—Sid Ramin & Ork (RCA Victor LPM 2658, LSP 2658) "The Sweetest Sounds" (Williamson, ASCAP)

**SUPERCUSSION**—Dick Schory's Percussion Pop Ork (RCA Victor LSP 2613, LPM 2613) "Perdido"

**SOUNDPOWER!**—Marty Gold & His Ork (RCA Victor LMP 2620, LSP 2620) "I'll Remember April" (ASCAP)

**TODAY'S TOP HITS**—David Carroll & His Ork (Mercury MG 20786, SR 60786) "Hey Paula"

**INSIDE FOLK SONGS**—Shel Silverstein (Atlantic 8072) "Civil War Song" (Hollis, BMI) (1:38)

### JAZZ

**EDDIE HARRIS BOSSA NOVA** (Vee Jay LP 3043, SR 3043) "Samba Para Dos" (New Continent, BMI) (5:31)

### FOLK

**RAILROAD BILL**—The Homesteaders (Riverside RM 7537, RS 97537) "Abilene"

### RHYTHM & BLUES

**THE BIG SOUL OF JOHN LEE HOOKER**—(Vee Jay LP 1058, SR 1058) "She Shot Me Down"

### SPECIALTY

**FINK ALONG WITH MAD**—Various Artists (Big Top 12-1306) "Let's Do the Fink" (2:05)

### SPIRITUAL

**SEEK YE THE LORD**—The Caravans (Vee Jay LP 5026) "Must Jesus Bear the Cross Alone" (PD)

## 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   | Weeks on Hot 100 |
|-----------|-----------|--|------------------|
| Week      | Week      | TITLE, ARTIST, LABEL   |                  |
| 1         | 2         | THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098.....            | 8                |
| 2         | 1         | RHYTHM OF THE RAIN, Cascades, Valiant 6026.....                      | 10               |
| 3         | 3         | WHAT WILL MY MARY SAY, Johnny Mathis, Columbia 42666.....            | 8                |
| 4         | 6         | OUR WINTER LOVE, Bill Pursell, Columbia 42619.....                   | 7                |
| 5         | 4         | WALK RIGHT IN, Rooftop Singers, Vanguard 35017.....                  | 11               |
| 6         | 7         | GREENBACK DOLLAR, Kingston Trio, Capitol 4898.....                   | 8                |
| 7         | 9         | I WANNA BE AROUND, Tony Bennett, Columbia 42634.....                 | 10               |
| 8         | 5         | FROM A JACK TO A KING, Ned Miller, Fabor 114.....                    | 12               |
| 9         | 10        | ALL I HAVE TO DO IS DREAM, Richard Chamberlain, MGM 13121.....       | 6                |
| 10        | 11        | DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120.....          | 8                |
| 11        | 12        | CAST YOUR FATE TO THE WIND, Vince Guaraldi Trio, Fantasy 563.....    | 15               |
| 12        | 8         | FLY ME TO THE MOON—BOSSA NOVA, Joe Harnell and Ork, Kapp 497.....    | 12               |
| 13        | 16        | FOLLOW THE BOYS, Connie Francis, MGM 13127.....                      | 3                |
| 14        | 17        | CAN'T GET USED TO LOSING YOU, Andy Williams, Columbia 42674.....     | 3                |
| 15        | 15        | LOVE FOR SALE, Arthur Lyman Group, Hi Fi 5066.....                   | 7                |
| 16        | 20        | DON'T BE AFRAID, LITTLE DARLIN', Steve Lawrence, Columbia 42699..... | 2                |
| 17        | —         | ALL OVER THE WORLD, Nat King Cole, Capitol 4919.....                 | 3                |
| 18        | —         | OVER THE MOUNTAIN (Across the Sea), Bobby Vinton, Epic 9577.....     | 2                |
| 19        | —         | YOUNG LOVERS, Paul & Paula, Philips 40096.....                       | 1                |
| 20        | —         | PUFF, Peter, Paul & Mary, Warner Bros. 5348.....                     | 1                |

## 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 March 17, 1958

1. Tequila, the Champs, Challenge
2. Sweet Little Sixteen, Chuck Berry, Chess
3. Don't, Elvis Presley, RCA Victor
4. A Wonderful Time Up There, Pat Boone, Dot
5. Twenty-Six Miles, Four Preps, Capitol
6. Catch a Falling Star, Perry Como, RCA Victor
7. Oh, Julie, Crescendos, Nasco
8. Who's Sorry Now, Connie Francis, MGM
9. Sail Along Silvery Moon, Billy Vaughn, Dot
10. Get a Job, Silhouettes, Ember

### POP—10 Years Ago March 14, 1953

1. Till I Waltz Again With You, T. Brewer, Coral
2. Doggie in the Window, P. Page, Mercury
3. Don't Let the Stars Get in Your Eyes, P. Como, RCA Victor
4. I Believe, F. Laine, Columbia
5. Tell Me You're Mine, Gaylords, Mercury
6. Pretend, N. K. Cole, Capitol
7. Anywhere I Wander, J. La Rosa, Cadence
8. Your Cheatin' Heart, J. James, MGM
9. Have You Heard! J. James, MGM
10. Wild Horses, P. Como, RCA Victor

### RHYTHM & BLUES—5 Years Ago—March 17, 1958

- Sweet Little Sixteen, C. Berry, Chess  
Tequila, the Champs, Challenge  
Get a Job, Silhouettes, Ember  
Short Shorts, Royal Teens, ABC-Paramount  
Oh, Julie, Crescendos, Nasco  
Don't, E. Presley, RCA Victor

- Good Golly, Miss Molly, Little Richard, Specialty  
I Beg of You, E. Presley, RCA Victor  
The Walk, Jimmie McCracklin, Checker  
Maybe, Chantels, End  
Twenty-Six Miles, Four Preps, Capitol

# TV Network Opening Lots of Doors for Disk Artists

• Continued from page 8

are in the works at all three webs. Stars of these specials will include Bobby Darin, Connie Francis, Harry Belafonte, Frank Sinatra, Peggy Lee, Nat Cole, Vince (Ben Casey) Edwards, Bing Crosby, Dean Martin, Pat Boone, Patti Page and others. Since Darin, Cole and Sinatra operate their own record firms, there has been trade speculation that one or all of them may showcase some of their new talent discoveries on their TV specials.

Edie Adams is expected to do a series of specials next season, including a country music outing featuring country disk names. Carol Burnett is also in line for a series of specials.

Perry Como will return next fall in a series of specials rather than regular airings. Allan Sherman meanwhile is being mentioned as a summer replacement for Jack Benny.

Among the situation comedies and dramatic shows featuring thespian-disk stars as cast regulars which will be held over this fall are "The Donna Reed Show" (Paul Peterson and Shelley Fabares), "Ben Casey" (Vince Edwards), "Dr. Kildare" (Richard Chamberlain), "The Beverly Hill Billies" (Flatt and Scruggs) and "The Real McCoys" (Walter Brennan).

"Route 66" will also be back, but co-star George Maharis' return to the series is still in doubt. Canceled out for fall—at the writing—were "Ozzie and Harriet" (Rick Nelson), "Rifleman" (Johnny Crawford) and "Dobie Gillis" (Dwayne Hickman).

In addition to shaping up a prime seller's market for disk talent—new and established—TV this year offers unusually diversified exposure opportunities for the record industry.

### College Angle

"Hootenanny," which starts April 6 on ABC-TV at 8:30 p.m., is described by the web as the first regularly scheduled TV program solely devoted to folk music. It will feature leading folk artists in remote broadcast campuses around the country. Already inked are the Lime-lighters, the Clancy Brothers, Makeba, Theodore Bikel and the Chad Mitchell Trio.

Country and western wax should benefit when Jimmy Dean's new show is launched on ABC-TV in April. Dean introduced a raft of c.&w. talent when he subbed for Johnny Carson on NBC-TV earlier this season, and the trade expects he will spotlight a generous number of c.&w. acts as well as pop performers in his new telecast.

Comedy talent will have solid showcases on the new Jerry Lewis, Bill Dana, Bob Hope, Joey Bishop and Danny Kaye

## The New Frontier

• Continued from page 70

Haven, Conn., recently. Upon arising after 50 hours of straight sitting Robinson experienced some numbness in his legs and had to be aided back to his chair by WTRY's Don Weeks. His second try at walking was more successful and with the help of a few deep-knee bends was back in shape.

With Robinson occupying the only comfortable chair in the studio, Mounteer and Weeks did their shows standing up.

shows as well as with holdovers Benny, Sullivan, Moore, Skelton, Gleason, Paar and Carson. Comedy acts also rate considerable exposure on the Steve Allen show, as do jazz performers.

In spite of the fact that Dick Clark's "American Bandstand" has been sliced to 30 minutes and that Clark features fewer new releases than he has in the past, record manufacturers still consider the show a potent plug, specially for young rock and roll-oriented talent. Labels also think it pays to send talent down to Philadelphia to plug their new wax because of Clark's recently acquired strength in radio, through his syndicated daily two-hour deejay show and daily five-minute ABC network talk-segs.

Though record manufacturers

have no guarantee that a TV performer will sell records, more and more video artists today are demanding guarantees before they cut their first disk. Frank Fontaine reportedly turned down several big guarantee bids from other labels before ABC-Paramount met his price and hit the jackpot with "Songs I Sing on the Gleason Show," high again this week on Billboard's monaural "Top LP" chart.

All in all this is the year of the big chance for fledgling record performers. And if any of the newcomers exhibits sock visual (as well as vocal) showmanship he or she may easily garner enough network TV exposure to become an established star.

# McLendon's Hard Sound Makes Loud Rating Noise

• Continued from page 70

at the top of the ratings represent a pretty good cross section of music.

WMAQ and WGN have a so-called "good-music policy." WIND is "middle-of-the-road." WLS and WYNR are both "format" stations.

Interestingly, while WIND, WMAQ and WGN have stayed fairly constant in ratings (compared to six months ago), much of WYNR's invasion of the market has come at the expense of WLS.

No apparent change has taken place at either WIND, WMAQ or WGN. As Guy Harris, program director of WIND, puts it, we've made no change because of WYNR and plan none. Ours is a blend of popular, new and standards.

At WLS, however, Gene Taylor, program director has indicated that WYNR's entry has forced him to expand his playlist by some five to 10 records per week. WLS now plays an average of some 65 to 70 records weekly.

WLS has also become "faster" on new material. New disks go on the list faster, and the older disks go off as soon as they show a substantial drop.

What about WYNR? There's no dispute that the station has achieved its success with what is easily the "hardest" sound of any of the top-rated outlets. The station, however, declines to describe its sound as "hard-rock" or "rhythm and blues" (though these are the terms used in many quarters).

Its stated purpose has been to become the best station in Chicago in terms of "mass appeal."

"We feel our competitors put a limit on popular music," a member of the station once said. "We're a little 'harder,' but only because it reflects the true taste in Chicago."

WYNR has indicated it will play anything that is popular and in good taste. The program has evidently been successful or, as someone said, "if they weren't doing the job, they wouldn't be getting the ratings."

WYNR is not only the 'hardest,' but in terms of new material it is willing to take more risks. Its system is based on getting new material exposed faster.

Some 75 per cent of its play list is made up of "red stars" and "red dots" in trade paper charts (fast moving singles). Out of Billboard's first 50 sides in its Hot 100, some nine were first broken by WYNR in Chicago (and at least half of those were first broken by the station nationally).

WYNR has a total of 60 records on its list; sometimes a few more. Two records are "logged," that is, played every hour. The station alternates its "Discovery" or pick-hit tune with its "No. 1" tune every hour on the hour.

The rest of the records are picked by the individual jockeys from the playlist. Dick Kemp gets to pick his own tunes for his nightly "Battle," but the rest of his records are picked from the regular list.

We regretfully notify the industry that the "Liquidation Sale" advertisement of Tops Records, which appeared on page 30 of the March 9 issue, was published in error.



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## To Surprise of All, TV Growth Gave Phono Sales a Shot in Arm

CHICAGO — The television industry is credited with giving the phonograph and record industry its biggest shot in the arm by a man in a position to know.

Gerald H. Rissman, executive vice-president of Waters Conley Company, maker of the Phonola line of portable phonographs, said that statistics show that phonograph sales climbed dramatically with the growth of television.

"Television brought to the public not only the voice, but the picture of the artist—which in turn created a desire on the part of the consumer to own a record of the star he saw. This is all contrary to what people predicted at the time television first came out," he noted.

The Waters Conley executive sees a mushrooming market for phonographs in years to come. He said that although 74 per cent of the homes with electricity have phonographs, the market is only 50 per cent saturated.

### Million Units

He predicted that in 1963 alone, more than one million units will go into homes of new families.

Other increases in the market



GERALD H. RISSMAN

will be accounted for by a general increase in population and the desire of people to have two and three phonographs in the home.

Rissman predicted over five million phonographs will be sold in 1963, topping an industry high of some 4,750,000 last year. Of these, he said that about 50 per cent will be bought by people for their own use; 40 per cent for gifts to be used within the buyers own house-

hold; and 10 per cent as gifts for other households. He said the latter will primarily be the cheaper models.

Rissman together with Howard Kovin, sales manager of the Phonola division, were interviewed by Billboard prior to the firm's bringing out its new line in April. Details of the merchandise will appear later.

Waters Conley offers a full line of some 15 Phonola models ranging in price from \$19.95 to \$229.95. The firm is the nation's oldest manufacturer of portable phonographs having been in business since 1899.

Rissman characterized the phonograph market as one greatly affected by marketing diversification. Phonographs today are sold in appliance stores, record stores, and like records themselves, in grocery and drug chains, department stores, discount houses, catalog and numerous miscellaneous outlets.

He predicted the diversification trend would continue.

Besides television, Rissman and Kovin credited the growth in phonograph production to the advent of the long-playing disk, the development of stereo and general improvements in record reproduction.

### Alone in This

Kovin noted the phonograph is the only piece of equipment that can give the consumer the exact type of musical entertainment he wants, when he wants it and in the order he wants it.

Among developments coincident with the growth of the

(Continued on page 76)

## EVERYBODY DRIBBLES AT BASKETBALL BINGO

CHEYENNE, Wyo. — One sure-fire means of insuring that the public will listen to a radio sales message is to give them an additional incentive to stay tuned to the station, according to Fred A. Garvalia, of Garvalia Music Company in Cheyenne.

To promote stereo phonographs, tape recorders and components, Garvalia is sponsoring a "basketball bingo" program in connection with each basketball game featuring the University of Wyoming theme.

Listeners are invited to drop by the Garvalia Music Company store in Cheyenne shopping center, and pick up a free bingo blank. Then, they need only keep the card handy while listening to the basketball game, and as scores are announced, blank off corresponding numbers on the bingo card. When a player wins, with complete rows on the card, he needs only to telephone the radio station broadcasting the game, which checks the card, and then sends him a \$5 gift certificate. In addition to the weekly winners, there are \$1,250-in-merchandise prizes for the winner of the most bingo games at the end of the basketball season.

In sponsoring the games, the Wyoming stereo retailer uses plenty of stereo music, plenty of copy on developments in the field, and, of course, extends a constant invitation to listeners to drop in to Garvalia Music Company. Since, in order to play the game correctly, it is necessary for the entrant to listen continuously, there is much more opportunity for that radio message to "sink in."

Garvalia has sold a good many stereo phonographs directly from the unusual show, and has built up the largest listenership in the store history.

"Everyone likes to gamble a bit," Garvalia indicated, "to the point that we now have thou-

sands of listeners playing bingo whenever a basketball game is scheduled."

## equipment newsletter

By DAVID LACHENBRUCH • Billboard Contributing Editor • Managing Editor, Television Digest

**MUSIC SHOW HOURS.** Last month in this space we quoted a lament by L. M. (Sandy) Sandwick about NAMM's annual Music Industry Trade Show, the No. 1 exhibition for consumer electronic products. Sandwick, the consumer products staff director of the Electronic Industries Association, made this plea:



Change the hours of the exhibits at the Music Show so that the product showing and selling don't compete with business sessions and seminars. Sandwick was still nursing scars from last year's all-day panel session on consumer electronics, sponsored by EIA, which presented a wealth of phono-radio-TV selling information—to the empty walls of the hall. Sandwick felt that the exhibits should be closed during a specified daily period during the show, so visitors could attend meetings.

Apparently Sandwick convinced both the NAMM Trade Show Advisory Committee and the NAMM board of directors. Word has out last week that the show hours have, indeed, been changed, along the lines recommended by Sandwick.

**THIS YEAR'S SHOW** will be held July 21-23 at Chicago's Palmer House. The board of directors has voted to open the exhibits at 10:30 a.m. (instead of the former 9 a.m.) Monday through Wednesday, July 22-24, and the schedule all meetings and seminars from 8:30 to 10:30 a.m. The full schedule: Sunday, July 21, exhibits open 1-5 p.m.; Monday through Wednesday, 10:30 a.m.-6 p.m.; Thursday 9:30-noon.

The EIA, meanwhile, will decide at its March 20-22 spring conference in Washington, whether to sponsor another consumer electronics session for dealers during the NAMM show.

**FM STEREO'S PROGRESS.** During its first full year, FM stereo made surprising inroads in the packaged goods field. EIA reports that nearly 46 per cent of all radio-phonograph and TV-radio-phonograph combinations produced in 1962 had FM stereo tuners in them. The breakdown: Radio-phonograph combinations — 298,816 produced; 162,208, or 55 per cent, capable of receiving FM stereo.

Thus, in combinations alone, 767,539 FM stereo receivers were sold. This figure doesn't include imports, nor does it include table model radios with FM stereo or FM stereo component tuners. Nevertheless, it's a good guess that these latter categories brought total FM stereo sales last year to a total of well over a million units.

This year, it's a fairly safe forecast that 70 per cent of combinations and about 90 per cent of component tuners built will be FM stereo-equipped. Add in table radios and imports and the total will come to about two million units — or 50 per cent of the anticipated output of FM sets and combinations for 1963.

**RADIO PRICES DOWN.** Prices of U. S.-tradename transistor

## Phono-Tape

### MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

## Tape Tradesters on Hand At Photo Dealers Parley

ATLANTIC CITY—"A great convention." That was the consensus of a long list of exhibitors and dealer visitors at the 39th annual convention of the Master Photo Dealers and Finishers Association here last week, an affair which was well populated with tape and tape equipment execs.

The tape people were in abundance both as exhibitors and as corridor button-holders in the giant Convention Hall site of the conclave. Most of those reached agreed that the convention was a highly effective, and well-run affair for dealers. Contrary to the situation with regard to most record industry gatherings, much order-taking was in evidence here.

