

Bobby's 21

Billboard

The International Music-Record Newsweekly

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

Columbia Straddles Top of Heap, Dominates Charts in Most Areas

By REN GREVATT

NEW YORK—Seldom has any record manufacturer had it so good as Columbia Records. The company is currently enjoying a position of dominance on virtually all charts, mono LP's, stereo LP's, singles, and country singles, included.

A few figures tell the current success story. An examination of the top mono LP chart, for example, shows that Columbia has the No. 1 and 2 entries; four in the top nine, seven of the first 18 and a total of 35 of the top 150, which translates into a 24 per cent share of the mono LP chart.

On the stereo LP list, the story is virtually the same. Again, the company has No. 1 and 2 positions locked up, with three of the first seven listings. The primary difference here is that the share of the total chart, 30 per cent, (15 in the top 50) is higher than the mono share.

In singles, Columbia currently has six on the "Hot 100." Only last week, the score was eight, with two highly successful entries by Bill Pursell and Steve Lawrence, having dropped off this week. On the other hand, the label has three on the current Bubbling - Under chart, which means there's a potential of three more chart items in the offing.

C&W—More of Same

In the country field, the picture is much the same. The label has six in the top 30 for a 20 per cent share of the chart, with two in the top eight positions. Returning to the mono album chart, in the top 50 positions, 13 albums are on Columbia. Next highest is five for Capitol, four each for RCA Victor and Warner Bros., three for ABC-Paramount; two for Vanguard and Reprise and one each for 17 other labels.

Columbia, always strong in

continued on page 10

Full Steam on For CMA Show

By LEE ZHITO

HOLLYWOOD—The Country Music Association's officers and directors met here last week to put finishing touches on CMA's production plans for the show it will present before the New York Sales Executives Club May 14.

The show will be called "The Sound of Country Music" and will be written and produced by Joe Allison, with Anita Kerr as associate producer. Tex Ritter will narrate Allison's script. Other performers will include Don Gibson, Sue Thompson, Leon McAuliff and the Cimarron Boys, Lester Flatt, Earl Scruggs and the Foggy Mountain Boys, and the Anita Kerr Singers.

Show in Album Form

The CMA Sales Executive Club Show will be recorded, with LP's to be distributed to those unable to attend the live performance. RCA Victor will record the show, Columbia will press the albums, and Capitol will handle the packaging, in-

(Continued on page 10)



BOBBY RYDELL'S 21st birthday was celebrated at elaborate Cameo-Parkway party in New York. Here, laughing it up, Rydell and his mother and father.

Cinebox Tests Warm in Philly

By AARON STERNFIELD

PHILADELPHIA—Cinebox, the Italian-made cinema juke box, is getting its first U. S. location test here, with initial response extremely encouraging.

David Rosen, local Rowe AMI distributor, has two machines out—one in a luncheonette and the other in a cafe which also offers both live and background music.

The 40-selection fare in each unit consists primarily of Italian and British films, with singers doing their bits against Continental backgrounds, and with some of the numbers depicting simple plots.

Play is 25 cents for a three-minute color film. While all product is of European origin, Ed Ratajack, sales director of the Cinevision Corporation of America, Hicksville, N. Y., said that U. S. product, featuring American recording artists; will soon be available. CCA is the North American sales agent for the Milan manufacturer.

Rosen is getting revenue (the machine on the luncheonette grossed \$183 during its first week of operation) not only from his end of the take, but is selling

advertising to local sponsors at \$5 a week each.

Advertising messages are projected in color stills, with the stills appearing automatically *(Continued on page 53)*

Hearing Opens On Celler Bill

By MILDRED HALL

WASHINGTON — Advance rumors that songwriters were displeased with the "low" \$5 per box annual royalty proposed in the Celler anti-juke exemption bill provided a startling innovation to hearings which opened here Thursday (2). Opposition would mark the first time the performance royalty forces ever grumbled over a bill—any bill—to end juke box performance exemption in the old 1909 Copyright law.

Songwriters dissatisfaction is said to extend to the mechanics of collection, the burden of having to track down delinquent box operators, and the pro-rated sharing with the new Performing Rights Administration in Copyright Office set up to collect the juke box royalty.

The New York Congressman's bill (H.R. 5174), which will be fought by juke box operators just as vigorously as any of its predecessors, ends the 1909 Copyright Act's performance royalty exemption on juke *(Continued on page 53)*

They Laughed When Film Firms Sat Down...

By BOB ROLONTZ

NEW YORK—The four movie company disk labels that were started from scratch only about five years ago, have gained solid respect in the trade for their accomplishments in the past year. Skeptics who laughed when Warner Bros., Columbia Pictures (Colpix), United Artists and 20th-Fox launched labels in the late 1950's aren't laughing now, and agree that the movie babies have more than made a place for themselves. (MGM pioneered movie-firm disks when it started MGM Records in 1945 and that label soon became an integral part of the record industry. Paramount Pictures bought the well-established Dot label and took its plunge in the mid-1950's.)

Warner Bros. is probably the glamour story of the four new movie-owned labels. Floundering and close to \$2 million in the red less than two years ago, the label has since come up with a flood of smash LP's and singles that has washed out the deficit and put it solidly in the black.

It made its first move toward solvency when it signed the Everly Brothers to a 10-year contract, giving the boys a guarantee of about \$85,000 a year. It came up with Bob Newhart soon after. Since then, the label has had huge success with Peter, Paul and Mary, probably the second hottest folk act in the country. Allan Sherman, of course, has reaped a bundle for the label with his two "My Son" albums. And the firm has *(Continued on page 6)*

Billboard

PAGE ONE SINGLES

★ NATIONAL BREAKOUTS

IT'S MY PARTY . . .

Leslie Gore, Mercury 72119

THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER . . .

Nat King Cole, Capitol 4965

★ 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.

SHAKE A TAIL FEATHER . . .

Five Dufones, One-der-ful 4815 (Vapac, BMI) (Los Angeles)

I CRIED A TEAR . . .

Geri Hall, Atco 6260 (Progressive, BMI) (New Orleans)

YOU'LL NEED ANOTHER FAVOR . . .

Little Johnny Taylor, Galaxy 718 (Cireco-Escort, BMI) (Los Angeles)

TIPS OF MY FINGERS . . .

Roy Clark, Capitol 4956 (Tree, BMI) (Hartford)

DANGER . . .

Vic Dana, Dolton 73 (Champion, BMI) (Boston)

LAST MINUTE (Part I) . . .

Jimmy McGriff, Sue 786 (Renner-Saturn, BMI) (Los Angeles)

CHARIOT (I Will Follow You) . . .

Joe Sentieri, Vesuvius 1068 (Leeds, ASCAP) (New York)

SPANISH TWIST . . .

The Roller Coasters, Holiday Inn 110 (Beak, BMI) (Hartford)

ALBUMS

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



everybody loves

SHE LOVES ME

now playing on MGM Records

see page 7





**DUANE
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"LONELY
BOY,
LONELY
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CROWD-
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PROGRAMMING NEWSLETTER

Some Points on Promo Pitching

By BILL GAVIN •

Billboard Contributing Editor • Publisher, Bill Gavin's Record Report, 114 Sansom St., San Francisco.

WHAT PRICE PROMOTION? From the standpoint of the music director of PD, the price is pretty high, in terms of the hours he spends listening to promo pitches. If he is conscientiously working at his job—auditioning new records, making up the survey, making out the playlist and other chores—he doesn't have much time to spare.

Recently, several big stations in important cities have tried to protect their music men against such time wasting. Promotion men express some resentment over their restricted activities, but the restrictions are a natural outcome of just too much promotion. Printed below is a portion of a letter from a music director at an important Eastern station. I'm withholding the name in order to avoid possible embarrassment to the station. Here is the letter:

"WHEN IS THIS GREAT AMOUNT of product going to quit? It would seem that the accent is on quantity rather than quality. One of our local distributors had 86 releases in 12 days. This is just one distributing company. How can 86 new things be listened to

(Continued on page 47)



LATE ALBUM SPOTLIGHTS

Pop

VAUGHN MEADER AND THE FIRST FAMILY, VOL. II— Cadence CLP 3065 (M); 25065 (S)—Meader and company have scored again with another side-splitting series of sketches. This time music has been added in spots with good effect. The items are funny, timely and the take-offs as impressive as ever. The set, which incidentally, incorporates a reduced version of the original album cover illustration for quick identification, should step out quickly. A lot of air play is also indicated.

BRENDA AT THE COPA

In 1st Gotham Cabaret She's an Old Pro

NEW YORK — Brenda Lee, Decca's mighty mite of song, assisted by her long-time colleagues, the Casuals, took New York's Copacabana by storm last week. Looking on appreciatively were virtually all of Decca's New York brass, her Nashville recording man Owen Bradley, and the

pint-sized dynamo's newly acquired groom, Charles Schaklett, of Nashville—not to mention a full house of paying and highly enthusiastic customers.

Miss Lee is already a veteran of the cabaret circuit, having appeared on numerous occasions at name bistros in Las Vegas, Miami Beach and the Catskills, besides many overseas spots. Her Gotham debut, however, was delayed until now because of a local ordinance requiring that cabaret artists must be 18 years of age.

Only just 18, Brenda has the fire, the drive, the movement and the vocalistics that stamp her a veteran and that led one ringsider to characterize her as a teen-aged Sophie Tucker. A few moments later she embarked on a telling recitation about advise given her by Sophie on the great axioms of show business, a routine which produced moist eyes by the dozens.

Aside from this bow to sentimentality, Miss Lee goes the singing route all the way, romping, stomping, dancing and cavorting with the six-man back-up group, the Casuals. Her singing style had matured considerably since she was last caught at Philadelphia's Latin Casino.

The gal works in a number of her record hits, but unlike many disk-based acts, it's done subtly and without ostentation. And hearing such hits as "I'm Sorry," "Break It to Me Gently"

continued on page 10

Trade Watching Fate Of '1st Family, Vol. II'

NEW YORK—Vaughn Meader's "The First Family, Vol. II," hit the stands last week and so far is not creating a stampede in the New York market, one of the first to get the record. Reports from Doubleday's midtown, Sam Goody East, and an F. W. Woolworth outlet on Broadway indicated that sales were okay, but not exceptional.

At the home of "The First Family," Cadence Records, Budd Dolinger, the label's sales chief, said the firm has shipped out a total of 108,000 albums to take care of advance orders.

Dolinger said Cadence was offering no guarantees on Vol. II, consistent with the firm's policy of offering no guarantees on any album release. The second "First Family" album is being offered as part of the label's new album releases, with three free for every 20 purchased.

Dolinger pointed out that Cadence has already received reorders from the New York and Florida markets since the album was shipped out on Monday (29). New York, Miami and Washington were the first areas to get the record on the air.

Cadence is making no attempt to flood the market with Vol. II. This is not only being done to protect distributors, but also because Cadence executives themselves are not sure how well the album might do.

There was dispute among the label brass as to whether the follow-up could easily make it big after the many JFK copycat sets, inspired by the all-time best selling original, came out.

Expectations right now are that the new one should do in the neighborhood of 250,000, a respectable enough figure for any album, but a mild one for the phenomenon that was "First Family."

King Not for Sale—Nathan

MIAMI—Syd Nathan told Billboard last week that despite rumors in the trade, "King Records is not for sale."

He added: "In fact, no part of King Records, either its record firms, publishing firms or pressing facilities are for sale."

Nathan, recuperating at the Bal Harbour Club here after a serious illness, said that he expected to return to work after his convalescence. Meanwhile, King is being run by General Manager Hal Neely.

Danny Driscoll Dies in Crash

LOS ANGELES — Danny Driscoll, promotion man for Mercury Record Corporation's string of publishing companies, was killed here last week in an automobile accident.

Before joining Mercury, Driscoll had been with Jamie Records and had previously spent some 10 years working for various record distributors and manufacturers in the Midwest and East.

Driscoll is survived by a mother, sister and brother. Funeral services were to be in Chicago, his home.

Billboard BACKSTAGE

Report From Germany

HAMBURG—AS I CONTINUE my inquiry to compare marketing techniques of American and European firms, I find that over here remarkable control of record sales remains in the hands of the manufacturer. There are no price maintenance laws in Germany. But as one industry leader told me: "We are self-regulated." There is virtually no discounting.

Each major manufacturer (there are five of significance) owns and controls its own distribution and sales force. Teldec, Deutsche Gramophone, majors, have 25 and 20 branches, respectively. Sales staffs calling on retailers total from 60 to 70. There are 8,000 dealers, 2,000 doing 70 per cent of the total business.

The total record business in 1962 amounted to 47 million units consisting of 30 million singles, 9 million EP's, 6 million 12" LP's and 2 million 10" LP's. Business for the first three months of 1963 is up 12 to 15 per cent. 12" LP's are gaining strength. Classical repertoire accounts for 30 per cent of the total dollars (D-Marks), with popular doing 64 per cent, jazz 5 per cent and spoken word 1 per cent. A 12" pop record sells for \$4.50 (18 D-Marks), a 12" classical retails at \$5.25 to \$6.25. Singles cost \$1.20.

Dealers earn a 5 per cent return privilege based on net purchases. In addition, manufacturers issue to dealers a rebate check or credit at the end of the year in the amount of 2 to 12 per cent based on volume. Dealers work on a normal 30 per cent mark-up.

There are two major record clubs functioning in Germany. The first, Bertelsmann, uses its own repertoire (50 per cent) and receive from Deutsche Gramophone 50 per cent. The second, Deutsche Buecherbund, is supplied through Teldec. The record product supplied to the clubs consists of different couplings, packages and labels than that supplied to the dealer. In addition, dealers get a lead time of six months on popular and 12 months on classical releases before they are offered in the Club.

CLUB MEMBERS pay five marks (\$1.25) every month in advance for the privilege of belonging to the club. Every three months a club magazine is issued. If no alternate selection is requested by deadline the club selection is sent. More than a million members are active in purchasing records through clubs in Germany. Since there is a law in Germany which forbids use of premiums, something of value to motivate the consumer, it is necessary to use a more aggressive sales plan. Thus, door-to-door salesmen are used to interest consumers. About 60 per cent of club members are enrolled by these salesmen, who often offer a phonograph costing as low as \$16 and a wide catalog of records on a credit plan arrangement.

In Germany, as in Britain, dealers are concerned with the direct-by-mail sales the Reader's Digest is generating direct to German consumers without record dealer participation. The concern is that the Digest is profiting from the general interest in records without contributing to the general promotion and public relations activities of the industry. The Reader's Digest Record Club has not started operation in Germany as yet.

There are about 15 one-stops in Germany who sell single records to the operators. There are approximately 50,000 coin-operated music machines in Germany today.

Many retailers demonstrate records at the counter. The clerk handles the record. The shopper listens through an earphone. Self service of sealed LP's is a common sight.

The industry is looking forward to the German Fair for radio-television-phono to be held in Berlin in August. This year, for the first time, the record industry will present a combined display of all product arrayed by repertoire interest, including popular, classical, jazz, opera, spoken word, etc. Approximately 40,000 square feet of space will be used to publicize the entire record industry to the consumer audience.

At the time of the Fair the representatives of the German record companies will also meet in convention in Berlin to hear about the plans for the fall sales programs and the future growth of the record industry in Germany, Europe and around the world.


Hal B. Cook

PUBLISHER

DEPARTMENTS & FEATURES


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Tony Bennett's New Single... "The Good Life" c/w "Spring In Manhattan" Columbia Singles Sell! 

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Kapp Flying High On Unknown Singles Acts, Solid Albums

By JACK MAHER

BOB BERNSTEIN JOINS SOFTNESS

NEW YORK—Bob Bernstein has resigned as director of public relations for Westinghouse Broadcasting Company to join The Softness Group as vice-president and director of special projects, effective May 13.

Benton in Settlement With Dreyer

NEW YORK—Brook Benton has made an amicable settlement with Dave Dreyer of his managerial status. Benton is in the process of taking on a new manager.

The Benton-Dreyer association dates back to the middle 1950's when Benton started with Dreyer's music publishing firm as a songwriter. Benton wrote many hits under the Dreyer aegis, and wrote with many top collaborators like Clyde Otis and Teddy Randazzo.

In 1956 Dreyer set Benton with the Epic label, and subsequently Benton move to Victor's Groove subsidiary, and then to Mercury. He broke through with a smash with his first record on the Mercury label, and has continued to make hits for Mercury ever since.

Dreyer still manages Ruth Brown, the Marcells, the Echoes, and is contemplating two important acquisitions to his managerial roster. He continues to run his many publishing firms as well.

UA Fills 2 Exec Posts

NEW YORK—United Artists Records has made two key appointments to fill open slots on the executive level. Joe Berger was named to the post of national sales manager and Jay Jacobs has been with the firm merchandising.

Berger fills a post recently vacated by Morris S. Price and steps up from a position as manager of the UA's distributing branch in this city last year. Jacobs has been with the firm since October of last year and moves up from a regional sales managership.

SMASH BUYS ARLEN MASTER

CHICAGO—Smash Records picked up the master of "Very Few Heartaches" by Jack and Jill, originally on Arlen. The disk was a Billboard Spotlight Pick last week.

According to Charles Fach, Smash head, the disk has had reaction in Texas and Louisiana. Arlen is owned by Harry Finfer, Philadelphia, formerly topper of Jamie Records.

NEW YORK—Kapp Records is going through one of its hottest periods in recent years. The label is not only coming up with solid album product (something it has always been know for) but is swinging with new and previously unknown singles acts.

Within the last few months the label has been in a winning streak with newcomers. Johnny Cymbal's "Hey Mr. Bass Man," followed by his current "Teen-Age Heaven"; Ruby and the Romantics' "Our Day Will Come," and their new one (a spotlight this week); veteran pianist Joe Harnell's "Fly Me to the Moon (Bossa Nova)" and "Diane"; "Call Me Irresponsible," by Jack Jones, and the Emotions' "Echos," which appeared some time ago, have all shown that Kapp is a label increasingly involved in the contemporary sound of pop music.

In album sales it is too early for some of the newcomers to prove themselves, but Roger Williams continues to win with strong LP's, Joe Jimenez (Bill Dana) is a consistent chart maker and the Chad Mitchell Trio sells solidly on the LP front behind previous good singles sales.

To the trade eyes, however, the significant change in Kapp catalog is not in the Harnells', Mitchells' and Jones', but in the acquisition of such acts as Ruby and the Romantics, the Emotions and Johnny Cymbal. These are teen-oriented acts and something outside what was previously considered the Kapp image.

According to Mickey Kapp, this move to widen artist representation is part of a five-year program begun in 1961. At that time, Kapp says, Dave Kapp, the label's president, outlined the course the label was going to follow. Catalog was drastically pruned.

Even today, Mickey Kapp says, there are some 125 albums in the entire catalog. In addition, it was decided that new procedures in accounting, sales, and a.&r. would tighten control of the finances of the company. According to Kapp, a financial summary is now available (through a series of checks) which give the firm a monthly-by-week-by-day account of income versus cost. It dictates where and how much is to be spent and also keeps up-to-date tabs on projects.

In the creative end each of the top executive echelon is responsible for product. Alan Stanton has cut most of the teen-age material; Dave Kapp has cut middle of the road singles like the Harnell "Moon" while Mickey Kapp cut the Harnell LP's.

Proof that the label will continue to widen its type of material was underlined again last week when Kapp released another bossa nova LP, this time by jazz guitarist Kenny Burrell.

This jazz item is added to more traditional things like last year's big hit "Midnight in Moscow," by Kenny Ball, acquired from Pye Records in England. Another British artist the label is high on is Jimmy Justice, who will receive more exposure by Kapp.



VICTOR BEERMAN (left), personal representative of the High Commissioner of the U.N. Refugee Commission, receives check for Italian sales of 24,000 "All Star Festival" disks at Rome's St. Vincent Casino. With Beerman are Manlio Baron, of Phonogram; Max Tani, head of St. Vincent Casino, and Raymond Terroon, Italian delegate of the U.N. High Commission.

INDUSTRY BRIEFS

Zondervan Steps Out

GRAND RAPIDS, Mich. — Zondervan Records, producer of sacred recordings, has inaugurated a stepped-up program to invade the secular record market. Increasing demands for sacred records from distributors of non-religious music prompted the move, according to Jack Brink, Zondervan sales chief.

New distributors appointed by Zondervan in recent weeks include K. O. Asher, Chicago; C. C. Records of Indiana, Indianapolis; Flemington Distributors, Kansas City, Mo.; Free State Distributors, Baltimore, and Merit Distributors, Detroit.

Gayle in Action

BUFFALO — Tim Gale, former Hollywood-Chicago publicist and indie disk producer, has set up offices in the Hotel Lafayette here for his national disk promotion package and publicity service. He returns to the field after several months in the hospital.

One of Gayle's first stints is in behalf of Matt Furin's Bay-Uke Records platter "The Friend," coupled with "Mama Nicollini." The latter is by J. Fred Coats, with whom Gale has long been associated.

Queen M Forms

NASHVILLE—Juanita Jones, ASCAP representative in Nash-

ville, announced last week the signing of Queen M Music Publishing Company. The new firm will be headed by Robert D. Shaw and Emma Neale King with offices at 821 9th Ave. S.

Sherlock to London

NEW YORK—George Sherlock will take over promotion duties for the American London Group on the West Coast.

Sherlock, who will work out of Los Angeles covering Seattle, San Francisco, Denver and Phoenix, was previously with Hart Distributors in Los Angeles.

Magid Names Four

NEW YORK—Lee Magid has announced the appointment of four new members to his staff.

Milt Gray, concert PR man and manager of Buddy DeFranco and Nanci Eisner, formerly of NBC-TV sales, have been added to the New York office.

Pete Levinson, formerly of MCA, and Joan Chiarelli join Magid's Hollywood office.

Monument Deal

HENDERSONVILLE, Tenn. —The new Boots Randolph's "Yackety Sax" and the new Grandpa Jones' "Yodeling Hits" albums, along with Roy Orbi-

NAB Audit of Services May Answer Critics

WASHINGTON — A Broadcast Audit Service (BAS) is planned as part of a whole new reliability program for broadcast ratings now being readied by the National Association of Broadcasters. NAB hopes to have the details of the program worked out within a few weeks for presentation to the Harris Special Investigations Subcommittee to show what can be done on a voluntary basis by broadcasters and advertisers.

In addition to the audit service, NAB plans to develop approved minimum criteria and minimum standards for audience measurement services, and also to develop a long-range research program to improve methodologies. The research program will be conducted under the direction of NAB.

Conferences are under way between NAB's research committee, headed by Donald H. McGannon, of Westinghouse Broadcasting Company, and the advertising brotherhood; American Association of Advertising Agencies (AAAA), the Association of National Advertisers, the Television Bureau of Advertising and the Radio Advertising Bureau. NAB wants their cooperation and support.

NAB President LeRoy Collins has asked Chairman Harris (D., Ark.) for an opportunity to present the program to the Special Investigations Subcommittee, which conducted recent devastating ratings probe.

Radio broadcasters have strong representation on the NAB Research Committee whose membership includes Robert F. Hurleigh, president Mutual Broadcasting System; Simon B. Siegel, executive vice-president of ABC; Thomas K. Fisher, vice-president and general counsel, CBS; Hugh M. Beville, NBC vice-president for planning and research; Willard Schroeder, WOOD, Grand Rapids, Mich., and Simon Goldman, WJTN, Jamestown, N. Y.

son's "Greatest Hits," currently riding all best-selling mono charts, will be available until May 15, 1963, on a six-and-one-free deal, Fred Foster, Monument Records' president, announced this week.

Movie Disk Firms Do O.K.

• Continued from page 1

had great success with its "Music Man" sound track, a track that in the days before WB would probably have gone to one of the majors.

United Artists came out of its doldrums with the success of such artists as Ferrante and Teicher, Al Caiola, the Exciters and Gene Pitney, who records for the Musicor label which UA distributes. Leiber and Stoller are producing the firm's singles, and UA is always on the lookout for hot masters. In addition, the firm has much success with its Wonderland kiddie label, one of the hottest low price kidlines in the country.

Slow But Sure

Colpix Records built steadily under the reign of Paul Wexler-Jonie Taps, developing such names as Nina Simone, Jimmy Darren, Paul Peterson and Shelley Fabares. Under Jerry Raker it has steadily expanded its single and album lines. The firm

also has a strong kid line with its Screen Gems TV characters, such as Huckleberry Hound and Yogi Bear.

The seriousness with which Columbia Pictures approaches its record firm is evidenced in the \$2 million purchase a few weeks ago of the Nevins-Kirshner music publishing and record empire. Donnie Kirshner has been brought in to add his savvy, and his flock of top pop writers, to the Colpix operation, and his Dimension record label. Obviously, this move gives the Colpix label great strength in the record market as well as in publishing.

Here to Stay

The 20th-Fox label has also recently indicated, under the aegis of 20th-Fox Pictures chief Darryl F. Zanuck, that it is in the record business to stay. It is releasing on its own label tracks from two highly touted

flicks, the current "The Longest Day," and the forthcoming "Cleopatra."

The label could have picked up a bundle by selling either track to the majors. (The firm had bids for the "Cleopatra" track that reportedly ranged from \$250,000 to close to \$500,000, but kept it anyway.) And the firm has hired Norm Weiser away from UA to run its record operation.

The fact that these four new flick disk firms are releasing their film firm tracks, are developing new artists, are buying publishing firms, and are even swinging into backing Broadway musicals, both as investments and to get original sound tracks ("Hot Spot" is the WB original casters), shows that these movie labels are in the business to stay.

They've all had their baptism under fire and now they are giving established labels a run for their money.

everybody loves SHE LOVES ME

♥ "A little gem here to stay. It is just darling."
McCLAIN, N.Y. JOURNAL-AMERICAN

♥ "So charming, so deft, so light and so right..."
CHAPMAN, N.Y. DAILY NEWS

♥ "This theater season finally has a musical with which everyone can fall in love. 'She Loves Me' is that rare theatrical jewel."
NADEL, N.Y. WORLD-TELEGRAM & SUN

♥ "A bonbon of a musical...should delight many a sweet tooth."
TAUBMAN, N.Y. TIMES

♥ "A daisy of a musical comedy. A diverting frolic."
COLEMAN, N.Y. MIRROR

♥ "An engaging musical comedy...highly likeable entertainment."
WATTS, N.Y. POST

♥ "Lovely, tuneful, enchanting, refreshing... rush to patronize it."
GAVER, U.P.I.

♥ "A sunny musical frolic. All-around endearing entertainment."
GLOVER, A.P.

♥ "Thoroughly entertaining...beguiling, fresh, tasteful musical."
HOBE, VARIETY




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BARBARA BAXLEY
SHE LOVES ME
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JACK CASSIDY
NATHANIEL FREY · RALPH WILLIAMS
LUDWIG DONATH
MGM RECORDS

E/SE 4118 OC-2

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2-RECORD DELUXE SET! SPECIALLY PRICED!**



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LENA LOVES
SHE LOVES ME!

Lena Horne
sings

HE LOVES ME

CHARTER CR-3



GOGI LOVES
SHE LOVES ME!

Gogi Grant
sings

DEAR FRIEND

CHARTER CR-5



J. P. LOVES
SHE LOVES ME!

J. P. Morgan
sings

WILL HE LIKE ME?

MGM K 13142

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Dealers Must Absorb Know-How To Cope With Rising Disk Flood

By PAUL ACKERMAN

NEW YORK — The record business operates at such a feverish pace that it is not uncommon for one week's releases to total more than 230 singles and nearly 100 albums.

For the dealer, these statistics are full of meaning and challenge. For these figures in them-

selves constitute one very important indication of the drastic change that has affected the record industry in the last 10 or 12 years—a change that has coincided with the development of the long-play record and the birth of literally hundreds of labels during the era of indie expansion.

This flood of product compounds the dealer's problems. He must buy more wisely, he must depend upon the knowledge of reliable distributors and their salesmen, he must aggressively merchandise lest he be faced with relatively dead or obsolescent inventory. He must, in fact, be a very keen student of

ARMADA VIEWS DEALER ROLE

This is another in a series of articles written at the invitation of Billboard by Paul Ackerman, the executive secretary of the American Record Merchandisers and Distributors' Association (ARMADA). These articles will survey the current condition of retail record dealers and will explore their needs and the steps which can be taken to take full advantage of their promotional and merchandising opportunities and responsibilities. We are grateful to the author and to ARMADA for this material.

today's recorded product—with special reference to the product needs of his particular community and clientele. Failure to realize this means that the dealer may be overwhelmed by the very spate of material.