Though primarily a photo industry show, the MPDFA meet has become an increasingly important one for the tape industry in recent years. One exec close to the tape scene noted the growth of the pre-recorded tape field in three years spanning 1959 and 1962 as something approaching 1,500 per cent. Put another way, the

business in those years grew from \$800,000 to \$12,000,000.

### 4th of Business

It is estimated that photo

(Continued on page 76)

## RCA TELLS TALE OF THE TAPE

ATLANTIC CITY — RCA Victor's Record Division, an exhibitor here last week at the five-day convention of the Master Photo Dealers and Finishers Association, announced to attending dealers availability of a new 3¼-inch reel of recording tape. The 600 feet of ¼-inch tape employs du Pont's tensilized mylar coating.

Known as Red Seal sound recording tape 5TM-6A, the individual tape reels are packed in self-mailing boxes with 12 boxes to a carton for dealers. The tape provides up to one hour running time (dual track at 3¼ i.p.s.) and carries an optional list of \$2.95. Deliveries start March 15.

radios continue to decline, with introductions of new lines. Following GE's introduction of a gift-packed six-transistor miniature at \$16.95 and a two-band set at \$29.95, Magnavox reduced its gift-packed six-transistor set to \$14.95 and its gift-packed eight to \$19.95. Then Motorola came out with its new line starting with a six for \$14.95 and a seven at \$19.95.

**HOW BIG IS SMALL TV?** The U. S. transistor radio market was largely developed and exploited by importers. Japanese-made radios appeared in many outlets which hadn't formerly handled radios or other electronic goods. The same thing may be happening now in television.

The "tinyvision" invasion from Japan now seems to be under way. It certainly was given impetus last week by Sony's action in slashing \$40 from the price of its 5-inch Micro TV, bringing it to \$189.95, exclusive of battery or accessories. The new price of the eight-pound transistorized set is expected to open many new outlets for this rather specialized item.

How well is Sony's wee TV selling? "Beyond our expectations" is the only comment from Sony of America, the factory-owned importer. There's industry guessing, however, that perhaps 14-20,000 were sold last year, mostly during the Christmas season.

The fact that American manufacturers are taking a good hard look at the "personal TV" field indicates that their market research departments may see some demand for it. General Electric is expected to come out soon with an 11-inch non-transistorized set, and is also exploring the idea of making a battery-operated transistorized version later. Westinghouse has ordered 50 six-inch transistorized sets from Mitsubishi, its Japanese licensee, and is considering selling this set in the U. S. under the Westinghouse trade name.

Other Japanese transistorized sets are now on the market or on the way. The 8½-inch Sharp set (made by Hayakawa) is now selling on retail counters at a \$229.95 list, and within four weeks Sharp plans to be delivering a six-inch battery set, which carried a tentative \$199.95 list before the reduction in Sony's price.

Sharp's price tags, like those of other Sony competitors, may have to come down as a result of Sony's cut. But here are some other Japanese-made battery TV sets which are scheduled for sale in the U. S., together with their last announced list prices:

Panasonic by Matsushita—nine-inch TV at \$249.95, five-inch at \$229.95; deliveries this spring.

Delmonico International — 4½-inch set which operates on nine flashlight batteries at \$149.95, and 5½-inch at \$179.95, both made by Victor of Japan; deliveries beginning in May or June.

Channel Master—eight-inch set built by Sanyo will be offered; pricing situation is being restudied in light of Sony's action.

**YOU'LL SEE MORE AND MORE** of these little TV portables, in more and more unorthodox outlets. They could be the next big boom in consumer electronics—or a bust.



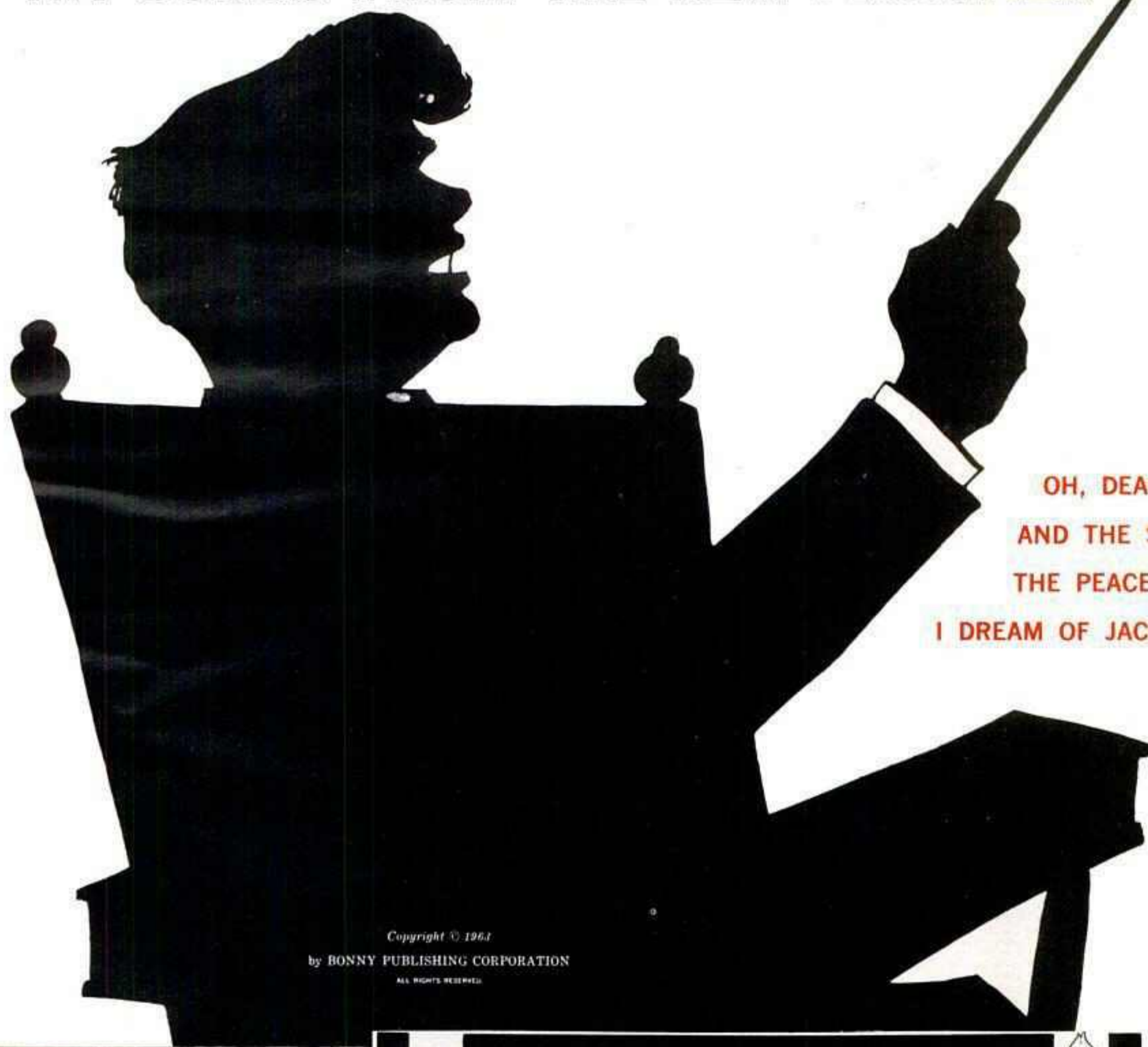
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"SING ALONG WITH JACK"**

**THE FAMILY**  **INVITES YOU TO**



**SING ALONG WITH JACK**

**HIT SONGS FROM THE NEW FRONTIER**



VIVE LA DYNASTY  
OH, BURY ME NOT  
HOME ON THE CAPE  
GO AWAY, DIXIE LAND  
I'M CALLED LITTLE CAROLINE  
OH, DEAR, WHAT CAN THE MATTER BE  
AND THE STOCKS CAME TUMBLIN' DOWN  
THE PEACE CORPS GOES ROLLING ALONG  
I DREAM OF JACKIE WITH THE BOUFFANT HAIR

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Daytona Beach, Florida

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Signature \_\_\_\_\_

## Buyer Confidence Key: Try a Huge Inventory

AUGUSTA, Ga.—Emphasizing good, time-tested monaural tape units instead of stereo has paid off for Walter Galosky, of N & W Camera Exchange here.

Concentrating on monaural tape recorders, at a lower price, still capable of excellent music reproduction, but continuously useful for recording speeches, parties, serving as business dictation machines, and general fun for the owner is the secret to sales success, Galosky feels.

Though he carries stereo equipment up into the over-\$700 range, he sells 85 per cent of his volume in lower-priced monaural equipment—and keeps a reputation as a topnotch center for tape recorders by carrying no less than 50 in stock.

The huge inventory carried in a camera shop tends to build confidence in a tape-recorder prospect. Galosky eschews small battery-operated tape recorders which he thinks of as merely "toys" and maintains the stock in a price range from \$79.95 to \$645.

Most of his volume is sold in monaural lines which he has selected for their rugged, dependable construction and low rates of service calls, which allow him to extend unconditional guarantees. On some recorder lines, the Georgia photo dealer offers free service for one year, or even two years, depending on the price range, and the machine's reliability history.

Galosky never misses an opportunity to demonstrate a recorder to his regular photo

customers, tying in sound tracks with home movies, and then branching quickly off to the all-around entertainment usefulness of a recorder.

Newspaper advertising is confined to Christmas, Father's Day, Mother's Day and Graduation. Other than this, most of the volume comes from word of mouth, the fact that Galosky devotes a full window display to tape recorders the year-round, and the enthusiastic ability of salespeople. Most salespeople, with incentive "spiffs" encouraging them on tape recorder sales, are quick to detect a use which the tape recorder will fill for a given prospect.

Many recorders, for example, have been sold to executives who must frequently make speeches, reports and preside over conferences, and who have never had an opportunity to hear their material themselves.

Just plugging away at that idea, running off a demonstration tape, and then following with beautifully reproduced pre-recorded music rings the bell with numerous executives, who can, of course, write off the purchase of a tape recorder as a business asset when used in this way.

Just as he has set aside one window display entirely for recorders, Galosky shows his big stock of recorders in a separate section identified simply as Tape Recorder Headquarters on an



**RADIO-PHONO TECHNICIANS** leave Puerto Rico to receive special training at Benton Harbor, Mich., headquarters of V-M phonographs. At bottom, Ramon Ruiz, of Alemany Caubet Company, Puerto Rico V-M representative, shakes hands with technician Francisco Hernandez, who is followed by J. M. Fernandez, Walter Head, Victor Perez and Hector Valle. In front, left to right: Ernesto Ruiz, Vicente Maura and Facundo Colon, V-M subdistributors for Santurce, Rio Piedras and San Juan metropolitan area for V-M products, respectively.

overhead canopy. Because recorder sales have been so good for the past two years, the Augusta photo dealer is adding 35 per cent more space to the store at present, most of it to provide greater tape recorder display area, and service facilities. Despite the fact that his tape recorder inventory turns five times or more per year, Galosky is disappointed in the profit ratio, pointing out that the highly competitive market which has developed means that

individual mark-ups are too small.

One important achievement of the manufacturers represented in the tape recorder inventory is the fact that their national advertising programs have pretty well presold customers on brands, on the general usefulness of a tape recorder, and are inclined to make the customer's decision come more easily.

## TV Growth Hypos Phono Sales

• Continued from page 74

phonograph and record market, Rissman cited the following:

1. Greatest variety of equipment ever—both in phonographs and in radio-phono combinations.
2. Public more conscious of quality and better equipment. Phonograph manufacturers have had to keep pace.
3. Public more selective in choice of entertainment. As an example, they won't just watch an artist they don't like on television—they'll turn the set off and turn on the phonograph

### Tape Tradesters

• Continued from page 74

dealers account for as much as 25 per cent of this business currently. Growth of the share of market occupied by the photo dealers has perhaps diminished slightly during the period, but this is because of a substantial growth of tape sales through other sales media.

Many important tape industry entities were well represented here. Among the exhibitors were Bell and Howell, DeJur-Amsce, North American Philips (Nor-elco), RCA Victor, Roberts, V-M, Westinghouse and Wollensack.

Also on hand were Agfa, Burgess Battery, Matthew Stuart, Triton, Concord and Bell Sound Division of Thompson, Ramo Wooldridge.

### Tape Outfits

Tape outfits on the scene included Minnesota Mining and Manufacturing (3M's), Reeves Soundcraft and Musictapes.

The general public was excluded from this year's conclave because of near chaos which resulted at last year's Philadelphia meet, when an estimated 150,000 consumers poured through the doors of the convention site.

for someone they like.

4. Development of FM-Stereo stimulating an appreciation of music in general.

Rissman noted that five or six years ago, there were few portables priced over \$99. (The highest priced Waters Conley Phonola model was pegged at \$79.95.) Today, he noted, the public demands more and more refinement in portables.

### Grown-Ups, Too

Whereas five years ago, portables were primarily a teen-age item, today they are something the whole family can use.

Rissman pointed out that the expanded market has done much to level out the marketing cycle for phonographs. Once an October-November-December item, phonographs are now sold year-round, with a peak in fall.

Rissman estimated that portables outsell consoles three to one (on a unit basis) and that he expects this ratio to continue.

He estimates the phonograph market has grown five times in the past five years—another factor that he feels will continue.

Portables he feels will continue to be popular for a number of reasons:

1. Sophistication of teenagers—wanting better portables.
2. Mobility of the portable making it desirable for the entire family.
3. Improvement in sound of the portable, now comparable to consoles.

He notes that more and more, people are being taught to appreciate music—kindergarten classes have phonographs and kids are brought up with them—it's part of everyone's education to enjoy and appreciate music. The phonograph's popularity is bound to reflect this, he feels.

IN CINCINNATI

The

**Hotel Sinton**

Conveniently located at 4th & Vine in the heart of the business and theatre district. Modern rooms at nominal rates. Ideal banquet facilities for sales meetings and dinners. Home of the famous Lamp Post Corner Restaurant & Bar—

**The Hotel Sinton**

4th & Vine Sts. Phone: 381-1200

**A MIDDLE-ROAD SMASH**

Advance orders big

**DON'T FALL IN LOVE**

By **DANNY WINKLE**

**VILLAGE RECORD #7779**

Distributed Nationally by

**Angie Enterprises, Inc.**

Box 151, Angie, La. Phone: REpublic  
2-7438, Bogalusa, La.; 1394 or 9147,  
Covington, La.

**RECORD PROCESSING  
AND PRESSING**

45 R.P.M.—33 $\frac{1}{3}$  R.P.M. any quantities.  
Complete Record Service.  
Includes Labels—Processing—Masters.  
Send your tape—we do the rest!

**SONGCRAFT** 1650 Broadway  
New York 19, N. Y.

**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

**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**

**TOPPS**  
leads the field in Florida  
**HE'S A BAD BOY**  
Carol King—Dimension  
**RONNIE WON'T YOU CALL**  
Shelley Fabares—Colpix  
**WHY DON'T YOU COME HOME**  
Shirley Ray—Epic  
**I'M JUST A COUNTRY BOY**  
George McCurn—A & M  
**OVER THE MOUNTAIN**  
Bobby Vinton—Epic  
**LITTLE BAND OF GOLD**  
James Gilreath—Joy  
**TOPPS DISTRIBUTING CO., INC.**  
NEW ADDRESS:  
2222 N.W. Fifth Ave., Miami 37, Fla.  
Code 305, Franklin 4-8166

**"HELLER"**  
Is the Leader in Philly  
**WALL TO WALL LOVE**  
Tommy Zang—Hickory #1205  
**LONESOME LIFE**  
Key Brothers—Gambit #1107  
**JACK TO A KING**  
Ned Miller—Fabor #114  
**CAST YOUR FATE TO THE WIND**  
Vince Guaraldi—Fantasy #563  
**WHAT'S WRONG, BILL?**  
Sue Thompson—Hickory #1204  
**WHAT I SAY**  
Little Bones—Prann #5001  
**HELLER DISTRIBUTING CO.**  
665 N. Broad St.  
Philadelphia 23, Pa.  
Phone: PO 5-1010

**LOOKING FOR GOOD DISTRIBUTION AND COVERAGE IN THE NEW YORK METROPOLITAN AREA?**  
**HAGER DISTRIBUTORS WILL HANDLE ANY INTERNATIONAL, FOLK, ETC., LABELS**  
(No Pops)  
**Hager Distributors**  
"Ethnic & International Records"  
711 Crown St. Brooklyn 13, N. Y.  
HYacinth 3-8131

**NATIONAL DISTRIBUTION**  
On your own record label!  
Wire or write  
**WORLD WIDE RECORD DIST. CO., INC.**  
1650-B Broadway, New York 19, N. Y.

LIST \$398—YOURS FOR \$2. NEW INSTRUMENTAL LP album. Paul Bostic Melodies. Vilma Music, 7637 W. Indigo St., Miramar, W. Hollywood, Fla.

**BUSINESS OPPORTUNITIES**

**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.

**HAVE YOUR OWN BUSINESS**

Show Folks: Ask about our successful plan to put you in the Costume Rental business. You can operate this business from your home or a store. We'll show you how to get customers among other things.  
Write or call Mr. Stomel.



1113 Walnut St., Philadelphia 7, Pa.  
WAlnut 3-1395

**SINGER SEEKS INVESTORS FOR SHOW business enterprises.** Write or phone: Sam Pruitt, 24 Humboldt St., Brooklyn 6, N. Y. HI 3-0697. mh16

**TURN THAT EXTRA SPACE INTO profit with a Kiddie Ride placed on percentage basis.** Also have excellent reconditioning facilities. Write for info. Autronics Co. 525 N. Noble, Chicago 22, Ill. Phone: 226-4322. ap6

**RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT**

**PRESSING, PLATING**

**YOU SHOULD TRY JET PRESSED 12" VINYL**  
By SHELLEY

Finest product available anywhere . . . and it costs no more. Complete record pressing service. All sizes, all speeds, any quantity. Mastering, Label Printing, Pressing, Drop Shipping and Warehousing are just a few of our many services.

**SHELLEY PRODUCTS, LTD.**  
220 Broadway  
Huntington Station, L. I., N. Y.

**RECORDING FACILITIES & SUPPLIES**

**PROFESSIONAL DEMO RECORDS**

Finest Quality—Low Prices—Top Notch Talent.  
8 Singers (male-female),  
10 Instruments—Vocal Groups.  
Best, Modern Tape and Disc Equip.  
(Ampeg, Altec, RCA)  
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$11.50; two Songs, \$20.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$4.00 each per song.  
WRITE FOR FREE BROCHURE.