In the "good old days" it was comparatively easy for the dealer to keep abreast of product trends. There were relatively few labels and their release schedule was not comparable to conditions today. The interested dealer was very hip. It was said with some justification that every dealer was an a.&r. man—there was one on every corner and each had definite ideas as to what should be recorded.

Today it is necessary that the dealer recapture some of this attitude. If he was hip in the old days he must be so today because his survival depends on it.

A tall order? Yes it is. But failure to recapture that spirit and attitude diminishes the dealer so that his retail operation is merely a facility lacking a creative merchandising and selling appeal. To properly realize his retailing potential he must be part of the show business, of which the record industry is a segment, and he must make use of his knowledge in his buying and selling functions. Only in this way will he have a rapport with the consumer which will make possible a fast-moving inventory which is so essential to successful retailing.

The dealer's product, in brief, must rotate; it must move. In the average good store the inventory should turn over five times yearly. In other words, with a \$30,000 inventory, the operation should do \$150,000 annually.

Exceptions

But there are exceptions to this rule of thumb, depending on the nature of the outlet. A store which carries an unusual spread of merchandise, with much of the inventory made up of catalog items, may do well with a turnover of three times yearly.

In addition to keeping abreast of popularity trends, with particular reference to his own location and clientele, the dealer should attempt a program of diversification. Such a program is applicable both to records and to accessories and other items which may yield a high profit when properly merchandised.

Many dealers, for instance, have found that the addition of economy-priced or budget merchandise to their inventory has proven very profitable. Cy Leslie, president of Pickwick International, Inc., outstanding manufacturer in this field, notes that "the under-a-dollar record album has proven to be one of the great impulse items and traffic builders in retailing history."

Name talent, Leslie adds, is starting to appear at the 99¢ level, whereas price used to be the only factor in the field. Another good field in which dealers could be more active is children's records. Ira Moss and Ralph Gould of Ambassador Records, which puts out the Peter Pan kiddie line, point out that the kiddie market is not a discount market; the product is a full profit item for dealers—and parents are in the habit of buying several records at a time, particularly the seven-inch disks. The line, which retails at 29¢ for seven-inch 45's and \$1.98 for 12-inch LP's, includes such artists as Laurel and Hardy, Captain Kangaroo, Three Stooges, etc.

While not offering flash vol-
(Continued on page 10)

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Columbia Rides Atop Charts In Most Areas

• Continued from page 1

the original cast package field, maintains its impact in this area as well. But its current strong position has been achieved primarily by the establishment as strong sellers of various individual vocal artists, some of them new and some enjoying a revival as big sellers.

Mathis' Teammates

Johnny Mathis, always a good album seller, has four on the chart. But of particular note is the impact being made by Robert Goulet, who has four; and the strongly revived Andy Williams with three (and two in the top 10), and Tony Bennett, with two in the top 15.

Joining Goulet among the newer hit makers are the New Christy Minstrels, who have both their albums on the chart, and Barbra Streisand, Steve Lawrence, Eydie Gorme, Dion and Bill Purcell, each with one album entry. The jazz dependable, Dave Brubeck, has contributed two chart winners as has the sustained seller, Jerry Vale. The Brothers Four are also on with one and the country element is represented by one each from Carl Butler and Johnny Cash. Many of these artists also have a share of the top stereo LP chart for Columbia.

At the singles level, much of the current Columbia activity has been generated by long-established artists, absent from the singles field for a considerable time. As one tradester has

noted, "It looks like a veritable fountain of youth at Columbia."

The Singles Story

Thanks to successful new approaches, often involving the use of delayed, reverb sound technique, such artists as Eydie Gorme, Steve Lawrence, Andy Williams, and now Frankie Laine, have broken big into the singles derby. Joining these on the current chart are the revitalized Tony Bennett, the hot Dion (who rarely misses these days) and a brand new group, the Rip Chords.

All this has been accomplished under the watchful guidance of Columbia Eastern pop a.&r. chief, Dave Kapralik, who in the last year has revitalized the Columbia singles picture. Working with Kapralik are dependable operators like producers Terry Melcher, Bob Morgan, Ernie Altshuler, Jim Fogelsong and arrangers Marion Evans and Bob Mersey who, as a group, have definitely got the current touch.

Kapralik, not content to ride with refurbished older talent, is constantly on the prowl for new hit makers, and only recently, inaugurated a series of teen talent auditions, winners of which are given a disk pact. He has also acquired a number of masters which are released from time to time. All these are selected by Kapralik with an eye for album potential as well as the ability to click with a single.

Col. in H'wood Has New Child In the Family



KYUNG SUN LEE

HOLLYWOOD—Kyung Sun Lee, petite Korean lass of seven, was "adopted" by 19 members of Columbia Records' local office under the Foster Parents plan.

Foster parents include Mrs. Owen Jones, Mildred Howard, Fred Slack, Irv Townsend, Bill Brittan, Harold Chapman, Jack Lattig, Ray Gerhardt, Harry Nicholson, Gene Block, Bob Murphy, Judy Lovejoy, Mike Coolidge, Terry Melcher, Jim Harbert, Jenny Gomboa, Phil Cross, Lee Lamb and Eliot Tiegel.

Monument Firm Gets Masters

HENDERSONVILLE, Tenn.—Monument Records' President Fred Foster announced master acquisitions this week. Louisville producer Ray Allen has turned over masters on three groups, the Monarchs, the Trendels and Cosmo. Foster said the first release will be "This Old Heart" b-w "Till I Hear It From You" by the Monarchs, a four-man group from Louisville.

Chicago producer Don Talty has also turned over some masters to Monument. The first etching released will be "A Man Will Cry" by Ace St. Clair, brother of the late Johnny Ace.

Foster said the Allen and Talty masters will go out on Sound Stage 7, new monicker for the former Showcase subsidiary Monument label. Due to previous established use, Monument has had to change the name from Showcase to Sound Stage 7.

Pamper Music's Hal Smith, who also operates Gaylord Records, Monument affiliate, has acquired the Rusty York master on Newstar label of "Sally Was a Good Old Girl." It was released this week through Monument.

Brenda Lee

• Continued from page 3

and "Dum Dum," makes a listener realize again the smartness of material selection that's been done for the thrush on the disk front.

Wild, rocking things like "Dynamite," "Jambalaya" and "Kansas City," are neatly interwoven with such ballads as "All the Way" and "I'll Be Seeing You," for maximum effects. Her act, incidentally, has been well-staged by Dick Barstow. The one noticeable drawback is not her fault. That's the Copa's

Fire Snuffs Out 2 Pitt Night Clubs

PITTSBURGH—Two disastrous fires ended the lives of two night clubs and put the Nixon Theater out of commission for at least three months.

A \$200,000 fire, believed to be the work of an arsonist, completely destroyed the Beau Brummell key club on April 22. The fire spread to the adjoining Nixon Theater, Pittsburgh's sole legit house, which had been showing the Columbia roadshow movie, "Lawrence of Arabia." The movie has been transferred to the Fulton Theater.

Lou Guarino, president of the newly formed World Artists Records label, is president of the Beau Brummell Club. Incidentally, a cocktail party scheduled for April 26 by Capitol Records to introduce the Gateway Trio had to be transferred to the Photographers and Artists Association on Baum Boulevard.

The following day a \$650,000 fire reduced the Vogue Terrace night club in East McKeesport to rubble and claimed the life of Trueman G. Miller, stage manager for "Annie Get Your Gun," starring Ginger Rogers.

The club, owned by Joseph Contrucci, had recently spent \$100,000 on a remodeling program to become a supper-theater operation. It had opened only a week before the big fire ended its career. Many top record names had played the Vogue Terrace during its career as a night club under the management of Andrew Chakeres, who now operates the Horizon Room, and John Bertera, owner of Holiday House.

archaic sound system, which once again provides fuzzy moments in the vocals and allows the band to occasionally overwhelm the singer.

REN GREVATT

CORRECTION

NEW YORK—An error appears on the Page One Albums listing this week. Under New Action LP's, Mono, the title "Hobo Flats," by Jimmy Smith appears as Blue Note V 8544. The label is incorrect and should be Verve. The prefix and number are correct. Billboard regrets the error and any inconvenience it may cause.

Plans Steam Ahead for Show

• Continued from page 1

cluding album covers, art and liner material. The three labels will contribute their services to the country music cause.

In addition to making the LP available to those unable to attend the affair, the album also will be distributed to all top talent buyers in the radio-TV industry, including ad agencies.

To add spice to the affair, a Tennessee walking horse will be given away as a door prize. The thoroughbred is being donated

to CMA by the Tennessee Walking Horse Breeders Association and its president, Tom Fulton, who is bringing the horse to New York and will participate in the presentation. The animal will be paraded down New York's streets to the Roosevelt Hotel, bearing a sign reading, "I am a Tennessee Walking Horse. My name is Country Music. I am on my way to the Sales Executives Club."

During the CMA's quarterly meeting here last week, it was revealed that an annual award will be started to be known as the Connie B. Gay President's Award (he was CMA's founding

president). It will be presented each year to the CMA member who has contributed the most outstanding service to the association during the year. Any CMA member will be eligible for the award with the exception of CMA's board members.

Direct Mail Sales

• Continued from page 4

each until 140 albums have been purchased. This means an expenditure of \$699 over a period of 70 months. In terms of the advance commitment to buy a specified number of sets, the deal is not unlike that of the food freezer plans some time back.

Mail order is even a factor in the kiddie record field. Golden, over the past few years, has from time to time issued mailing pieces offering "a real basic record library of good music for children." A recent offer in this series consisted of 12 LP's ("a \$35.76 value") for \$15.96.

The special pitch in this case was due to the effect that "the library is so new that it is not yet on sale in any store. We believe that this de luxe collection of children's music would cost about \$2.98 for each record if it were issued in small quantities and sold through conventional channels—a total of \$35.76."

Dealer Know-How

• Continued from page 8

ume as is the case with a hit single, such merchandise often provides year-round business plus a peak season in the fall.

As for the usual record shop accessories, such as cloths, needles, brushes, carrying cases, etc., this merchandise is best located near the check-out point, where it can easily be sold by suggestion of the clerk. The entire field of diversification, of course, is limitless—including books, transistors, tape, radios, phonographs and musical instruments. The dealer should assess his resources, his clientele and explore which diversification paths he may follow profitably.

BREAKING BIG

"Just What's Coming to You"
b/w

"Bitter Is This Heart of Mine"
by Wayne and Floyd, the Kentucky Two
Blue Angel #2000

"I'm Sorry"
b/w

"Too Young to Know"
by Kathy Lashley

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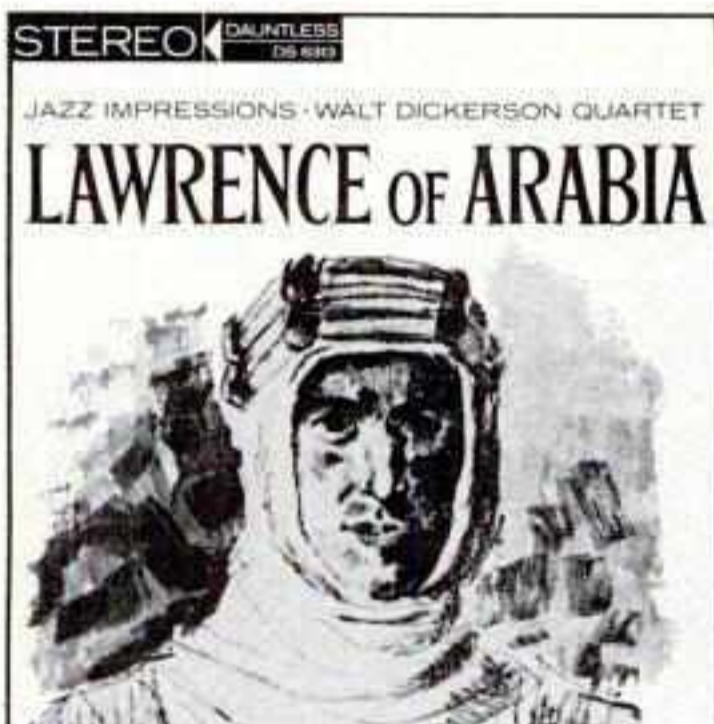
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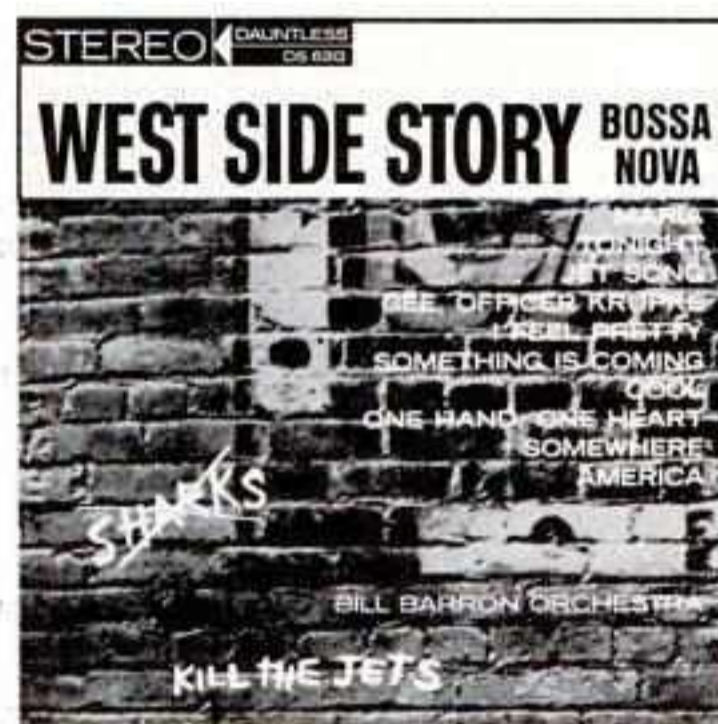
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DM4313/DS6313



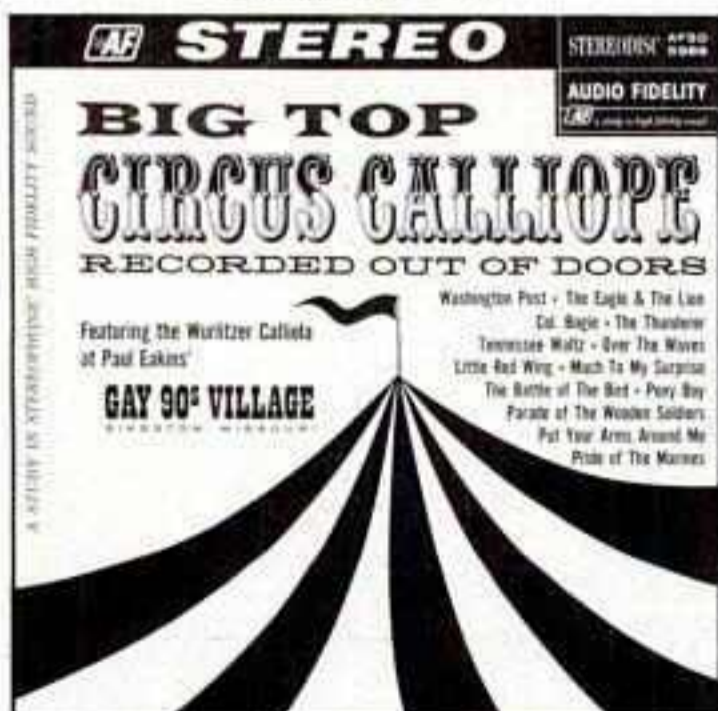
WEST SIDE STORY BOSSA NOVA
Bill Barron Orchestra
DM4312/DS6312



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AFLP 1988/AFSD 5988



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CONCERT REVIEW

Charles at Top of His Gifts;
SRO for Spirited Ray Charles

By BARRY KITTLESON

The gifted Ray Charles and company, in their third annual New York concert appearance at Carnegie (28), had the tribute paid of SRO audiences at both afternoon and evening shows.

Part I of the program featured the Ray Charles Orchestra under the capable direction of Wallace Davenport, and what might have been held by some to be a "stall," while waiting for the star, actually made for a very exciting half hour of big band sound. It featured solos from the many talented musicians, most notably Hank Crawford in "Moody Blue," in which he displayed an uncommon capacity for long, unbroken phrases and an incredibly even, sophisticated sax tone.

Mr. Genius himself was greeted with a deafening ovation and he responded with a long set of the recorded tunes which have earned him his title and his audience. He was in top form and proved a winner on all sides, though the absence of strings occasionally left an aural void where the listener has been accustomed to hearing them on his recordings.

The popular and familiar Raelets finally made it to the stage for the last group of songs, and the house began to smolder. Margie Hendricks, the leader, nearly stole the show with the venomous sense of humor with which she produces her big wailing gospel voice.

The show was everything it could be. Well paced, well presented, and of course the spell which Charles has over his audience is more than worth the price of admission.

NIGHT CLUB

Judy Henske—a
Storyville Lady

Close your eyes and you're drinking in Storyville. Well, not really Storyville—it's modern-day Greenwich Village, but the music has that rousing bluesy sound that's so often coupled with the New Orleans blues singers.

The performer is Elektra's Judy Henske and she's currently appearing at the Village Gate. She sings these blues songs with the raspy sound that's more Lizzie Miles than Bessie Smith and more Roberta Sherwood than either. She's a visual singer who pushes out the words and notes and counts a lot on stage delivery.

But, most importantly, she



JUDY HEUSKI



Ray Charles at Carnegie Hall

seems able to conjure up a kind of magic that gets to the people. She does it with pseudo-folk explanations of her songs that are psychotic as they are funny—and they are funny.

The young lady dwells on bordellos and bawdy houses with a clinical obsession and seems to tie all of her material to red-light districts from medieval to modern times. "What Are You Gonna Do When the Rent Comes 'Round," "Empty Bed Blues," "Love Henry," "I Know You Rider" and "Hooka Tooka" (a song sung by street urchin lookouts for ladies of the evening) are typical.

Sharing the billing with Miss Henske are comic Woody Allen and the Charlie Byrd Trio. Allen's whimsical ways were defined in this space a short while ago (April 20). Byrd's current program is filled with delightful sound. There's a touch of bossa nova and some fine classical and Spanish playing, but the light humor and subtle charm of the funky-tinged standards had fingers popping across the darkened club.

Riverside, for whom the guitarist records, might well look to material like his versions of "Longway From St. Louis" and "Let's Do It" for a solid album idea. There are a good many standards that lend themselves to the wit of this approach.

JACK MAHER

NIGHT CLUB

Hirt Blows It Up
At Basin Street

Al Hirt is blowing up a storm at Ralph Watkins' establishment, Basin Street East, in New

York these days. Always a crowd pleaser, Hirt and his crew are better than ever, not only musically, but also visually, due to the addition of two lookers, by names of Dorothy Gill and Elaine Tavano, who back Hirt on his occasional vocal stunts.

Hirt's trumpet work is spectacular on his virtuoso showcases, "Carnival in Venice" with variations, which brought him a solid hand opening night (29). And Hirt's work on "Down by the Riverside," "A Closer Walk With Thee" and "I Love Paris" was also solid. Hirt featured Pee Wee Spitelers' clarinet on "Tin Roof Blues," and Fred Crane's piano on "Round About Midnight" and both performers came through strongly. All in all, Hirt's Dixieland combo is a sock bet for any room and one that should do excellent business for the club.

Making his New York club debut on the same show is hit-maker Brook Benton. Unfortunately opening night Benton did more talking than singing, and the talking didn't do much to project the Benton vocal style. When Benton sings he is fine, and perhaps he should drop the patter and the interchange with the ork. Benton also could use an act, for many of his single record hits sound pretty dated these days and all they need is a fast run through.

Benton has recorded a lot of standards in his albums, and these and others with which his audiences are familiar would give him the chance to show off his remarkable three octave range.

Benton is a personable young singer and if he ever gets an act nailed down, he could become an important night club name.

BOB ROLONTZ

'... UNQUOTE'

Society band leader Meyer Davis (on why a young musician should go into Davis' line of work): "I've shown a lot of fellows the ABC's of this business. Why, a man can kick around \$5,000 a year or so, or he can come with me and make \$25,000 playing parties. My men are the real pros in this business—the money players."

Diana Dors (on making movies): "Somebody suggested that when I first went to Hollywood I ought to take along a suit of armor. You know, he had the right idea."

Larry Gore (who wrote the Smash LP ribbing "The Income Tax Man"): "I got this letter from Commissioner Mortimer Caplin and he said, 'I'm sure that many things are said about the income tax man, but I hope it will never be said that he's not a good sport.'"

Danny Kaye (on how he works): "People ask me, 'Why do you change your act each night? Isn't it dangerous?' Sure it is. But then, almost anything anyone does in this world has an element of danger. I'd rather take the chance of failing than not take any chance at all."

TV GUEST APPEARANCES
BY RECORD TALENT

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

MAY 6-12

(All Times Eastern Daylight Saving)

MONDAY 6—ERROL GARNER, TERRI THORNTON

Both appear on the Johnny Carson Tonight Show (NBC-TV, 11:15-1 a.m.). Miss Thornton's first LP is on Dauntless, and jazzman Garner's latest LP is "One World Concert" on Reprise.

MONDAY 6—TOMMY SANDS

Sands is guest on the Westinghouse tape-syndicated Steve Allen Show.

WEDNESDAY 8—PETER NERO

Victor pianist will appear on the Perry Como Show (NBC-TV, 9-10 p.m.) tonight. His latest album is entitled "Hail the Conquering Nero."

WEDNESDAY 8—MIRIAM MAKEBA

Ethnic vocalist bows on the Johnny Carson Tonight Show (NBC-TV, 11:15-1 a.m.). She can be heard on Victor, Kapp and Fiesta records.

THURSDAY 9—BROOK BENTON

Mercury recording star will appear on the Johnny Carson Tonight Show (NBC-TV, 11:15-1 a.m.).

FRIDAY 10—PEARL BAILEY

Miss Bailey makes return visit to the Jack Paar program (NBC-TV, 10-11 p.m.). She has many recordings on Roulette.

SUNDAY 12—GEORGIA BROWN, BARBRA STREISAND, CHAD MITCHELL TRIO
All will be guests of the final Dinah Shore Show of the season (NBC-TV, 10-11 p.m.). They are available on London, Columbia and Kapp records respectively.

SUNDAY 12—ANN MARGRET, AL HIRT, CLARA WARD & THE WARD

GOSPEL SINGERS
All will be seen tonight on the Ed Sullivan Show (CBS-TV, 8-9 p.m.).

SUNDAY 12—RISE STEVENS, ALFRED DRAKE, COLEMAN BLUMFELD

All are featured in an evening of light music on the Voice of Firestone (ABC-TV, 10-10:30 p.m.).

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.

RAY BARRETTO
(Tico)

BOOKING OFFICE: Alpha Artists. **BIRTHDAY:** April, 1939. **HOME TOWN:** Brooklyn. **EDUCATION:** High school. **BACKGROUND:** After a stint in the Army and a number of odd jobs, Ray Barretto's first break in the music field came as percussionist with Tito Puente. He stayed with Puente for three years, then joined the Herbie Mann Or-

chestra. He left Mann after only a few months and formed his own band, working clubs in and around New York, including the Palladium. At the recommendation of his old boss, Tito Puente, Barretto cut his first album for Tico, "Charanga Moderna." Deejay interest in the "El Watusi" track, written by Barretto, encouraged Tico to release it as a single. It was an immediate success. The Ray Barretto band will begin a nation wide tour June 14 in Los Angeles to promote this new hit.

LATEST SINGLE: "El Watusi" is starred in position 40 this week on Billboard's Hot 100 chart.

LATEST ALBUM: "Charanga Moderna."

MATT LUCAS
(Smash)

BIRTHDAY: July 19, 1938. **HOME TOWN:** Poplar Bluff, Mo. **EDUCATION:** High school. **HOBBIES:** "Dating girls with high I.Q.'s," sketching, drawing caricatures and buying LPs. **BACKGROUND:** Singer Matt Lucas began his career at 16 as a drummer sitting in with jazz bands around his home town. After he was graduated from high school the young man headed West where he worked as a drummer for strip-tease acts in Los Angeles clubs. Back in Missouri in 1956, he joined Narvel Felts' band. One night Felts asked him to sing. The audience liked it—and Lucas had a new career. He added to his talents as a performer by writing songs himself. He wrote "My Heavenly Angel," the flip side of his first big hit, "I'm Movin' On."

LATEST SINGLE: "I'm Movin' On" (No. 85) is Matt Lucas' first hit on the Hot 100.



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AWARD WINNING MOTION
PICTURE HITS
E/SE-4048



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HITS

Includes the 1963 Academy
Award Winning Song "Days Of
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**MGM
RECORDS**

THE STARPOWER LABEL

MGM Records is a division of
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BOOK REVIEW

Max Remembers Jazz

Long a first-string jazz performer and regular among the Dixieland-oriented record buyers, Max Kaminsky has taken pen and collaborator in hand and turned out an autobiography. It's called, simply enough, "My Life in Jazz," and it has been written with V. E. Hughes. The publisher is Harper & Row.

The book is filled with nostalgia and anecdotes about the greats and the near-greats, the living and the dead. It's a fine book for those interested in jazz, but not filled with the academicians' devastating dullness, nor the critics' tortured evaluations.

Kaminsky played jazz with almost everyone worth mentioning in the past 40 years: Beiderbecke, Waller, Armstrong, Krupa, Freeman, Condon, Pee Wee Russell, Teagarden, Shaw, and a raft of others; he also worked or played with many of the great names of show business and the book is filled with references and mentions of them all.

The book is filled with opinion and wit as well as anecdote, and it will make lively reading for all those who have an interest in the popular music of the past 40 years.

JACK MAHER

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Comics **Allen and Rossi** say "Hello Dere" for four weeks at New York's Hotel Plaza May 8. . . . At Boston's Blinstrub's, **Connie Francis** headlines the entire week. . . . At the Glenn Casino, Buffalo, **Al Martino** is booked through Sunday (12). . . . **Gene Pitney** plays the Meadows

Club in Moonachie, N. J. (10), and then goes in at Palisades Park for the weekend. . . . **Xavier Cugat** and **Pat Dorn** share the bandstand duties in a special concert for the AMA in New Haven's Woolsey Hall May 8. . . . **Addiss and Crofut** wind up their Blue Angel stint this week. . . . Touring **Count Basie** will be at Hanscom AFB, Bedford, Mass. (9), Amherst College (10), College of Holy Cross (11) and bows at the Terrace Room in Newark on Sunday (12). . . . **Eartha Kitt** finished her Hotel Plaza date (7) and goes in at the Apollo Theater for a week starting May 10. . . . At the Embers, **Dorothy Donegan's Trio** goes in for three weeks as of Monday (6). . . . This week the **Highwaymen** may

(Continued on page 50)

A FLASH AT PRESS TIME

NEW YORK — Band leader Enoch Light, managing director of Command Records, was named best dressed man in the recording field by the Fashion Foundation of America.

TALENT TOPICS

NEW YORK

Voluptuous thrush **Susan Smith**, whose manager, **Tim Boxer**, put her into the Sniffin' Court lounge for a showcase try, has got plenty of reaction in a week's time at the club. She has been signed by G.A.C. for the club and television bookings, has a six-side contract with Diamond Records, opens Monday (6) at the Playboy Club in Chicago for two weeks, the Club Morocco in Winnipeg on August 12. . . . **Michele Robinson** gave birth to her first child (27) at Long Island Jewish Hospital. The little lady's name is **Lisa Beth** and she's a healthy eight-pounds plus. Pop is **Paul Robinson** of London Records. . . . **Georgia Brown** who was doing the midnight show at the Blue Angel just last month has been begged back for another two weeks later this month. . . . **The Virginians**, folk group who record for Colpix, were presented in concert April 20 as a gift of the Virginia Polytechnic Institute, Cotillion Club to the student body in celebration of the club's 50th anniversary. More than 4,000 students turned out. . . . **Liberty's Timi Yuro** left for the West Coast to prepare her act for New York's Copacabana with arranger **Joe Zito** and she'll cut her next singles session out there. It will be her first opportunity to spend much time in her newly purchased Hollywood home. . . . MGM plans an elaborate and spectacular musical entitled "Say It With Music," which will feature a score by **Irving Berlin**, who celebrates his 75th birthday in May. Score will be composed of many of

the already famous Berlin melodies as well as a number of new songs. . . . **Charles Magnate**, accordionist on the Command label, will embark on a six-week concert tour throughout the country this week during which he will promote his latest album release. . . . **Guy Lombardo** has been named the first "honorary Admiral of the Hope Fleet" by the board of directors of Project Hope. The organization sponsors the mercy missions of the S.S. Hope, medical ship, to underdeveloped nations. . . . Having learned to dance for the film "Bye Bye Birdie," **Bobby Rydell** is going to sing and dance the role of "Riff" this summer in "West Side Story." The stock package will play in Warren and Columbus, Ohio, the first two weeks in August. Included in the cast are **Larry Kert** and **Barrie Chase**. . . . Capitol's **Ernie Ford** has cut an album of religious songs with the Protestant choir of California's San Quentin prison.