**DEMONSTRATION RECORD COMPANY**  
(Our 10th Year)  
Box 3404, Sta. C Lincoln, Nebraska

**RECORD PROMOTION & PUBLICITY**

**NATIONAL DISTRIBUTION**

Singles & Albums  
**"TOP NATION-WIDE PROMOTION"**

No tapes, please—dubs—records only.

**NATIONAL ENTERTAINMENT CORP.**  
2805 Biscayne Boulevard  
Miami, Florida 374-1231

**RECORD ACCESSORIES & DEALER FIXTURES**

**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

**RECORD STORES**

**Increase Selling Efficiency**

The original and most convenient record catalog service. Listings of the latest popular records by titles and artists rushed three times a month by first-class mail. Big Books of over 250 pages of current and older numbers by titles and artists sent monthly—each month complete in itself with no need to refer to previous issues.

Three months' trial, \$10.00, or economical yearly, \$37.00. Information and samples sent on request.

**RECORDAID, INC.**

P. O. Box 5765 Philadelphia 20, Pa.

**when answering ads . . .**

**Say You Saw It In Billboard**

**CLASSIFIED RATES**  
Per Insertion

|                                       | 1/2" | 1"   | 2"   | Each Additional Inch |
|---------------------------------------|------|------|------|----------------------|
| Manufacturers Advertisers             | \$9  | \$15 | \$25 | \$9                  |
| Distributors & Employment Advertisers | \$5  | \$9  | \$15 | \$5                  |

- Minimum size sold is 1/2", 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.

**MISCELLANEOUS**

**FOR SALE**

Early American 90-foot Ranch House, just outside N.Y.C. I'm not "going to Chicago." I'm there, and that's the reason I'm selling my newly remodeled 3-bedroom, 2-bath home, just 35 minutes from New York City by car or bus. It's located on the side of wooded High Tor Mountain in a secluded area. One-quarter acre of land. All schools and houses of worship nearby. Shown by appointment only. Priced for quick sale.

**JOE CERAMI**

914 New City 4-3087, or in Chicago call 312 HArrison 7-5663.

**RACK JOBBER-DISTRIBUTOR WISHES** steady source of supply of all labels of newly released LP's at less than \$2. Write or call: Loren Phelps Enterprises, 62 Railroad St., St. Johnsbury, Vt.

**WRITE SONGS? READ "SONGWRITER'S Review"** magazine (Est. 1946). 1650-B, Broadway, New York 19, N. Y. Contacts, Contests, Features, etc. "Guiding Light to Tin Pan Alley." Sample 35¢, \$2.50 year. (U. S. A.) mh23

**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

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh15-64

**EMPLOYMENT SECTION**

**HELP WANTED**

**RADIO ANNOUNCER**

Ready for a major Eastern market with a group owner? Need stable, articulate, warm personality, not rock type. 30-40 years old with family. Send resume, tape, photo, salary requirements to **BOX 470, BILLBOARD, 1564 Broadway, New York 36, N. Y.**

**MECHANIC — COIN-OPERATED MUSIC** amusement machines. Year-round, now seashore resort. State age, full experience and salary desired. Shop and route work. Box C-B 28, c/o Billboard, 2160 Patterson St., Cincinnati 14, Ohio. mh23

**UNUSUAL OPPORTUNITY FOR QUALIFIED Salesmen.** Handle outstanding line of promotional budget LPs. Good salary plus commission, expenses, bonus arrangements, etc. Write or call George Alpert, Buckingham Records, 630 9th Ave., N. Y. JU 2-0670. ch-mh23

**WANTED**

**Musical Entertainment Group**  
Non-union, 3 to 6 Men for long-term engagements in Daytona Beach, Fla. Old Timer Saloon and Gold Nugget Saloon.  
**BOX 3577**  
Daytona Beach, Fla.  
Phone: CLinton 5-3666

**WANTED JR. SALESMAN**

Experienced in phone and mail order selling to take charge of Classified Advertising section of progressive business publication. Please state full qualifications, experience and salary requirements. All replies in strict confidence.

**BOX 473**

c/o The Billboard  
1564 Broadway, New York 36, N. Y.

**SITUATIONS WANTED**

**ATTENTION: RECORDING COMPANIES**

Gentlemen with over 20 years in the recording world as singer, music co-ordinator, recording session supervisor, talent buyer, looking for berth in A & R department. Extensive knowledge of music from jazz to symphony. Highest character and business references.

**BOX 471, BILLBOARD**  
1564 Broadway N. Y. 36, N. Y.

**Attention, Record Manufacturers! KEY MAN AVAILABLE TOP-FLIGHT SALES MANAGER**

Presently in my own business, but wish to join large record company where all my talents can be put to use. Excellent background includes proven ability and top-flight results in premium work, merchandising, sales management, creating new product, jobbing, distribution of surplus, distributor and retailer promotion, etc. Will prove to be your "key man." Know and will travel the entire country. Complete resume available. AAA-1 references. Available for personal interview.

Reply: **BOX 469, BILLBOARD**  
1564 Broadway New York 36, N. Y.

**DO YOU NEED THIS MAN?**

Thorough knowledge in all phases of record industry. Have handled sales, distribution, promotion, manufacturing, purchasing, budgeting at both field and administrative levels. Have experience with both major and independent labels. Will travel, but home base will be New York. Available now for interview. Write in confidence to

**BOX 475, Billboard**  
1564 Broadway N. Y. 36, N. Y.

**KEY MAN: 8 YEARS' EXPERIENCE** inside and out. Full knowledge of manufacturers' and distributors' sales, promotion and office management. Willing to relocate and/or travel on limited basis. Phil Meade, 449 W. 46th St., New York, N. Y. Phone: LT 1-9158. mh23

# FOR THE RECORD . . .

a presentation  
of facts  
about the four  
music-record weeklies,  
based on 1962  
performance.

## Advertising Pages

The following display advertising comparisons give all the advantages to the other three music-record weeklies. Billboard's figures come from actual billing records, whereas those of other publications were based on actual measurements which do not take into consideration advertisements published as adjustments for errors, or unpaid for other reasons. The figures apply to display advertising only. No classified advertising space, paid or unpaid, is included.

But let's not stop there. There are others—and still more important—measurements of the value of a publication to advertisers.

| Publication    | 1962 Display Advertising Pages |
|----------------|--------------------------------|
| Billboard      | 1730                           |
| Cash Box       | 1667                           |
| Music Reporter | 645                            |
| Music Vendor   | 399                            |

## Dollars of Advertising:

Where an industry invests the greatest share of its advertising dollars is accepted as the most significant area of comparison of the advertising worth of the publications in any field. Here are the facts about advertising dollars invested in the music-record trade paper field:

|         |  |
|---------|--|
| Fact #1 | More dollars of advertising were spent in Billboard, in 1962, than in all the others combined.   |
| Fact #2 | Billboard's margin, over paper #2, is a whopping one-third of a million dollars!—some \$370,000 more, to be exact!   |
| Fact #3 | Advertisers spent more for singles advertising in Billboard!   |
| Fact #4 | Advertisers spent more for lp advertising in Billboard!  |
| Fact #5 | Talent spent more for advertising in Billboard!  |
| Fact #6 | Advertisers spent more for "all other" music-record advertising in Billboard (music publisher, record services and supplies, distributors, one-stops, etc.). |

## 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 \$301 and \$400

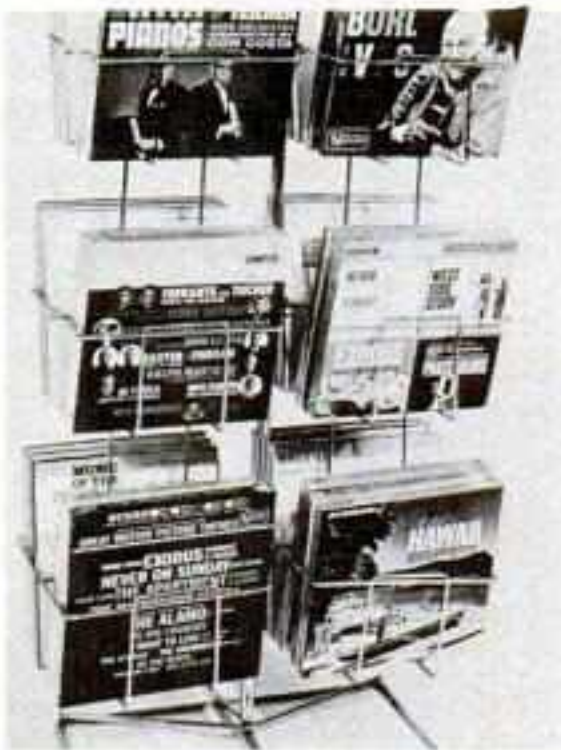
| This Issue | POSITION       |               | BRAND                          | % OF TOTAL POINTS |
|------------|----------------|---------------|--------------------------------|-------------------|
|            | 12/29/62 Issue | 9/29/62 Issue |                                |                   |
| 1          | 1              | 1             | Magnavox . . . . .             | 41.9              |
| 2          | 3              | 4             | Zenith . . . . .               | 15.1              |
| 3          | 2              | 3             | Motorola . . . . .             | 7.3               |
| 4          | —              | —             | Voice of Music (V-M) . . . . . | 6.7               |
| 5          | —              | —             | Admiral . . . . .              | 5.6               |
| 5          | —              | —             | Pilot . . . . .                | 5.6               |
| 7          | 4              | 2             | RCA Victor . . . . .           | 5.0               |
| 8          | 6              | —             | General Electric . . . . .     | 3.4               |
|            |                |               | Others . . . . .               | 9.4               |

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.

12/8/62 Issue: Curtis-Mathis (5); Capehart (6); Clairtone (6).  
9/8/62 Issue: Capehart (5); Curtis-Mathis (6).

CHICAGO — The long-rumored arrival of E. J. Korvette branches was confirmed here last week. The daily papers carried ads by Korvette for managers for some 28 departments, including record and book departments. The stores are slated to open in Elmhurst, Oaklawn and Matteson. The Korvette

chain is acknowledged to be the largest single seller of records throughout the country. Second place goes to the Sears, Roebuck chain. Korvette is known for an aggressive discount policy. Records are coded by letters and the code letter prices are posted in the store. In this way, Korvette can change a code price within minutes.



MUSICTAPES OF CHICAGO, operated by Pete Fabri, which handles release of United Artists, Prestige, Vee Jay, Elektra, GNP and its own line for tape release, is making this wire tape display rack available to dealers under its "Step Ahead in '63" promotion. The unit is designed to handle "The Top 36 Best Selling Musictapes" and is available to dealers as a prepak or with their choice of 36 tapes.

## Norway Doubles Recorder Exports

OSLO—The export of Norwegian tape recorders has been nearly doubled during the last two years, and the export of radio sets also shows increases, according to J. Cl. Nickelsen of the Norwegian Radio Producers Union.

Last year the export of tape recorders reached 12.4 million kroner (dollars 1.8 mill.), while in 1961, 9.4 mill. kr. and in

## 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.

**LIBERTY-DOLTON**—Expires March 15, 1963. Started February 15, 1963. A 15 per cent discount on complete catalogs plus new releases.

**SMASH-FONTANA**—Expires March 15, 1963. Started January 15, 1963. A 10 per cent discount on both complete catalogs.

**ORIGINAL SOUND**—Expires March 15, 1963. Started February 1, 1963. Label is offering one-for-five on entire LP catalog plus new release.

**CAMEO-PARKWAY**—Expires March 31, 1963. Started March 4, 1963. A 12½ per cent discount on all LP's. Delayed billing of 30-60-90 days on five new releases only.

**UNITED ARTISTS RECORDS**—Expires March 31, 1963. Started March 4, 1963. "Clean Up" and "March Into Spring" program for dealers. For every \$5 worth of merchandise purchased from catalog and 13 new releases, dealers may return \$1 worth of product on any label.

**ABC-PARAMOUNT**—Expires March 31, 1963. Started January 3, 1963. Label is offering 12½ per cent discount on complete catalog plus new releases.

**DIAMOND**—Expires March 31, 1963. Started January 25, 1963. One-on-seven on Johnny Thunder LP "Loop De Loop."

**PRESTIGE**—Expires March 31, 1963. Started February 15, 1963. Fifteen per cent discount on all LP's by Gene Ammons, Mose Allison, Red Garland, Stan Getz, Thelonious Monk. Fifteen per cent discount on complete Moodsville series.

**MERCURY**—Expires March 31, 1963. Started February 15, 1963. Fifteen-on-100 on LP's by Smothers Brothers, Brook Benton, David Carroll, Shirley Horn, Phil Moore, the Three Sounds, plus a collection of folk music. See page 6, February 23 issue, for details.

**KAPP**—Expires March 31, 1963. Started January 21, 1963. Ten per cent discount on catalog plus new releases.

**STARDAY**—Expires March 31, 1963. Started March 1, 1963. "Spotlight on Bluegrass Five-String Banjo Albums." For dealers, two free Bluegrass albums for every 10 ordered, from 36 albums available under plan.

**JOY-SELECT**—Expires March 31, 1963. Started February 15, 1963. A 15 per cent discount on Matys Brothers' "Who Stole the Keeshka" LP.

1960, 6.9 million N. kr. Tape recorders exported last year totaled 16,000. At the same time 42,000 radios were exported with a value of 42 mill. N. kr. (dollars 6 mill.). The export of TV sets is relatively modest, reaching 1,500 sets last year with a value of 1.4 mill. N. kr. (\$200,000), but at the

same time Norwegian factories had difficulties in supplying the domestic market.

The tape recorders (best known are Tandberg and Radionette) were exported to the U.S.A., Sweden, Germany and Great Britain, while the Norwegian radios go mainly to the Near East.

## Paid Circulation

Or, how many readers think enough of the publication to pay for it. Here are the facts:

|                       |  |
|-----------------------|--|
| <b>Publication</b>    | Circulation Listing in SRDS*, January 1963.  |
| <b>Billboard</b>      | 20,022 Average ABC Audited Net Paid (6/30/62).   |
| <b>Cash Box</b>       | "After three requests, publisher has failed to file circulation statement on SRDS form." |
| <b>Music Reporter</b> | No listing for this publication in SRDS at all.  |
| <b>Music Vendor</b>   | 5,610 (sworn 12/31/61).  |

\*SRDS is the accepted national authority for statistical data on publications. Its purpose is to serve the needs of advertising buyers in all fields.

**SUMMARY:** Billboard has more paid circulation (and the only audited paid circulation) than all others combined!

## Advertising Effectiveness

Or, is your advertising really producing for you. This is a key area of evaluation and here's a picture of what's available for advertisers in this area.

|                       |  |
|-----------------------|--|
| <b>Publication</b>    | Type of Advertising Effectiveness Research Available.  |
| <b>Billboard</b>      | Two full studies: (1) Big-city markets; (2) Grass-roots markets.<br>Two pilot studies on LP advertising effectiveness. |
| <b>Cash Box</b>       | None.  |
| <b>Music Reporter</b> | None.  |
| <b>Music Vendor</b>   | None.  |

## Editorial Services

Comparisons are needless here.

Billboard is the acknowledged leader.

Billboard is the acknowledged spokesman for the industry, as (probably) even Billboard's competitors will agree.

Billboard editorial data and research is used, universally and almost exclusively, in and out of the music-record industry.

Billboard is the source of industry statistics—used by government agencies, major consumer publications, newspaper editors and columnists, and virtually all sales and management executives of record manufacturers.

Ask any experienced professional in the industry.

# Billboard Leadership

unquestioned in '62, and  
growing greater in '63

## SPEAKERS DEAL ADVICE AT NARM CONVENTION

• Continued from page 4

and learn about it, said Lieber-son in his talk. They must learn about the manifold problems involved in creating a record, packaging a record, and finally, selling a record. Racks are an essential part of the business, Lieber-son said, and a good rack jobber, to run a successful operation, must know about catalog material, and how it sells, and must also know what the consumer wants to buy.

### JULES MALAMUD

SAN FRANCISCO — Jules Malamud called on the record industry organizations and associations to join together to create an industry council to work on record problems. At the Fifth Annual NARM convention in San Francisco last week Malamud asked RIAA, ARMADA, ROSA and SORD to join with NARM to help solve a number of non-controversial industry needs.

At the same time Malamud noted that he had no intention of leaving NARM and hoped to be working with the organization for many years to come.

Malamud said that one of the things the all-industry council could work on right away was the need to reduce freight rates on record shipments. He said that the trucking industry still charged the same rates for 45's and LP's as it used to on the old heavy breakable shellac 78's.

He also said that an industry council could set up a National Record Month to promote records from coast to coast, and could call on artists to help plug

record month on radio, TV and in concerts.

### IRA MOSS

SAN FRANCISCO — Ira Moss, head of the low price Ambassador line, said in a speech at the NARM convention last week that price cutting, discounting, fast buck manufacturers and wholesalers, are hurting the record business by destroying the profit motive for dealers.

Moss pointed out that price cutting has diminished the importance of records in the consumer's eyes. He noted that many dealers have left the business due to the lowered profit on discounted disks. He said that retailers have been hurt by sly practices, deals and arrangements on the part of some quickie manufacturers.

Turning to the book industry, he asserted that they had stabilized book sales and kept book stores profitable by keeping a stabilized price level. This is what the record industry must do, he said.

## Members Did Biz of \$100 Mil.

• Continued from page 4

counted for about 19 per cent of gross dollar volume. Kiddie records (other than LP) accounted for about 5 per cent of the gross dollar volume. These figures were up slightly over 1961, due to the drop-off of EP's from over 4 per cent to just under 2 per cent.

Stereo records continued to

## Rackers' Move Nixed by Mfrs.

• Continued from page 4

such recognition at the various meetings. Some of the rackers were letting off steam. But at the same time the rackers were revealing a deep and serious concern that they now have over their future as rack jobbers. Again and again it was brought up that regular distributors are entering more and more into rack jobbing, and they said again and again that distributors who have racks have a definite price advantage over rackers.

It was also brought up more than once by rackers that large volume buyers of records, like department stores and large general merchandise stores, were buying records at the same functional discount (10 per cent) that rackers buy at, and thus rackers were buying their records at the same price as some retailers.

The price squeeze that all segments of the record business are now undergoing was mentioned as well by rackers. Many of them pointed out that they had to discount to compete against large volume purchasers who retail their disks at deep discount prices, thus making many of their racks unprofitable. According to many of the state-

ments made on the floor by rackers, some of them even wondered if they could stay in business with today's high cost of doing business and the low profit margins.

It is possible that many of the statements made on the floor in the public meetings were not exactly the same as the statements made in private when rackers and manufacturers met individually each afternoon. Rumors were that some manu-

### NARM Elects Steen as Head

• Continued from page 4

ord trade and is acquainted with all facets of records from manufacture to the ultimate consumer.

Steen told Billboard that he would fight to have rackers receive the same treatment from manufacturers as other wholesalers, and that he expected manufacturers to one day grant the same type of price to racks as distributors.

ords, and all rackers in NARM sell LP's.

The percentage of NARM rackers who sell budget LP's which list for 99 cents or less is 64.6. And 23.7 per cent of all rackers in NARM handle LP's priced at \$1.98 or less. About 11 per cent handle budget LP's priced at more than \$1.98.

The NARM survey was prepared by NARM's Executive Director Jules Malamud.

facturers sweetened the pot with a little bit extra here and there for those rackers who need that extra to continue in business, or who do enough business to deserve it.

But there is little doubt that rackers are feeling the pinch of the price squeeze right now, are worried about Korvette and other large merchandisers entering into their markets, and are also worried about Korvette and other large merchandisers entering into their markets, and are also worried about the effects on their business of distrib-owned racker operations. They made that quite clear at this most dramatic of all NARM conventions.

### President Award Added to List

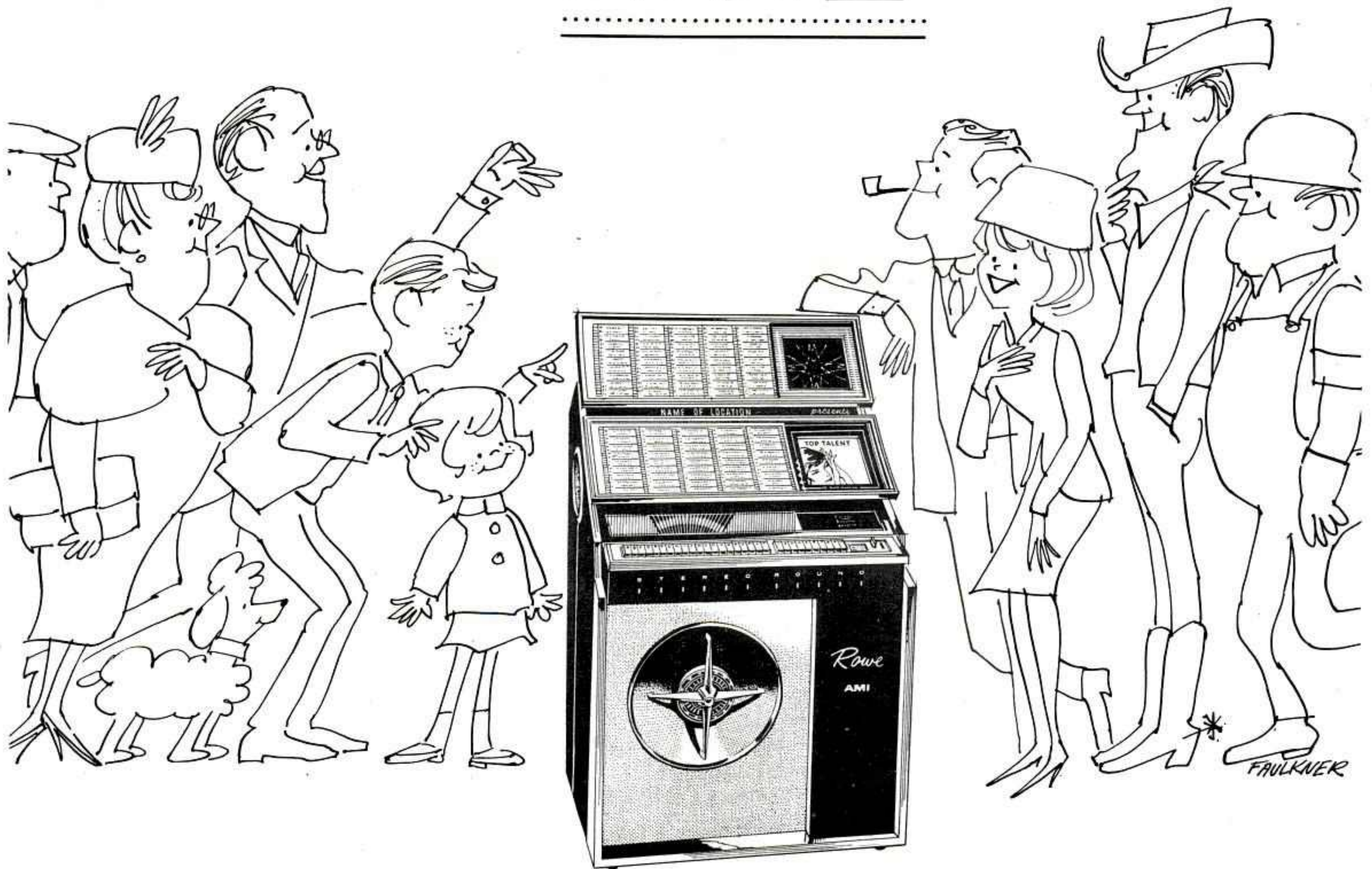
• Continued from page 4

Best Selling Comedy Recording Award. The Best Selling Children's line was Golden. The Best Selling Orchestra—a new award—was Billy Vaughn. The Best Selling Economy Price Line—under \$1—was Pickwick International. Best Selling Economy Line—over \$1 retail—was Camden.

RCA Victor won the award as the NARM Associate member which has demonstrated sustained achievement in those purposes for which NARM was formed.

Cameo-Parkway won an award as the Associate member which has demonstrated the greatest progress in the past year, in those purposes for which NARM was formed.

# HIT



**Why does everybody like the Rowe AMI phonograph?**

**OPERATORS** ... because they can provide 200, 160 or 100 selections with only *one* phonograph. Because Rowe AMI has all the features, including a Top Talent tune setup, that save a routeman's time. Because its realistic price and low operating costs mean more net profits.

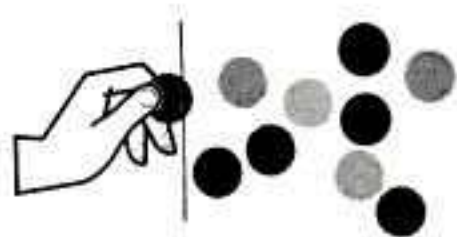
**LOCATIONS**...because of its downright dependability. Because it makes more money from music.

Because it can be fully personalized to the location no matter how long the name.

**PATRONS**... because it has plenty of selections to choose from in every category. Because it delivers the music, in beautiful Stereo Round,\* without delays that provoke impatience.

There are dozens more reasons for the popularity of the Rowe AMI phonograph. Ask your Rowe AMI distributor and get yourself a deal.

\*Pat. pending



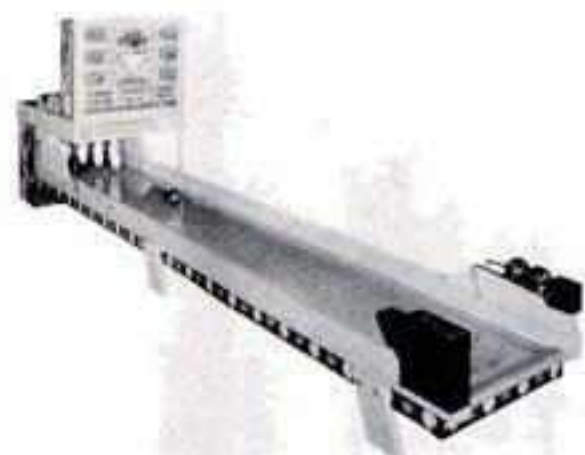
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*Rowe sets the standards in vending equipment, bill changers, music systems.*

# Grand Prize Bowler Has Restyled Design



GRAND PRIZE

CHICAGO — A new "Beat the Champ" game and a restyled cabinet that facilitates servicing are featured in Chicago Coin's new Grand Prize bowler.

"Beat the Champ" scoring follows standard ABC rules, but after the first ball is rolled a "score to beat" is flashed on the back panel. The player thus has competition even if he is playing alone.

The new cabinet design permits the bowler to be completely serviced without being moved. The cabinet unfolds in three places (see photo), all easily accessible.

Grand Prize also has a lower hood than conventional bowlers. The game is decorated in brilliant orange, gray and blue.

# Cyril Shack On U.S. Tour

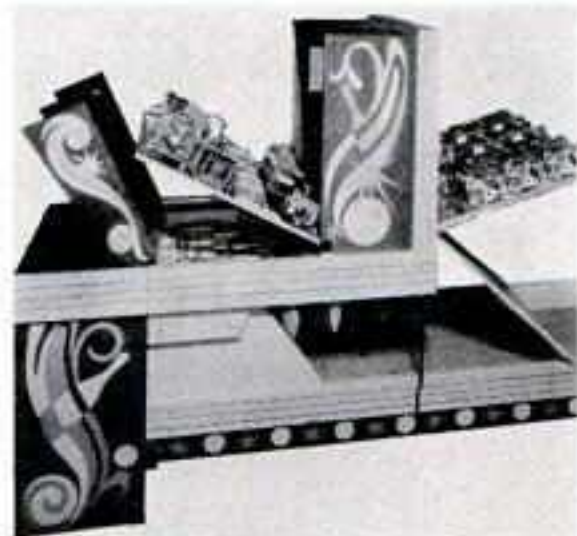
LONDON—Cyril Shack, a principal of Phonographic Equipment Company, Ltd., London, is stateside currently, on a two-week tour of amusement machines in the U. S.

He left here by air Sunday, (3) making his first stop Chicago, and a stay there of three days.

Next on his itinerary is Las Vegas, and Sands Hotel, for most of his visit. Shack expects to make several stopovers on the way back to the U. K., including New York.

"I'm shopping for new ideas," he told Billboard before he left. "We want to put some fresh zest into our operating routes with American equipment, and vary the types of machines. The business gets stale if we don't."

Shack intends to import samples of amusement machines for a field-test prior to bulk purchases. His firm also seeks "a lot of used amusement machines for our own routes," on the principle that what proves good for Phonographic Equipment's operation will be good in the eyes of independent operators. The firm is fast expanding, and is building lavish new premises in London.



THE CABINET on Chicago Coin's new Grand Prize bowler unfolds in three places for easy servicing. The bowler need not be moved.

It is equipped with shin guards, an improved ball return and a fully insulated alley.

Besides "Beat the Champ" the games include Regulation, Flash-O-Matic, Select Strike (strike or bust), Dual Flash-O-Matic and Three Star.

## Coin Machine

**OPERATING**

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING

## CANCEL ANTWERP FAIR; SEPT. DATE IS POSSIBLE

ANTWERP—Union Bele de l'Automatique announced the cancellation of its trade fair, Salon de l'Automatique de 1963, which had been scheduled for March 8 to 12. UBA's director general, O. De Munck, said difficulties in arranging for exhibition space had necessitated the cancellation. The record winter freeze also created difficulties.

De Munck said the UBA hopes to stage the trade fair later in the year, possibly in September. This was to have been the second coin machine fair in Antwerp. The first fair last year attracted large participation, and the sequel this year was aimed at attracting American firms in connection with Belgium's pivotal position in the European Common Market.

# Bally New Fun Phone Spins a Dozen Tales



FUN PHONE

CHICAGO — Children can hear one of 12 stories covering a variety of themes—fairy tales, Mother Goose, Western and space adventure—in Bally's new Fun Phone.

Each story lasts three minutes and carries an invitation for the child to put in another coin for another story. A tape player is built into the phone and Bally will release new tapes regularly.

The phone is attractively decorated in red and chrome. It can be mounted on the wall or on a stand. A colorful back panel carries an invitation to listen.

Bill O'Donnell said that location tests prove the phone attracts children from 3 to 12 and is ideally suited for typical kiddie ride locations.

# Bingos Target of Kansas Bill

TOPEKA, Kan. — A model anti-gambling act, with specific provisions aimed at bingo-type pinball machines, is being considered by a Senate committee of the Kansas Legislature.

Championed by the State's Attorney General William Ferguson, and blessed by Kansas Gov. John Anderson, Jr., the model act has not yet been introduced. Members of the committee still are talking it over.

The model act may never get out of committee, but Ferguson is giving it a heavy build-up. He made a personal pitch for the act when it was presented to the committee this week for consideration.

A liaison man from Anderson's office also attended the hearing to demonstrate the governor's active endorsement.

### Demonstration

Three machines, including an old-fashioned slot, an early-model electric bingo machine and an up-to-date electronic bingo pinball machine, were demonstrated to the committee by an investigator from the Attorney General's office.

Versions of this model act have appeared for the past 10 years before biennial sessions of the State Legislature, but have never passed both houses.

Such a record of failure shows how deeply entrenched, and successful, opponents of the model act have become. It cannot help but cast a reflection on the act's future this season.

### Prime Target

By their demonstration and presentation to the committee, the attorney general has indicated that "coin-operated gaming devices" are the prime target of the act.

J. Richard Foth, an assistant attorney general who explained provisions of the model act to the committee, made it plain that Kansas law enforcement officers are rankled by pinball machines they consider to be gambling devices.

Kansas investigators must be able to prove in court that a pay-off was made on the machine.

This is extremely difficult, if not impossible, Foth said. Location operators are cagey about making pay-offs to strangers. An investigator trying to obtain evidence can play machines in a

suspected location, run up the maximum number of wins, and still go away empty-handed if the location operator tells him the machines are for "amusement purposes only" when he tries to collect.

It's not like raiding an establishment with slot machines, Foth said, where getting in is the only problem.

Foth told the committee that federal "coin-operated gaming device stamps are issued to 408 locations in Kansas . . . and no telling how many machines."

The model act would make *(Continued on page 92)*

# Figures Really Run Bases In New Williams Ball Game



MAJOR LEAGUE

CHICAGO—Animated players actually run the bases in Williams new Major League

baseball game. A mystery pitcher throws the ball to the batter fast, slow, inside and outside adding to the excitement.

Art Weinand, Williams vice-president, noted that a big feature of the game is its strict adherence to baseball rules. Only hits advance the runners and score runs.

"Whatever measure of success we've gained through the years is due to one thing—we play baseball," said Weinand.

Players can earn replays for a grand slam home run, "topping" score to beat feature, total runs scored, and a match feature. Players get extra innings for home runs when arrows are lit.

Major League has dime and *(Continued on page 91)*

# British Coin Firms to Exhibit

By JOHN THOMPSON

LONDON — British coin-amusement companies are taking all opportunities to "expose their merchandise. At least four major firms will exhibit at the nation's first Licensed Victuallers' Association Trade Fair, Earls Court, London, Monday (11) through Friday (15).

Victuallers, the association of British club and tavern keepers, which is as historic and venerable as any ancient U.K. guild, has allotted booths for coin-amusement traders. Thus, juke boxes and amusement devices will vie with automatic

beer engines and liquor dispensers for visitor interest.

### Exhibitors

Exhibiting are Seeburg (Gt. Britain), Ltd., and Bell-Fruit, Ltd., Symplay, Ltd., Automatic Canteen Company (Gt. Britain), Ltd. and Bell-Fruit, Ltd.

Seeburg will feature its LP console and console stereo installations. Automatic Canteen Company is highlighting the Rowe-AMI phonograph and hideaway systems, and vending machines.

Symplay's "Symphonie 100" stereo console and wall-model jukeboxes will be at the fore-

front of a display of "penny-play" wall machines, including "Monaco" and "Derby" lines. This firm will also debut a new Th. Bergmann coin-amusement device called "Safari," an electronic rifle range with fast-moving target animals. Fruit machines, popular in British pubs, will have place.

### Fruit Machines

Bell-Fruit, Ltd., whose factory is in Nottingham, will exhibit their various models of "bandit." A "Penny Special," its own make, will also be on show.

More than 100 exhibitors are *(Continued on page 92)*

# COINMEN'S COFFEE BREAK NOW BREAK FOR CHARITY

NEW YORK—Weary coinmen trudging 10th Avenue, the local coin row, were in the habit of dropping into the Atlantic-New York Corporation for a free cup of java dispensed through the firm's Seeburg coffee machine.

The machine is still dispensing coffee to the coinmen, but it now costs 5 cents a cup. And nobody's complaining that Meyer Parkoff, A-NY president, is a tightwad.

Proceeds are distributed equally among three local charities—Cardinal Spellman Servicemen's Club, Boys Town of Italy and Yeshiva Ch' San Sofer.

The first checks went out this week, with \$40 each sent to the Rev. Msgr. John P. Kelly, who heads the servicemen's group; the Rev. Msgr. Carroll Abbing, Boys Town of Italy, and Rabbi Akiba Ehrenfeld, Yeshiva administrator.

# European Buyers Prefer Used U.S. Juke Boxes Over New Units

By OMER ANDERSON

HAMBURG — Analysis of European importation of U. S. phonographs points to a trend toward used in preference to new machines, presumably a reflection of the tightening European economic situation.

A poll of the major European importers of American equipment, new and reconditioned, showed that all of them plan to reduce the buying of new machines in favor of used equipment. One of the largest distributors of new U. S. machines reported a decline of 20 per cent in U. S. new equipment sales over the last three months. All reported declines ranging between 10 and 20 per cent.

Conversely, distributors of U. S. used machines said sales were increasing, and analysis of their estimates showed the gain in used phonograph sales is in direct relationship to the decline in new machine sales.

Where the trend is not immediately confirmed by import statistics, it is reflected by a gain in the purchase of European-built medium-priced equipment—and a corresponding decline in the purchase of U. S. prestige boxes, whether imported directly from the U. S. or locally assembled.

A Hamburg distributor, one of Europe's largest, explained, "A quiet revolution has been in progress ever since last summer, although most of us didn't realize it until recently.

"U. S. machines are still prime produce in Europe — still the prestige phonograph. But this doesn't necessarily mean they have to be new machines, not in view of the general damping of the European boom. The rose is very much off the bloom, and every operator is caught in a price-cost squeeze and is looking for ways to economize.

#### Little Difference

"The trouble with U. S. equipment is simply that it's too good—too well made. Operators are discovering that used U. S. machines will do very well for many locations where they formerly placed only new machines. There is very little difference, despite what the experts claim, between new and nearly new equipment or equipment under two years old."

In Leghorn, Italy, Notamot, a major Wurlitzer licensee summarized, "The trend is toward locally produced phonographs at economy prices. Few operators will come right out and say so—they all feel it is necessary to talk in terms of the U. S. prestige machine.

"But how they talk and how they buy are beginning to be two entirely separate matters. Moreover, who says a U. S. prestige box has to be new? Not at all. U. S. phonographs are good for five or six years, and for several years at top locations."