BARRY KITTLESON

SAN FRANCISCO

The teen-age night club market is gaining, and as a result a new night club catering only to the "young adult" set has been opened in suburban Redwood City. Its name is Peppermint Stick, and it sells only soft drinks in pre-mix vending machines. Name bands and recording stars are featured in the club, which permits dancing. Currently appearing is a continuing engagement is **Bobby Freeman**. . . . **Stella Brooks** has succeeded **Barbra Streisand** at the hungry i in San Francisco. She returns to the club which

she helped start several years ago—the first act ever booked at the i. . . . **Stan Kenton** has been signed to play at the Off Broadway for 10 days, starting August 30. . . . **Earl (Fatha) Hines** opens at Slim Jenkins' place in Oakland on May 15. . . . A special local concert by ultra-modern Longshoremen's Auditorium May 7. . . . Radio Station KDIA, Oakland, now has an all-night jazz show handled by **John Hardy**. . . . **Shelly Manne's** quintet is now at the Jazz Workshop in San Francisco. . . . The Sugar Hill has **Junior Mance Trio** with singer **Joe Williams**. . . . A few one-night stands have been scheduled in Northern California localities by **Woody Herman** and his band. He will play down in Merced on May 19, at Fairfield on the 22d, and then opens at the Claremont Hotel, Berkeley for a long engagement starting May 23.

CHICAGO

Our man **Sig Sakowicz** interviewed songwriter **Jimmy McHugh** for a special "Salute to Jimmy McHugh" show to be taped for AFRS (Greenland) and WAKE (Wake Island). Jimmy's latest is "The First Lady Waltz" in honor of the First Lady. It's sung by **John Gary** on Ace. . . . Bad press or no, the Playboy is still doing SRO business here. Headlining the show is comic **Jackie Gayle**, whose dry wit takes some beautiful pokes at the club's troubles. Gayle, incidentally has the same manager as **Lennie Bruce**—Bruce's mother. . . . **Oscar Brown Jr.**

(Continued on page 28)

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The world's finest facilities are now available to you for every conceivable recording, re-recording, editing and mastering purpose. All the Columbia Studios at your command are magnificently equipped and completely adaptable to your specific requirements. You'll find four multimillion-dollar installations located in the most accessible sections of the country. So, if you're interested in recording versatility and acquiring the finest engineering skills in the industry, you're invited to contact us for complete information and rates.

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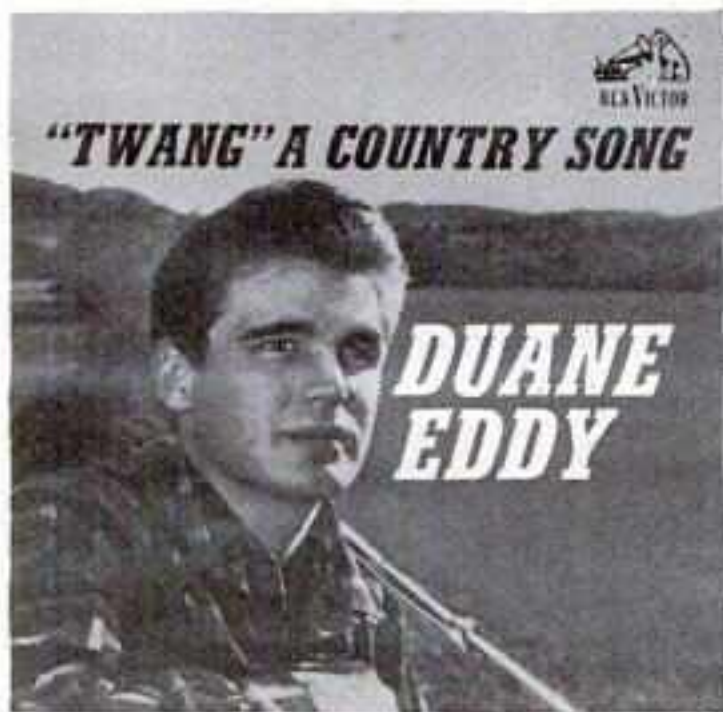
CHICAGO—630 North McClurg Court; WH 4-6000; James Felix, Manager.

NASHVILLE—(Bradley Studios) 804 16th Avenue South; AL 4-5578; Bill Denny, Manager.

SURE SIGNS OF SPRING



BREEZY: ATKINS Chet jets all over the world to sing the praises of such fascinating spots as Nairobi, Rome, London and South America. A fine L.P. in the profit-proven Atkins tradition. LPM/LSP-2678



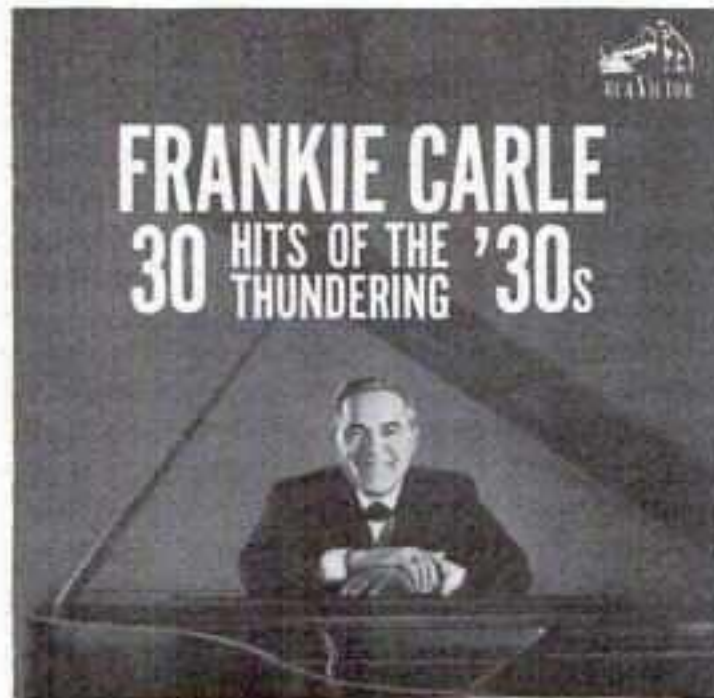
BRIGHT: EDDY The big boss guitar stomps back to the country and his happy returns are some sounds that are really "down home." The swinging harvest will reap bushel baskets of sales. LPM/LSP-2681



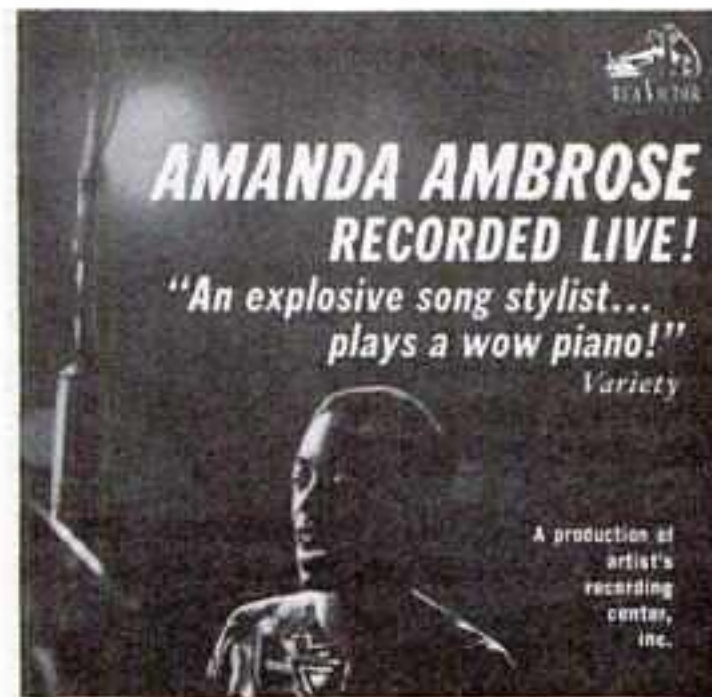
BRILLIANT: SNOW An ever popular country artist is set for another selling spree with a first class new album that's a musical whirl of country hopping. His vocal visits are in very high style. LPM/LSP-2675



BLOOMING: PRINGLE A premiere performance by a towering new talent with a startling new sound. His powerful bass-baritone voice performs with a uniqueness that's big sales material. LPM/LSP-2689



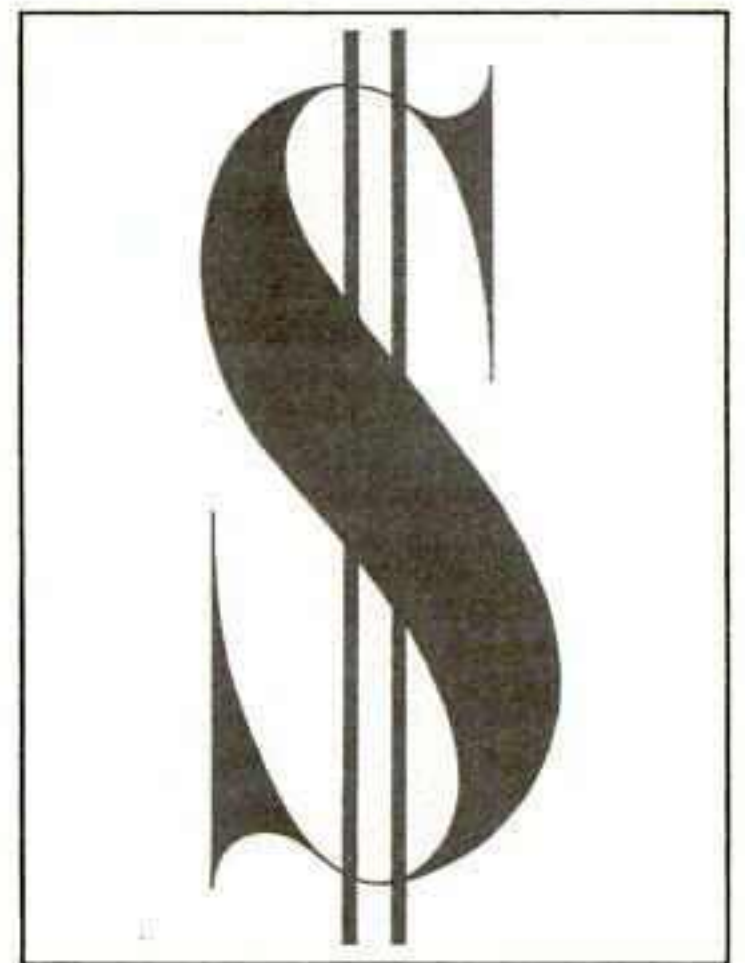
BOUNCY: CARLE Frankie turns back the music pages of history to present a melodic monument to the '30s. A ballad-barrelhouse package perfect for dancing, listening and selling. LPM/LSP-2593



BUBBLING: AMBROSE A dynamic, compelling new personality that combines a driving piano with a belting voice to produce the season's most spirited and fresh pop, jazz and gospel sound. LPM/LSP-2696



BLOSSOMING: THE WAYFARERS A dynamic album debut by a young group that's headed non-stop to the top. The rich array of folk tunes caters to a growing young market. LPM/LSP-2666



BOUNTIFUL: In total, this brilliant release represents the refreshing thing about spring. Rich new sounds! Profit-proven performers! Everything you need to make May a very merry month of money making.

PLUS THREE FOR ALL SEASONS . . . Pernel Roberts—"Come All Ye Fair and Tender Ladies" LPM/LSP-2662. The Marty Cooper Clan—"New Sounds . . . Old Goodies" LPM/LSP-2694. Homer & Jethro—"Zany Songs of the '30s" LPM/LSP-2455

AND FOUR FOR GOOD MEASURE A DYNAGROOVE SPECTACULAR!

The National Cultural Center Presents:
The United States Army Band LPM/LSP-2685. The United States Air Force Band LPM/LSP-2686. The United States Marine Band LPM/LSP-2687. The United States Navy Band LPM/LSP-2688

RCA VICTOR
The most trusted name in sound

Blue Note Brings on Jazz Reserves to Stay Potent

BY JACK MAHER

NEW YORK—Blue Note Records, in the midst of one of its most successful periods in a 25-year history, has survived a number of artists losses that might have crippled a label with less depth of talent. During the past year, Blue Note lost three of its best selling acts.

Billboard Best Selling JAZZ ALBUMS

As reported to Billboard by Jazz Dealers in Major Markets.

- | This Month | Title, Artist, Label & No. |
|------------|--|
| 1. | BACK AT THE CHICKEN SHACK—Jimmy Smith, Blue Note 4117 |
| 2. | WATERMELON MAN—Mongo Santamaria, Battle 6120 |
| 3. | JAZZ WORKSHOP REVISITED—Cannonball Adderley Sextet, Riverside RM 444 |
| 4. | LES McCANN LTD. PLAYS THE SHAMPOO AT THE VILLAGE GATE—Pacific Jazz PJ 63 |
| 5. | THIS TIME BY BASIE: HITS OF THE 50's & 60's—Count Basie, Reprise R-6069 |
| 6. | SINATRA-BASIE—Frank Sinatra & Count Basie, Reprise R 1008 |
| 7. | JAZZ SAMBA—Stan Getz & Charlie Byrd, Verve V 8432 |
| 8. | HERBIE MANN AT THE VILLAGE GATE—Atlantic 1380 |
| 9. | BLUE GENES—The Three Sounds, Verve 8513 |
| 10. | I'VE GOT A WOMAN—Jimmy McGriff, Sue LP 1012 |
| 11. | HOBO FLATS—Jimmy Smith, Verve 8544 |
| 12. | JAZZ IMPRESSIONS OF BLACK ORPHEUS—Vince Guaraldi Trio, Fantasy 3337 |
| 13. | AFFINITY—Oscar Peterson Trio, Verve V 8516 |
| 14. | SOUL SUMMIT—Gene Ammons with Sonny Stitt & Jack McDuff, Prestige PR 7234 |
| 15. | BAD BOSSA NOVA—Gene Ammons, Prestige PR 7257 |
| 16. | TAKING OFF—Herbie Hancock, Blue Note 4109 |
| 17. | BOSSA NOVA U. S. A.—Dave Brubeck Quartet, Columbia CL 1998 |
| 18. | SCREAMIN'—Brother Jack McDuff, Prestige 7259 |
| 19. | BOSSA NOVA PELOS PASSAROS—Charlie Byrd, Riverside RM 436 |
| 20. | TOKYO BLUES—Horace Silver, Blue Note 4110 |
| 21. | JAZZ SAMBA ENCORE—Stan Getz and Luiz Bonfá, Verve V 8523 |
| 22. | FROM THE HEART—Hank Crawford, Atlantic 1387 |

NEW ACTION LP's

- MIDNIGHT BLUE—Kenny Burrell, Blue Note 1885
 THIS IS HOWARD ROBERTS—COLOR HIM FUNKY—Capitol T 1887
 MOMENT OF TRUTH—Gerald Wilson, Pacific Jazz 61

BEST SELLING VOCAL JAZZ ALBUMS

- BROADWAY—MY WAY—Nancy Wilson, Capitol T 1828
- GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD—Everest 1208
- BLACK AND BLUE—Lou Rawls, Capitol T 1824
- LAMBERT, HENDRICKS & BAVAN RECORDED "LIVE" AT BASIN ST. EAST—RCA Victor LPM 2635
- BACK TO THE BLUES—Dinah Washington, Roulette R 25189

Organist Jimmy Smith moved to Verve, the Three Sounds joined Mercury and Art Blakey and the Jazz Messengers went to Riverside Records. The label has been filling the void in its artist roster by signing new musicians and by continuing to develop veteran artists in new formats that are bringing them wider recognition.

Pianist Herbie Hancock, of course, has to be one of the outstanding new talents in jazz. His first album for Blue Note featured the original version of "Watermelon Man" which saw some chart action as a single. Don Wilkerson is another tenor saxist with a large potential in

(Continued on page 50)

Filipino Label Makes Only Jazz

MANILA, P. I.—The formation of a new record company in this country has been a precedent setter. The label, Tonvel Records, is the first label to be born in the Far East expressly for the recording of jazz. The firm has been formed by a group of Filipino musicians under the leadership of drummer Tony Velarde, alto saxist Lito Molina and bassist Johnny Gonsalvez.

Among the staff members of the new label are Angel Pena and Nestor Robles, two of the leading composer-arrangers in the country. Pena, as a matter of fact, is known for his work as a composer who works closely with classical and jazz themes. Robles has been musical director in motion picture industry. The first record to be released by the company is a single in the bossa nova vein.

Monte Kay Signs Bernard Peiffer Duo

NEW YORK—Bernard Peiffer, absent from the jazz scene for some time, will be making a concerted bid for bookings in the next few months. The pianist is now handled by the Monte Kay office which has negotiated a string of community and civic concerts with Columbia Artists Management for the 1964 season. Peiffer is now working in duo form with bassist Gus Numeth and has recorded an album for Kay's new FM Records label. The album was recorded

JazzScope

Lucky Thompson is back in action in the U. S. The vet tenor saxist is featured in his first American recording in some time in "Lucky Thompson Plays Jerome Kern" on the Prestige Moodsville subsid. . . . Two Prestige albums have won awards from Hughes Panassie's Hot Club of France: Willis Jackson's "Cookin' Sherry" and Jimmy Forest's "Out of the Forest." . . . John Lewis has been named musical supervisor for the Monterey Jazz Festival. The West Coast jazz bash will be held again from September 20 through 22. . . . Jeanne Lee and Ran Blake are on extended tour of Europe. They will be there through the summer. They left in April. They play the E.N.A.L. Club, Rome, and the Hotel Neptune, Bergen, Norway.

For that "Where Are They Now" file you might try Jess Stacy, he was last heard from at Paul's Steak House in Hollywood. Herman Chifson is playing at Nob Hill in Manhattan. Helen Ward sings every Sunday at Tony's in Pleasantville, N. Y. . . . You can look for Tom Wilson at Columbia Records soon. The young jazz a.&r. man, who recently took over those chores at Audio-Fidelity, made quite an impression on Goddard Lieberson when he appeared on the same N.A.R.A.S. panel with the Columbia chief executive. . . . Nostalgia and strong middle of the road jazz will hold the day on two up-coming albums. First Dickie Wells is being presented on a forthcoming Impulse album and Earl Hines will make his first for Capitol with Stan Kenton conducting the ork.

Sonny Rollins goes to the Jazz Workshop in San Francisco May



The Atlantic jazz star, HANK CRAWFORD, hits a hotter selling pace with each new album release. His latest Atlantic LP, "FROM THE HEART," is the third of three winners Crawford has cut for the label. His previous albums are "MORE SOUL" and "THE SOUL CLINIC." (Advertisement)

21 for two and then on to the It Club in Los Angeles from June 3 to 9. . . . Chris Connor, Herbie Mann and Maynard Ferguson are doing a Carnegie Hall concert May 24. . . . Verve Records has a big one in the bank with the new Cal Tjader set recorded April 23-25 to be called "Several Shades of Jade." The album should cause a flurry of covers for its hard-hitting Lalo Schiffrin ork charts which make unusual use of Far Eastern themes. . . . Speaking of Verve, the new Jimmy Smith LP "Hobo Flats" got its name in the last hour of the date. Seems the album was scheduled to be called "Bossa Nova Meets Country and Western" but the "Hobo" tune, recorded last, put it in a groove similar to "Chicken Shack" and "Midnight Special" the artist's most recent and first LP's on Blue Note. JACK MAHER

NEW ORLEANS' CLUB PUSH

NEW ORLEANS—The New Orleans Jazz Club is preparing to launch an intensive membership campaign to interest all organizations associated with the music to join as associate members. The N.O.J.C. has been cooperating with other jazz clubs in the country by making its radio programs, publications and concert facilities available to other jazz organizations, and now will seek a tighter relationship with them.

In revealing the new member-

live at a concert at the Montreal Jazz Festival. Peiffer is also slated for an appearance on the Johnny Carson "Tonight" stanza Tuesday (7).

ship push, Harry V. Souchon, president of the club, said that a number of projects are now in the planning stage which will be of definite interest to other jazz outfits around the country. Among them are concert tours, traveling exhibits, an annual film festival and an illustrated lecture series.

The club also reports that it is cramped for space in its Du-maine Street museum headquarters. Some 5,000 new items have been added of which only a small percentage can be displayed because of space limitations. Among the memorabilia are Louis Armstrong's first bugle, which he played at the Milne Boys Home, as well as (Continued on page 50)

Jazzmen on Air Show

NEW YORK—Westinghouse radio has syndicated and is supplying the "Two Worlds of Jazz," a music and talk show, to affiliates and those stations interested in using it. "Two Worlds of Jazz" is an hour program that has a permanent panel of a Catholic priest, Father Norman O'Connor; a Lutheran minister, Pastor John Gensel, and jazz critic Nat Hentoff.

The series was conceived and developed at WINS, Westinghouse affiliate in this city. It

began November 18 and about 25 hours have been produced to date. It is believed that the shows being offered under syndication are the same programs already taped for broadcast here.

The show discusses the problems of musicians and the society in which they live. Each show has a guest artist who is interviewed. Among those on in past weeks have been Paul Winter, Quincy Jones, Duke Ellington, Diz Gillespie, Charlie Mingus, Max Roach and Abbe Lane.

Coming on this page in future weeks:

Next week:
Classical Music

May 25 issue
Folk Music

June 1 issue
Gospel & Religious Music

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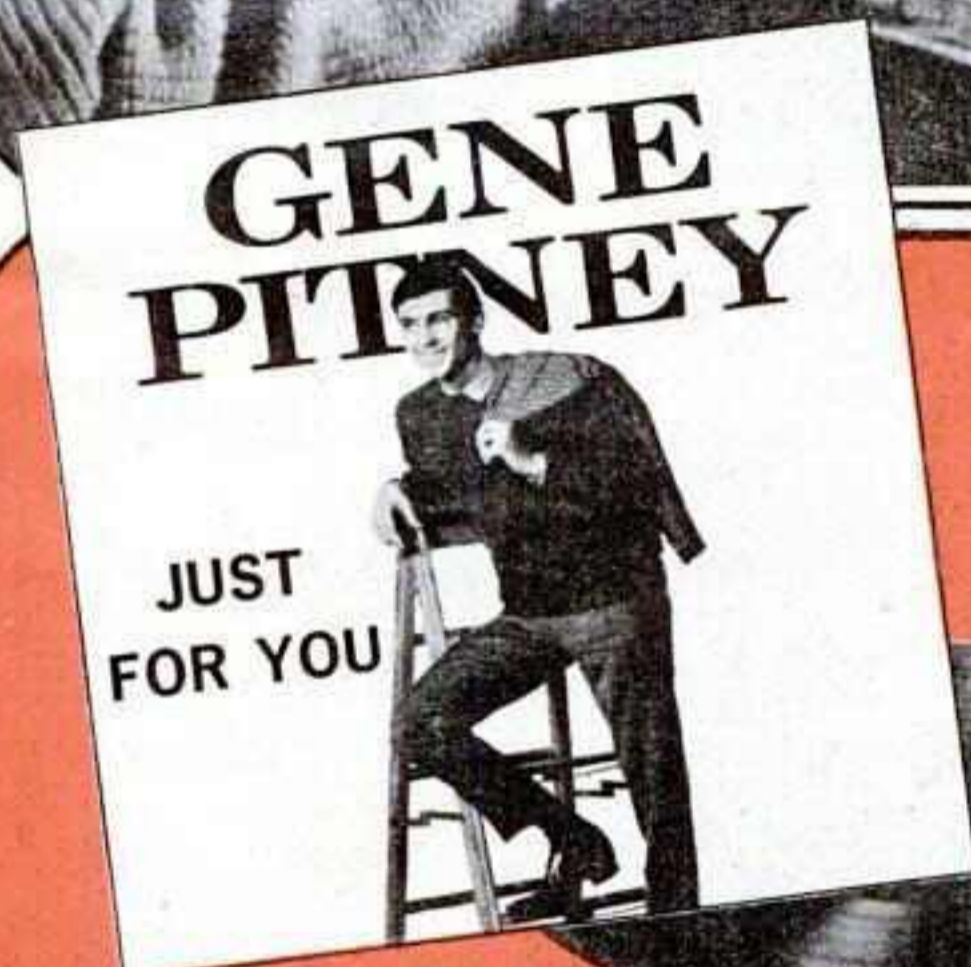
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BONNY BROOKS

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"THE YEAR THAT GAVE ME YOU"

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COUNTRY MUSIC

COUNTRY MUSIC CORNER

By BILL SACHS

Hickory Records artist Ernest Ashworth was a recent Cincinnati visitor, accompanied by Billy Hogan, Huntsville, Ala., music publisher and writer. While in the Queen City, Ernie visited the Jimmie Skinner Music Center, country music headquarters, to plug his new release, "Talk Back, Tremblin' Lips" b.w. "That's How Much I Care." Former is a John D. Loudermilk tune, and the latter was clefted by Ashworth himself.

Ray Baker, manager of Tuckahoe Music, Inc., and Open Road Music, Inc., both with offices in Madison, Tenn., reports that One-Four-Two Music of London is repping the firms' catalogs in the British Isles. . . . Lee Thomas, formerly active in radio in New England and more recently engaged in TV and club work out of Albany, N. Y., is mourning the passing of his father, George H. Thomas, former drummer and singer, who died recently in the VA Hospital, Albany, after a lengthy illness. . . . Herb Shucher, now handling promotion and publicity for Don Pierce's Starday Records, last week completed a swing of Miami, New Orleans, Houston, Dallas, Oklahoma City and Memphis, where he worked with Starday distributors and area deejays in promoting the sales of the Starday album line through the rack jobbers and sales of Starday and Minaret singles through the one-stops.

"Grand Ole Opry's" Flatt and Scruggs are routed through May as follows: Danville, Va., May 7; Lynchburg, Va., 8; Roanoke, Va., 9; Spartanburg, S. C., 10; Greensboro, N. C., 11; Washington, 12; Norfolk, Va., 18; Baltimore, 19; Ridgeway, Va., 20; Thompson Station, Tenn., 23; Bloomfield, Ind., 24; Rochester, N. Y., 25; Manassas, Va., 26; Trion, Ga., 30, and Gainesville, Ga., 31. . . . The Willis Brothers display their wares at Canton, Ohio, May 11; Kankakee, Ill., 15; Marshalltown, Ia., 18, and Hodginsville, Ky., 31. . . . Ernest Tubb and His Troubadours make stops at Marietta, Okla., May 14; Dallas, 19, and Las Vegas, 29.

Before embarking on their three-week tour of the British Isles May 30, Jim Reeves and His Blue Boys are set for single engagements in Medford, Ore., May 8; Portland, Ore., 9; Olympia, Wash., 10; Renton, Wash., 11; Post Falls, Idaho, 12; Lynwood, Wash., 15; Blaine, Wash., 16; Belfair, Wash., 17, and Salem, Ore., 18. . . . Lonzo and Oscar's May bookings carry them to Mansfield, Ohio, May 8; Warren, Ohio, 9; Toledo, 10; Trenton, N. J., 11; Norwalk, Conn., 14; Quincy, Mass., 15; Bridgeport, Conn., 16; New Haven, Conn., 17; New Britain, Conn., 18; Binghamton, N. Y., 21; Waterbury, Conn., 22; Schenectady, N. Y., 23; Albany, N. Y., 24; Rochester, N. Y., 25; Mulberry, Ind., 26; Chicago, 29, and Chicago Heights, Ill., 30-31.

Johnny and Jonie Mosby will head for Texas soon to work 10 dates along with Ralph Mooney. Following the Texas trek, the trio jumps into Nashville for a session for Columbia. It will mark Mooney's first Nashville record date. . . . On May 6, Slick Norris concluded a six-year association with Webb Pierce as promotion manager. Webb's promotion duties are now being

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY FOR WEEK ENDING 5/11/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	STILL Bill Anderson, Decca 31458	12
2	1	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	9
3	5	ACT NATURALLY Buck Owens, Capitol 4937	5
4	3	IS THIS ME Jim Reeves, RCA Victor 3127	14
5	4	END OF THE WORLD Skeeter Davis, RCA Victor 8098	21
6	6	YELLOW BANDANA Faron Young, Mercury 72085	11
7	10	WALK ME TO THE DOOR Ray Price, Columbia 42658	11
8	7	DON'T LET ME CROSS OVER Carl Butler, Columbia 42593	23
9	9	NOT WHAT I HAD IN MIND George Jones, United Artists 528	14
10	11	TAKE A LETTER, MISS GRAY Justin Tubb, Groove 0017	5
11	8	LEAVIN' ON YOUR MIND Patsy Cline, Decca 31455	13
12	27	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	2
13	15	COLD AND LONELY Kitty Wells, Decca 31457	7
14	12	HEAD OVER HEELS IN LOVE WITH YOU Don Gibson, RCA Victor 8144	6
15	24	THE MAN WHO ROBBED THE BANK AT SANTA FE Hank Snow, RCA Victor 8151	3
16	25	THE ONLY GIRL I CAN'T FORGET Del Reeves, Reprise 20158	3
17	22	YESTERDAY'S MEMORIES Eddy Arnold, RCA Victor 8160	3
18	19	SECOND HAND ROSE Roy Drusky, Decca 31443	21
19	20	MY FATHER'S VOICE Judy Lynn, United Artists 571	4
20	30	PLEASE TALK TO MY HEART Country Johnny Mathis, United Artists 536	9
21	-	PEARL PEARL PEARL Lester Flatt & Earl Scruggs, Columbia 42755	1
22	-	ROLL MUDDY RIVER Wilburn Bros., Decca 31464	1
23	13	YOU TOOK HER OFF MY HANDS Ray Price, Columbia 42658	11
24	14	CIGARETTES AND COFFEE BLUES Marty Robbins, Columbia 42701	8
25	29	HALF A MAN Willie Nelson, Liberty 55532	5
26	26	FLYIN' SOUTH Hank Locklin, RCA Victor 8156	4
27	-	SHOES OF A FOOL Bill Goodwin, Vee Jay 501	1
28	28	GOODBYE KISSES Cowboy Copas, Starday 621	3
29	-	SWEET DREAMS (Of You) Patsy Cline, Decca 31483	1
30	17	SHEEPSKIN VALLEY Claude King, Columbia 42688	8



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3 BIG

COWBOY COPAS

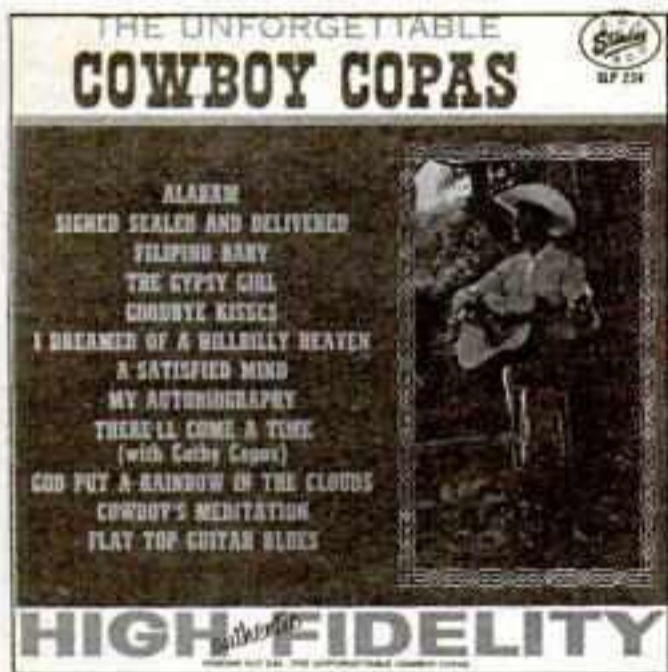
HITS ON OUR HANDS

Climbing Up The Charts

GOODBYE KISSES-621

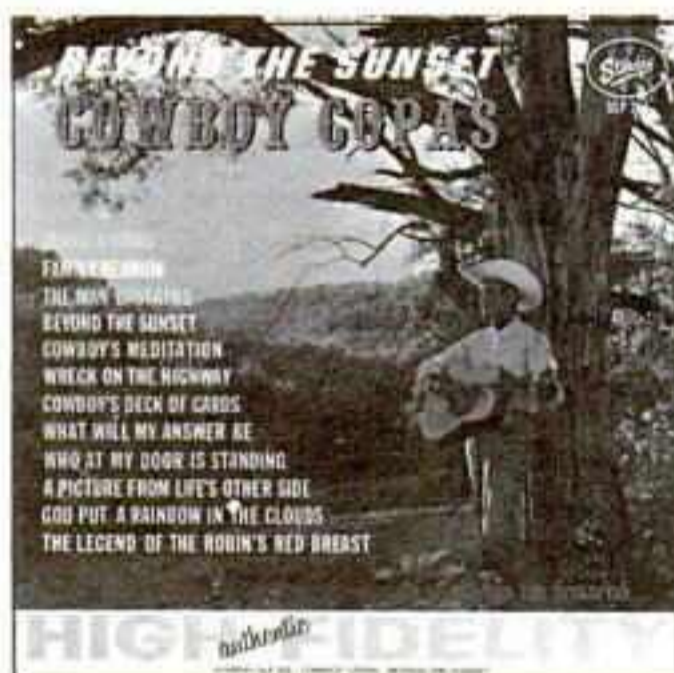
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SLP 212 BEYOND THE SUNSET COWBOY COPAS



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COUNTRY—SACRED—BLUEGRASS—WESTERN—OLD TIME

handled by a member of the staff of Jim Denny's Cedarwood Publishing Company in Nashville. . . . Jack Allen, of Town & Country Enterprises, Amarillo, Tex., has a package comprising Webb Pierce, Red Sovine and the Gadabouts, Dottie West and George Morgan set for Amarillo May 31, and Tucumcari, N. M., June 1. Allen is also lining up six June dates for a package headed by Kitty Wells, and 11 dates for another unit featuring Stonewall Jackson.

The Honorable Elbert N. Carvell, governor of the State of Delaware, has proclaimed the week of May 20 as Country Music Time in Delaware, and Jimmy Martin and the Sunny Mountain Boys and "Grand Ole Opry's" Loretta Lynn and String-

bean have been selected to kick off the celebration with a show at the Milford Theater, Milford, Del., May 20. Prior to the show, Lieut. Gov. Gene Lamot is slated to welcome the performers at a cocktail party. On Tuesday, May 21, Martin and his combo will headline a show at the Capitol Theater, Dover, Del., and Wednesday (22) at the Salesianum Auditorium, Wilmington. Dates for the Delaware festival were arranged by the Barbara Martin Agency.

May bookings announced last week by J. Hal Smith, of Curtis Artists Productions, Goodlettsville, Tenn., stack up as follows: Ernest Tubb and His Texas Troubadours, Bandera, Tex., May 10; Riviera, Tex., 11; Houston, 12; Marietta, Okla., 14;

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Paris, Tex., 15; Ville Platt, La., 16; Houston, 17-18; Dallas, 19; Los Angeles, 22-23; Santa Clara, Calif., 24; Goshen, Calif., 25; Hamilton AFB, Calif., 26; Bakersfield, Calif., 27; Las Vegas, 29, and Phoenix, Ariz., 30; **Jim Reeves and the Blue Boys**, Medford, Ore., May 8; Portland, Ore., 9; Olympia, Wash., 10; Seattle, 11; Spokane, 12; Lynnwood, Wash., 15; Blaine, Wash., 16; Belfair, Wash., 17; Salem, Ore., 18; **Buck Owens and the Buckaroos**, Las Vegas, May 16-29; **Leon McAuliff and the Cimarron Boys**, New York, May 10-12; Washington, 14-15; Oklahoma City, 17; Wichita, Kan., 18; Chanute, Kan., 23; Enid, Okla., 24; Wichita, Kan., 25; Carroll, Ia., 28; Marion, Ia., 29; Shenandoah, Ia., 30, and Topeka, Kan., 31.

Smitty Smith and **Cecil Surratt**, West Virginia country singers, were recent visitors to Cincinnati to record a session with King Records. While in town, the lads did an interview session with **Jimmy Logsdon**, host of WCKY's "Jamboree." Other recent visitors on the Logsdon air show were **Bill Dudley**, who plugged his latest disk, "I'm Here Just to Get My Baby Out of Jail"; **Bill Johnson**, who made a pitch on his new one, "Big Bill Johnson," a take-off on "Sheepskin in the Valley," and **Jimmy Murphy**, who did his "I Long to Hear Hank Sing the Blues," a hot country item in the WCKY listening area at the moment. Logsdon's new platter, "Mother's Flower Garden," has just been released by King. Flip is "I Know You're Married But I Love You Still."

Bob Lunningham, of Farmingham, N. M., is handling the bookings on **Bill Goodwin** and **His Country Tunesmen**, who have been keeping busy in the Southwest the last two months. Bob is also handling the promotion on Goodwin's new Vee Jay recording, "Shoes of a Fool." . . . **Fred Roy**, of Acadia Records, is releasing a new **Billy Wallace** album, titled "Billy Wal-

lace Sings His Hits," in conjunction with **Howard Vokes**, of Vokes Music, New Kensington, Pa. . . . A new label, Ark Records, has just made its debut in Cincinnati. Heading up the new firm are **Roy Shepard** and **Adam Colwell**. They have just cut eight sides with **Jimmy Murphy**, formerly heard on Columbia and RCA Victor. His first release is "I Long to Hear Hank Sing the Blues," which has been netting solid play on WCKY, Cincy's top country station. Flip is "Swing Steel Blues," with **Paul**

Smith. Murphy also has a country spiritual coming up soon on the label, "My Feet's on Solid Ground" b.w. "Wake Me Up, Sweet Jesus." Deejays may obtain copies by writing to Ark Records, 795 E. McMillan, Cincinnati 6.

Jockeys looking for programming material may write to **Connie Hall**, 65 Pelly Road, Independence, Ky., for a copy of her latest Decca release, "Don't Tempt Me," written by **Skeeter Davis**, b.w. "It's Not Revenge I

Want," and to **George Kent**, P.O. Box 4913, Dallas 6, for his new Dial Records release, "Me and Tina" b.w. "I Got Hurt All Over Me." Put your request on your station's letterhead.

Rod Kettler is handling the managerial reins on **Billy Gray's** newly organized Western swing band, which recently concluded a four-week stand at the Golden Nugget, Las Vegas. Gray was formerly for 12 years leader of **Hank Thompson's Brazos Valley Boys**. . . . **Kingston Records**,

new label with headquarters in Reading, Pa., last week issued its first release. Both sides were waxed by **Sonny Miller and the Happy Valley Boys**, regulars on "New Dominion Barn Dance," Richmond, Va. . . . **Al Rogers**, who spins the c.&w. disks at KBUY, Amarillo, Tex., is set with his **Rocky Mountain Boys** for Hobbs, N. M., May 18; Clovis, N. M., 24; Pyote, Tex., 25; Roswell, N. M., 26; Colorado Springs, Colo., 31; Denver, June 1, and back to Colorado Springs for June 2.



friends?

(TODAY I MET) THE BOY I'M GONNA MARRY

by DARLENE LOVE

Philles 111

DA DOO RON RON (WHEN HE WALKED ME HOME)

by THE CRYSTALS

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"TEENAGE LETTER"

Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"

SUN #384

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With

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(I Can't Stop Loving You)
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(I Can't Stop Loving You)
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(I Can't Stop Loving You)
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2 NOMINATIONS
(I Can't Stop Loving You) (Born to Lose)

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**TAKE THESE
CHAINS FROM
MY HEART**

ABC-PARAMOUNT 10435

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**MODERN SOUNDS
IN COUNTRY &
WESTERN MUSIC**

ABC-PARAMOUNT ABC 410

**MODERN SOUNDS
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VOL. II**

ABC-PARAMOUNT ABC 435

**RAY CHARLES
GREATEST HITS**

ABC-PARAMOUNT ABC 415

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R & B ROUNDUP

By NICK BIRO
(Chicago Office)

The Midwest's first all-Negro-owned-and-operated radio station is slated to start in East Chicago Heights May 15. WMPP will have what is described as a "jazz and middle-of-the-road pop format with a touch of blues for flavor." New program director is Jesse Coopwood, formerly with WGRY and WCA, Gary, Ind. Deejays include McKie Fitzhugh, formerly with WGES (now WYNR) and owner of McKie's Disk Jockey Show Lounge on Chicago's South Side, one of the city's few remaining jazz bistros; Jay Courtney, formerly with WMAQ and WSBC-FM, and Bernie Hayes, who will also double as news director. Owners are William Marden and Charlie Pinckerd of Seaway Broadcasting Company. Marden will serve as president and general manager. The station will transmit 1,000 watts at 1470 kilocycles, a regional clear channel spot and will start as a daytime operation. . . . Frank (Jivin' Gene) Barrow exits

KZAM-FM, Seattle, for a Southern swinger. He's slated to hit the air May 15.

Don Robey announced the addition of Eddie Silvers to the Duke-Peacock team of a.&r. men. Eddie is known for his work with Fats Domino as arranger and tenor sax man, with Bill Doggett and Paul Williams, and with the Ike and Tina Turner Orchestra. Eddie's biggest arrangement was "Mama Didn't Lie" by Jan Bradley. Eddie's also happy about a new baby girl addition to his family. . . . Duke just signed Lois Foreman, lush-thrush from Miami Beach. She's a former Florida A & M graduate with a history of gospel singing with the Gospel Caravans. . . . Bill Doggett just waxed a bundle for Columbia.

AND HERE ARE THE PICKS: Morton (Doc) Downey, KUDL, Kansas City, "Tie Me Kangaroo Down" from the Rolfe Harris "Sun Arise" LP on Epic. The tune is coming as a single but Downey is already on it from the album. Downey is

also on "Danny," the flip side of Leslie Gore's Mercury waxing, "It's My Party—I'll Cry When I Wanna." . . . Eddie Thomas tells us that "One of These Days" by the Cotillions on ABC-Paramount broke in Memphis. Thomas also reports Baltimore, Philadelphia and Chicago action on "Sad Sad Girl and Boy" by the Impressions, ABC-Paramount. . . . Onederful's "Shake a Tail Feather" by the Five Dtones is picking up in Los Angeles, Washington, Pittsburgh, New Orleans and New York. It first broke in Chicago.

Billy Storm had a picnic with Enoch Gregory and Larry Wynn of Chicago's WBEE at a special record hop that turned into an SRO proposition. Carl Proctor of Summitt set the thing up. Billy goes on to Cleveland, Pittsburgh and finally New York to promote his new Buena Vista album. . . . Congratulations to Gunther G. Hauer who joins the Jamie-Guyden labels in a promotion post. . . . Georgie Woods, of WDAS, Philadelphia, reports good action on the Supremes' "My Heart Can't Take It No More." . . . Chuck James of WDAS has virtually adopted 64 boys. He is taking them on trips to such places as Coney Island. He is also throwing them a rock and roll show—all at his expense. Chuck simply feels many of the boys have had some bad breaks and deserve something good for a change. . . . Al Kelly, Philadelphia, picks "Strange World" by the Majestics on Linda. He also writes that Baby Washington has one of the hottest records in Philly with "That's How Heartaches Are Made" on Sue. The only hotter sounds are the Joey Dee's and Dovells' records."

South Talent Hunt Draws Youngsters

SMITHFIELD, N. C.—Bar-Cone Associates' talent hunt, which will culminate with a competition at the Plantation Inn, Raleigh, N. C., May 9-10, has drawn scores of young performers from this part of the South.

A nine-member panel, consisting of professional critics, performers from this part of the tives and a Broadway agent, will select the winner of the competition. The winner will be awarded radio, television and convention appearances as well as a possible recording contract.

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 5/11/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	BABY WORKOUT Jackie Wilson, Brunswick 55239	R
2	2	HE'S SO FINE Chiffons, Laurie 3152	11
3	4	I WILL FOLLOW HIM Little Peggy March, RCA Victor 8139	6
4	3	DON'T SAY NOTHIN' BAD ABOUT MY BABY Cookies, Dimension 1008	7
5	18	IF YOU WANNA BE HAPPY Jimmy Soul, S.P.Q.R. 3305	3
6	19	LOVE OF MY MAN Theola Kilgore, Serock 2004	4
7	7	ON BROADWAY Drifters, Atlantic 2182	4
8	5	SOUTH STREET Orlons, Cameo 243	11
9	26	CAN'T GET USED TO LOSING YOU Andy Williams, Columbia 42674	2
10	10	PUFF (The Magic Dragon) Peter, Paul & Mary, Warner Bros. 5348	3
11	12	FOOLISH LITTLE GIRL Shirelles, Scepter 1248	5
12	8	WATERMELON MAN Mongo Santamaria, Battle 45909	7
13	13	PIPELINE Chantays, Dot 16440	5
14	21	COME AND GET THESE MEMORIES Martha & Vandellas, Gordy 7014	3
15	20	TAKE THESE CHAINS FROM MY HEART Ray Charles, ABC-Paramount 10435	2
16	27	TWO FACES HAVE I Lou Christie, Roulette 4481	2
17	6	OUR DAY WILL COME Ruby & the Romantics, Kapp 501	11
18	24	PUSHOVER Etta James, Argo 5437	2
19	—	PRISONER OF LOVE James Brown & Famous Flames, King 5739	1
20	—	ANOTHER SATURDAY NIGHT Sam Cooke, RCA Victor 8164	1
21	23	A LOVE SHE CAN COUNT ON Miracles, Tamla 54078	3
22	14	YOUNG LOVERS Paul & Paula, Philips 40096	4
23	—	IF YOU NEED ME Soloman Burke, Atlantic 2185	1
24	9	END OF THE WORLD Skeeter Davis, RCA Victor 8098	9
25	11	I GOT WHAT I WANTED Brook Benton, Mercury 72099	7
26	—	DA DOO RON RON Crystals, Philles 112	1
27	22	RAINBOW Gene Chandler, Vee Jay 468	11
28	28	HOW CAN I FORGET Jimmy Holiday, Everest 2022	9
29	—	LITTLE BAND OF GOLD James Gilreath, Jay 274	1
30	—	REVEREND MR. BLACK Kingston Trio, Capitol 4951	1



SECOND WEEK IN THE TOP 100

SELLING IN ALL MARKETS

JOE HINTON'S YOU KNOW IT AIN'T RIGHT

BACKBEAT 537

MAKING THE BIG MOVE UP

Junior Parker's
IF YOU DON'T
LOVE ME

DUKE 364

SHE WILL LOVE

BY

Buddy Ace

DUKE 361

JACKIE'S AFTER THE TOP SLOT—SO . . .

WHY NOT GIVE ME A CHANCE?

Jackie Verdell

PEACOCK 1921

WORLD'S GREATEST SPIRITUALS

Sister Josephine James
IT AIN'T WHAT YOU THINK

B/W

I'M GLAD

PEACOCK 1877

Victoria & Thelma Hawkins
CITY CALLED HEAVEN

B/W

BANK IN THE SKY

PEACOCK 1878

YOU DONE WHAT THE DOCTOR
COULDN'T DO

B/W

SPEAK FOR JESUS
The Five Blind Boys

PEACOCK 1881

MOSES

B/W

SALVATION IS FREE
Soul Seekers

PEACOCK 1880

LITTLE BLACK TRAIN

Rev. Robert Ballinger

PEACOCK LP 110

JESUS IS ENOUGH FOR ME

B/W

A BLESSING TO BE LIKE
THE LORD

The Loving Sisters

PEACOCK 1883

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COMES**

CHUBBY CHECKER

FLYING UP THE CHARTS!

**IN
"BIRDLAND"**

B/W

"BLACK CLOUD"

P873

THE BIG ONES ARE ON CAMEO/PARKWAY

STAR PERFORMERS—Selections registering greatest upward progress this week.

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

△ Indicates that 33 1/3 r.p.m. mono single version is available.

△ Indicates that 33 1/3 r.p.m. stereo single version is available.

Billboard Award

Table of Billboard Hot 100 chart entries, including titles like 'I Will Follow Him', 'Puff (The Magic Dragon)', and 'If You Wanna Be Happy'.

Table of Billboard Hot 100 chart entries, including titles like 'Days of Wine and Roses', 'You Can't Sit Down', and 'Da Doo Ron Ron'.

Table of Billboard Hot 100 chart entries, including titles like 'Do It—Rat Now', 'Don't Let Her Be Your Baby', and 'The Bounce'.

HOT 100—A TO Z—(Publisher-Licensee)

Comprehensive alphabetical list of artists and songs from the Hot 100 chart, including 'Ain't That a Shame', 'Hobo Flats (Part 1)', and 'Remember Diana'.

BUBBLING UNDER THE HOT 100

List of songs that are bubbling under the Hot 100 chart, including '101. DANGER', '102. NEEDLES AND PINS', and '103. THEME FROM LAWRENCE OF ARABIA'.



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1963's EARLY HITS
LAWRENCE WELK
OUR WINTER LOVE • YOU'RE THE REASON I'M LIVING
WHAT WILL MARY SAY •• THE END OF THE WORLD
ALL I HAVE TO DO IS DREAM ••• WALK RIGHT IN
DAYS OF WINE AND ROSES ••• BLAME IT ON
THE BOSSA NOVA ••• RHYTHM OF THE RAIN
THEY REMIND ME TOO MUCH OF YOU • I REALLY
DON'T WANT TO KNOW •• ALICE IN WONDERLAND

DLP 3510

DLP 25510

1962's GREATEST HITS
BY BILLY VAUGHN
TELSTAR • THE STRIPPER • STRANGER ON THE SHORE
MOON RIVER • THE LONELY BULL • RAMBLIN' ROSE
BORN TO LOSE • RELEASE ME • GO AWAY LITTLE GIRL
I CAN'T STOP LOVING YOU • DEAR LONELY HEARTS
ROSES ARE RED



DLP 3497

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GRAVY WALTZ
AND 12 CURRENT HITS!
STEVE ALLEN



RINKY DINK • PREACHERMAN
THEME FROM LAWRENCE OF
ARABIA • BOSS GUITAR • LOVE
FOR SALE • CAST YOUR FATE
TO THE WIND • REBEL-ROUSER
GRAVY WALTZ • YAKETY-SAX • WHISTLE BAIT
YOUR THEME • THE ROSE AND THE BUTTERFLY

DLP 3515

DLP 25515



DLP 3504

DLP 25504

PIPELINE

THE CHANTAYS

THE LONESOME ROAD • TRAGIC WIND •
RUNAWAY • BLUNDERBUS • BANZAI • SLEEP
WALK •• NIGHT THEME •• WAYWARD
NILE • EL CONQUISTADOR • RIDERS IN
THE SKY •• LAST NIGHT •• PIPELINE

DLP 3516

DLP 25516

BEST SELLING SINGLES!

- #16453 **Hot Pastrami** **The Dartells**
- #16440 **Pipeline** **The Chantays**
- #16457 **Gravy Waltz** **Steve Allen**
- #16467 **I Just Do / Load 'Em Up** (AN' KEEP ON STEPPIN') **Jimmie Rodgers**
- #16471 **The Windows Of Paris / Trumpeter's Dream** **Ray Linn**
- #16473 **Is Goodbye That Easy To Say / The Apple, The Wind And The Stream** . **Debbie Reynolds**
- #16475 **Wolverton Mountain / Chattanooga Shoe Shine Boy** **Jo Ann Castle**
- #16448 **Heartaches / Happy Melody** **The String-A-Longs**
- #16456 **Granny's Pad / Blues Bouquet** **The Viceroy's**

NEW RELEASES



#16477

Happy Cowboy
Broken Doll

BILLY VAUGHN



#16474

Main Attraction
Always You And Me

PAT BOONE

BREAKING IN LOS ANGELES

#16478

Surf Bunny

Gene Gray
and
the Stingerays

NEW ALBUM RELEASES



HOT PASTRAMI The Dartells
DLP 3522 / DLP 25522



BALLAD OF JED CLAMPETT
Jo Ann Castle
DLP 3511 / DLP 25511



TORQUAY The Fireballs
DLP 3512 / DLP 25512



ON PARADISE ISLE Hal Aloma
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- W/WS 1490
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- W/WS 1473
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- W/WS 1471
THE GOLDEN HITS OF THE EVERLY BROTHERS
- W/WS 1470
JOHNNY GET ANGRY JOANIE SOMMERS
- W/WS 1449
PETER, PAUL AND MARY
- W/WS 1448
HITS OF THE HOPS!
- W/WS 1430
INSTANT PARTY THE EVERLY BROTHERS
- W/WS 1418
THE EVERLY BROTHERS
- W/WS 1395
A DATE WITH THE EVERLY BROTHERS
- W/WS 1381
IT'S EVERLY TIME
- V/VS 405
RHYTHM OF THE RAIN THE CASCADES
- C 617
SOUL SURFIN' RHYTHM ROCKERS
- C/CS 616
SHUTTERS AND BOARDS JERRY WALLACE
- C/CS 613
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The O'Jays
"HOW DOES IT FEEL"
 #5942

A Real Smash!
Slim Whitman
"SO LONG MARY"
 and
"WHAT'LL I DO"
 #5938

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SINGLES REVIEWS

Continued from page 26

COUNTRY

KEARNEY WILLIAMS
 ★★★★★ *Travelin' Man* (Big D, BMI) (2:02) — ★★★★★ *Two Worlds, One Heart* (Acuff-Rose, BMI) (2:03). HICKORY 1218

RUSTY AND DOUG
 ★★★★★ *My Uncle Abel* (Acuff-Rose, BMI) (2:27) — ★★★★★ *Piroque* (Pero) (Acuff-Rose, BMI) (2:49). RCA VICTOR 8182

FRED RICHARDS-MONOE FIELDS
 ★★★★★ *Twisting the Chimes* (Tune-Quinlan, BMI) (2:10) — ★★★★★ *Locked Away* (From Your Heart) (Quinlan, BMI) (2:10). RIVIERA 34

JIMMY LOGSDON
 ★★★★★ *Mother's Flower Garden* (Byche, BMI) (2:20) — ★★★★★ *I Know You're Married, But I Love You Still* (Lois, BMI) (2:10). KING 5748

SPIRITUAL

SWAN SILVERTONES
 ★★★★★ *Saviour Pass Me Not* (Parts I & II) (Conrad, BMI) (2:38, 2:25). VEE JAY 926

MORGAN BABB
 ★★★★★ *Don't Leave Me Jesus* (Excellorc, BMI) (2:42) — ★★★★★ *Sinner Don't Wait* (Excellorc, BMI) (2:38). NASHBORO 771

SWANEE QUINTET
 ★★★★★ *Meetin' Tonight* (Excellorc, BMI) (2:40) — ★★★★★ *Oh How I Love Jesus* (Excellorc, BMI) (2:42). NASHBORO 774

BROTHER JOE MAY
 ★★★★★ *Call Him by His Name* (Excellorc, BMI) (2:42) — ★★★★★ *Don't Fly So High* (Excellorc, BMI) (2:24). NASHBORO 770

RHYTHM & BLUES

PERCY MAYFIELD
 ★★★★★ *River's Invitation* (Venice, BMI) (2:20) — ★★★★★ *Baby Please* (Venice, BMI) (2:59). TANGERINE 931

SAM JACKSON
 ★★★★★ *Will You Wait* (Part II) (Drury Lane, BMI) (2:08). SELECT 722

COUNTRY

RILEY CRABTREE
 ★★★★★ *Poison Mind* (Vandenburg-Glad, BMI) (2:31) — ★★★★★ *Shackles and Chains* (Peer Int'l, BMI) (2:29). VANDAN 5111

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

POPULAR

BILL BAKER — *There's a Small Hotel* (Chappell, ASCAP) (2:30) — *Bleeding Hearts* (Rezey-Wildon, BMD) (2:17). ETC. 227

THE HATFIELDS — *Don't You Worry* (Alva-Wells, BMD) (2:25) — *Come on Back* (Alva-Wells, BMD) (2:17). WYE 1015

ROSCO GORDON — *I Want Revenge* (Shaw, BMD) (2:42) — *A Little Bit of Magic* (Pameo, BMD) (2:40). ABC-PARAMOUNT 10474

MARY JOHNSON — *Another Tear Falls* (Eleventh Floor, ASCAP) (2:39) — *He's Got the Whole World in His Hands* (Chappell, ASCAP) (2:59). UNITED ARTISTS 590

BYRDIE GREEN — *Memories Are Made of This* (Montclare, BMD) (2:33) — *Tremblin'* (Gil, BMI) (2:27). END 1122

ED BRUCE — *It's Coming to Me* (Tunesville-Lyn-Lou, BMI) (2:18) — *The Greatest Man* (Tunesville-Lyn-Lou, BMI) (2:18). WAND 136

ZEKE STRONG BAND — *All by Myself* (Melodic, BMD) (2:30) — *Your Love* (Melodic, BMD) (1:57). PROGRESS 2201

THE MONARCHS — *This Old Heart* (Wito, BMI) (2:25) — *Till I Hear From You* (Tree, BMD) (2:20). SOUND STAGE 7 2502

COUNTRY AND WESTERN

WYNN STEWART — *I'm Not the Man I Used to Be* (Four Star, BMI) (2:10) — *Slightly Used* (Four Star, BMD) (2:14). CHALLENGE 9192

SIMON CRUM — *Don't Be Mad* (Travis-Presley, BMD) (1:59) — *Little Red Webb* (Cedarwood, BMI) (2:21). CAPITOL 4966

OTHER SINGLES REVIEWED

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

POPULAR

JEAN TURNER — *Let Your Love Walk In* (Teri, ASCAP) (2:24) — *How Do I Look in Blue?* (Benton, BMI) (3:01). CAPITOL 4964

CHAMP BUTLER — *A Thousand Times* (Hollyvale, BMI) (2:07) — *Bread* (Moon-tunes, ASCAP) (2:21). R.R.E. 1021

BILLY GEORGE — *Theme for a Lonely Heart* (Heatherfield, BMI) (2:05) — *The Traveling Salesman* (Heatherfield, BMD) (1:47). STACY 959

THE FIVE CLASSICS — *Magic Star* (Aye & Bee, BMD) (2:37) — *Old Cape Cod* (Pincus, ASCAP) (2:10). RODE 101

SIR IKE'S BAND — *Lazy Day* (Verna, ASCAP) (2:02) — *When I Look at You* (Verna, ASCAP) (1:57). DC 6439

THE MOONLIGHTERS — *The Crack of the Carbine* (Process, BMD) — *Blueberries* (Gil, BMD). PROCESS 113

PAT GALO AND THE HILADS — *Too Busy* (Leeds, ASCAP) (2:00) — *You Can Tell Anything* (Leeds, ASCAP) (2:30). RCA VICTOR 47 8179

REB TONE TRIO — *Sweet, Sweet Kisses* (Lyresong, BMD) — *How Can Your Conscience Leave You Alone?* (Lyresong, BMD). DODGE CITY 2

TALENT TOPICS

Continued from page 14

and the **Floyd Morris Trio** did a smash benefit for the Chicago Urban League here last week. . . . **Henry R. Schwab** tells us the Lake Meadows Art and Jazz Society is calling it quits—at least for a while. . . . **Shelley Berman's** act at Mister Kelly's is sharp. He's packing the room nightly. . . . Near North News columnist **John Quinlan** is being paged for a comedy album. It's to contain quips from his book on the subject. . . . **Don Ameche** will star in "Silk Stockings," opening the new Dorchester Music Hall here June 12. Added attractions will be the appearance of Academy Award winner **Patty Duke** and comedian **Jerry Lewis**. The Illinois semi-finals and finals of the Miss Universe Contest will be staged in conjunction with the premiere and it's all for the Muscular Dystrophy Association of America. . . . **Marion McPartland** and her trio come to the London for three weeks. She may also be a guest at the local National Academy of Recording Arts and Sciences (NARAS) "Grammy" award dinner here May 15.