There is no single source of correlated sales figures for the European market, although one day such statistics will be available from the European Common Market executives in Brussels. However, analysis of figures supplied by leading European export-import firms and by major distributors confirm very clearly the trend indicated by U. S. Department of Commerce figures.

#### U. S. Figures

Department of Commerce figures for the three latest months available — August, September and October — show a steady proportionate rise in the purchase of used as opposed to new American phonographs. New

box and old box (in brackets) totals are: August, \$943,306 (\$201,913); September, \$736,074 (\$200,635); October, \$462,598 (\$178,519).

Phonograph totals: August, 1,356 (754); September, 1,050 (627); October, 596 (553).

These are the U. S. worldwide export totals, but they mirror precisely the European coin machine crossroads and clearing house for the Continental trade. Belgium is the main port of entry for U. S. coin machine ship-

(Continued on page 92)

# SOLON VENDSELL SAYS: 'ROSE BY ANY NAME ...'

BISMARCK, N. D. — State Representative Vendsell of the North Dakota Legislature has a name that sounds like an invention of the automatic merchandising industry to popularize mechanical selling.

But the North Dakota solon's actions belie his name. Repre-

sentative Vendsell has introduced a bill which would prohibit the cigaret vending machines in the State.

The same bill contains a provision which would make it legal to sell candy cigarets in North Dakota. These confections are now illegal. Next case.

## Billboard

RADIO-TV PROGRAMMING • RECORD-PHONOGRAPH MERCHANDISING • COIN MACHINE OPERATING

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Every Billboard coin machine subscriber will get a copy. Special lists will provide additional names of buyers in the United States and abroad. And--copies will also be distributed at all important coin machine trade conventions and trade association meetings, as well as to commercial attaches of foreign governments throughout the world.

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Cordially,

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## Servicemen From 60 Music Firms Go to Seeburg Upstate N. Y. Schools

SYRACUSE—Some 60 servicemen representing 40 music machine operations attended Seeburg LP Console service schools held here and in Albany, Rochester and Buffalo recently.

Harry Stuckney, recently named Seeburg factory service engineer, was in charge of the sessions.

Attending the Albany school were Bill Hazard and Jack Duval, Hazard; James Durant and Gene Kill, Paul Novelty; Dave Carey, Oneonta Amusement; Joe Konetski, Jimmy Fox, Inc., and Vince Vanlen and Bob Pickett, Henry Knoblauch & Son.

Also, Felice Gaiozzo and  
*(Continued on page 92)*

# Weather, Flu, Strikes, Taxes Pare Cleveland Phono Takes

By BOB SUDYK

CLEVELAND — This is the winter of discontent for the coin machine industry of Northern Ohio. An impossible winter, the flu epidemic, local strikes, FM radios and a new tax have

wiped the shine from the 1963 coin.

At the start of the year nearly every operator and all distributors predicted a gold rush that would sweep volumes up as much as 25 per cent over last

year, also a decent year. Long-timers Joseph Lukin of J. L. Music Company and Arnold Lief of Lief Music Company, reflecting the caution of experience, predicted a good year for the entire industry.

So what happened? The worst winter in the history of this area has hung icicles from this warm outlook. December, January and February were the coldest months on record with temperatures falling as low as 22-below. Snowfall is also the heaviest in history.

Joseph Abraham of Lake City Amusement said, "Sure the weather has hurt. Do you expect us to take the juke box into their homes? We'll just have to wait it out!"

### Gas Shortage

Hyman Silverstein of Excel Phonograph also reported a drop in collections. He said, "Huge gas bills that people have to pay cut down on the spending money; because of the shortage of gas some of the small shops have closed down. These shutdowns hurt everybody's purses."

Excel has also had heavier service calls. Many of the bars and small restaurants don't keep their locations warm enough, especially over night and many machines are "working slow" and "gumming up," according to Silverstein.

Allan Kleinman of Advance Music Company blames the weather for about a 10 per cent fall-off in old locations but said that revenue is up about 20 per cent. The increase is due to new business.

### Flu Epidemic

The second thorn in the rosy outlook is a flu epidemic that kept attendance down in taverns and eateries. Charlie Comella of Cadillac Music Company blames the flu and the frigid weather but reports his collections healthy.

The Cleveland newspaper strike, now entering its fourth month, was blamed by Louis Pearlman of L & N Music Company for a drop in the take. "People in the bars are listening to the radio and television news broadcasts to keep up with what's going on. Nobody wants to turn on the juke box," he explained. L & N is down 20 per cent.

Edward Kenney of Kenney's Amusement says business is down almost 20 per cent and pins major blame on area strikes. In addition to the newspaper shutdown, rubber workers, two large machine tool firms and clerks for the telephone company are on the bricks.

### FM Radio

A fourth problem to crop up this winter was revealed by Attewell. He claims a push in recent weeks by tavern owners who are being introduced to an FM radio setup with large speakers.

"They are installing these and asking me to remove the background music. This costs me about \$30 a month. They keep the juke box but with FM music on, nobody is playing the juke," claims Attewell.

Two other operators noted a recent switch to FM by a few of their prestige spots. But Abraham, Comella and Silverstein dismissed the FM influx as merely isolated instances and by no means a trend.

### Just a Fad

"I've had a couple spots switch to FM arrangements and  
*(Continued on page 92)*

# Billboard International Coin Machine Directory

WHO'S WHO IN THE COIN MACHINE WORLD

1963-1964

# Key Brothers' Change-Them-Often Policy Opens Lock to Bigger Profits

By **BOB LATIMER**

DENVER—The old adage that "You've got to spend money to make money" fits the scope of phonograph music programming as well as any other business field, according to Dan Keys, of the big Apollo Music Company here.

Because Keys and his brother, Sam, partners in Apollo management, have been willing to experiment, and to invest much more in record changes than usual, Apollo has become one of Denver's largest and most successful route operations.

There are two major reasons: one of them the fact that Apollo route men regularly change from 10 to 15 records at every two-week stop, and the other prevalence of old favorites on every music menu.

### Old Favorites

Actually, the over-size record-change policy is appended directly to the heavy emphasis on old favorites which has been characteristic of Apollo locations for the last two years. All Apollo locations, with the exception of rhythm and blues spots, carry twice the usual number of old favorites, and in some cases as much as 250 or even 300 per cent more.

The reason is simply that the Keys brothers believe that nothing but the hottest new hit has the appeal of a sentimental old favorite, and that giving the customer a much wider choice of nostalgic music will keep dimes, quarters and half dollars flowing, where nothing else will.

The choice of the old favorites is left up to Dan Keys and Bob Hilderman, who handle the collecting and programming chores. Apollo doesn't believe that a programming job can be done in the office by someone who is not in continuous contact with location owners and their customers.

From the beginning, Dan Keys has been responsible for programming about half of the 150-stop route, and Hilderman the other. Both put much faith in location-owner suggestions and requests, and carefully honor every possible request which the location owner makes in his own interest, or because one of his own customers has asked for it.

Maintaining a huge library of old favorites, coded and cataloged as to the amount of each play wear each has received, Apollo can usually meet such requests with ease.

In changing records, many of the 10 to 15 platters which make up the average change are old favorites. They change all of them often enough that none of the old favorites get a chance to go stale.

### Play Meter

The play meter, of course, heavily influences the choice, as does the fact that Keys and Hilderman, both gregarious types, make it a habit to mix with customers in locations, and ask what old favorites such patrons would like to hear.

The result is much more personal interest on the part of bar and tavern customers in the juke box, and the fact that many people check the juke box immediately to determine whether the disk they had requested is on the music menu.

Naturally, making so many record changes is expensive, requires more effort, and more time. With returns up solidly, however, and more boxes being converted over to the emphasis on old favorites, Apollo earnings are well above the national average, even for good years.

The only exception to old favorites programming, as pointed out above, has been race locations, many of which Apollo operates in Denver's Spanish and colored districts. Here, the story is the same—plenty of jazz, novelties and hits.

# Rock 'n' Roll—Very Lively Corpse

By **NICK BIRO**

CHICAGO—If rock and roll is dead, not too many people have heard about it. Not the kids, or the radio stations or record stores, or even the adults.

A sign of widening horizons, or some form of inverse sophistication? Perhaps. But more likely a matter of getting accustomed to a fad which no longer is one.

All of which could be one big reason why more and more rock and roll-oriented hits are finding their way into the pop market. We include the broad category of rock and roll, which covers the twist and even forms of the Bossa Nova.

Fred Sipiora of Singer One Stop here cites numerous examples. Take the current chart-

topper, "Walk Like a Man" by the Four Seasons on Vee Jay.

It was pure rock and roll, a real teen sound. Then it caught on and became solid pop. What does this mean to juke box operators? Just this.

The rock and roll records that go pop end up with a double popularity cycle. First they take off as a teen record. Then they

either die or they hit that plateau that mushrooms them into the pop field.

The records that break the plateau and go pop take off even faster in the second cycle do.

In other words, a teen record that goes pop seems to have some built-in sales appeal that

*(Continued on page 91)*

## Seeburg Releases 10 More Little LP's; 32 in Month

CHICAGO — Seeburg this week announced the first supplement to the firm's second addition of its Little LP Catalog (33 stereo seven-inch records with three tunes to a side).

The new selections cover pop vocals, pop instrumentals, jazz and r.&b. and classical.

For the third consecutive week, 10 more Little LP albums were released, bringing to 32 the total of new releases since February 18. Epic is the latest label to join the fold.

Latest releases are "Our Man in London," Melachrino Strings, RCA Victor; "Off-Beat Percussion," Don Lamond Ork, Command; "Big Band Bossa Nova," Enoch Light, Command; "Rome Revisited," Ray Charles Singers, Command; "Soft 'n' Warm," Roy Hamilton, Epic; "Little Girl Blue," Nina Simone, King; "Two Feet in the Gutter," Dave Bailey Quintet; "Galaxy of Classical Artists and Orchestra," Everest, and "Folk Song Festival," Stanley Brothers, King.

### Recent

## STEREO RELEASES

for Music Operators

### SEEBURG ARTIST OF THE WEEK

**DAVE GRUSIN—Piano, Strings and Moonlight**  
Epic (Pop Instrumental)

The More I See You/My Funny Valentine • Love Is Here to Stay/What Is There to Say • Fly Me to the Moon/Autumn Leaves • Sara Jane/The Party's Over • Here's That Rainy Day/You Don't Know What Love Is

All titles listed above are custom 33 1/3 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.

## 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.

|   |
|---|
| <b>ONE BROKEN HEART FOR SALE</b><br>ELVIS PRESLEY, RCA VICTOR 8134            |
| <b>THEY REMIND ME TOO MUCH OF YOU</b>   |
| <b>SEND ME SOME LOVIN'</b><br>SAM COOKE, RCA VICTOR 8129                      |
| <b>BABY, BABY, BABY</b>   |
| <b>LET'S LIMBO SOME MORE</b><br>CHUBBY CHECKER, PARKWAY 862                   |
| <b>TWENTY MILES</b>   |
| <b>I WANNA BE AROUND</b><br>TONY BENNETT, COLUMBIA 42634                      |
| <b>I WILL LIVE MY LIFE FOR YOU</b>  |
| <b>ALL I HAVE TO DO IS DREAM</b><br>RICHARD CHAMBERLAIN, MGM 13121            |
| <b>HI-LILI, HI-LO</b>   |
| <b>LAUGHING BOY</b><br>MARY WELLS, MOTOWN 1039                                |
| <b>TWO WRONGS DON'T MAKE A RIGHT</b>  |
| <b>THAT'S THE WAY LOVE IS</b><br>BOBBY BLAND, DUKE 360                        |
| <b>CALL ON ME</b>   |
| <b>DON'T SET ME FREE</b><br>RAY CHARLES, ABC-PARAMOUNT 10405                  |
| <b>BRIGHTEST SMILE IN TOWN</b>  |
| <b>CAN'T GET USED TO LOSING YOU</b><br>ANDY WILLIAMS, COLUMBIA 42674          |
| <b>DAYS OF WINE AND ROSES</b>   |
| <b>THAT'S ALL</b><br>RICK NELSON, IMPERIAL 5910                               |
| <b>I'M IN LOVE AGAIN</b>  |
| <b>ALL OVER THE WORLD</b><br>NAT KING COLE, CAPITOL 4919                      |
| <b>NOTHING GOES UP (Without Coming Down)</b>                                  |
| <b>YOU DON'T LOVE ME ANYMORE (and I Can Tell)</b><br>RICK NELSON, DECCA 31475 |
| <b>I GOT A WOMAN</b>  |
| <b>I GOT WHAT I WANTED</b><br>BROOK BENTON, MERCURY 72099                     |
| <b>DEARER THAN LIFE</b>   |
| <b>MEDITATIONS</b><br>PAT BOONE, DOT 16439                                    |
| <b>DAYS OF WINE AND ROSES</b>   |

## Texas Ops Must Show New Decal

AUSTIN, Tex.—A new type of permit for cigarette vending machines goes into effect March 1, State Comptroller Robert S. Calvert announced.

The permit, a golden colored, pressure-sensitive type decal,

must be prominently displayed on each cigaret vending machine. Those machines not displaying the new type permit will be in violation of the law.

Calvert urged vending machine owners to file their applications for permits with the comptroller's department in Austin, or with district offices of the department, without delay.

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All LP's — Regular Distributor. Wholesale—Nothing Over.  
**SAME DAY SERVICE**  
**THE MUSICAL SALES CO.**  
The Musical Sales Bldg.  
Baltimore 1, Maryland

# EUROPEAN NEWS BRIEFS

## Wurlitzer '63 Push

ZUG, Switzerland — Wurlitzer Overseas Corporation is conducting a large sales expansion program for 1963, aimed at establishing strong Wurlitzer agencies throughout Europe, Scandinavia and the Middle East without reference to trading blocs and the Common Market hassle between France and Britain.

Wurlitzer's big sales push, masterminded by Hans Schei-

degger, so far numbers these agencies: F. Weisskopf & Company, Zurich; M. Verrecchia & Sons, Dublin; N. H. Ventouras, Athens; Erich Schneider, Hamburg; Risto Maskinavdelingen, Drammen; Pohjoisminen Saehkoe-osakeyhtio, Helsinki; Odic & Company and Auguste Merrill, Vienna; Jorgensen Brothers, Copenhagen; Khalil Irazad, Teheran; Elspor Nederland N. V., Rotterdam; Ditchburn Equipment, Ltd., London; Ets. Bussoz, Paris; Paolo Bonnici, Malta; Anibal Barreiros, Lisbon, and Atlas Amusement Company, Casablanca.

## See Low-Cost Disk

COLOGNE — West Germany's Central Organization of Coin Machine Operators (ZOA) is working to recruit six major German diskeries for its "compact" record production program. ZOA proposes production of an economy disk for juke box play which would be issued without dust jacket and other promotional amenities.

Operators would work with producers to bring out the disks at the lowest possible price. ZOA calls it a "basic" disk for exclusive sale to the phonograph trade.

Diskeries invited to participate are Ariola, Duetsche Gramophon, Electrola, Metronome, Deutsche Philips and Teldec. ZOA contends that introduction of new technical processes and shortcuts also would reduce production costs. For its part, ZOA promises to place its membership solidly behind the "compact" disk program, guaranteeing a large, stable market.

## E. German Phono Set

LEIPZIG — Communist East Germany plans to exhibit models of its new "Polyhymat" phonograph at the Leipsig spring trade fair, which will be held the last week in March. The 80-selection machine, manufactured by the V.E.B. Bunkwerk, Erfurt, is still in the experimental stage. Its production was begun last year and then halted

because of economic difficulties in East Germany.

East Germany's economic planning board has agreed to approve resumption of production on condition the Erfurt factory obtains sufficient foreign orders to finance importation of certain components. The Erfurt firm (State-owned) hopes to get orders at the Leipzig East-West showcase for at least several hundred phonographs.

## DAGV Has Birthday

FRANKFURT — West Germany's distributor organization, Deutsche Automaten - Grosshandels-Verband, is observing its 10th anniversary. It was formed from the Ring deutscher Automaten-grosshaendler organized in 1952 by Gert W. Schulze and a year later reorganized as the DAGV by Helmut Rehbock.

The distributors' initial major victory was the enactment of the August 13, 1953, payout law, which the trade credits with providing the financial base for the coin trade in this country. Germany's payout law provides for closely regulated play. It has been moderately successful in keeping the payout machines in play and out of disastrous criticism.

It is regarded as the financial underpinning of the operator trade in this country in contrast to the cleft prevailing in Britain between payouts and phonographs.

## Belgian Bingo Status

BRUSSELS — Belgian authorities have announced that "bingo games are still on their good behavior," and that it is "premature" to speak of cancellation of the prohibition against bingo.

Authorities said they were nettled by reports that bingo has been given a clear field after a series of tentative moves to ban the games. The authorities feel that bingo operators are unduly aggressive about forcing cancellation of the heralded ban.

One official complained: "We have found it wise and expedient to heed public opinion in this matter and extend the period of grace. But the trouble with the bingo operators is their gift for mangling the goose that lays the golden egg. They are their own worst enemies." Officials are irritated especially by the boom in bingo operation which has taken place. There has been a gain of 7,000 games in operation in the last year.

## GERMAN COINS PLAGUE UK OPS

LONDON—British juke box operators, whose losses on foreign coins of all nations are sizable, are finding World War II German coins most troublesome. They are a ferrous alloy, reports Ernest Knight, service manager of Automatic Canteen (G. B.) Ltd., "and they stick to the magnets," seizing the machines. Chief offenders are members of service clubs, he said. Distributor services about 150 operators in Southeast England, where many forces bases and barracks abound.

## Phono Equipment Builds New Plant

LONDON — Phonographic Equipment, Ltd., British distributor of the Jupiter juke box has brought freehold premises in Ladbroke Grove, London, and is converting and rebuilding for extra sales and service facilities.

"We are building the finest automatic machine showrooms in Britain, based on the best American standards," executive Gordon Marks said.

A toolmaking shop is also included in the new building, which is located opposite the present London location. Some administrative staff has already begun moving in, he said. The new showrooms will be in operation in May.

**FOR SALE**

|                               |          |
|-------------------------------|----------|
| Wurlitzer 1700                | \$175.00 |
| Wurlitzer 1900                | 250.00   |
| Wurlitzer 2104                | 375.00   |
| Wurlitzer 255 or 257 Stepper  |          |
| Et.                           | 35.00    |
| Wurlitzer 104 Selection Boxes | 50.00    |
| Wurlitzer 100 Selection Boxes | 75.00    |
| Rock-Ola 1455D                | 300.00   |

Send 1/2 deposit to  
**GUERRINI'S**  
1211 W. 4th St. Lewistown, Pa.