NICK BIRO

BOSTON

Met thrush **Mimi Benzell** gracing the Statler-Hilton's Terrace Room for the next two

weeks. She'll be followed by the team of **Earl Wrightson** and **Lois Hunt**. . . . Another team booked locally is **Robert Goulet** and **Carol Lawrence** who will play the Framingham Carousel in a show they'll tour with called "An Evening With Robert Goulet and Carol Lawrence." . . . **Jerry Vale**, a perennial hit singing at the Revere Beach Frolics, will go into New York Copacabana in July. . . . **Kitty Kallen**, who hasn't been in these parts for years, found she had lots of fans in her stand at the Framingham Monticello.

The **Limelites** did a one-night stand at Symphony Hall and chalked up a near-record. . . . The word "personable" was applied most often to **Jimmy Dean's** performance at Blinstrub's. He received a note which said: "I am going to kill you for taking the name of Jimmy Dean." Nothing happened. . . . Comedian **Jack Carter** goes into the big South Boston night club for the next week. . . . Advance for **Ray Charles'** concert at the Donnelly Theater Saturday was so huge promoters decided to schedule two performances. . . . A sure sign of spring is the opening of the Boston Pops conducted by **Arthur Fiedler**. This week saw the opening of the 78th season.

CAMERON DEWAR

Monterey Fest Schedule Set

MONTEREY, Calif. — The final line-up has been scheduled for the first annual Monterey Folk Festival to be held at the new Monterey Fairgrounds May 17, 18 and 19.

Scheduled for the first evening's performances are Peter, Paul and Mary, Bob Dylan, Barbara Dane, the New Lost City Ramblers, and the Andrews Sisters from Berkeley. The Saturday afternoon program calls for Hootenanny with Barbara Dane, and the Folk Festival Stars. During the evening the program consists of the Weavers, Judy Collins, the Greenbriar Boys with Dian, Mance Lipscomb, Bessie Jones and the Georgia Sea Island Singers and Dancers.

The Sunday schedule calls for the Gospel get-together; Bessie Griffin and the Gospel Pearls, Rev. Overstreet and the Overstreet Boys, Bessie Jones and the Georgia Sea Islanders. In the evening there will be Erik Darling and the Rooftop Singers, Odetta, Doc Watson and Company with Clarence Ashley, and Roscoe Holcomb.

Special programs call for a banjo contest at 4:30 on Saturday, and the West Wind Folk Chorus at 4:30 Sunday.

Philly Local OK's Pension Plan of AFM

PHILADELPHIA — Musicians in Greater Philadelphia have voted to set up a pension plan that will add 5 per cent to the cost of their services. Members of Local 77, AFM, voted to establish the plan, which will be part of a national AFM pension trust fund.

Officials of Local 77 are hoping to put the plan into operation by May 30. When it does go into effect, purchasers of live music for engagements such as wedding parties, dances and balls will be charged an additional 5 per cent of each musician's pay.

The union pay scale for three hours of music is \$25 a man for Saturday nights, \$23 for Sunday nights and about \$20 for week nights.

Night clubs that employ musicians under contract with Local 77 will negotiate with the union on how much they will contribute to the plan.

The members of the Philadelphia Orchestra, who have a pension plan in their contract with the orchestra association, will not be part of the new plan.

Local 77 has 5,500 members in Greater Philadelphia. The Local also voted to establish a pension plan for its officers and employees.

ALLAN, BULLETS TAKE TWO

PALM SPRINGS, Calif. — Allan Sherman and manager Bullets Durgom were recipients of gold records at Sherman's closing night at the Chi Chi.

The plaques, presented by Warner Bros. Records President Mike Maitland and Sammy Cahn, were awarded for sales of one million dollars on Sherman's album, "My Son, the Celebrity." Durgom's plaque inscription read: "Our Son, the Manager."

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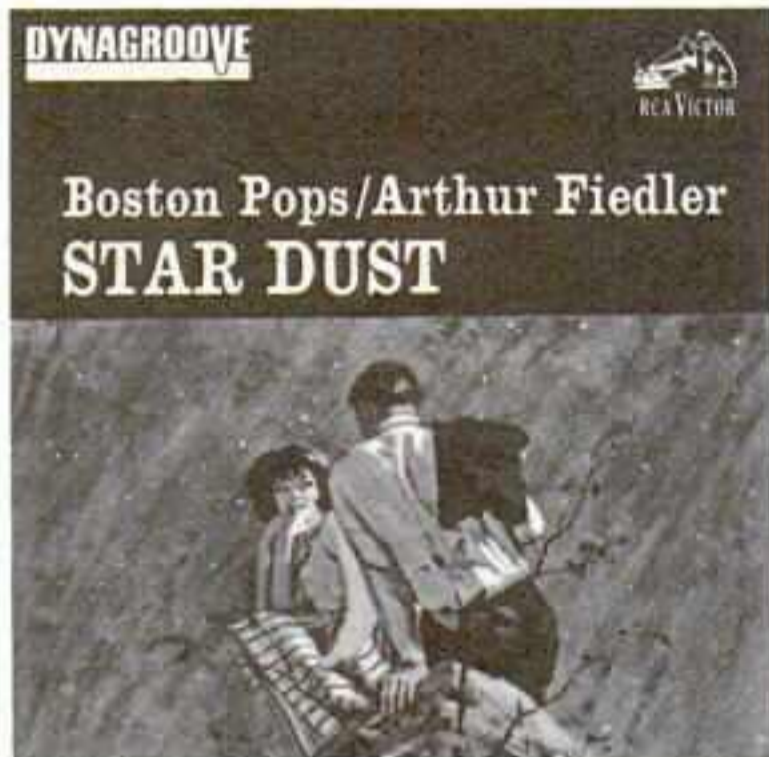
Record Promotion: IRWIN ZUCKER

279 E. Warm Springs Rd., Las Vegas, Nevada, Phone: 736-3458

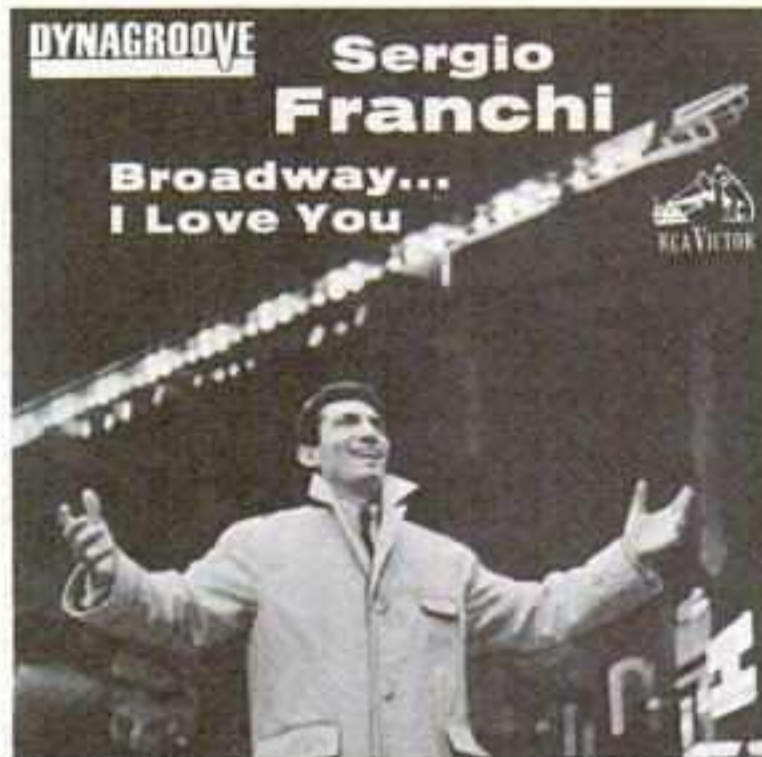
PR1MA PR1MA PR1MA PR1MA

CLASSIC SPRING TONIC! 6 GREAT NEW ALBUMS IN DYNAGROOVE

HERE'S WHAT THE CRITICS SAY ABOUT DYNAGROOVE: "...results in sound of perfect clarity and balance...it is an inspired recording" *N.Y. Times*. "...no distortion when the stylus reaches the inside grooves closest to the label." *N.Y. Herald Tribune*. "...every instrument comes through to timbre." *High Fidelity Magazine*. "...dramatic advance in fidelity." *N.Y. News*. "The sound is warmly alive without being overly resonant, balances are exemplary." *Hi-Fi Stereo Review*.



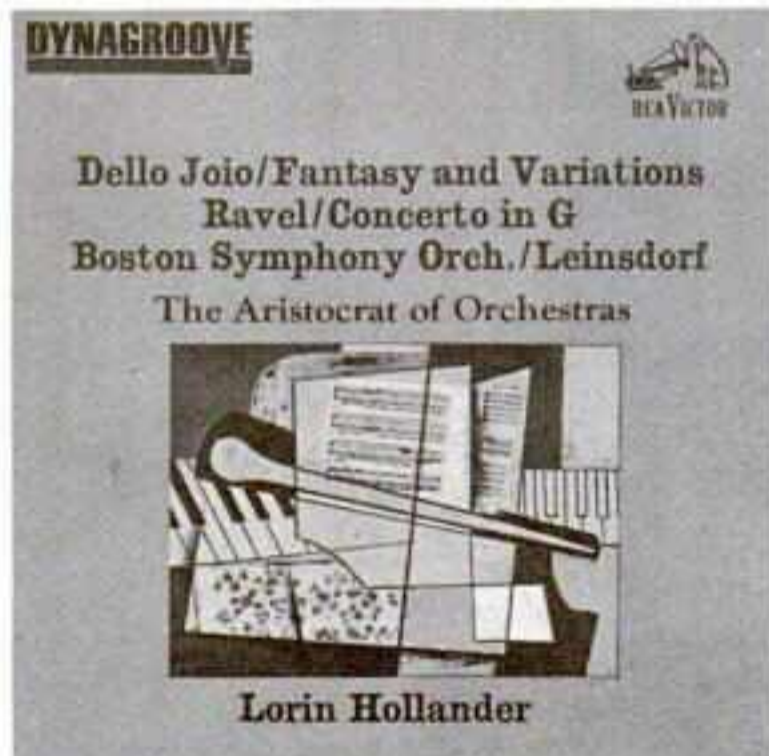
FIEDLER The symphonic sound of the Boston Pops in Dynagroove is bound to be an all-time best seller! Twelve great romantic favorites. LM/LSC-2670.*



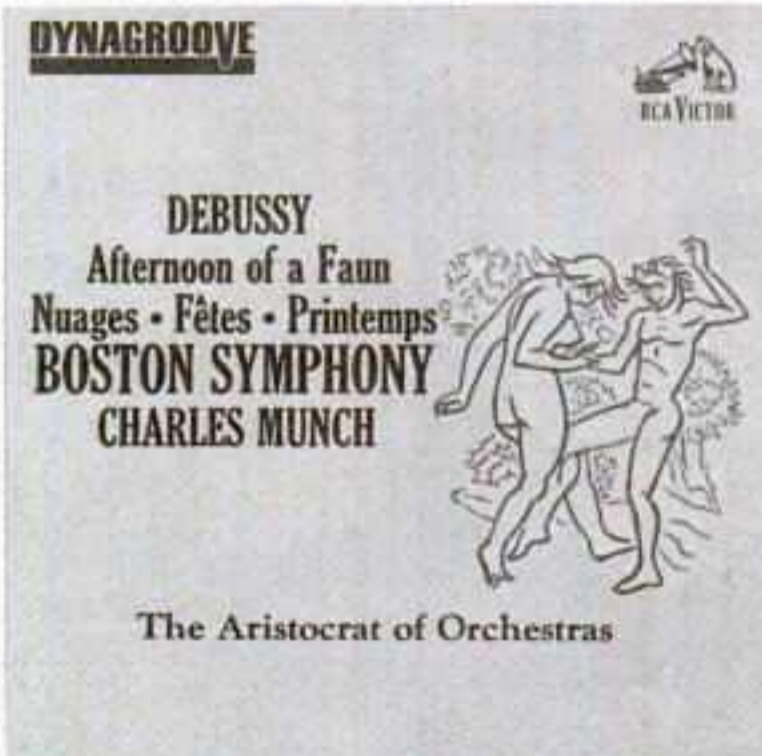
FRANCHI The sensational Italian tenor's first album recorded completely in English! 12 songs all with the truly romantic Franchi touch. LM/LSC-2674.*



GOULD A perfect showcase for Dynagroove! Sibelius' tremendous orchestrations come through wonderfully brilliant in Dynagroove. LM/LSC-2666.*



LEINSDORF/HOLLANDER The Red Seal premiere recorded performance of a 19 year old piano prodigy. Conducted by Leinsdorf. LM/LSC-2667.*



MUNCH Mr. Munch and the Boston Symphony play Debussy, music Charles Munch conducts without peer. Remarkable in Dynagroove! LM/LSC-2668.*



RUBINSTEIN In the first solo piano album in Dynagroove, the rich, glowing sound of Mr. Rubinstein's piano is captured to perfection. LM/LSC-2669.*

PLUS 2 SPECIAL RED SEAL ALBUMS



SHAW A 2-record album. A new recording of familiar tunes from 12 operettas; the other, selections from 12 favorite Shaw albums. VCM/VCS-7023.*



HEIFETZ A connoisseur's collection of all 10 Beethoven Violin Sonatas in one 5 L.P. set. Includes a 28-page brochure and discography. LM-6707.

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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

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

POP SPOTLIGHT

THE LONGEST DAY

Soundtrack. 20th Fox FXG 5007 (M); SXG 5007 (S)

This is the original soundtrack album from the picture. Besides the music from the flick, the album also contains dialog from the picture with sound effects and narration by Lowell Thomas. The voices of many of the stars also are included. General release of the picture has set the stage for good sales reaction to the set.

POP SPOTLIGHT

CONNIE FRANCIS SINGS AWARD-WINNING MOTION PICTURE HITS

MGM E 4048 (M); SE 4048 (S)

Connie's many fans should enjoy her rich interpretations of these Academy Award movie songs. She does a fine job with "Moon River," "Secret Love," "Que Sera Sera," "High Hopes," et al., and set even includes the 1963 winner, "Days of Wine and Roses." Appeal to all ages here.

POP SPOTLIGHT

LITTLE TOWN FLIRT

Del Shannon. Bigtop 12-1308

Del Shannon's current hit is teamed with a flock of his other winners on this LP. "Runaway," the lad's first is included along with "Hats Off To Larry," another one of his big ones. Dealers will want to stock this one.

POP SPOTLIGHT

MORE JOE HARNELL MORE BOSSA NOVA POPS

Kapp KL 1325

Joe Harnell comes through with more sparkling readings of a flock of pop standards in his most commercial manner. All of the tunes, including "Our Day Will Come," "The Coffee Song," "There Will Never Be Another You," are pleasing to the ear and the feet. Good salable set here.

POP SPOTLIGHT

GEORGE SHEARING BOSSA NOVA

Capitol T 1873 (M); ST 1873 (S)

Shearing turns in his interpretation of a number of bossa favorites and standards with the bossa beat here. Besides his vigorous piano and rhythm section, the album also features the subtle shadings of a woodwind section gently painting the backgrounds. "One Note Samba," "Desafinado" are two of the bossa favorites while "Blue Prelude" and "Come Rain Or Come Shine" are standard items.

POP SPOTLIGHT

TOUCH ME SOFTLY

George Shearing Quintet
Capitol T 1874 (M); ST 1874 (S)

Shearing has always been a big winner when surrounded with strings and there's no reason why this one should break the pattern. The album is filled with lovely lyricism. There's a bit of a beat (like on "Blue Room") and the Quintet and the string choir dovetail beautifully.

POP SPOTLIGHT

JACKIE GLEASON PRESENTS MOVIE THEMES—FOR LOVERS ONLY

Capitol W 1877 (M); SW 1877 (S)

Gleason's back with the mood music sound again, this time the featured trumpet player in front of strings is Pee Wee Erwin. In addition there's fine tenor sax blowing by Charlie Ventura. The sound is much the same as that which was a hit some years ago. This time the theme is movie themes with "Days of Wine and Roses," "Call Me Irresponsible," "My Romance" and a lush "Third Man Theme."

POP SPOTLIGHT

LONG, LONG AGO

Tennessee Ernie Ford
Capitol T 1875 (M); ST 1875 (S)

Many of the loveliest of the old, familiar songs are included in this warm set by Ernie Ford. The songs include "Sweet and Low," "Home Sweet Home," "In the Gloaming," "Silver Threads Among the Gold," and "Love's Old Sweet Song." They are sung with feeling by Ford in his most resonant vocal style.

POP SPOTLIGHT

GEORGIA BROWN

London LL 3286

Georgia Brown has made her mark on the American public with a most exciting job in the B'way production of "Oliver." This album contains her big song from the show, "As Long As He Needs Me," and some monumental performances of standard songs. She lends her tortured style to such tunes as "Why Was I Born," "My Man," "Bye Bye Blackbird" and "If I Should Lose You."

POP SPOTLIGHT

THE VENTURES PLAY THE COUNTRY CLASSICS

Dolton BLP 2023 (M); BST 8023 (S)

The Ventures have kept the teenagers dancing for a long time and they should keep those teen feet moving with this new album. The songs are all country classics, like "San Antonio Rose," "Steel Guitar Rag," "You Are My Sunshine," etc., and the Ventures give them bright new life. Socko LP.

POP SPOTLIGHT

"TWANG" A COUNTRY SONG

Duane Eddy. RCA Victor LPM 2681 (M); LSP 2681 (S)

Duane Eddy should garner many new fans with this infectious new set. It spotlights the pop-country guitarist in first rate performances of "Sugar Foot Rag," "Weary Blues," "A Satisfied Mind," "Peace in the Valley" and "Crazy Arms." Good wax for the current country song kick.

POP SPOTLIGHT

THE SURFING SCENE

The Marketts. Liberty LRP 3226 (M); LST 7226 (S)

The Marketts were among the very first of the hit surf groups with such strong earlier sides as "Surfer's Stomp" and "Balboa Blue," having registered on the singles charts. These sides, plus others, all of which formerly appeared in an album under the title "Surfer's Stomp," have now been re-packaged in a cover which features, like most of the current surf album crop, photos of the surfers in action. The hand-clapping, piano, guitar and honking horn sound of this group can make a lot of noise with this set.

COUNTRY SPOTLIGHT

THE HEART AND SOUL OF FERLIN HUSKY

Capitol T 1885 (M); ST 1885 (S)

Husky fans will go for this album. It's filled with the artist's individual interpretations of 11 big country hits of the last 12 months or so. In addition there's a fine Harlan Howard tune "Second Hand Rose." Other tracks include "I Can't Stop Loving You," "From a Jack to a King," "Ramblin Rose" and "Roses Are Red."

COUNTRY SPOTLIGHT

BUCK OWENS . . . ON THE BANDSTAND

Capitol T 1879 (M); ST 1879 (S)

Another mighty impressive collection from this top country star. The strong strict country flavor is added to by the voices of both Buck and Don and the strong backing from guitars and rhythm. "Saw Mill" is a top country tune and should score as single as well. "I Can't Stop" is another winner as are "Cottonfields," "Kickin' Our Hearts Around" and "Touch Me" which is sung by electric bassist Kenny Pierce.

JAZZ SPOTLIGHT

THE BOSSA TRES

Audio Fidelity AFLP 1988

Here's an instrumental jazz trio that could really make it in this country. The three men are from Brazil and they play solid jazz with a bossa nova ring. "Blues Walk" could be a single to bring them to national pop attention as well, the market being what it is. Pianist is Luiz Carlos Parzê Rodrigues Vimhas, Sebastiao C. Carvalho Neto is the bassist and Edison Machado is on drums.

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

150 BEST SELLERS—MONAURAL

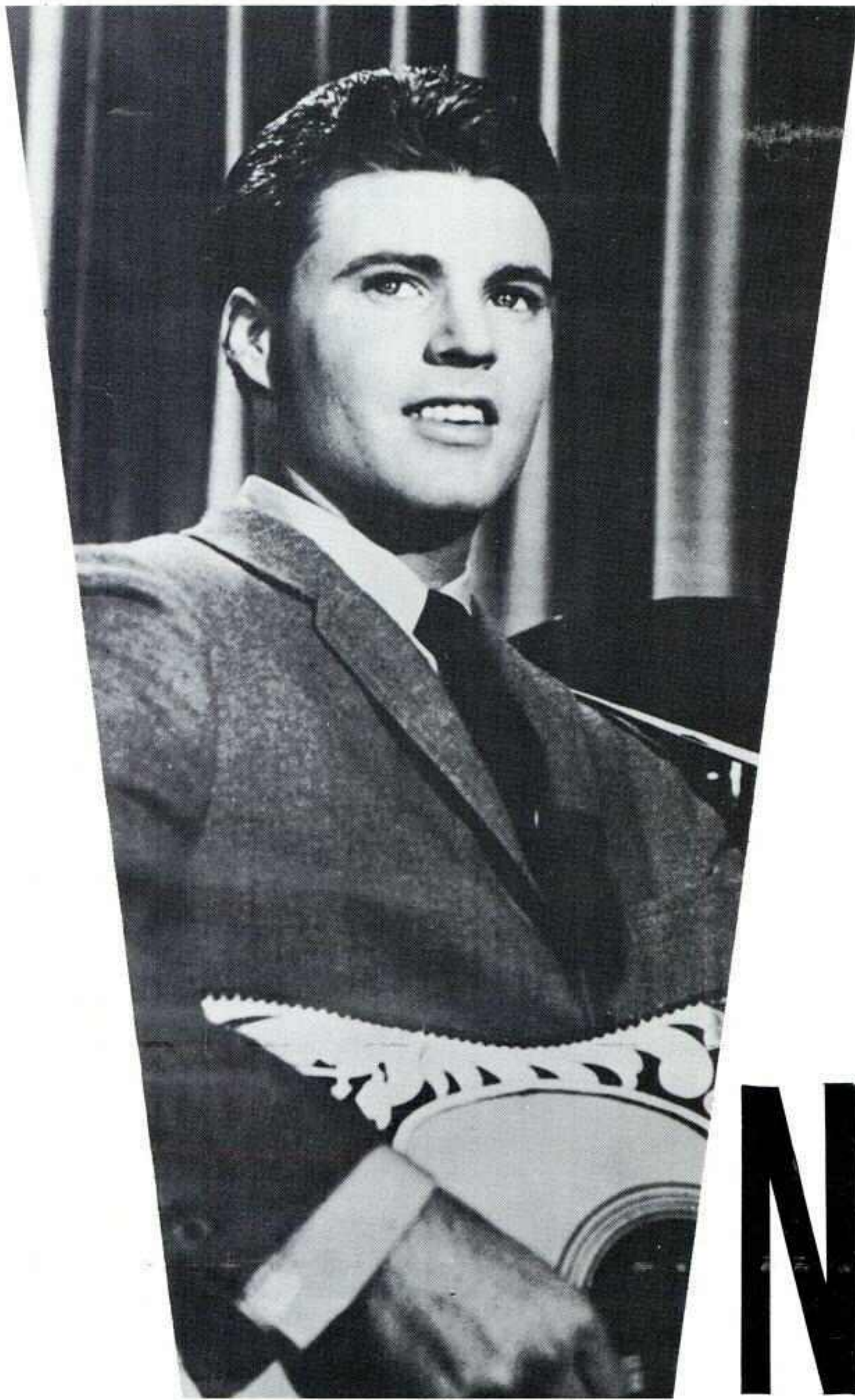
50 BEST SELLERS—STEREO

Table of 150 monaural best-selling records, including 'Days of Wine and Roses' at #1 and 'West Side Story' at #2.

Table of 150 monaural best-selling records, including 'Heavenly' at #51 and 'You're the Reason I'm Living' at #43.

Table of 150 monaural best-selling records, including 'Encore of Golden Hits' at #101 and 'Reminiscing' at #81.

Table of 50 stereo best-selling records, including 'West Side Story' at #1 and 'Days of Wine and Roses' at #3.



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WOMAN**

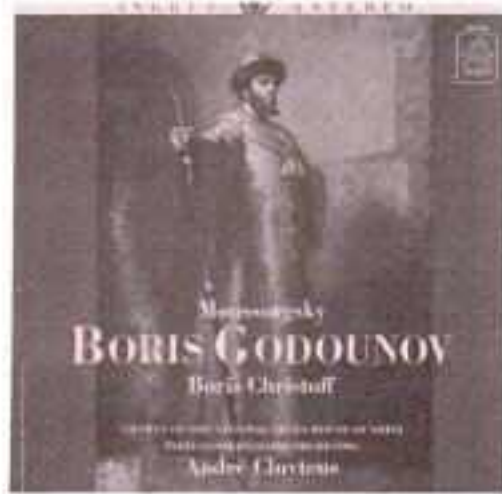
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ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Ratings of only the outstanding LP's of the week are published, including all receiving a 4-Star review or better, thus focusing attention on albums with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all 4-Star LP's are listed under their respective categories.



CLASSICAL SPOTLIGHT

MOUSSORGSKY: BORIS GODOUNOV (4-12")

Various Artists
Angel 3633 D/L (S)

Here's a most attractive and exhilarating package of the Moussorgsky opera. Featured is Boris Christoff, in a moving version of the title role, plus Ana Alexieva, Ekaterina Gueorguieva, Mela Bourgarinovitch and John Lanigan. Featured with the soloists are the National Opera Chorus of Sofia and the Paris Conservatoire orchestra under Andre Cluytens.



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

SPRING IS HERE

Mercury SR 60795 (S); MG 20795 (M)

Mercury has come up with a cohesive and highly compatible music package. The album features 12 interpretations of Springtime—both instrumental and vocal by such artists as David Carroll, Billy Eckstine, Sarah Vaughan, Cleobanoff, Helen Merrill, Xavier Cugat and others. The album could very well prove to be a winning one with buyers on the strength of the performing talent alone.



POP SPECIAL MERIT

SPOOFING THE BIG ONES

Ben Colder as Played by Sheb Wooley
MGM E 4117 (M); SE 4117 (S)

Ben Colder, as played by Sheb Wooley achieved some distinction recently with a ditty called "Do Go Near the Eskimos," a parody of a hit of that moment, "Do Go Near the Indians." Wooley (for Colder) has now concocted a series of take-offs on hits and packaged them inside a cover with a nutty, caricature flavor to it. Titles include "Hello Walls No. 2," "Devil Woman No. 2," "Little Bitty Steer," "Don't Take Your Cash to Town," etc. Funny in spots and it could get some play.



CHILDREN'S SPECIAL MERIT

MAN IN THE MOON (Original Cast)

Bil & Cora Baird Marionettes
Golden LP104

The Baird's latest adventure in puppetry has just completed a limited Broadway run, to modest critical reaction. The show amounts to an imaginative romp of fantasy for kiddies with a crazy assortment of creatures and characters from the moon. Jerry Bock and Sheldon Harnick (of "Fiorella" fame) are the cleffers of the appealing score, with book by Arthur Burns and arrangements by Alvy West.

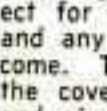


LOW-PRICE CHILDREN'S SPECIAL MERIT

IT'S ABOUT TIME

Various Artists
Peter Pan 8016

Teaching how to tell time is always a project for harried parents and busy teachers and any help they can get should be welcome. This album, with a clock face on the cover and hands that can be cut out and pinned on for practice, can be a real help. It explains the basics of time and time-telling "The Minute Hand Song," "The Big Hand is Up," etc.; then relates these to bigger ideas (The Days of the Week, "The Months of the Year" and "Spin Around the Sun." An entertaining and instructional disk.



LOW-PRICE CHILDREN'S SPECIAL MERIT

WHAT'S THE GOOD WORD?

Various Artists
Peter Pan 8015

Here's word fun for the younger kiddies, in which imaginations are kindled on such things as where words came from, how they developed and changed through the ages, until there were so many of them, it took a dictionary to hold them all. Song titles include "Sing a Song of Synonyms," "The Inside Outside Words," "The Plurals," etc. Inside there's a chart known as a "Wonder Word Wheel" which shows how to say such basics as hello and goodbye in nine languages.



LOW-PRICE CHILDREN'S SPECIAL MERIT

OLIVER TWIST WITH 10 SONGS FROM OLIVER!

Various Artists
Golden LP 105 (M)

An imaginative re-creation of the story of "Oliver," the current Broadway smash, done in a style aimed directly at the smaller fry. Narration is most effective, with bits from the story cleverly dramatized. The two sides also contain 10 songs from the Lionel Bart score and each of these is also done with a flair. Adaptation was done by Abbot Lutz with arranging and conducting by Jim Timmens. Both deserve a hand for a good job.

LOW-PRICE CHILDREN'S SPECIAL MERIT

THE BEST OF LORD BUCKLEY

Various Artists
Crestview CRV 801

THE BEST OF LORD BUCKLEY
Crestview CRV 801

LOW-PRICE CHILDREN'S SPECIAL MERIT

CASPER, THE FRIENDLY GHOST

Various Artists, Peter Pan 8017

CASPER, THE FRIENDLY GHOST
Various Artists, Peter Pan 8017

LOW-PRICE CHILDREN'S SPECIAL MERIT

THE THREE-STAR ALBUMS

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

LOW-PRICE CHILDREN'S SPECIAL MERIT

POPULAR

POPULAR
SAX FIFTH AVENUE
Johnny Beecher, Charter CLM 102 (M)

LOW-PRICE CHILDREN'S SPECIAL MERIT

A EUROPEAN FOLK SONG FESTIVAL

Marais and Miranda, MGM E 4115 (M); SE 4115 (S)

A EUROPEAN FOLK SONG FESTIVAL
Marais and Miranda, MGM E 4115 (M); SE 4115 (S)

LOW-PRICE CHILDREN'S SPECIAL MERIT

BILL DOGGETT PLAYS AMERICAN SONGS BOSSA NOVA STYLE

King 830 (M)

BILL DOGGETT PLAYS AMERICAN SONGS BOSSA NOVA STYLE
King 830 (M)

LOW-PRICE CHILDREN'S SPECIAL MERIT

BOSSA NOVA WITH STRINGS ATTACHED

Bill Perkins, Liberty LRP 3293 (M); LST 7293 (S)

BOSSA NOVA WITH STRINGS ATTACHED
Bill Perkins, Liberty LRP 3293 (M); LST 7293 (S)

LOW-PRICE CHILDREN'S SPECIAL MERIT

SPRING IS SPRUNG

Gerry Mulligan Quartet, Philips PHM 200-077 (M); PHS 600-077 (S)

SPRING IS SPRUNG
Gerry Mulligan Quartet, Philips PHM 200-077 (M); PHS 600-077 (S)

DRUM FEVER
Saka Acquaye and His African Ensemble, Crestview CRV 805

JAZZ MONTAGE
Various Artists, Liberty LRP 3292 (M)

THE DAVE PELL OCTET PLAYS TODAY'S HITS IN JAZZ
Liberty LRP 3298 (M); LST 7298

THE NEW SOUND OF MANARD FERGUSON
Cameo C 1046 (M); SC 1046 (S)

SOME OTHER STREET
Johnny Hamlin Quintet, Philips PHM 200-060 (M); PHS 600-060 (S)

CLASSICAL

LIEDER RECITAL: SCHUMANN, MOZART, SCHUBERT
Maria Stader, Westminster XWN 19029 (M); WST 17029 (S)

LIST PLAYS LISZT
Eugene List, Carroll Glenn, Westminster XWN 19025 (M); WST 17025 (S)

OFFENBACH: FAMOUS OVERTURES
Vienna State Opera Orchestra (Scherchen, Cond.) Westminster XWN 19035 (M); WST 17035 (S)

SCARLATTI: SONATAS
Fou Ts'ong, Westminster SWN 19015 (M); WST 17015 (S)

SACRED

GOSPEL SONGS BLUEGRASS STYLE
The Barrier Brothers, Philips PHM 200-083 (M); PHS 600-083 (S)

SPOKEN WORD

CAMILLE
Eva LeGallienne and Cast, Caedmon TC 1175

COMEDY

THE BEST OF LORD BUCKLEY
Crestview CRV 801

LOW PRICE CHILDREN'S

CASPER, THE FRIENDLY GHOST
Various Artists, Peter Pan 8017



THREE-STAR ALBUMS

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

POPULAR

ZACHERLE'S MONSTER GALLERY
John Zacherle, Crestview CRV 803

FOLK

BROADSIDE BALLADS, VOL. I
Various Artists, Broadside BR 301
AS LONG AS THE GRASS SHALL GROW
Peter La Forge, Folkways FN 2532 (M)

INTERNATIONAL

WIR SINGEN UND MARSCHIEREN
Various Artists, Universe ULPS 560 (S); ULP 560 (M)

GERMAN CARNIVAL IN COLOGNE
Various Artists, Universe ULP 567 (M)

COME BACK TO SORRENTO
Niek Perito, His Accordion and Ork. Vocation VL 3699 (M)

ZITHER
Rudl Knabl, Universe ULPS 564 (S); ULP 564 (M)

POLSKA PIESN
Antonina Kawecka, Bruno BR 23028 (M)

CANTOS DE LAS POSADAS
Various Artists, Folkways FC 7745

MUSIC OF ASIA: JAPAN, CHINA AND OKINAWA
Various Artists, Folkways FW 8745 (M)

THE MAGIC OF GREECE
Various Artists, Universe ULPS 571 (S); ULP 571 (M)

CANTO JONDO: FLAMENCO MUSIC
Chinin De Triana, Emilio Bonet, Folkways FW 8723 (M)

SPOKEN WORD

WERFEL: JACOBOWSKY UND DER OBERST
Various Artists, Folkways FL 9917 (M)

UNDERSTANDING AND APPRECIATION OF THE NOVEL
Morris Schreiber, Folkways FL 9119

THE SMOKE DREAM OF FRED ENGELBERG
Crestview CRV 802

COUNTRY AND WESTERN

SKIPMORE
Bill Kinsey and His Square Dance Band, Salem 1051 (M)



★ NATIONAL BREAKOUTS

MONO

THE CASCADING VOICES OF THE HUGO AND LUIGI CHORUS . . .
RCA Victor LPM 2641

THIS IS MY COUNTRY . . .

Robert Shaw Chorale & RCA Victor Symphony Ork, RCA Victor LM 2662

STEREO

RAVEL: BOLERO . . .

Boston Symphony Ork. (Munch), RCA Victor LSC 2664

I COULD GO ON SINGING . . .

Sound Track, Capitol SW 1861

THE SOUND OF GENIUS . . .

Various Artists, Columbia SGS 1

★ NEW ACTION LP's

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

MONO

GENE PITNEY SINGS JUST FOR YOU . . .

Musicor MM 2004

MUSIC FROM THE MOTION PICTURE TO KILL A MOCKINGBIRD . . .

Elmer Bernstein, Ava A 20

PIPELINE . . .

Chantays, Downey DLP 1002

NEW CHRISTY MINSTRELS TELL TALL TALES! . . .

Columbia CL 2017

HOBO FLATS . . .

Jimmy Smith, Blue Note V 8544

HIS GREATEST HITS . . .

Johnny Crawford, Del-Fi DFLP 1229

HOW THE WEST WAS WON . . .

Sound Track, MGM 1E5

THE CHIFFONS . . .

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MARVELOUS MARVELETTES . . .

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UP ON THE ROOF . . .

Drifters, Atlantic 8073

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Liberty LRP 3276

THE BOYS WON'T LEAVE THE GIRLS ALONE . . .

Clancy Bros. & Tommy Makem, Columbia CL 1909

SUPERCUSSION . . .

Dick Schory's Percussion Pops Ork, RCA Victor LPM 2613

STEREO

BYE BYE BIRDIE . . .

Sound Track, RCA Victor LSO 1081

MAHLER: SYMPHONY NO. 1 . . .

Boston Symphony Ork. (Leinsdorf), RCA Victor LSC 2642

SURFIN' U. S. A. . . .

Beach Boys, Capitol ST 1890

NEW THRESHOLDS IN SOUND . . .

Sid Ramin & Ork, RCA Victor LSP 2658

BROADWAY—MY WAY . . .

Nancy Wilson, Capitol ST 1828

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BOBBY GROVE SINGS: IT WAS FOR YOU
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THE FABLES OF INDIA
Zia Mohyeddin, Caedmon TC 1168
CHILDREN'S SONGS FROM SPAIN
Karen James and Isabelita Alonso, Folkways FC 7746 (M)

JAZZ

JAZZ GUITARIST
Elek Bacsik, Philips PHM 200-079 (M); PHS 600,079 (S)

JAZZ FOR BEACHNIKS
Australian All-Stars, Bethlehem BCP 6070 (M)

CLASSICAL

ORGAN MAGNIFICENT
Gunter Brausinger, Universe ULPS 558 (S); ULP 558 (M)

MOZART: THE TWO SINFONIE CONCERTANGI
Chamber Orchestra of Lausanne (Deszarzens, Cond.), Westminster XWN 19036 (M); WST 17036 (S)

BOCCHERINI: SIX SONATAS FOR VIOLIN, CELLO AND PIANO
Charles Houdret, Monique Marelli, Baroque BC 1813 (M)

BACH: SUITE NO. 2 IN B MINOR; CORRETTE; CONCERTO IN E MINOR; COUPERIN: LE PARNASSE
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Billboard HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	IN DREAMS	Roy Orbison (London)—Acuff-Rose
2	1	I WILL FOLLOW HIM	Little Peggy March (RCA)—Leeds
3	2	PIPELINE	The Chantays (London)—Alberts
4	8	FROM A JACK TO A KING	Ned Miller (W & G)—Alberts
5	1	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Tucon
6	3	TELL HIM	The Exciters (UA)—Chappells
7	—	I'M JUST A COUNTRY BOY	George McGurn (Festival)—Allans
8	10	HEY PAULA	Paul and Paula (Philips)—Chappells
9	5	LITTLE BAND OF GOLD	James Gilreath (W & G)—Alberts
10	13	YOU'LL NEVER LEARN WILL YER?	Barry Stanton (Leedon)—Crown
11	—	SUMMER HOLIDAY	Cliff Richard (Columbia)—Allans
12	14	DANCE ON	The Shadows (Columbia)—Alberts
13	11	HAVA NAGILA	The Spotnicks (W & G)—Leeds
14	7	ANOTHER SLEEPLESS NIGHT	Jim Gaunt (CBS)—Robert Mellin
15	6	BUTTERFLY BABY	Bobby Rydell (Columbia)—Belinda

BRITAIN

(A special list compiled prior to publication by New Musical Express, London)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HOW DO YOU DO IT?	Gerry and the Pacemakers (Columbia)—Dick James Music
2	6	FROM ME TO YOU	The Beatles (Parlophone)—Northern Songs, Ltd.
3	2	FROM A JACK TO A KING	Ned Miller (London)—Palace Music
4	10	NOBODY'S DARLIN' BUT MINE	Frank Ifield (Columbia)—Peter Maurice
5	5	SAY I WON'T BE THERE	Springfields (Philips)—Chappell
6	3	BROWN EYED HANDSOME MAN	Buddy Holly (Coral)—Jewel Music
7	11	IN DREAMS	Roy Orbison (London)—Chappell
8	8	THE FOLK SINGER	Tommy Roe (HMV)—Shapiro-Bernstein
8	13	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)—Manor Music
10	7	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)—E. H. Morris
11	4	FOOT TAPPER	Shadow (Columbia)—Elstree Music
12	14	WALK LIKE A MAN	4 Seasons (Stateside)—Peter Maurice
13	12	SUMMER HOLIDAY	Cliff Richard (Columbia)—Elstree Music
14	9	SAY WONDERFUL THINGS	Ronnie Carroll (Philips)—Mutual Music
15	17	LOSING YOU	Brenda Lee (Brunswick)—Ivan Mogull
16	—	SCARLETT O'HARA	Jet Harris-Tony Meehan (Decca)—Francis, Day & Hunter
17	27	HE'S SO FINE	Chiffons (Stateside)—Peter Maurice
18	16	LIKE I'VE NEVER BEEN GONE	Billy Fury (Decca)—Shapiro-Bernstein
18	15	CHARMAINE	Bachelors—Keith Prowse
20	22	THE END OF THE WORLD	Skeeter Davis (RCA)—Compass Music
21	18	LET'S TURKEY TROT	Little Eva (London)—Aldon Music
22	19	ROBOT	Tornadoes (Decca)—Ivy Music
23	—	TWO KINDS OF TEARDROPS	Del Shannon (London)—Vicki Music
24	28	COUNT ON ME	Julie Grant (Pye)—Welbeck Music
25	25	CASABLANCA	Kenny Ball (Pye)—Keith Prowse Music
26	26	CAN YOU FORGIVE ME	Karl Denver (Decca)—Hill & Range Music
27	24	SO IT ALWAYS WILL BE	Everly Brothers (Warner Bros.)—Leeds Music
28	20	MR. BASS MAN	Johnny Cymbal (London)—Jewel Music

29	—	IT'S MY WAY OF LOVING YOU	Miki and Griff (Pye)—Southern Music
30	—	DECK OF CARDS	Wink Martindale (London)—Campbell-Connelly

DENMARK

(Courtesy Quam Musikbureau, Copenhagen)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	DANSEVISE	Grethe & Jorgen Ingmann (Metronome)—Mork
2	1	SUMMER HOLIDAY	Cliff Richard (Columbia)—Decapo
3	8	HEY PAULA	Paul & Paula (Philips)—Sonora
4	4	PEPINO DEN ITALIENSKE MUS	Raquel Rastenni (Sonet)—Winckler
5	3	TA' MED UD A FISK	Gitte (HMV)—Imudico
6	5	FROM A JACK TO A KING	Ned Miller (Karussell)—Palace Music
7	—	HAN SKAL I GLAS OG RAMME	Skip to My Lou—Grete Klitgaard (Tono); Nat King Cole (Capitol)—Sweden Music
8	6	CASSANOVA BACIAMI	Petula Clark (Vogue)—Multitone
9	9	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—Belinda
10	—	KISS ME QUICK	Elvis Presley (RCA)—Belinda

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	Title	Artist
1	1	FROM A JACK TO A KING	Ned Miller (London)—Alberts
2	3	BROWN EYED HANDSOME MAN	Buddy Holly (Coral)—Jewel Music
3	2	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)—E. H. Morris
4	6	THE FOLK SINGER	Tommy Roe (HMV)—Shapiro-Bernstein
5	4	CHARMAINE	The Bachelors (Decca)—Keith Prowse
6	—	NOBODY'S DARLING BUT MINE	Frank Ifield (Columbia)—Peter Maurice
7	5	SUMMER HOLIDAY	Cliff Richard (Columbia)—Elstree
8	9	SAY WONDERFUL THINGS	Ronnie Carroll (Philips)—Mutual
9	—	IN DREAMS	Roy Orbison (London)—Chappell
10	7	PLEASE PLEASE ME	The Beatles (Parlophone)—Dick James Music

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SANS TOI, MAMIE	Adamo (Pathe)—Rudo
2	3	DONNE-MOI MA CHANCE/ APRES TOI	Richard Anthony (Columbia)
3	2	COEUR BLESSE	Petula Clark (Vogue)—Acuff-Rose
4	4	TOUR LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)—Vogue
5	6	RUBY BABY	Dion (CBS)—Belinda
6	7	POUPEE BRISEE	Johnny Hallyday (Philips)—Belinda
7	5	ELLE EST TERRIBLE	Johnny Hallyday (Philips)—Bens
8	10	C'EST A L'AMOUR AUQUEL JE PENSE	Francoise Hardy (Vogue)—Vogue
9	9	EL PECADOR	Rosy Armen (Vogue)
10	8	TELSTAR	The Tornados (Decca)

HOLLAND

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

This Week	Last Week	Title	Artist
1	10	BUONA NOTTA BAMBINO	Rocco Granata (CNR); Angelo Biondi (Artone) & Willy Alberti (Philips)—Picture Music—Joop Portengen
2	3	BLUME VON TAHITI	Gert Timmerman (Telefunken)—Holland Music
3	1	SOERABAYA	Anneke Gronloh (Philips); Imca Marina (Imperial)—Basart

4	2	LOOP DE LOOP	Johnny Thunder (Delta); Bobby Rydell (Cameo-Parkway)—Chappell
5	—	SUMMER HOLIDAY	Cliff Richard (Columbia)—Basart
6	7	JUNGE, KOMM' BALD WIEDER	Freddy (Polydor-Bens)—Altona, Amsterdam
7	5	BACHELOR BOY—THE NEXT TIME	Cliff Richard (Columbia)—Basart
8	—	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)
9	9	HAND IN HAND	Jacky van Dam (Fontana)—Benelux Music
10	4	CATOOTJE	Wim Sonneveld (Philips)—Basart

HONG KONG

This Week	Last Week	Title	Artist
1	1	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)
2	5	SUMMER HOLIDAY	Cliff Richard (Columbia)
3	—	WHAT WILL MARY SAY	Johnny Mathis (CBS)
4	4	REMEMBER DIANA	Paul Anka (RCA)
5	—	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)
6	3	BACHELOR BOY	Cliff Richard (Columbia)
7	—	PUFF	Peter, Paul and Mary (Warner Bros.)
8	—	RUBY BABY	Dion (CBS)
9	—	CHA CHA CHA D'AMOUR	Dean Martin (Capitol)
10	—	LAST LEAF	The Cascades (Warner Bros.)

HUNGARY

(All recordings on the Qualitone label)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	KIT ERDEKEL	Janos Koos—Editio Musica
2	2	SPEEDY GONZALES	Ines Taddio—Budd
3	8	QUANDO, QUANDO, QUANDO	Marta Zarai—Ritmi et Canzoni
4	1	UGYE TE IS AKAROD	Katalin Sarosi—Editio Musica
5	3	COLORADO TWIST	Marta Zarai—Editio Musica
6	5	RITMUS 1963	Koltai-Papp Combo—Editio Musica
7	—	MONDD MEG HA KELLEK	Janos Koos—Editio Musica
8	—	BANJO BOY	Janos Vamosi—Editio Montana
9	7	TWIST	Thomas Balassa and His Band—Editio Musica
10	—	JO A HUMOROD	Marta Zarai—Editio Musica

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	QUANDO CALIENTA EL SOL	Ramunco (Israphon)—Del Sur
2	3	HEY PAULA	Paul & Paula (Philips)—Lebill-Marbill/BMI
3	5	SUMMER HOLIDAY	Cliff Richard (Columbia)—Elstree Music
4	1	WALK RIGHT IN	The Rooftop Singers (Vanguard)—Reyerson/BMI
5	4	FLY ME TO THE MOON	Alma Cogan (Columbia)—Essex Music
6	9	FROM A JACK TO A KING	Ned Miller (Fabor)—Dandelion Music
7	—	RHYTHM OF THE RAIN	The Cascades (Valiant)—Sherman Music Corp.—De Vorzoin Music Corp.
8	6	LOOP DE LOOP	Frankie Vaughan (Philips)—Peter Maurice
9	—	QUEEN FOR TONIGHT	Helen Shapiro (Columbia)—Lorna Music
10	—	DON LEON	The Club Quartet (Israphon)—ACUM

ITALY

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

This Week	Last Week	Title	Artist
1	1	COME TE NON C'E' NESSUNO	Rita Pavone (RCA)
2	3	IL TANGACCIO	Adriano Celentano (Clan)
3	4	BACI	Remo Germani (Jolly)

4	2	PIANGERO' PER TE	Paul Anka (RCA)
5	5	ALLA MIA ETA'	Rita Pavone (RCA)
6	6	ROBERTA	Peppino Di Capri (Carisch)
7	9	IL RE DEI PAGLIACCI	Neil Sedaka (RCA)
8	11	AMORE FERMATI	Fred Bongusto (Primary)
9	12	QUELLI DELLA MIA ETA'	Francoise Hardy (Vogue)
10	7	TONIGHT	Col. son. orch (CBS); Ferrante & Teicher (UA)
11	8	GIOVANE GIOVANE	Pino Donaggio (Columbia)
12	—	JUST LET ME CRY	Mina (Italdisc)
13	—	OH OH BABY . . . PIANGERO'	Fabrizio Ferretti (RiFi)
14	—	NON AMARMI COSI'	Steve Lawrence (CBS)
15	14	CHARIOT	Betty Curtis (CGD); Franck Pourcel (VdP)

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SHIMA SODACHI	Tabata Yoshio (Teichiku); Nakasone Mikki (King); Asaoka Yukiji (Toshiba)—JASRAC
2	2	AKAI HANDERCHIEF	Ishihara Yujiro (Teichiku)—JASRAC
3	3	SHERRY	The 4 Seasons (Vee Jay)—Toshiba
4	4	THE LOCO-MOTION	Little Eva (London)—Taiyo
5	5	KIRIKO NO TANGO	Frank Nagai (Victor)—JASRAC
6	13	KYUCHAN NO TSUN TSUN BUSHI	Sakamoto Kyu (Toshiba)—JASRAC
7	6	NAMIDA BUNE	Kitajima Saburo (Columbia)—JASRAC
8	7	HOUND DOG	Elvis Presley (Victor)—Aberbach
9	8	I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges (Cadence)—Aberbach
10	9	I CAN'T STOP LOVING YOU	Ray Charles (ABC-Paramount)—Tone

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	AL DI LA	Emilio Pericoli (Warner Bros.)—Emmi
2	5	CAMINA DERECHITO	(Walk Right In)—Oscar Madrigal (Gamma)—Pham
3	3	LLEGO BORRACHO	J. A. Jimenez (RCA)—Emmi
4	7	EL LADRON	Sonora (CBS)—Reimsa
5	6	YA NO (I Know)	Rebeldes del Rock (Orfeon)—Brambla
6	2	COSAS (Things)	Oscar Madrigal (Gamma)—Pending
7	4	CORAZON DE ACERO	Sonora Santanera (CBS)—Emmi
8	8	PA TODO EL AÑO	J. A. Jimenez (RCA)—Pham
9	9	HULA HULA TWIST	Irving Field (Tizoc)—Pending
10	10	VIDA	Enrique Guzman (CBS)—Emmi

NEW ZEALAND

(Courtesy Discomania)
*Denotes local origin

This Week	Last Week	Title	Artist
1	6	OUR DAY WILL COME	Ruby and the Romantics (Kapp)—Control
2	3	SUMMER HOLIDAY	Cliff Richard (Columbia)—Allan
3	5	THE END OF THE WORLD	Skeeter Davis (RCA)—Morris
4	4	PLEASE PLEASE ME	The Beatles (Parlophone)—MCPS
5	10	RHYTHM OF THE RAIN	The Cascades (WB)—Morris
6	—	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)—Belinda
7	—	YOU'RE THE REASON I'M LIVING	Bobby Darin (Capitol)—Trinity
8	1	WALK LIKE A MAN	The 4 Seasons (Allied)—K/A
9	—	FOOT TAPPER	The Shadows (Columbia)—Allans
10	2	WALK RIGHT IN	The Yeomen/Rooftop Singers (Viking-HMV)—Southern

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUMMER HOLIDAY	Cliff Richard (Columbia)—Musikk-Huset
2	3	FROM A JACK TO A KING	Ned Miller (Karussell)—Palace Music
3	2	HEY PAULA	Paul & Paula (Philips)—Edition Lyche
4	4	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—Belinda
5	5	REGNIGA NATT	Anna-Lena Loggren (Metronome)—Manu
6	—	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—No Publisher
7	8	DANSEVISE	Grethe & Jorgen Ingmann (Metronome)—Musikk-Huset
8	9	SINGEL OG SAND	Olkabitamo (Philips)—Edition Lyche
9	6	FOOT TAPPER	The Shadows (Columbia)—Musikk-Huset
10	—	KISS ME QUICK	Elvis Presley (RCA)—Belinda

PHILIPPINES

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)

This Week	Last Week	Title	Artist
1	1	HOW MUCH IS THAT DOGGIE IN THE WINDOW	Baby Jane & the Rockabees (United Artists)—Mareco
2	3	COLORING BOOK	Kitty Kallen (RCA)—Filipinas
3	2	GIRLS, GIRLS, GIRLS	Elvis Presley (RCA)—Filipinas
4	5	FOLLOW THE BOYS	Connie Francis (MGM)—Mareco
5	9	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (Columbia)—Mareco
6	—	JUST FOR TONIGHT	Henry Mancini & His Ork (RCA)—Filipinas
7	8	LOVER BOY	Dee Dee Sharp (Cameo-Parkway)—Dyna Products
8	6	MY HEART BELONGS TO YOU	Eddie Fontaine (Warner Bros.)—Mareco
9	4	DEVIL WOMAN	Marty Robbins (Columbia)—Mareco
10	—	COMANCHE WATUSI	Fireballs (Tag)—No Licensee

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)

This Week	Last Week	Title	Artist
1	1	FROM A JACK TO A KING	Ned Miller (Renown)—Burlington Music
2	2	RUBY BABY	Dion (CBS)—Belinda Music
3	3	BACHELOR BOY	Cliff Richard (Columbia)—Elstree Music
4	6	DANCING SHOES	Cliff Richard (Columbia)—Belinda
5	8	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Aldon Music
6	4	FOOT TAPPER	The Shadows (Columbia)—Belinda
7	7	FROM A JACK TO A KING	Jim Reeves (RCA)—Burlington Music
8	9	HEY PAULA!	Paul & Paula (Philips)—Tin Pan Alley Music Co.
9	10	WALK RIGHT IN	The Rooftop Singers (Renown)—Southern Music
10	—	SUMMER HOLIDAY	Cliff Richard (Columbia)—Belinda

SPAIN

(Courtesy Discomania)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	FIVE HUNDRED MILES	Gelu (Voz Amo)—Robert Melin Iberica
2	1	MARIA	Andy Williams (CBS)—Del Mundo
3	4	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue-Hispavox)
4	3	EL PECADOR	Los Galantes (Orfeon)—Del Sur
5	6	CHARIOT	Ennio Sangiusto (Belter)—Armonico
6	5	BALADA GITANA	Duo Dinamico (Voz Amo)—Del Sur
7	7	ESO BESO	Paul Anka (RCA)—Hispavox
8	9	RETURN TO SENDER	Elvis Presley (RCA)—Aberbach
9	8	I CAN'T STOP LOVING YOU	Ray Charles (ABC-Hispavox)—Hispavox
10	—	LIMBO ROCK	Chubby Checker (RCA)

(Continued on page 44)

International NEWS REPORTS

FOLKETS PARKER

U. S. Acts Get Heavy Play in New Season

By HENRY FOX

STOCKHOLM — Sweden's greatest amusement place, Folkets Parker, will start its season this week with bigger and more expensive programs than ever before.