**WANTED**

Experienced Coin Machine Repairman for Shuffleboard Games and Phonos. Excellent pay and good working conditions. Send previous work history today. Write  
**PURVEYOR DISTRIBUTING CO.**  
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**Exclusive BUILT-IN AUTOMATIC INCOME TOTALIZER**

The Revolutionary **SEEBURG LP CONSOLE**

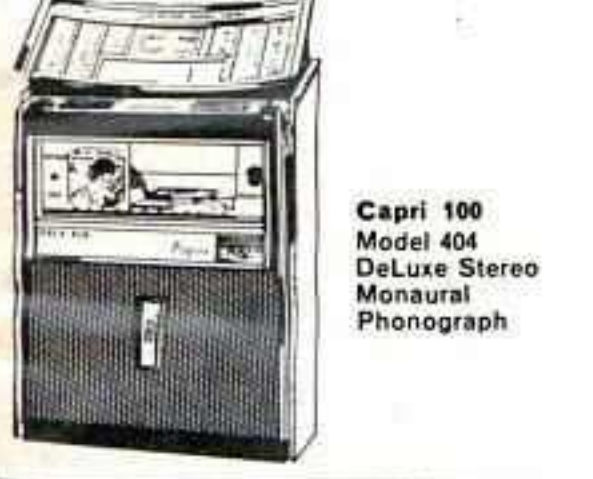
**OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE**

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Capri 100 Model 404 DeLuxe Stereo Monaural Phonograph

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| VENDING                        | MUSIC                          |
|--------------------------------|--------------------------------|
| ROWE L-1000, 4 Flavor          | ROCK-OLA 1438                  |
| ROWE RV-750 (Fresh Brew)       | A.M.I. CONTINENTAL 2-200 (50c) |
| DUGRENIER K-12 Clg. (Man.)     | A.M.I. 1-200M (50c)            |
| SEEBURG E-2 Clg.               | A.M.I. 1-200E (50c)            |
| CORSAIR (30-Col.) Clg.         | ROCK-OLA 1448                  |
| VENDO ICE CREAM #210, P.S.     | ROCK-OLA 1455                  |
| VENDO MILK #210, P.S.          | UNITED UP-100                  |
| STONER CANDY, Mod. 160, G/M.   | WURLITZER 2510 Stereo (50c)    |
| NATIONAL 11-ML (Clg.)          |                                |
| NATIONAL CANDY, 10 Col. Slant. |                                |

**IMMEDIATE DELIVERY on the SENSATIONAL NEW Bally SPINNER FAST ACTION—FAST PROFITS!**

**GAMES**

Completely Reconditioned

|                             |       |                      |       |
|-----------------------------|-------|----------------------|-------|
| Gottlieb LIBERTY BELLE 4/p. | \$465 | Bally SUPER S.A.     | \$545 |
| Gottlieb FLIPPER CLOWN      | 265   | Genco STATE FAIR Gun | 175   |
| Gottlieb SEVEN SEAS         | 175   | United NIAGARA S.A.  | 150   |
| Midway SHOOTING GALLERY     | \$175 |                      |       |

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City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Type of Business \_\_\_\_\_ Title \_\_\_\_\_

**BULK VENDING**

# Editor to Address NVA

CHICAGO—G. R. Schreiber, editor and publisher of Vend magazine, the major equipment vending industry's leading trade publication, will speak at National Vendors Association's large annual convention to be held March 28-30 in Chicago's Sheraton-Chicago Hotel.

A well known chain store buyer will also join Schreiber on the podium. Details were not confirmed by press time, but Jane Mason, executive secretary of NVA, said an announcement would be made next week.

Mrs. Mason added that several new exhibitors had been signed bringing NVA near an all-time exhibitor high. A full list of exhibitors will appear in a forthcoming issue of Billboard.

**30 Exhibitors**

Some 400 guests and more than 30 exhibitors are due for the annual convention which is the bulk vending industry's largest business-social event.

Virtually every large operator, distributor and manufacturer in the industry will be in attend-



G. R. SCHREIBER

ance. Operators will view equipment that will be produced through the year.

In addition to the exhibits, an important part of the conven-

tion will, as always, be the informal meetings and conferences between operators, distributors and manufacturers.

**Featured Speaker**

Schreiber, NVA's featured speaker, entered the vending industry at the beginning of its great growth period. He began a study of the industry in 1945 while he was executive news editor of The Billboard Publishing Company and a member of the faculty at the University of Chicago.

Educated at St. Joseph's College, Indiana, and the University of Chicago, Schreiber entered the publishing business as a feature writer for a group of Ohio, Kentucky, West Virginia and Indiana newspapers.

In 1943, he joined the University of Chicago where, in addition to teaching, he served as advisor to the University publications and director of student activities.

He resigned from the University in 1946 to devote his full

*(Continued on page 87)*

## Texas Court Exemption on State Sales Tax

AUSTIN, Tex.—The Third Court of Appeals agreed with a trial court that four vending machine firms do not have to pay the sales tax on gross receipts from sales of less than 25 cents.

The decision reverses an administrative ruling made by State Comptroller Robert S. Calvert and is estimated to drop State revenue about \$1.5 million annually by application to all types of sales under 25 cents.

In the action the court affirmed the decision of an Austin district court in favor of Neeley Vending Company, Austin; the Canteen Company, Dallas; Galavneau Brothers, Amarillo, and B and M Vending Company, Lubbock.

District Judge Herman Jones ruled last August 3 that the firms do not have to pay the tax on their gross receipts and said almost \$2,000 in taxes paid under protest should be returned.

In arguments before the civil appeals court February 6, the State contended that the provisions of the sales tax act do not conflict until applied according to the comptroller's interpretation.

One provision of the tax law exempts sales of less than 25 cents.

## Guggenheim Releases New Charm Items

NEW YORK—Karl Guggenheim, Inc., this week released two new charm items for the bulk vending trade.

Play Foods, a 1-cent plastic item, consists of a series of 25 simulated foods, including apples, beets, pears and various other fruits and vegetables.

According to Bob Guggenheim, president, the series has been location tested and has proved particularly effective in

*(Continued on page 88)*

MINIATURE

### Play Foods



COLLECT ALL 25 DIFFERENT PLAY FOODS

25 different play foods

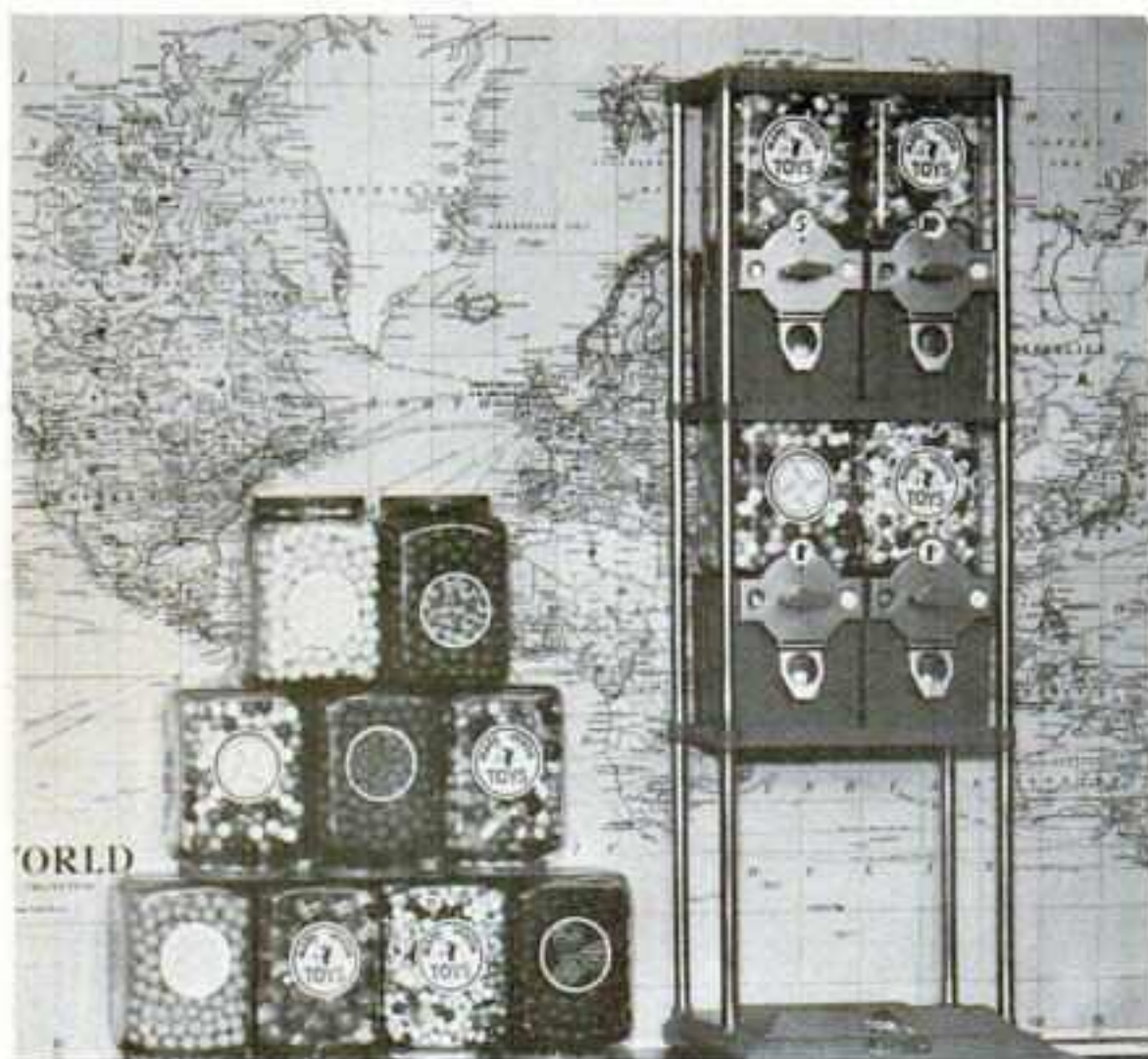
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1. Engineered for coins of any country, up to size of large English penny or U. S. 50c.
2. YEARS AHEAD STYLING—Demanded by Chain Stores.
3. Compact, practical—Smallest floor space with greatest earnings. Mark 1's fasten neatly together, forming a battery of any size.
4. THE FINEST MATERIALS—Without comparison for time, weather, and usage resistance.
5. BUILT FOR BUSINESS—Corner locks eliminating water seepage, corner protection pipes, out-of-view wheels, and innumerable other exclusive features are reasons why Beaver is the world's largest selling bulk vendor.
6. SIMPLE—Ready-filled jars with labels or displays speed up servicing. Chain Store managers who fill their own machines will find it easy—even if they know nothing about vendors.
7. SANITARY—Jars come filled, labeled, and clinic clean.
8. SWIFT—Ready-filled quick-change jars cut service time way down and practically eliminate shop work with no more filling, applying decals, washing globes, etc.
9. The empty jars themselves will be in great demand by storekeepers, his friends, and his customers for cookie jar or display jars.

Truly . . . the Disposable Jar used in conjunction with the BEAVER MARK 1 opens up

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Company \_\_\_\_\_

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|   |         |
|---|---------|
| 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¢ Porc. Converter for 100 ct. B.G. | 4.50    |
| Sheer King, 1¢ B.G. or Mide.                        | 8.50    |
| ABT Guns  | 30.00   |
| Mills 1¢ Tab Gum                                    | 12.00   |
| Model #33 Peanut, 1¢                                | 4.50    |

### MERCHANDISE & SUPPLIES

|                                    |        |
|------------------------------------|--------|
| Pistachio Nuts, Jumbo Queen, Red   | \$ .77 |
| Pistachio Nuts, Jumbo Queen, White | .70    |
| Pistachio Nuts, Large Tullio       | .75    |
| Pistachio Nuts, Vendor's Mix       | .48    |
| Pistachio Nuts, Sheik, Red         | .58    |
| Cashew, Whole                      | .48    |
| Cashew, Buifs                      | .43    |
| Peanuts, Jumbo                     | .45    |
| Spanish                            | .45    |
| Mixed Nuts                         | .57    |
| Baby Chicks                        | .32    |
| Rainbow Peanuts                    | .32    |
| Bridge Mix                         | .32    |
| Boston Baked Beans                 | .32    |
| Jelly Beans                        | .30    |
| Licorice Gums                      | .28    |
| M & M, 500 ct.                     | .47    |
| Hershey-ets                        | .47    |

|  |        |
|--|--------|
| Rain-Bo Gum, 72 ct.                              | \$ .32 |
| Malt-ette, 100 ct., per 100                      | .35    |
| Rain-Bo Ball Gum, 140 ct.                        | .32    |
| 170 ct., 210 ct.                                 | .34    |
| Rain-Bo Ball Gum, 100 ct.                        | .34    |
| 300 lb. minimum prepaid on all Rain-Bo Ball Gum. |        |
| Adams Gum, all flavors, 100 ct.                  | .45    |
| Wrigley's Gum, all flavors, 100 ct.              | .45    |
| Sheer King, 100 ct.                              | .45    |
| Hershey's Chocolate, 300 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

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*Northwestern*

### 49 NUT VENDOR

Interchangeable SANI-CARRY globe for faster servicing.

Displays merchandise to best advantage.

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All The World COLLECTS.. SAVES.. TRADES.. SWAPS

### FOREIGN POSTAGE STAMPS

THOUSANDS OF KINDS... ALL GENUINE STAMPS... FROM ALL OVER THE WORLD... EDUCATIONAL... ENCOURAGED BY PARENTS... BOUGHT BY KIDS... BOY OR GIRL... MAMA OR PAPA... TEENAGER OR PROFESSOR.

**NOW THEY CAN BE SOLD IN YOUR CAPSULE MACHINE**

WITH A PREMIUM OFFER

FOR YOUR 5¢ CAPSULE MACHINE

**5 WORLD STAMPS** FOR 5¢

PACKED IN CAPSULES NO TWO ALIKE... PRICED AT \$2000 per M 1000 STAMPS FOR \$1

FOR YOUR 10¢ CAPSULE MACHINE

**10 STAMPS OF THE WORLD** FOR 10¢

PACKED IN CAPSULES NO TWO ALIKE... PRICED AT \$3800 per M 10 STAMPS OF THE WORLD FOR \$1

F.O.B. our Factory or from Eppy Warehouse.

**EPPY CHARMES INC.**

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Exclusive Vending Headquarters for **VICTOR**

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

← **VENDORAMA**

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1¢, 5¢, 10¢ and 25¢ play. Large Stock of Vendors—Parts and Merchandise. Write for Prices.

Member National Vending Machine Distributors, Inc.

**GRAFF VENDING SUPPLY CO., INC.**

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Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

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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.

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SAME FINE FLAVORS CENTERS AND COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 28 1/2¢ lb  
 Chicle Ball Gum, 130 ct. ... 36 1/2¢ lb  
 Clor-o-Vend Ball Gum... 41 1/2¢ lb  
 Clor-o-Vend Chicks, 320 ct. 41 1/2¢ lb  
 Chicle Chicks, 320 & 520 ct 37 1/2¢ lb  
 Bubble Chicks, 320 & 520 ct. ... 29 1/2¢ 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.

## Oak New Titan Trio to Get Spotlight at NVA Parley

CULVER CITY, Calif.—The Oak Manufacturing Company here will show its new Titan Trio at the National Vendors Association convention in Chicago's Sheraton-Chicago Hotel March 27-31.

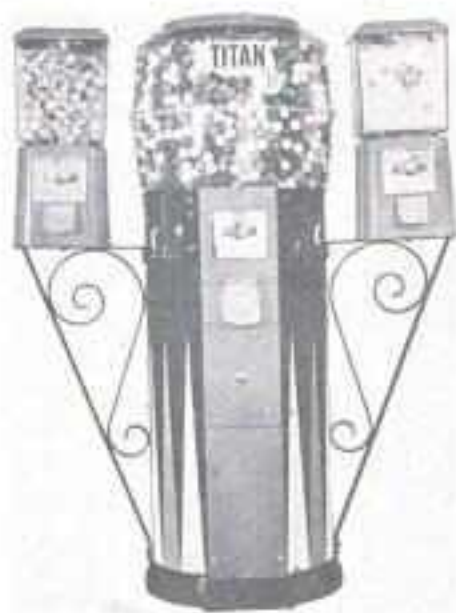
The unit features a large globe with a capacity of 4,000 pieces of century gum, flanked by two 300 Acorn all-purpose venders. The machines are mounted on a built-in cast iron base and solid wrought iron brackets attached to the central unit (see photo).

Coin control on the Titan is interchangeable to accept pennies, nickels, dimes, quarters or foreign coins. The separate coin box simplifies collections.

The Titan design allows the machine to dispense ping pong balls, capsules of any size, unshelled peanuts or popcorn.

The 300 Acorn all-purpose venders have new plastic globes and standard fail-safe mechanisms. Each has a capacity of 200 capsules or 400 of the jumbo rocket mix. Each unit weighs seven pounds.

Shipping weight of the Titan Trio is 45 pounds.



OAK'S TITAN TRIO

## Bulk Venders Face Chi Meet With Optimism

CHICAGO — The nation's bulk vending distributors will be meeting here this month in an aura of good fellowship and an unprecedented good year for the industry.

The National Vending Machine Distributors Association will host a luncheon Thursday (28) simultaneously with the four-day conclave of National Vendors Association in Chicago's Sheraton Hotel.

Bernard Bitterman, Kansas City, Mo, secretary-treasurer of the group, noted that the "industry sales volume was very good and that January and February figures gave every indication that 1963 would be at least as good a year as last."

Bitterman noted that the distributors would be discussing problems in three areas:

Manufacturer assistance—development of new equipment and new fill ideas.

Operator aid—new marketing and merchandising ideas aimed at helping operators do a better job.

Tax legislation—fighting prohibitive and adverse legislation.

The group will also hold its annual election of officers. Present slate includes: Moe Mandell, Northwestern Sales and Service, New York, president; Jack Nelson, Logan Distributing Company, Chicago, vice-president, and Bitterman, secretary-treasurer.

### Schreiber to Talk

Continued from page 86

time to vend and the major equipment vending industry. The magazine's first edition was published in November, 1946.

Schreiber is author of several books, among them "Automatic Selling," the first published work on the vending industry, put out by John Wiley & Sons, New York, 1954.