Seymour Osterwall said that among the big attractions this year is Duke Ellington and Count Basie. The Duke will start in Vasteras June 1 and continue with one-nighters to June 23. On August 2 Basie will open the big jazz festival in Landskrona, which celebrates its 550th birthday. The festival will go on for three days, with the second day devoted to Dixieland music. During the festival names like Papa Bues Viking Jazzband, Monica Zetterlund and Arne Domnerus will appear. Basie will tour Sweden for 20 days following the show.

Folkets Parker will send out more than 300 programs this year, in which 1,700 artists will appear—from soloists to an ensemble of 38 persons. Attendance last year was over 5,000,000 people, and, during the summer months 5-6,000 performances were given. Louis Armstrong, Frank Sinatra and Quincy Jones are among those who have been guests in Folkets Parker.

Erik Jarnklev, production manager, for Folkparkerna, has this year brought over from New York "Manhattan Parade 1963," which will tour from August 3-25. In this show Lester Young and his California Playboys, the Miller Sisters, Frank Hatchett Trio, Marie Knight, Ronnie Mitchell and King Coleman. Jarnklev is already preparing for 1964 and new deals will be made with Bill Williams' revue and Larry Steel's "Smart Affairs" revue.

AUSTRALIA

Early Bird Wins Again

By GEORGE HILDER,
19 Todman Ave., Kensington,
Sydney, N.S.W.

W. & G. Records, Melbourne, has been very prompt releasing "Foot Tapper." This disk hit the market right ahead of the English originals. Taken from the Oriole catalog, single must be one of the fastest so-called "cover" records to be issued in this country.

Vocalist John Chester completed his version of "Nick Nack Paddy Wack" and the disk has fantastic air play in Melbourne.

Capitol Records are preparing a strong campaign for the opening in June of Noel Coward's musical "Sail Away," which is due to open in Melbourne. Capitol will release (May 23) the original Broadway cast, and

Europe Test

LONDON — As an experiment, Warner Bros. Records is issuing a Buddy Cole album in Europe before it goes to the U. S., the label's international director Bobby Weiss revealed here. It couples organist-pianist Cole with the Danish violinist Sven Asmusen. The LP was due to be launched at the beginning of the month (May). Teldec, Hamburg, Warner's German licensee was handling pressing and shipping into most other parts of the Continent.

Another unusual project is a "John Buck and the Blazers" album being released by Teldec from Warners. Recorded in Hollywood and specially geared to the German market, it follows the success of the Buck combo's "Jalisco" which has figured in the chart there for five months.

Noel Coward sings "Sail Away." H.M.V. has the English original cast version plus a single by Shirley Bassey on Columbia and an instrumental by Mantovani on Decca.

In preparing for the second Australian tour by Andy Stewart in June, H.M.V. issued the single "I've Never Kissed a Bonnie Lass Before." . . . The World Record Club this month is launching a French and German language course on record. Prepared by European Visaphone.

Festival Records compiled an album entitled "Twist the Limbo With the Stars." Tracks have been taken from local Festival releases and A.B.C. Paramount and Laurie albums. Festival have also re-issued a disk from the Grand Award package "Paul Whiteman's 50th Anniversary" under the title of "All Time Jazz Greats." . . . It's good to see Rob E. G. back in business after his recent stint in hospital. . . . Kevin Jacobson, brother-manager to Col Joye, has said that plans are going ahead for a tour of Japan in the near future. Arrangements have been made to release records by Joye and the Joye Boys in Japan.

BELGIUM

Easter Set Contest Stage

By JAN TORFS
Stuivenbergvaart, 37-Mechelen

Easter, April 14, was the final day for the competition of the "Grand Prix de Varietes 1963," organized by Volkswagen and Radio Luxemburg at the Kursaal of Ostend. Many vocalists who once participated in this contest, have now become international stars: The Trio Cassiman, Rita Dee, Chris Ellis, Dan Ellery, Will Sompel, Rob-

GUESS WHAT SHE'S GIVING UP FOR LENT

THE HAGUE — On Easter Sunday of last year Holland's most popular vocal star Anneke Gronloh had a car crash that sent her to hospital for several weeks. On Easter Sunday of this year, precisely at the same hour, Miss Gronloh and her pianist had a car crash that will keep both of them out of business for quite a long time. She is not particularly superstitious, but she will definitely avoid working Easter Sundays forever.

More Jazz In Poland

By ROMAN WASCHKO

WARSAW—Not so long ago jazz recordings turned up in music stores here on a most irregular basis. Disks by the American jazz greats appeared inconsistently at a variety of shops around town. Now, however, jazz records are available at selected stores on a much more consistent basis.

Among the latest selections available in this city are Coleman Hawkins on Crown Records; "Jam Session at Commodore" by Eddie Condon from the Commodore label; "Early Bird," Charlie Parker on Baronet; "Jimmy Witherspoon Sings the Blues" on Crown Records; "Trumpet on Tour" by Jonaf Jones on Baronet, and a Crown LP called the "Kings of Dixieland," Volume 3.

Also currently on the market is a Louis Armstrong album. This contains eight selections cut between 1950-1957 with various groups. The disk is "Louis Armstrong and His All Stars." This is slightly inaccurate since only three tunes—"Cornet Chop Suey," "Wild Man Blues" and "Lazy River"—are played by the All Stars. The remaining tracks are cut with Ella Fitzgerald and Bing Crosby. And two other tracks are sung solo by Armstrong.

ert Charles Lanson, Jacqueline Anset, Serge Davignac and last but not least, Robert Cogoi, who won the contest last year.

This year eight singers participated in the final competition. For Flemish Belgium, there were Eric Pelsen and the Dockx Brothers; for Walloon Belgium, Michel Fischer and Jean Claude Noel; for Holland, Ciska Peeters and Anne Wirix, and for France, David Martial and Claudine Claude. Claudine Claude won gifts, a record contract and long and loud applause from the audience. Second in this contest was Ciska Peeters.

Freddy Quinn was in Brussels where he was the big attraction of TV. . . . Siemens (distributors of Polydor, D.G.G. and Brunswick Records) gave us their list of best sellers. They are: "Junge, komm bald wieder," by Freddy; "Wini-Wini Tamoure," by the Tahiti-Tamoures; "Lone-Girl," by Jerry Minton; "She'll Never Know," by Brenda Lee; "Kleine blauwe zwaluw," by Bob Benny; "Telstar" and "Trop tard," by Les Compagnons de La Chanson, and in the classical field, "Tchaikovsky First Piano Concerto" by Herbert Von Karajan, Svatoslav Richter and the Wiener Philharmoniker.

M. De Boeck of Ardmore & Beechwood had a meeting with J. Van Schalkwyk of N. V. Anagon Songs Music, Holland. Ivan Nordstrom of Odeon

Light Music Getting Nod on Rome Video

By SAM'L STEINMAN

ROME — TV continues to provide some of the liveliest copy in the pop music field. Betty Curtis and Donatella Moretti will be featured in a new version of "La Boheme" for which Gilbert Beaud is preparing the score. The year-end "Canzonissima," after three years of unsatisfactory experiments with song stories built around various comedians, is heading back to its original regional formula in an effort to recoup the popularity it had under the directorship of Pietro Garinei and Sandro Giovannini.

In the meantime, RAI's radio end remains at odds with AFI over phonograph record rights for its programs. The recording group was joined by Pino Calvi, orchestra leader, in one of its recent sessions.

One of the impasses between AFI, representing the disk houses, and RAI, the radio-TV network is that the latter not only bans record people from indicating which disk they prefer to have played on sponsored programs, but will continue to deny them the right to choose the records played on their own sponsored programs for which they pay the standard advertising rates.

In other areas there is much activity over new programs and artists. For the first time CBS has provided for a specially taped TV show recorded in Rome. The Four Brothers appear on the program.

Editions, Stockholm, also paid a visit to the same firm. Ardmore & Beechwood is the publisher for the entire world of Adamo's: "Amour perdu." A Flemish version of this same record has been made by Chris Wijnen, as well as the Flemish version of "Le plus beau tango d'Athenes."

Chris Wijnen will defend Belgium in the next Europa-Cup to be held next summer in Knokke, Belgium.

BRITAIN

Decca Arm to Distribute Indie

By DON WEDGE
News Editor,
New Musical Express

Ember Records, a small independent label set up three years ago by Jeff Kruger, is now to be distributed by Decca's wholesale arm, Selecta. This is seen here as a major move by one of the big disk firms who control most of the distribution in Britain.

Vladimir Ashkenazy, the Russian pianist who settled in Britain, has been recorded by Decca. His decision to stay in the West was Page One news April 17. He had already recorded two albums for Decca—both with the London Symphony Orchestra: Tchaikovsky's "First Piano Concerto" conducted by Laurin Maazel, and Rachmaninoff's "Third Concerto" conducted by Anatole Fistulari—and these are being rush released, tying in with the publicity about him.

Frankie Vaughan (Philips) will make another movie in June. Called "It's All Over Town," it will be a color subject with Ben Nesbit, head of

MUSIC FOLLOWS NEWS ECLIPSE

DUBLIN—A strike of Radio and Televis Eireann journalists has eliminated all news broadcasts for the last few weeks. The national radio service is using much of the time available to air music programs, bringing exposure of new disks into greater than ever prominence. One of Radio Eireann's more interesting current series, "The Cinderella Gentleman," is being presented in four parts and tells the life story of Harry Belafonte, who is rumored to be coming to Ireland later this year.

the Feldman publishing firm, as executive producer. Other recording artists will appear in it. It will be Vaughan's first picture since 1960 when he made two in Hollywood. . . . Kenny Ball has been added to the cast of another British musical "Live It Up," now in production at Pinewood. Among others in it are Gene Vincent and Australian Patsy Ann Noble.

Visitors

Joyce Tapp, former Cleveland deejay at station WJW and a songwriter, is in London to marry Mike Collier on Friday (17), former international promotion man for London Records in New York and now an independent disk producer here. They are writing together and, under a new deal, publishing through the Radio Luxembourg-Campbell Connelly-owned Ivy Music. . . . Cliff Richard and the Shadows, following their recording sessions in Barcelona, appear at the Paris Olympia for a Europe No. 1 concert May 14. . . . Maurice Chevalier, currently playing a season of one-man shows at the Saville Theater, has a Sunday night show place, replacing ATV's Palladium presentation May 12.

Visitors

Del Shannon was going into London recording studios last week to complete tracks for an album including several British hit titles. His manager, Irving Mikaniik of Big Top Records, is here with him and to supervise the sessions. . . . Pye Records is trying to set up suitable promotion appearances on behalf of Cameo-Parkway to bring in Dee Dee Sharp. . . . Philips has promotion dates set for Germany's Heidi Bruhl to exploit her "Marcel" Eurovision Song Contest entry, now available in English. . . . U. S. writer - publisher Buddy Kaye was due in last Monday (29) to visit his British associate Jeff Kruger. . . . At the end of his London Palladium season Sammy Davis is doing some provincial concerts and probably a one-night appearance at "The Talk of the Town," the country's leading theater-restaurant.

Record Business

There is a notable trend to British firms issuing albums on the strength of an isolated single hit, as is the American practice. Decca last week rushed Ruby and the Romantics' "Our Day Will Come." . . . Warner Bros. scheduled rush release of "Shy Girl" for the Cascades as soon as "Rhythm in the Rain" began to slacken. . . . Renewed interest in Wink Martindale's "Deck of Cards" (London) brought it into last week's chart. The disk was first issued here on October 16, 1959, and made a brief

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THE INTERNATIONAL

FINLAND . . . Harry Aaltonen



Reporter for Finland's largest evening newspaper, *Iltasanomat* and a contributor to music journals in Finland, Poland, Sweden and Japan. As a complementary sideline, Mr. Aaltonen is the leader of a professional dance band.

GERMANY . . . Omer Anderson



Representative of Billboard in Europe since 1957, Mr. Anderson has worked as a reporter for *The Los Angeles Times* and for the *Hearst Newspapers* in Germany. He is now a columnist for various U. S. newspaper syndicates and radio broadcasting companies.

FRANCE . . . Edouard Adamis



Widely traveled and proficient in seven languages, Mr. Adamis is an exclusive correspondent for *Billboard*. He is a professional composer and arranger—recording for Decca, RCA, Philips, Odeon, Pathe, Columbia, Ricordi and several other labels.

PUERTO RICO . . . Antonio Contreras



Formerly in New York as part owner of a chain of Latin American record stores, then produced, manufactured, retailed and exported recordings. He is now the factory representative for two major labels and two leading New York Latin labels for Puerto Rico and the Virgin Islands.

SWEDEN . . . Henry Fox



In addition to an extensive background in the music business with such positions as orchestra leader, music publisher, a.&r. man, program and music director for a radio station, Mr. Fox is also a published composer and lyricist.

JAPAN . . . J. Fukunishi



Graduate of Kwansai Gakuin University in Kobe, Mr. Fukunishi has been associated with Nippon Columbia Company (an affiliate of Columbia Records, U. S. A.) for the past 32 years and is a contributor to several phonograph and record publications in the Far East.

NEW ZEALAND . . . Frederick Gebbie



In show business since the age of 18, Mr. Gebbie has covered the ground from ad man for a touring ice show to general manager of *Prestige Records* in Wellington. He has done record reviews and articles for numerous New Zealand publications and is presently director of his own firm, *Frederick Agencies, Ltd.*

HUNGARY . . . Paul Gyongy



Composer of numerous operettas, musical comedies and instrumentals, Mr. Gyongy has held the position of Director of both the Hungarian Film Industries and the Hungarian Society of Composers and Authors, and currently of the Hungarian Musical Fund. He is a contributor to the West German publications, "Automatenmarkt" and "Der Musikmarkt."

AUSTRALIA . . . George Hilder



Presently employed by MCA (Revue) in Australia as a Research officer, Mr. Hilder spent 15 years as a radio announcer and station manager in New South Wales, four years in America as a record artist publicist, and has been associated with Mercury and EMI records.

GERMANY . . . Jimmy Jungermann



Began producing record programs for Radio Munich in 1945 at the invitation of the American Government, and currently writes for German radio, movies, TV, record fan and trade publications, for the Erudition Department of "Films in Review," New York.

SOUTH AFRICA . . . Harry Klein



A well-known journalist and feature writer, Mr. Klein served during the war as Chief Psychological Warfare Officer where he was responsible for much of the Allied propaganda material circulated and broadcast. He is presently director and head of *Lindsay Smithers Public Relations Division*, the largest firm of its kind in South Africa.

IRELAND . . . Ken Stewart



Just 21 years old, Mr. Stewart began his journalistic career some two years ago with *The Dublin Evening Mail*. He now contributes general articles to several Irish newspapers and magazines, is associated with a number of youth publications and was a founder-member of *Teenage Express* magazine.

HONG KONG . . . Carl Myatt



Born in India and educated in Ceylon and England, Mr. Myatt has worked as a journalist for over nine years. He is currently the popular music correspondent for Hong Kong's leading English language newspaper and is editor of *TV Times* in Hong Kong.

BRAZIL . . . Mauricio Quadrio



A resident of Brazil since 1950, Mr. Quadrio has served as musical supervisor and producer of educational programs for the State Radio, is currently director of Brazilian Association of Record Critics and reviewer for a number of Brazilian newspapers.

ISRAEL . . . Azaria Rapoport



Columnist for Israel's largest daily newspaper, *MAARIV*, for eight years and producer of Israel's only weekly live *Radio Variety Show* for the past two, Mr. Rapoport's activities also include the performing arts as an actor in the Israeli theater and in motion pictures.

PERU . . . Hector Rocca



Beginning his career as a disk jockey in 1947 in Peru, Mr. Rocca now functions in multiple capacities as TV master of ceremonies, announcer, record columnist for the Lima newspaper, *La Prensa*, and director-manager of one of Lima's leading record distributors.

ENGLAND . . . Arthur Rosett



Affiliated with *Billboard* since 1948 as Paris correspondent, Mr. Rosett now holds the post of European Director. Formerly: Owner-Publisher-Editor of *The Mediterranean Courier* in Casablanca; Assistant Editor of *The Leatherneck*, and correspondent in Mexico for *New Orleans' Times Picayune*. Wire services: A.P. and U.P.

BELGIUM . . . Jan Torfs



Since 1956 Mr. Torfs has been editor-publisher of Belgium's leading music monthly, *Juke Box*. He is also editor-publisher of several youth publications (*Teenager*, *Song Parade*, *Twist* and others)—all circulated throughout Belgium and Holland.

PHILIPPINES . . . Luis Ma. Trinidad



An award winner in both playwriting and poetry, Mr. Trinidad has been associate editor of *Literary Song Movie Magazine*, is currently contributing a daily column for *The Manila Chronicle* and is writer-director for Manila Broadcasting Company's TV show, "MBC Spectacular."

POLAND . . . Roman Waschko



President of the Polish Jazz Federation since 1957 and author of the book, "Jazz and Behind the Scenes," Mr. Waschko was responsible for introducing jazz into Poland's concert halls and into music school and high school curriculums. He toured the U. S. jazz scene in 1962 as sponsored guest of the American State Department.

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Date of Publication: August 3, 1963

"FIRST FAMILY"

NORWAY . . . Espen Eriksen



As a part-time journalist in Bergen, Mr. Eriksen initiated Norway's first pop charts. Later he joined Oslo's publication, Verdens Gang, and contributes their VG charts which are reprinted in many foreign publications.

DENMARK . . . Arne Hansen



A journalist since 1939, Mr. Hansen has contributed editorially to the Danish newspapers Horsens Avis, Horsens Folkeblad, Vejle Amts Folkeblad and Dagens Nyheder. In addition, he is active in Danish radio and TV and associated with the well-known Danish annual "Blaekspruten."

SPAIN . . . Raul Matas



Winner of many awards in radio and publisher of Madrid's monthly music publication, Discomania, his DJ show of the same name is syndicated throughout Spain, the Canary Islands, Balears, Argentina and Uruguay.

ITALY . . . Samuel Steinman



With degrees from two American universities, Mr. Steinman has been a resident of Rome for the past 10 years, and a journalist for the better part of 20. He writes regularly for publications in Hollywood, London, Tokyo, Rome and for various U. S. dailies, in addition to his regular columns for Rome Daily American and the European edition of The New York Herald Tribune (Paris).

AUSTRIA . . . Fred Ziller



Mr. Ziller's keen interest in music has had him deejaying in every conceivable locale—from a hospital radio station in America, to the U. S.-sponsored radio station in Austria, Radio Luxembourg and Radio Cologne. He has produced a number of radio shows and contributes to various European publications.

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Vaughn Meader Shoots for 2d Term
NEW YORK—Conjecture over whether Vaughn Meader would record a sequel to "The First Family" has been resolved. The Kennerly impersonator recorded "The First Family, Vol. 2" at CBS Studios Monday (18). The disk began at 8:30, and a cast in support of the star put the follow-up album on tape. The album was produced by Bob Booker and Eddie Douc and the cast in support of the album was announced last week. The album was available on the Cadence label April 1.

SWEDEN LEADS SELLING NEW RELEASES
NEW YORK—Sweden's sales of new releases during the first week of the "All Star Festival" 1969 were reported by the Commission for Refinement of the Music Industry. The fact that none was a new release was a surprise. The previous total during the week was 1,000,000 copies, and deliveries fell behind demand.

FIELD IN UN ALBUM
NEW YORK—The undisputed leader in sales of new releases during the week of which go to the U. N. High School was held through the week.

Autry Sells 4-Star Firm
NEW YORK—Gene Autry's 4-Star combine of music publishing and record production was purchased this week by a group of investors led by Johnson, Davis Burgess, who has been operating the publishing company, and Bernie Solomon, president of Everest Records.

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ABC 'Blacklist' Still Affects Folk People
NEW YORK—An as yet unnamed organization of about 50 folk artists came into being last week during an informal afternoon meeting Tuesday (19) at Art D'Lugoff's Village Gate night club. The meeting took place because of the alleged blacklisting of two folk artists from the all-American ABC-TV network series of college-student steering and action committee was formed consisting of Dave Van Ronk, Ed McCurdy, Judy Collins, Erik Darling of the Roadrunners, Judy Lee, and Tammy Grimes.

International News

• Continued from page 38

great musical success, "Kiss Me Kate." Teen-agers have several surprises coming in the pop music. Outstanding guests will be here. Among them the singing stars **Ines Taddio** and **Rocco Granata** (composer of the big Italian hit "Marina") and **Vico Torriani**, who will sing on five evenings in Budapest Sports Stadium.

Slatislav Richter, the famous Russian pianist, will hold his only concert on April 29. The concert is already sold out.

ISRAEL

Alma Cogan A Smasher

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

Alma Cogan (HMV) arrived for personal appearances at the

Tel Aviv Sheraton and had the audience cheering. Miss Cogan, accompanied by her regular pianist-arranger, learned a couple of new Israeli songs and included them in her opening night program. Among her songs, Miss Cogan included an ancient local children's song, "Zoom Zoom," which few knew, and a regular commercial about Golden Oranges.

Another performer from Europe in Tel Aviv is French singer **Pia Colombo** (Vogue), appearing at the Tel Aviv Adria. Miss Colombo, scheduled to appear on Swedish TV May 12 is already negotiating a postponement to enable her to prolong her stay in Tel Aviv.

ITALY

Anepeta Dies, But Festival Goes On

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

Giuseppe Anepeta, 62, known as the father of Naples Music Festival, died March 27. Meanwhile, the 11th festival will take a new shape. While the audience will be present in the Overseas Theater singers will give voice to their songs from various Nea-

politan locales, including the islands of Capri, Ischia and Procida, and the Amalfan resorts of Sorrento, Amalfi, Ravello and Positano. There will be 24 song entries during the June 14-16 period.

Fonit has brought out **Jean Luk** whose songs won top honors at the recent Warsaw Festival of Italian Song. . . . Two violinists are receiving top attention in concerts and disks in Italy. RCA is advancing **Salvatore Accardo** while V-C-P has **David Ostrak**, who is playing a dozen concerts in five cities of the peninsula. . . . Cetra is planning its first sing-along disk in Italian with **Claudio Villa** and **Milva**, who are featured on TV's "Everybody Sings." Also on the books for Villa is an LP featuring old songs following his current revival hits, "Little Butterfly" and "Snow Flakes."

Bruno Martini is off to Beirut to play in the Lebanese capital's leading night spot. . . . Latest label is Jaguar with which **Benito Vassuru** has launched **Ricki Gianco**. . . . **Lou Monte** was in Milan for TV as a follow-up on the success here of "Peppino, the Italian Mouse." . . . May 9 is the date the Milan critics will give out their annual disk awards. The final running has been narrowed down to some 20 recordings.

On occasion of Giuseppe Verdi's 150th birthday, an Exposition of Music will take place in Monza's Villa Reale June 16-30. Special events will include a stereo and hi-fi prize, a children's song competition and various concerts of all types of music. . . . Monthly "Tuttamusica" has now begun to come out as a weekly.

JAPAN

Plant Grows Stereo Fruit

By **J. FUKUNISHI**
108 Kakinokizaka, Meguroku,
Tokyo

Expecting a stereo boom in the coming Christmas season, Nippon Victor is constructing its second stereo phonograph plant. Victor held land-break ceremonies at the site in Yamato City April 8. The plant is three-storied and is to be completed in September. By combining the two plants in Yokohama and Yamato, Victor estimates to turn out approximately \$5 million worth stereo phonographs every month thereafter.

Nippon Columbia finalized an agreement with Gland-Hamp Records, U. S. A., and is releasing its first album "Hampton and Bossa Nova" under the logo of Columbia International to commemorate **Lionel Hampton's** visit. He is now performing in Japan. . . . **E. Insley**, newly appointed Far East manager of EMI (Hong Kong), Ltd., visited Kokyo and Seoul accompanied by his two assistants in early April. . . . **JASRAC** (Japanese Society of Rights of Authors and Composers) concluded a contract with Czechoslovakian counterpart, OSA, concerning reciprocal collections of performance royalties.

Caterina Valente arrived April 8 with her combo, and her first performance was given at packed Sankei Concert Hall April 13 assisted by **Lilio Rhythm Boys** and **Tokyo Panchos**. She also appeared on a video-taped program on Channel 4, Tokyo Television. . . . **Los Quatro Hermanos Silva** are due June 13 for a three-week concert tour under the sponsorship of Nippon Victor. . . . Mos-

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cow State Chorus (77 members) is now in Japan. . . Al Alberts, now on CBS, was in Japan from April 1 to 20 entertaining U. S. Forces and appearing in night clubs. He sang his own composition, "Yoshiko" and a Japanese hit number "Flowers Blooming in the Rain" in Japanese language, which he intends to cut on his return to the States.

Nasu International Music Festival focusing on chamber music is to be held two weeks from August 15. Nasu is a famous summer resort located on plateau with hot spring north to Tokyo.

MEXICO

RCA-Mexicana Pres. Resigns

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

After having been appointed president of RCA Victor Mexicana six months ago, Pietro Vaccari turned in his resignation and will go back to Italy, where he will assume the presidency of the Chamber of Commerce of Bologna, his home town. His successor in Mexico will be B. T. Ness, president of RCA Espanola, Madrid.

Jose Page, president of Distribuidora Nac. de discos Caracas (formerly La Havana), opened an office in Mexico through which he will handle locally his labels Kubaney, Velvet and Gema. Also from Caracas Antor Antor arrived, administrative president of Grabaciones Antor and representative for Discos Mexicanos in Venezuela. He spent a week in the office of the Mexican company, selecting materials for the launching of nearly 100 LP's in his country.

A delegation from SACM, the Society of Mexican Composers, will attend the convention of the Pan American Council of CISAC (International Confederation of Society of Authors and Composers), to be held in Lima from the 20th to the 24th of May. . . Musart Records will locally press and distribute the following recordings from the catalogs of its affiliated companies: "Jazz Moments," by the George Shearing Trio (Capitol); an EP by Ginamaria Hidalgo (Odeon, Argentina) and a bossa nova LP, called "Arrullo brasileiro" (Odeon, Brazil), as well as "The Lonely Bull," by Herb Alpert and the Tijuana Brass (A & M Records) and "Jun'Gala," by Marty Wilson and his ork (Warner Bros.).

Emilio Pericoli recorded for CBS Mexicana two Mexican and two Italian songs (in Spanish). . . Anibal Conde, manager of Reimsa Publishing, was appointed head of the international department of Discos Mexicanos.

NORWAY

Workers Make Music Hit List

By ESPEN ERIKSEN
c/o Verdens Gang, Oslo

Norsk Phonogram A/S has acquired the original disk of "Singel og sand" by the Salhus-Quintette Olkabilamo, an amateur group consisting of industrial workers in the age between 37 and 50. The song, originally an old folk tune, was rewritten for the group by their leader, 50-year old Monrad Holm Johnson. The group gets its name,

Olkabilamo, by combining the first two letters in each member's first name. The quintette, unknown until this record was released, has already entered the Norwegian charts. Another version of the song is already on the market by Kurt Foss. This recording is issued by Egil Monn Iversen on the Triola label, while Norsk Phonogram A/S has its rendition on Philips.