Under his direction, Vend has an important role in the continuing development of the major equipment field. The magazine first focused attention on the advantages of diversification; established the widespread practice of written contracts; waged the first effective campaign to curb "blue sky" promotions. Through its continuing market research projects, the magazine serves as a clearing house of factual knowledge.



W. E. LA PLANTE, left, executive vice-president of Beaver Casting & Vending Supply, Ltd., and Plato Diamond, Beaver Vending Machine & Supply of New England, watch Plato Diamond Jr. test the new Beaver Mark I. The occasion was a recent showing of the Mark I in New York's Waldorf-Astoria Hotel. Glen McPhail, Beaver Vending Machine & Supply of America, was host.

**AMCO SANITARY VENDOR**

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

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Capsule Vendor Vending

The Large V2 Capsule.

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Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.

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**BUY THE BEST!**

Going Strong Your machines empty fast with these beautiful, detailed, multicolored

**CORAL SNAKES**

with painted forked tongue.

Only \$50.00 per M Capsuled WATER SNAKES, in assorted colors.

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**The 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.

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World's Largest Selection of Miniature Charms

10c ATLAS MASTER Capsule Vender

**RECONDITIONED & REFINISHED VENDORS**

- N.W. Model 49, 1¢ or 5¢ Bulk...\$13.50
- N.W. Model 49, 1¢ B/G..... 13.50
- Silver King 1¢ & 5¢ Bulk..... 8.50
- Victor Toppers, 1¢..... 11.00
- Acorn 1¢ or 5¢ Bulk..... 12.00
- Silver King 5¢ Hot Nut (NEW) 15.00
- Premiere 1¢ Card Vender..... 14.50
- Victor Model V 1¢..... 8.50
- N.W. 10 col. Tab Gum..... 21.50
- Mills 6 col. Tab Gum..... 14.50
- DuGrenier 4 col. Tab Gum..... 14.50
- Victor Vendoramas, 1¢..... 13.95
- Victor 2000 (like new)..... 18.50
- N.W. 5¢ Pkg. Vender..... 21.50
- Victor Baseball Game..... 19.50
- N.W. Model 60 (like new)..... 13.50
- Victor Baby Grands, 5¢ capsule 8.95
- Victor 400, capsule..... 10.00
- Silver King Hunter, B/G (NEW) 29.50
- 5¢ Trading Card Vender, 3 col. 29.00
- Acorn Model 400 1¢ B/G..... 12.50
- 2 col. Postage Stamp, 25¢ & 10¢ (like new)..... 19.50
- 3 col. Ajax Hot Nut..... 29.50

Send for list #101 of merchandise, charms, novelties and machines.  
1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.  
SEND PAYMENT IN FULL FOR ALL ORDERS UNDER \$20.00.

**Rake Coin Machine Exchange**  
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**IMMEDIATE DELIVERY**  
World Famous  
**VICTOR**  
Standard **TOPPER**



1c or 5c

For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

Member National Vending Machine Distributors, Inc.

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Phone: **WAbash 3-3900**

the **FUTURE** with a promise

**NAVY**



**BULK VENDING OPERATORS** at the National Vendors Association convention in Chicago will participate in a drawing for this 1962 Falcon station wagon March 30. The Paul A. Price Company, sponsor of the drawing, has distributed tickets on the following basis: One each for the first \$1,200 of purchases in 1962 and one for each additional \$100 purchase. Additional tickets will be given for purchases made during the show. Winners must be present at the drawing.

**British Journalists Dig French Film Juke Box**

LONDON — Scopitone, the French-made film juke box machine introduced to Britain in January at the Amusement Trades Exhibition, is getting its biggest daily play in London's Fleet Street.

This is reported by Norman Miller, director of Radiovision (Westminster) Ltd., distributors of Scopitone here.

"Printers and journalists are getting the biggest bang out of it," he said. The unit, located in a 24-hour operated cafe, is so busy that special arrangements to keep coin change on tap (the unit plays for one shilling) had to be made.

The fact that the films to date are vocal in French, in a land where bilinguality is rare, has not deterred spenders, who on Fleet Street range from copyboys to veterans who roll the daily presses, Miller said.

Radiovision official reports their import of Scopitone units as 50 a month minimum. "They are placed on location as fast as we can clear with customs," he said.

The firm favors the split-commission method of operation, but sells outright at \$6,900 with discount for quantity. Lease price is \$90 a week.

The first \$30 is the operator's, on the split-take arrangement, but is unguaranteed. The balance of payout is on a 50/50 deal.

Transport cafes, operating around the clock, are Scopitone's big market at present. And the firm is placing machines "in every kind of location, in order to make a study of the best situations," Miller said.

Scopitone will introduce U. K. sound films this month. These are currently in production. Radiovision controls its film production in rented studio space, and "seek ideas, storylines and scenarists with the talent to compete with the brilliance of the French film juke box products." These are scarce at present, Miller indicated.

Scopitone got a gratis and effective sales boost from the BBC-TV recently. The machine was demonstrated on the States net's "Tonight" program, on January 29.

**Guggenheim Items**

• Continued from page 86

supermarkets and other retail outlets where food is sold.

Magic Magnets, a 10-cent capsule item, consists of two Alnico-type magnets, both disks with holes. They may attract or repel and may be slipped on pencils for an unusual effect.

The magnets can also chase each other on a flat surface and swing around each other.

Colored point-of-purchase displays for placement on globes are available for both items.



**HANK GRANT**, International Amusement Company, Philadelphia, with his son, Bruce, 4, leaves on the Holland-America liner Ryndam for Antwerp to attend the Antwerp Trade Fair. Grant's firm has offices in Philadelphia and Antwerp. He will be on the Continent six months.

**NATIONAL VENDORS' ASSOCIATION**  
**VEND-O-RAMA**  
**1963**

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Chicago, Ill.

**MARCH 28-29-30-31**

*"Chicago Is the Key in '63"*

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**\$15 per person — \$25 per couple**

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Enclosed find my check in the amount of \_\_\_\_\_ covering \_\_\_\_\_ reservations.

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Vends any item which can be placed in a capsule.  
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THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vender, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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1850 W. Division St., Chicago 22, Ill.



## N. Y. OPS SET ANNUAL BASH

NEW YORK—The Music Operators of New York, the New York State Operators Guild and the Westchester Operators Association will hold their joint annual outing September 13-15 at the Nevelle County Club, Catskill Mountain resort. The annual meeting of the New York State Coin Machine Association will be held during the weekend.

## Phono Yells 'Stop Thief'

ROME—A juke box acted as a burglar alarm and enabled the police to apprehend three thieves who had made a career of robbing bars and their machines. Long sought as the "juke box band," the trio in removing the coin box while in a bar in the Monte Mario section put the box into action with the sound at its strongest volume, thus alerting the police. They admitted some 20 similar robberies.

## Rock-Ola Sets Boston Distrib

BOSTON — The Music and Vending Corporation, a new firm formed by Al Levine and Al Simon, has been named Rock-Ola distributor for New England.

Simon, one of the deans of the coin machine industry, is Rock-Ola's New York distributor. Levine had been sales manager for Boston's Redd Distributing Company and had been associated with various other Boston distributors.

The new firm will handle the complete line of Rock-Ola music machines and accessories. An open house at the firm's Commonwealth Avenue headquarters is planned, with all New England operators invited.

## Custom Consoles Big in Germany

MUNSTER, West Germany — Heinrich Hecker, German phonograph pioneer, anticipated Seeburg's LP Console concept several years ago with his Phonobar, which houses a Seeburg mechanism in stylized cabinets harmonizing with location furnishings. Hecker's business has boomed to the point where he is now offering 10 different console styles, ranging from modern to period furniture. They include the Bremen, the Vienna (high cabinet), the Munich, the Cologne. The Phonobar comes equipped with six remote-control selection panels. Hecker attributes part of its success to its "interior decoration consultation," which means that the firm will send an expert to the location to advise on the type of console cabinet harmonizing best with its decor.

## Teen Sounds Taking Hold In Chi Juke Box Markets

CHICAGO—Collections here may be slow but a lot of hot new disks are keeping operators tuned to the record market.

"Linda" by Jan and Dean on Liberty was starting to break into the operator circles as was Paul and Paula's second single, "Young Lovers." Both are good

examples of a teen-oriented sound taking hold in the pop market, a growing tendency in the record industry (see separate story).

Michael Clark's new "Work-out" on the Imperial label is getting good action in the harder rock spots, and in the softer vein, Frank Sinatra looks like he's on his way with "Call Me Irresponsible" on his own Reprise label.

That's the result of a spot-check last week at Singer One Stop, one of the city's leading outlets for juke box wax. Fred Sipiora noted that several of last week's breakers continued to sell well to the juke box trade.

"He's So Fine" by the Chiffons on Laurie along with "Jive Samba" by Cannonball Adderley on Riverside are good examples.

The Adderley disk started in the race and jazz locations and now seems to be spreading into the pop market. Adderley was due to open at the city's Sutherland Lounge last Wednesday (6), so there should be a further impetus for his material.

## Dan Stewart Dies At Salt Lake City



DAN B. STEWART

SALT LAKE CITY—Dan B. Stewart, owner of the large coin machine distributorship here bearing his name, died unexpectedly last week of a cerebral stroke.

Stewart spent more than 40 years in and out of the coin-machine field. As a boy in Morgan, Utah, he operated Counter games and various amusement devices.

He served during World War I in the 145th Rifle Battalion. In 1945 he bought the Reno Club in Reno, Nev., which he operated for two years.

He sold out to become a distributor for Rock-Ola and United Phonograph line when it came out some five years ago.

He recently took over the Wurlitzer distributorship. Other lines included United, American Shuffleboard, Universal Candy-mat and J. H. Keeney.

Survivors include his widow who will continue to operate the firm, his mother, brothers and sisters. Burial was in Salt Lake City.

## FOR SALE 15 Mills Panorams

Completely overhauled with cabinets in natural wood refinished. New claws... new aperture plates... new cam and gears... new gate shoes... etc.

10¢ or 25¢ coin chute optional.

PRICE \$350

Come and see them at F.O.B. Newark, N. J., Market 4-3297 All types of film available for Panorams.

PHIL GOULD

224 Market St., Newark, New Jersey



## PHONO RESTYLING KITS

• Gives Phonos new Look!  
• Easy to Install!

Kits for Seeburg B, C, G, W, R & J. \$39.95 ea.

Kits for Wurlitzer 1700, 1800, 1900, 2000, 2100, 2104. \$36.95 ea.

Kit for Seeburg V & VL \$79.95 ea.

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## FOR SALE

- 10 Late AY 160
- 10 Like New DS100 and DS160
- 5 Like New Rowe AMI

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| <b>BIG BALL BOWLERS</b>                      | <b>PUCK BOWLERS</b>            | <b>Deluxe Shooting Gal.</b> \$275 |
| Bally Lucky ..... \$195                      | Blinker ..... \$125            | Midway Shooting Gal. 195          |
| Bally Trophy ..... 245                       | ABC ..... 145                  | Wms. Safari ..... 165             |
| Unified Royal ..... 195                      | Congress ..... 145             | Big Top ..... 195                 |
| Bally Challenger ..... 375                   | Bally Deluxe Club ..... 245    | Sportsman ..... 125               |
| Unified Holiday ..... 745                    | Bally Lucky ..... 295          | United Sky Raiders ..... 195      |
|  | Chgo. Coin Rocket ..... 85     |                                   |
|  | Unified Shooting Star ..... 95 |                                   |
| <b>PUCK BOWLERS</b>                          | <b>GUNS</b>                    | <b>ARCADE EQUIPMENT</b>           |
| Keeney Bonus ..... \$ 95                     | Exhibit Gallery ..... \$ 95    | Pollard Football ..... \$175      |
| Keeney Speed Lane ..... 145                  | Rifle Gallery ..... 95         | Hole-in-One ..... 75              |
| Keeney Century ..... 145                     |                                | Road Racer ..... 345              |
| Keeney Jewel ..... 185                       |                                | Merry-Go-Round ..... 125          |
|  |                                | Jet Pilot ..... 195               |
| <b>AMERICAN 9' SHUFFLEBOARDS</b> ..... \$145 |                                |                                   |

**PURVEYOR** Better Buys  
DISTRIBUTING CO.  
4322-24 N. WESTERN AVE.  
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JUNIPER 8-1814

**Valley DELUXE 6-POCKET** DESIGNED for PROFITABLE PLAY  
**WALNUT FINISH ONLY**

New Styling! New Operating Mechanism! Formica Burn-Proof Rails! Exclusive Valley "Easy-Count" Scorer! Regulation 2 1/4" Balls! 3 Popular Sizes: 75x42, 84x47, 90x50. Many other features.

Ask your distributor for a demonstration, or write or phone direct for information.

**VALLEY SALES CO.** A DIVISION OF VALLEY MFG. CO.  
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We have whatever you need in **GOTTLIEB GAMES!**  
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World's Largest Distributor of Pinballs  
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**STOP BAD CHECK LOSSES**

**REVOLUTIONARY NEW CAMERA INSTANTLY PHOTOGRAPHS CHECK and CUSTOMER!**

This Scientifically-Designed 16MM camera answers the two questions you always ask when a check bounces. 1.) What did the person look like? 2.) Where can I find him? Bad check passers avoid the CHECK-MATE SENTINEL because his picture and his check are photographically recorded in just 15 seconds.

ONLY \$195  
WHOLESALE DISCOUNT ON LARGE ORDERS

SUPER-MARKETS • DEPARTMENT STORES • HOTELS, MOTELS  
GAS STATIONS • RACE TRACKS • AIRLINE TICKET OFFICES  
Every business profits with a CHECK-MATE SENTINEL. You too will build extra volume and safeguard your profit with this attractive, low-cost unit. No other investment gives you so much protection.

The CHECK-MATE SENTINEL may also be rented on a monthly lease plan... WRITE TODAY FOR COMPLETE INFORMATION.

1 ROLL OF FILM WILL TAKE 1,000 PICTURES  
FAST FILM PROCESSING IN OUR OWN STUDIO

**AGENTS AND DISTRIBUTORS WANTED!**  
A few attractive territories are still available for this money making-money saver. Let us prove to you that CHECK-MATE SENTINELS are a valuable addition to your line. Special discount prices to agents and distributors.

**FOTO-TRONICS, INC.**  
15126 MACK AVE. • DETROIT 24, MICHIGAN

**BARGAINS FOR THE WEEK**

**GAMES GAMES**  
**250 OF THEM**

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

**WHAT DO YOU NEED!**

United Mini-Bowl, Advance ..... \$549.50  
Bally Challenger Bowler... 325.00  
Playtime Bowler, 16 Ft. ... 435.00  
Jumbo Bowler, 16 Ft. .... 275.00  
Bonus Bowler, 16 Ft. .... 425.00  
Bally Strike ..... 149.50  
DuGrenier 12-Col. Cigarette Venders ..... 139.50  
Rowe 2700 Cigarette Venders, repainted hammeroid 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

**Wisconsin Wurlitzer Distributor Prefers Area Model Showings**

MADISON, Wis.—Continuing its "Bring 'em to the prospect" program, United, Inc., recently held a successful two-day Wurlitzer Model 2700 showing for operators in the Madison area.

Bad weather had crimped attendance during the Statewide Wurlitzer debut at United, Inc.'s, Milwaukee headquarters earlier in the year. A subsequent spontaneous trade showing in Green Bay drew a fine response. It set the pattern for this follow-up in Madison.

According to distributor Harry Jacobs Jr., "We might handle it this way every year from now on. It's pretty difficult to pull operators from all over the State to Milwaukee for each of the showings. Our exposure in Green Bay and in Madison was very satisfactory. I attribute it to the fact that we took the

trouble to go directly to the operators in the territory with the new equipment. They appreciate the convenience."

Madison ops who showed up at the Lorraine Hotel to attend the United, Inc., Wurlitzer exhibit, included Lou Glass, Moon Molinaro and Walter Greenberg, Modern Specialties; Joe and Jerry Volk, Volk Music; Nate Robinson, Madison Coin, and Mr. Cameron, Smith-Cameron Company.

Out-of-towners were C. S. Pierce and Dick Wraight, Pierce Music, Brodhead; Arthur Bartz and his son, Bartz Music, Mt. Horeb; Mr. and Mrs. Andy Waterman, Wisconsin Dells; Mr. and Mrs. Neil Nate, Wisconsin Dells; Charles Manley, Portage, and Ralph Percifield, Beaver Dam.

**Ill. Solon Asks Anti-Bingo Ban**

SPRINGFIELD, Ill.—Bills to outlaw "bingo type" pinball games in Illinois were introduced in both houses of the Legislature here last week.

Rep. Albert W. Hachmeister (R., Chicago), chairman of the powerful House Executive Committee, was chief sponsor of the House bill. Sen. Robert R. Canfield (R., Rockford), former Winnebago County State's attorney, was chief sponsor in the Senate.

Hachmeister has said that "the machines are controlled by the crime syndicate which gets an estimated take of \$30,000,000 a year from them in the State."

Legislation to outlaw the machines was passed by the 1959 Legislature but was vetoed by former Gov. William G. Stratton. The Senate passed bills to outlaw the machines in 1961, but they failed in the House.

**Bowlers Bring Home Bacon For Lively Window Display**



PARAMOUNT AMUSEMENT COMPANY'S store window displays trophies won by the firm's bowling team over the years.

KANSAS CITY, Mo.—It is usually difficult for a phonograph operator to capitalize on window display — particularly since there are so few items of public interest in his domain.

At Paramount Amusement Company here, however, the company's highly unusual window display policy not only gets constant attention, but builds company prestige in the community.

The Kansas City phonograph-amusement machine operation has sponsored a bowling team for many years, and stocks the shop window, facing out on Kansas City's busy Main Street, full of trophies which have been won year after year.

The display includes many gold trophies, including complete-team novelty types which show five-bowler's plays at once,

along with more standard vase or urn-type awards.

Consistent winners in bowling competition, the Kansas City phonograph operators' team has become extremely well known, and through tying the headquarters to the team reputation, much good will and public recognition has been earned.

In fact, there have been numerous instances in which the company has been invited to spot amusement machines or a phonograph by location owners who got their first acquaintance with the coin machine firm simply through noticing the window display.

**BUY! METAL TYPERS**  
VENDING ALUMINUM IDENTIFICATION DISC

**WHY!**

1. LIFE-TIME INCOME
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METAL TYPER, Inc.

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"ALL STAR" BASEBALL • ROYAL CROWN BOWLER  
CITATION PUCK BOWLER

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

**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

**\$159.50**

IMMEDIATE DELIVERY . . .  
Terms: 1/3 dep., Bal. COD or S.D.

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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.

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

NOW! Available with tamper-proof PIN GATE CONTROL (even when electricity is off) or with exclusive MAGNO-PLAY CONTROL.

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**ROSEN SPECIALS**  
FROM THE **WORLD'S LARGEST INVENTORY**

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| PINS  |          |
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|   | Each     |
| 5 Wms. Hi Ways 1 Player                           | \$210.00 |
| 4 Wms. Sorenade 2 Player                          | 215.00   |
| 4 Wms. Fiesta 2 Player                            | 175.00   |
| 3 Music Man Wms. 4 Player                         | 310.00   |
| 4 Midway Target Gallery (The Pin Game with a Bat) | 350.00   |
| 3 Midway Baseball (The different Baseball Game)   | 350.00   |

All Prices Quoted Crated F.O.B. Phila.

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**ABD** ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS



### Bomb Tossed Into London Show Room

LONDON—The show room of Phonographic Equipment, Ltd., West London, was bombed from a passing automobile on Saturday (2).

The raiders, described by principal Gordon Marks as "just vandals," tossed a home-made grenade into the firm's Ladbroke Grove showrooms, smash-

ing several plate glass windows and deluging 15 juke boxes with debris.

"No serious damage was done to the juke boxes," Marks said.

The phonograph equipment, whose turnover exceeded \$5 million in 1962, largely from fruit machines and juke box trading, expects even better business this year, Marks said.

Partner Cyril Shack is currently in the U. S. on a buying tour.

## SEEBURG ACCESSORY RIOT!

The New Seeburg Consoles and Consolettes are replacing equipment so rapidly that our warehouse is bulging.

ALL EQUIPMENT CLEANED, CHECKED AND IN GOOD WORKING CONDITION.

All prices based on lots of 10—write for quantity prices on lots of 25 or more.

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|--|---------|
| 3 W1—100 Wall Boxes                            | \$19.50 |
| V 3 WA—200 Wall Boxes                          | 39.50   |
| Teardrop Speakers                              | 5.00    |
| Seeburg HI FI Wall Speakers, HFCV 2-8"         | 19.50   |
| Seeburg HI FI Corner Speakers, HFCV 3-8"       | 19.50   |
| Seeburg HI FI Corner Wall Speakers, CVCBS 1-8" | 19.50   |
| Recessed 12" Speakers, HFCV 1-12"              | 15.00   |
| Recessed 8" Speakers, CV 8"                    | 10.00   |
| Remote Power Supplies                          | 5.00    |

Write for special prices on used Seeburg Bar Brackets for all types of wall boxes.

### Eastern Music Systems Corp.

334 N. BROAD STREET LO 4-4415 PHILADELPHIA 2, PA.

## Rock and Roll—a Lively Corpse

Continued from page 84

a straight pop record doesn't have, at least to start with.

Parents hear kids playing the record, they hear it on radio, pretty soon they begin to like it, and buy it, and play it. This isn't necessarily so for all records, but it's increasingly so with the big ones.

"Big Girls Don't Cry," also by the Four Seasons on Vee Jay, is another example. It started with the kids and branched to adults.

So did "Go Away Little Girl" by Steve Lawrence on Columbia; and a newer example is "Yakety Sax" by Boots Randolph on Monument.

The only places where this isn't true is the really quiet locations, intimate lounges and the like. They never do go for the screaming sound. But these places are few and far between.

What it means to a juke box operator is a good "cover" record. That is, a record that can go on any type location (it covers them all).

All of which is good news, since, as Sipiora points out, singles are selling less but there are more out.

Without going into statistics, a pop record today has nowhere near the long life it did a few years ago.

The over-all volume is good, but it's spread over many more labels. A pop hit goes up faster, dies faster, and in the long run, sells less.

Looking at the situation in Chicago, few records (singles) are on the charts more than three or four weeks. A record on as long as eight or 10 weeks is a giant hit.

As a result, juke box operators aren't able to take too many chances. Neither they nor the record stores will buy in depth. Radio stations are also up in sensitivity, adding to a speeding up of the cycle.

A record that hangs on, as a rock and roll hit going pop, gives the operator a chance to come out.

### Williams Ball Game

Continued from page 81

quarter chutes, metal door, formica playfield and stainless steel trim. Other features include a new 24-volt system, push-pull latch mechanism for the front molding, new relays, new motor operated target re-set, and "brushed nickel" front door and frame.

### Labels Come Off

ROME—In order to emphasize their numbers on juke boxes, Voce del Padrone now publishes a detachable label on every 45 r.p.m. jacket, thus assuring themselves of full identification for their records which are also issued on Columbia, Pathe, Capitol and Liberty labels in Italy.

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
**EVERY TYPE OF LOCATION**  
EVERYWHERE

### FOR SALE GAMES & BOWLERS

|                              |          |
|------------------------------|----------|
| United Handicap Shuffle      | \$ 65.00 |
| Chicoin Championship Shuffle | 95.00    |
| Williams Tic-Tac-Toe         | 75.00    |
| Bally Congress Shuffle       | 95.00    |
| Congress Shuffle             | 85.00    |
| Gottlieb Sitting Pretty      | 125.00   |
| Gottlieb Silver              | 75.00    |

### PHONOS

|                            |          |
|----------------------------|----------|
| Wurlitzer 2400, 2404, 2410 | \$545.00 |
| Wurlitzer 2500, 2504, 2510 | 645.00   |
| Wurlitzer 2300             | 445.00   |
| Rock-Ola Hide-A-Way 1440   | 75.00    |
| AMI G120                   | 265.00   |
| AMI F120                   | 175.00   |
| Seeburg 220                | 565.00   |
| Seeburg AQ 1605            | 665.00   |

### CIGARETTE VENDORS

|                     |         |
|---------------------|---------|
| Smokeshop, 9 column | \$25.00 |
| Eastern, 22 column  | 45.00   |

Call, Write or Cable.  
Cable: LEWJO  
We are now distributors for Smokeshops and Gottlieb.

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★ MORE MONEY for YOU!

Replay Model with EXTRA Inning Feature, and Over the Fence Home Runs. Extra Inning for HOME RUN when arrows are lit.

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- ✓ "TOPPING" SCORE TO BEAT
- ✓ TOTAL RUNS SCORED
- ✓ MATCH FEATURE (Adjustable)

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New Action  
Official Baseball Scoring

SEE THESE NEW EXCITING FEATURES IN WILLIAMS NEW 1963 BASEBALL GAME

New 24 volt system • New "push-pull" latch mechanism for front molding • New Relays • New motor operated target reset • New "brushed nickel" front door and frame.

## Servicemen From 60 Music Firms

• Continued from page 83

Ralph Kelly, Clyde Lower, Inc.; Jim Miraglia; Harry Chase and Joe Carter, Tri-City Amusement, Inc., and Andy Fox and Eddy Yusaitis, Fox Amusement.

On hand in Syracuse were Robert Minier and Fred Hastings, Putnam & O'Brien; Cobart Hunt and Paul Egan, American Amusement; Alvin Esselbwin, N & N Amusement; Richard Sage, Finger Lakes Phonograph;

Dick Bell, Joy Automatics; Howard Lowe, Modern Amusements; Roy Beaver, Tri-City Amusement, and William Bettner, Arrow Amusement.

In Rochester were Charles Winters, Winters Amusement; Sid Jenkins, Lewis Moschiano and Dick Sage, Finger Lakes Phonograph; Don Sullivan, Dan Striecher, Mike Ribando, Ernie and Mike Colanni, A-1 Amusements; Mike Driscoll, A & B Equipment; Joe Major, Don Thomas and Sheldon Limes, Joy Automatics; Sam Polinas, Ardmore Vending; Pete Carr, Jefferson Amusement; Frank Leonardo, Leonardo Amusement, and Carl Piccarreto.

At Buffalo were Joe Karl Vending; Robert Utter, Coin Amusement; Floyd Racon, Racon Vending; Joe Petix; Ken Stewart, of Sherry Amusement; Richard Pavilon, Art's Vending; Joe Fisher, of Votopho Co.; Frank Reminway, Harold Haslason and Donald Davis, Cataract Amusement; John Lanatta, Sherry Amusement; George Maier, Bathrick Enterprises, and Southwest Music.

## European Buyers

• Continued from page 82

ments to the Continent, and distribution center for Europe and staging point for shipments to the Middle East and Africa (although most of this trade moves directly).

U. S. Department of Commerce totals for Belgium (and therefore for a wide segment of the Continental trade as well) are: August, \$275,711 (\$96,055); September, \$214,739 (\$78,441); October, \$123,175 (\$8,814).

Moreover, when new machine exports are substantial, as in the case of shipments to West Germany, these consist primarily of mechanisms, which are installed in cabinets and with speakers and amplifiers manufactured in West Germany.

A trade source in Hamburg summarized, "The Continental market for the big new American boxes is getting tougher. All the pressure is growing from new European equipment and from reconditioned U. S. equipment."

## Cinebox Demand High in Britain

LONDON—The Italian-made motion picture juke box is keeping British distributor Filmbox Equipment Co., Ltd., "frantically busy," according to K. J. Strachan, sales executive.

Strachan reports more than 100 Cinebox units installed—by sale or lease—since January. Butlin's, holiday camp organization, is one big customer, and other major holiday camp firms are closing large orders at this time, he said. Some machines are on a commission basis.

The film-juke box units retails here at \$3,750, plus contract for film changes, which are presently being made on an average of once a week.

Filmbox Equipment is geared to the problem of film supply and change. Its subsidiary Parkside Film Productions, Ltd., active in TV and advertising films, furnishes this product. There are 65 sound films currently circulating Cinebox locations, Strachan said.

London's State Cinema Ballroom, a Rank Organisation edifice, is featuring Cinebox sessions projected onto a large special screen, during dance-time intermissions.

more taverns than cafes, and about as many licensed clubs. As a showcase for juke boxes and coin-amusement machines, the Trade Fair would be hard to beat. Because licensing justices are tending currently to favor the grant of music permits to pubs and clubs, they are tougher on cafes, in many areas.

## British Coin Firms

• Continued from page 81

reported to have booked stands for LVA's initial exposition. And the organizers expect vast crowds, most of them arriving in charter-bus loads from the provinces.

Germane to coinmen's initiative in joining the British liquor trade's first show in London is the fact that the nation has

## Bingo Target of Kansas Bill

• Continued from page 81

possession of a federal gaming device stamp "probable cause for issuance of a search warrant." Once State agents got their hands on the machines, they could be held while court action was undertaken against them.

The model act would make pinball machines with provisions for multiple coin insertion, a knock-off button and a meter for recording games won contraband and automatically subject to seizure.

Under terms of the model act, the location operator and owner of such a machine would be equally liable.

The federal courts in Kansas have ruled that pinball machines with these three features are gaming devices and must bear a \$250 Internal Revenue Service stamp.

### Possession Not Illegal

But in Kansas, possession of machines with the federal stamp is not illegal. Investigators must have evidence of a pay-off.

The attorney general's office keeps a continuing watch on the machines. They estimate that a bingo-type pinball in a good location will bring in between \$300 and \$400 a week. Machines in a bad location will bring in an estimated \$40 to \$50 weekly, they said.

Machines will not be left in a location that brings less, investigators say, because of the cost of the federal revenue stamp.

Investigators have checked the market and estimated that a new bingo-type pinball will

cost \$875 while a used machine can be bought for between \$250 and \$275.

The Senate Judiciary Committee, which is the group considering the model act, has not shown any indication it wants to act quickly on the proposal.

Two members of the committee—which is composed of all the attorneys in the State Senate—represent the Kansas City, Kan., and Wichita area locations that have traditionally opposed legislation against the pinballs.

## Weather, Flu

• Continued from page 83

then come back to background music and juke boxes bigger than ever. It's just a fad of the moment," said Silverstein.

Last annoyance to come out of this winter is a proposed \$50 State tax on juke boxes now being discussed in the Legislature. Comella revealed that the situation is being watched closely. If allowed to pass it would deprive many "fringe" locations of music, he believes.

He stated flatly that this would liquidate about 20 per cent of all locations in this area.

Despite the weather, flu, FM radios, strikes and the tax proposal, most of the operators contacted are still convinced that 1963 is going to be a good year. Veteran operator Charles Metro of C. M. Music Company is holding his own despite all these irritations.

Perhaps all the gloom is due to the weather.



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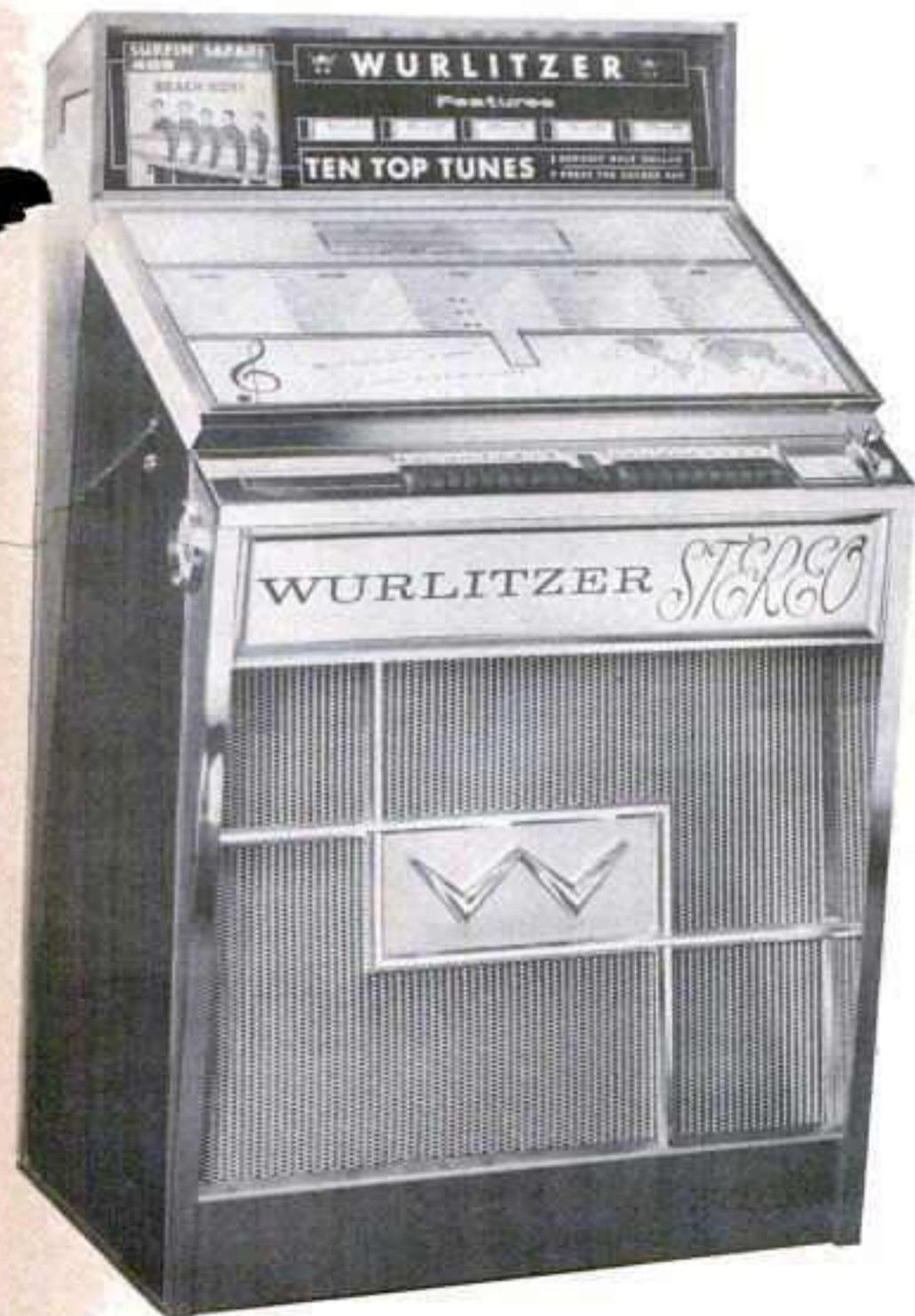
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# Billboard

## PHOTO GALLERY OF Newsmakers



**SPRING CLEAN-UP** at a special one-day event at the Americana Hotel recently was United Artists President Art Koppelman's address to distributors. He discussed the firm's new "Clean up and March Into Spring" sales plan. Morris S. Price, national sales director (right), also spoke.

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**THE WINNAH:** Thrill of a lifetime is written all over the faces of the Royalties, Baltimore vocal group, as they learn that they won over 1,000 other contestants in talent contest

sponsored by the Buddy Dean TV show in Baltimore. Winners were immediately signed by Chancellor Records. Their first release is called "No Big Thing."



**BEAR MARKET:** Famous Smokey the Bear sits in on session with the Limelites for RCA Victor recording of "The Crying Trees." The folk-type tune will be used in conjunction with annual Smokey the Bear forest fire prevention campaign.



**PACKING:** Instrumental-singing group, the Casuals, who once backed up Brenda Lee, sign recording contract with Minaret Records. Standing are Martin Haerle, of Starday; Laman Fike, Richard Williams and Jeff Gordon. Seated are Billy Smith and Herb Shucher.



**FIRST EFFORT:** Checking the score of singer Barbara Grindstaff's first release for Showcase Records are Mel Tillis (left) and Joe Tanner (right). Looking pleased is Monument Records President Fred Foster. Top side, "Where the Red Roses Grow."



**A FOR ALPHA:** Harry Apostoleris, of New York's Alpha Distributors, and Warner Bros.' Sid Schaffer (district sales manager) are each awarded gold records by Bob Summers (right), Warner Bros. Records' national sales manager, for having sold over \$1 million worth of Allan Sherman's "My Son, the Folk Singer."



**EPIC-GRAMARY:** Popular British songstress Helen Shapiro pays close attention to playback at Epic recording session in Nashville's Bradley Studios. She arrived in Nashville, via New York, to cut new set of tunes. Paying equal attention are Norrie Paramor (left), Helen's English a.&r. producer, and Al Kasha, Epic a.&r. producer, who records her in this country.



**BIG & LITTLE:** Recording together for the first time are Lenox artists "Little Esther" Phillips and "Big Al" Downing. Soon to be released, the single is entitled "Till the Well Runs Dry" b/w "If You Want It, I've Got It." The pair were total strangers before disk date.



**HOPEFULS:** Hot album artist Lena Horne is caught in a relaxed mood with Charter Records President Richard Pierce during recording session of her first LP for that label. Album is set to be released on March 11.



**HOMECOMING:** Dimension recording artist Little Eva lands in New York after a successful promotion jaunt in England to push her hit single, "Let's Turkey Trot."