Threat of strikes and lockouts has slowed down the sales of grammophone records, according to John Johanson, sales manager of Nera A/S, the diskery that represents RCA and Telefunken in Norway. Spring is usually a quiet time, but it is exceptionally still this year. Easter sales were particularly damaged by the labor trouble.

PHILIPPINES

Propose Culture Commission Fund

Luis Ma. Trinidad
264 Escolta, Manila

The Senate chamber was the scene last Wednesday noon of a speech proposing the creation of a commission on culture—a bill which, if passed, will undoubtedly provide government funds for the arts. Responsible for the proposal to create a kind of central bureau of the arts is a woman—Sen. Maria Kalaw-Katigbak.

Sen. Katigbak has presented a bill in the Senate, seeking the creation of a commission on culture for the development of Philippine arts and letters, with an initial outlay of 1 million pesos. In her sponsoring speech, Mrs. Katigbak said the proposed commission will encourage the development of art through:

1. Exportation of talent and cultural groups.
2. Importation of talent and cultural groups.
3. Subsidy to local talents and cultural groups through scholarships, permanent annual awards and prizes, underwriting of performances, etc.

SPAIN

'West Side' Hit Now on Top

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

The new Fonogram company officially began operation April 1. The firm represents Archiv, Bambino, Brunswick, Coral, Deutsche Gramophone, Fontana, Mercury, Philips, Polydor and Roulette. The company uses the building and facilities formerly owned by RCA. However, RCA will continue pressing at its old quarters, but moved its offices to "La Torre de Madrid," the highest skyscraper in Europe. Fonogram absorbs the records departments of Philips Iberica and Siemens Industria Electrica.

Two very popular South American vocal groups, Los Tres Sudamericanos and Los TNT, are involved in a cover war. Almost simultaneously they cut CBS and RCA renditions, respectively, of "La partita di Pallone," Rita Pavone's hit in Italy. They were to be released within 24 hours, record time for Spain.

Charles Wilson, formerly with

RCA in Argentina, arrived in Spain as Orion and Flamingo's representative. The labels, headquartered in Buenos Aires, are subsids of Editorial Constelacion. Francis F. Almeder is the general manager. Wilson seeks European connections for the new Argentinian company.

After running several weeks in this country, the "West Side Story" song, "Maria," became No. 1 on Discomania's chart. Andy Williams' CBS record is the winning version. The songs of "West Side Story" have also been waxed by Salvador Escamilla for the Ediphone label in Barcelona sung in "catalan," the language spoken in Barcelona and the province.

Starting the first of May RCA will launch Victrola, the Golden Guinea series of Pye, Vik, Camden and all its classic repertoire on LP's priced at 175 pesetas. Regularly the price of an LP in Spain is 260 pesetas.

Another Allan Jones EP is already on the market (Fonopolis). . . Argentinian Luis Aguile will debut next month in Barcelona. . . Cauby Peixoto, the Brazilian singer (el poeta lloro), will also appear in Spain after several weeks in Portugal. . . Salomon Walmenstein, from Mexico, arrived here to prepare the Enrique Guzman tour.

VENEZUELA

Roldan Returns From N. Y. Trip

By ALVERO PENALVER
Editor Conciones,
Apartado 3066, Caracas

Cesar Roldan, president of Fabrica Venezolana de discos, has returned to this country from a two-stop visit in Mexico City and New York. Roldan, who heads perhaps the leading disk firm in this country, acquired new equipment for the firm's new factory in Venezuela while on the trip.

Robert Pages, brother of Jose Pages, was elected to head up Distribuidora Nacional de discos' (Velvet-Gema) new Mexican office. The Colombian office in Medellin is handled by Raul Roges Garcia, and the Venezuelan office by Gumersindo Miranda. . . New Color television station in Caracas, Channel 8, will open in October or November with Goar Mestril, Cuban television executive, as financier.

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The E.M.I. company in Istanbul is called Gramofon Limitet Sirketi, and it operates a factory (pictured below) to cope with the ever-growing demand for records in that part of the world. Many of the records that it sells are recordings of other than Turkish origin—and a surprisingly high proportion of these are from America.

So goes the pattern of E.M.I.'s record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.



EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

MUSIC AS WRITTEN

MEMPHIS

MOC Records of Memphis purchased a clever novelty tune called "Long Tall Texan" last week from E & N Record Company of Jackson, Miss. MOC officials are getting out their own version. Don't be surprised if it hits big on the charts. MOC believes it has a sure hit. London Records will distribute it, which guarantees it wide exposure.

Jerry Lee Lewis, the dynamic Sun Record artist on the way to a comeback, recently declined to renew his expired contract with New York booking agent Don Seat. Lewis didn't give a reason in an interview with this writer. Lewis plans to pretty much go it alone as to show date bookings. James T. Sander-son, Lewis' Memphis attorney, had planned to handle Lewis'

bookings. That fell through. Lewis left last week (30) for two weeks of shows in England and two weeks in Germany.

ELTON WHISENHUNT

PITTSBURGH

The Treniers have replaced Sarah Vaughan as the star of its June 17 show. The club is now negotiating with Benny Goodman and Teresa Brewer for late summer dates. . . . Bobby Vinton, who recently moved from his native Canonsburg to settle in Hollywood, was here on April 29 to promote his new Epic single, "Blue on Blue" and to launch a national tour on behalf of that single.

Tim Tormey produced his sixth Porky Chadwick "Groove Spectacular" on May 3 at Syria

Mosque. It featured Sam Cooke, Jerry Butler, Dee Clark, the Crystals, Solomon Burke, Little Esther Phillips, Dion Warwick, the Drifters, Johnny Thunder and the Upsetters' orchestra in two performances. . . . Roy Hamilton was the opening attraction at a new club, the Paradise, in McKeesport, Pa.

Promoter Francis Mayville brought Theodore Bikel to Carnegie Music Hall for a concert on May 3. . . . John Hoebler of Decca Records hosting organist Earl Grant about town during Grant's two-week date at the Horizon Room.

LEONARD MENDLOWITZ

PHILADELPHIA

Harold B. Lipsius, industry attorney, filed petitions for certificates of incorporation for Olympia Records, Inc., and a Newmark Music Company. . . . Al Rosenthal, of Chips Distributors, reports "Little Latin Lupe Lu," by the Righteous Brothers

on Vee Jay as the bell-ringer. . . . Imperial Records has inked the Combo Kings, local nitery combo. . . . WHAT deejay Lloyd Fatman cut "Ain't No Big Thing" on the local Newtown label. . . . Ted Kellem, local Columbia rep, reports sales strength here for Georgie Young's "Gold and Satin Saxophone" album. . . . Promoter Don Rosen brings Johnny Mathis to the Academy of Music for a May 10 concert. . . . Gunter Hauer, now handling promotion for Jamie-Guyden, centers his promotional effort on "Saturday Night," by the Sherrys.

Talent agent and maestro Abe Neff set for the summer at Bush-kill Country Villa in the Pocono Mountains, Bushkill, Pa., with Al Small taking over the resort hotel's music-making chores. . . . Bassist John Thomas has reorganized his old group and goes into Sciolla's at Pennypack Circle. . . . Lord Jim (Ferguson), long-time manager of Bill Haley and the Comets, returns to broadcasting at WDEL, at near-by Wilmington, Del. . . . Bobby Borda and his group, in from Las Vegas and Montreal, locates at the Erlton Lounge.

MAURICE ORODENKER

HITS OF THE WORLD

• Continued from page 36

VENEZUELA

(Courtesy Radio Caracas)

- This Last Week
- 1 1 QUE GENTE AVERIGUA—Emilita Dago (Discomoda)
 - 2 2 LA POLLERA COLORA—Cheo Garcia (Billo); Trio Venezuela (Velvet); Manolo Monterrey (Discomoda); Alfredo Gutierrez (Fuentes); Wilson Choperena (Tropical); Conj. Carie (Panart); La Sonoramica (Discomoda); Orq. Venezuela (Serfaty)
 - 3 3 EN UN BESO LA VIDA—Orlando Contreras (Palacio)
 - 4 5 BAILA EL BOSSA NOVA—Cesar Costa (Orfeon)
 - 5 9 LET'S LIMBO SOME MORE—Chubby Checker (Parkway)
 - 6 — CATACLISMO—Lila Morillo (Discomoda); Ma. Elena Sandoval (Orfeon)
 - 7 4 AY CARINO—Marco Antonio Muniz (RCA); Alvaro Zermeno (Orfeon); Javier Solis (Columbia); Hector Cabrera (Velvet); Lucho Gatica (Musart); Alberto Vazquez (Musart)
 - 8 — CONFLICTO—Alvaro Zermeno (Orfeon)
 - 9 6 UN DOMINGO SIN TI—Lila Morillo (Gema); Eduardo Davison

- (Columbia); Orq. Melodia (Fonograma); Tito Rodriguez (UA)
- 10 — GO AWAY LITTLE GIRL—Steve Lawrence (Columbia)

SWEDEN

*Denotes local origin

- This Last Week
- 1 1 HEY PAULA—Paul & Paula (Philips)—Sonora Musikforlag
 - 2 2 BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS)—No Publisher
 - 3 3 FROM A JACK TO A KING—Ned Miller (Karussell)—Palace Music
 - 4 5 GREENBACK DOLLAR—The Kingston Trio (Capitol) Reuter & Reuter
 - 5 6 DE TUSEN SJOARS LAND—*Ray Adams (Fontana)—Gehrmans
 - 6 7 KISS ME QUICK—Elvis Presley (RCA)—Belinda
 - 7 4 LITTA LOVIN—Gene Vincent (Capitol)—No publisher
 - 8 8 GULLE DEJ—*Siv Malmkvist (Metronome)—Edition Odeon
 - 9 — SUMMER HOLIDAY—Cliff Richard (Columbia)—Gehrmans
 - 10 — FOOT TAPPER—The Shadows (Columbia)—Gehrmans

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URUGUAY

London Beefs Up Clave Line

By ALBERTO MARAVI
Care of La Manana
Montevideo, Uruguay

Henry A. Principe, manager of the Export Department of London Records, Inc., passed through Montevideo on a business trip to work out details for the building of the Clave catalog in classical and pop fields. Stanley Black, Bill Black, Roy Orbison, Edmund Ross, Cate-

rina Valente are among newcomers.

Phillips introduced two new bossa nova LP's: "Bossa Nova 2000" (Tamba Trio) and "As Dos Bossa Nova" (Carlos Lyra), coinciding with the presentation of Sylvia Telles and Robert Menescal (O Barquinho) on TV Channel 4. . . . Tonodisc presents "Si Glenn Estuviera Aqui" (Morty Craft-Trans Atlas), "Fly Me to the Moon (Joe Harnell-Kapp) and "Big Band Bossa Nova" (Enoch Light).

Sondor is on tap with "Musica del Brasil" (Percy Faith-CBS), "Con Mucho Ritmo" (Sonora Santanera), "Los Bossambista y la Bossa Nova" (CBS), and a single with the hit by Steve Lawrence: "Go Away Little Girl," sung in Spanish.

The far-reaching international influence of Billboard grows and grows . . .

John E. P. Bingham, Advance Record Agency, Leicester, England, says: "Billboard is far in advance of any other publication of its kind, and I wouldn't swap a year's subscription to Billboard for two other magazines of a similar nature."

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Jerry Simon, Record Promotions, New York, N. Y., says:

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MAY 11

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	I WILL FOLLOW HIM	By Altman-Gimbel-Stole-Roma—Published by Leeds (ASCAP)	6
②	3	PUFF (The Magic Dragon)	By Yarrow-Lipton—Published by Pepamar (BMI)	7
③	4	PIPELINE	By Spickard-Carman—Published by Downey (BMI)	6
④	6	IF YOU WANNA BE HAPPY	By Guida-Royster—Published by Rockmasters (BMI)	3
⑤	2	CAN'T GET USED TO LOSING YOU	By Pomus-Shuman—Published by Brenner (BMI)	7
⑥	5	HE'S SO FINE	By Mack—Published by Bright-Tunes (BMI)	10
⑦	12	FOOLISH LITTLE GIRL	By Miller-Greenfield—Published by Aldon (BMI)	4
⑧	14	REVEREND MR. BLACK	By Wheeler-Peters—Published by Quartet-Butterfield (BMI)	3
⑨	7	SURFIN' U. S. A.	By Wilson—Published by Arc (BMI)	4
⑩	9	BABY WORKOUT	By Wilson-Tucker—Published by Merrimac (BMI)	8
⑪	11	ON BROADWAY	By Weil-Mann-Leiber-Stoller—Published by Aldon (BMI)	5
⑫	19	LOSING YOU	By Renard-Sigman—Published by BNP (ASCAP)	3
⑬	13	MECCA	By Nader-Gluck Jr.—Published by January (BMI)	5
⑭	15	CHARMS	By Greenfield-Miller—Published by Aldon (BMI)	4
⑮	8	DON'T SAY NOTHIN' BAD ABOUT MY BABY	By King-Goffin—Published by Aldon (BMI)	7
⑯	10	WATERMELON MAN	By Hancock—Published by Aries (BMI)	4
⑰	20	TAKE THESE CHAINS FROM MY HEART	By Rose-Heath—Published by Milene (ASCAP)	3
⑱	22	HOT PASTRAMI	By Roziner—Published by Sherlyn-Pent (BMI)	2
⑲	24	TWO FACES HAVE I	By Herbert-Christie—Published by Painted Desert-RTD (BMI)	2
⑳	17	YOUNG LOVERS	By Hildebrand-Jackson—Published by LeBill-Marbill (BMI)	7
㉑	18	DAYS OF WINE AND ROSES	By Mercer-Mancini—Published by Witmark (ASCAP)	3
㉒	21	TOM CAT	By Taylor-Ceraci-Darling-Svanoe—Published by Ryerson (BMI)	3
㉓	—	KILLER JOE	By Russell-Elgin—Published by Mellin-White Castle (BMI)	1
㉔	26	LITTLE BAND OF GOLD	By Gilreath—Published by Beak (BMI)	2
㉕	28	I LOVE YOU BECAUSE	By Payne—Published by Fred Rose (BMI)	2
㉖	29	ANOTHER SATURDAY NIGHT	By Cooke—Published by Kags (BMI)	2
㉗	16	YOUNG AND IN LOVE	By St. John—Published by Odin (ASCAP)	5
㉘	30	THIS LITTLE GIRL	By Goffin-King—Published by Aldon (BMI)	2
㉙	—	STILL	By Anderson—Published by Moss Rose (BMI)	1
㉚	—	AIN'T THAT A SHAME	By Domino-Bartholomew—Published by Travis (BMI)	1

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RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. I WILL FOLLOW HIM—Petula Clark, Laurie 3156; Rosemary Clooney, Reprise 20145; Betty Curtis, CGD 10903; Georgia Gibbs, Epic 9585; Jackie Kannon, Stage 518; Little Peggy March, RCA Victor 8139; Frank Pourcel, Capitol 4916; Clifford Scott, World Pacific 378; Joe Sentieri, Vesuvius 1068.
2. PUFF (The Magic Dragon) — Peter, Paul & Mary, Warner Bros. 5348.
3. PIPELINE — Chantays, Dot 16440.
4. IF YOU WANNA BE HAPPY — Jimmy Soul, S.P.Q.R. 3305.
5. CAN'T GET USED TO LOSING YOU—Andy Williams, Columbia 42674.
6. HE'S SO FINE — Chiffons, Laurie 3152.
7. FOOLISH LITTLE GIRL — Shirelles, Scepter 1248.
8. REVEREND MR. BLACK — Kingston Trio, Capitol 4951.
9. SURFIN' U. S. A.—Beach Boys, Capitol 4932.
10. BABY WORKOUT—Jackie Wilson, Brunswick 55239.
11. ON BROADWAY — Drifters, Atlantic 2182.
12. LOSING YOU — Don Costa, Columbia 42785; Brenda Lee, Decca 31478.
13. MECCA—Gene Pitney, Musicor 1028.
14. CHARMS—Bobby Vee, Liberty 55530.
15. DON'T SAY NOTHIN' BAD ABOUT MY BABY—Cookles, Dimension 1008.
16. WATERMELON MAN — Xavier Cugat, Mercury 72108; Herbie Hancock, Blue Note 1862; Mongo Santamaria, Battle 45909.
17. TAKE THESE CHAINS FROM MY HEART — Lloyd Arnold, Memphis 106; Ray Charles, ABC-Paramount 10435; Hank Williams, MGM 11479.
18. HOT PASTRAMI — Dartells, Dot 16453; Joey Dee & the Starlites, Roulette 4488.
19. TWO FACES HAVE I — Lou Christie, Roulette 4481.
20. YOUNG LOVERS — Paul & Christie, Roulette 4481.
21. DAYS OF WINE AND ROSES — Pat Boone, Dot 16439; Eddie Cano, Reprise 20147; Four Saints, Warner Bros. 5335; Wayne King, Decca 25593; Henry Mancini, RCA Victor 8120; Joe Pass, Pacific Jazz 367; Dick Roman, Harmon 1012; Andy Williams, Columbia 42674.
22. TOM CAT — Rooftop Singers, Vanguard 35019.
23. KILLER JOE — Rocky Fellers, SCEPTER 1246.
24. LITTLE BAND OF GOLD — James Gilreath, Joy 274.
25. I LOVE YOU BECAUSE — Al Martino, Capitol 4930.
26. ANOTHER SATURDAY NIGHT — Sam Cooke, RCA Victor 8164.
27. YOUNG AND IN LOVE — Dick and DeeDee, Warner Bros. 5342.
28. THIS LITTLE GIRL — Dion, Columbia 42776.
29. STILL — Bill Anderson, Decca 31458; LaVern Baker, Atlantic 1104.
30. AIN'T THAT A SHAME — Pat Boone, Dot 16028; Fats Domino, Imperial 5348; 4 Seasons, Vee Jay 512.

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St. Paul Firm Buys Hollyw'd Indie Studio

HOLLYWOOD—Radio Recorders, the oldest independent recording studio here, was sold last week to the EMC Corporation of St. Paul. EMC, an 11-year-old firm on the Minnesota Stock Exchange, is engaged in the production of educational and foreign language tapes sold to schools by the leading textbook publishers. In addition to tapes, the firm also produces training films for schools and industry.

According to Morris Halpern, president of EMC, the purchase included Radio Recorders, Conway Recorders, Radio Recorders Equipment Company, MP-TV Services, and Universal Recorders of California, all located here. Purchase price, Halpern said, was for "more than \$650,000" in cash and stock, half cash and half stock. Former owner of RR was Martin Hersh.

The facilities will now become the Universal and Radio Recorders divisions of the EMC Corporation. Halpern, who heretofore based his headquarters in St. Paul, is moving to the Coast, where he will personally run the newly acquired facilities. Halpern said production of the audio visual product also will be started here, utilizing RR's facilities, to run concurrent with production continuing at EMC's St. Paul headquarters.

Plainview Music Moves into Nashville

NASHVILLE — Plainview Music of New York City has opened branch operations here, Jimmy Dean, president, announced last week.

Jay Rainwater, vice-president and general manager, will be in charge of the Nashville branch with temporary offices at 2108 Hayes Street, Nashville. The New York address is 119 W. 57th Street.

Rainwater said he will announce personal management contract agreements with several artists soon.

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Battle of Sounds Rages on Lotsa Fronts

By GIL FAGGEN

NEW YORK—Some wise fellow once said, "The only thing constant in radio today is change." This axiom is certainly true as a check around the country last week proved.

In Flint, Mich., a real "battle of sounds" is taking place between WTAC and WTRX. WTAC (1,000-watt) has pretty much been "top dog" with the younger set in the area—programming the current pop sounds backed up with aggressive well-planned outside and on-the-air promotions.

WTRX in its bid for WTAC's audience has greatly stepped up its promotion, and each week one of the area high schools is saluted. WTAC features a similar salute called "The Scholar of the Hour." Musically the two stations can be classified as "formula top 40."

Instrumental in the intensified competitive battle launched by WTRX were program consultant Joey Reynolds, now working at WKBW-Buffalo but still programming the outlet, and his predecessor Jim Simpson, who has taken over the early a.m. slot at WPOR, Hartford.

Bob Dill, former p.d. at WOLF-Syracuse, has recently taken over the wake-up stanza on WTAC.

The latest addition to the 5,000-watt WTRX is Tony King, who switched from WAMM, Flint, Mich., to take over the 6 to 10 p.m. slot. The current lineup reads: "Coffee Head" Clark (5 to 10 a.m.), Les Root (10 a.m.-2 p.m.), Jackson Ross (2-6 p.m.) "Marcellus" (10 p.m.-midnight) and Al Blade till dawn.

Moving south of the Mason-Dixon Line WFLA-Tampa-St. Petersburg has recently changed its format which includes the addition of the syndicated Dick Clark radio show. WFLA invited school leaders from Tampa Bay area high schools, junior high schools and colleges to the station where they made 10-second promos for their school and the new Clark stanza.

WFLA introduced the whys and wherefores of its format change through a specially produced five-minute film aired on a local TV outlet.

The only air personnel change is the move of Dan Johnson to the sales department. Marty Giles has been added to the news department from WDBO and Jerry Good has taken over the promotion chores for the 10,000-watt outlet.

In the Far West KDAB Radio, Denver, has launched a new format they call "The Metropolitan Sound."

The station has dropped its all-country music in favor of a format based on "soft pop singles" from

Billboard's "Hot 100"—plus heavy emphasis on album selections.

The 10,000-watt has increased its news depth with "Action Central News" at "55" and "Bannerline News" at "30."

KDAB's lineup includes Mike Taylor, Jack Diamond, Ted Atkins, Roy Gunderson, Don Fortune, Johnny Williams and Lee Randall.

Bill Patrick, program director WEEW, Rensselaer-Albany, N. Y., reports that the format change instituted in late February (the outlet switched to a selected "Top 20" plus big band and swing artists from a strict big band sound) has resulted in large rating increases for them.

The "middle-of-the-road" outlet has also instituted the "Albany Better Music Survey Sheet" consisting of the "Top 20" singles and "Top 10" albums based on requests received at WEEW and sales in the area.

Staffers are Bob Nash, Bill Draper, Steve Young and Perry Young.

Perhaps one of the most sweeping recent changes in local radio has taken place at WJAC, Johnston, Pa. The station has moved from 1400 to 850 on the dial with an increase in power from 250 to 10,000 watts.

Programming the pop station are Frank Dell, Mike Croft, Tom Daren and Ron Lorence.

Air Newsmen Ask Equal Access

NEW YORK—Though the approach is varied, the end to be accomplished is the same—equal access for radio and TV to public hearings, court proceedings and legislative sessions.

Recently New York City's broadcast media were denied access to a public hearing on the subject of the city's proposed tax increase while other media paraded in and out unmolested.

Several of New York's top broadcast newsmen, irate at the seemingly arbitrary decision, attempted to physically force their way (with equipment tucked under arm) passed uniformed guards. The fracas resulting was dutifully recorded by microphones held up to the transom.

When city officials turned down the request of WINS to cover the City Hall hearings on the grounds that the equipment would interfere with the hearings, the station sent news reporter Jim Gordon who entered the chamber unnoticed carrying a pocket-sized tape recorder. He taped a small portion of the quarantined hearing which was played as part of an editorial aired on the Westinghouse outlet by general manager Mark Olds urging council majority leader Erich Treulich to present the matter before the City Council asking it to re-examine the no-TV-and-radio rules.

WCBS-TV general manager, Norman E. Walt Jr., wired a protest to Treulich in which he said:

"We must protest this decision as being directly contrary to that of the public interest. Since a public hearing is for the purpose of drawing facts out into the open so that all sides of the question may be aired, it seems to us illogical and unfair to allow access to this public hearing to just those few people who are able to squeeze in the city council chamber, and at the same time deny it to all of those vitally interested and affected citizens who cannot.

"Closed doors can lead only to closed minds—closed because they are uninformed and unenlightened."

With many more hearings coming up in New York, as well as similar situations for stations throughout the nation, the problem remains for broadcasters everywhere as to approach . . . storm the doors or outflank them with logic.

Hootenannies Catching On All Over the Dial

NEW YORK—Hootenannies are happening! Reports by the dozens are coming in from radio stations that have adopted the folk-sing-a-long as a part of their programming.

One of the first to lead the way was Mitch Michaels of WABY, Albany, N. Y., who is scheduling "Hootenanny Hits" as a regular part of his show as well as throughout the day.

Among the some 50 stations hooten it up across the dial, is WNAC, Boston, which has added a music show every Sat-

urday afternoon entitled "Saturday Americana, Your Weekend Hootenanny." Jim Dixon, host of the hand-clapper, programs a blend of folk, country, gospel and western music.

Al Marill, WNAC's music director, includes such artists as Lester Flatt, Pete Seeger, Earl Scruggs; Peter, Paul and Mary; the Kingston Trio, the Limelights, Theodore Bikel, Eddy Arnold, et al., in the program. Dixon plans on interviewing as many of these performers as possible as they make the Boston scene.



SING-ALONG WITH "B. MITCH"—More than 60,000 fans turned out to cheer Freedomland's season return in New York, and proved once again that everybody loves a parade—especially a parade of antique autos. At the wheel is WMCA's B. Mitchel Reed, who is joined by the other "Good Guys and Gals," wearing WMCA's gold and black sweatshirts . . . Jack Spector, Dandy Dan Daniel, Joe O'Brien and Frank Stickle. WMCA is the only station broadcasting two days a week from Freedomland (Saturday 7-11 p.m. and Sunday noon-6:00 p.m.).

programming newsletter

• Continued from page 3

properly? Often I must hear things several times — all the way through—to really judge them, and I just can't find the time.

"Besides, when can all these things be played? It's ridiculous to play anything just once or twice, so I don't play things until they can get some concentration.

"Along with this deluge comes a tremendous number of phone calls. I can think of one record where I got a call from one of the writers, the producer, the national promo man, the regional promo man, the artist, plus the local promo man's pitch. And to my ear the record has nothing. (I forgot to add—the artist's manager called three times to boot.)

"Now, I know each individual is trying to do his job, but can't there be some co-ordination? Shouldn't the national promo man's business be with the local man—not me? I can't stand people calling me and quoting sales figures in Dallas, San Francisco, Minneapolis, Atlanta or Philly. I couldn't care less, and furthermore I don't believe most of them.

"Another funny bit this week: The local promo man was here one morning—left his record—gave me his sales talk—and really pitched on record. That afternoon he returned with the New York promo man, who gave me a pitch on the record. While these two were talking, I received two long distance calls—both about this same record. What can my attitude be? I wanted to break the damned thing in little pieces.

"AM I UNREASONABLE? Do people have a right to consume my time like this? I try to be fair and considerate with everybody, but I find I'm getting cross and short.

"Another thing I can't tolerate is the guy on the phone, somebody I've never met, who comes on with a lengthy weather forecast for his city, and how's the weather where I am? How's my family? What's new? Five minutes of conversation before he gets to the point—and that's to play a record I've already been hyped on and don't like anyway.

"Where does it end? Am I a stinker if I refuse phone calls and deny admittance to promo men? Am I hurting the station? I guess all this activity should made me feel important—but I'd feel better if they let me have time to listen to the product and get my work done.

"I know of only one national promo man who has sense. He has told his regional man to lay off and put his efforts in an area where they are needed. He has the happy faculty of calling or writing just when you want information. He can look at sales figures from this area and tell if I'm missing the boat and he acts accordingly. To me, this is the greatest—promotion where promotion is needed—not just promotion for promotion's sake."

THANKS TO OUR CORRESPONDENT for an illuminating insight into the problems of coping with record promotion pressures. I hope that record people who are pushing too hard will find wisdom and guidance in these comments.

HEY, MAN, Z-Z-Z-Z-Z-I-P!

SAN DIEGO Calif.—In a demonstration of the versatility and flexibility of FM, KFMX-FM Stereo recently broadcast in stereo the Del Mar sports car races.

Though broadcasts of sports car races have been done in the past, this was the first time that such a pickup was broadcast in FM multiplex stereo in this country, according to KFMX General Manager Dave Larsen.

The microphones were placed at crucial points along the course, giving the stereo listener the effect of the cars driving from one speaker to the other through the room (without the hazard of oil slick on the carpet).

A first in a series of stereo remote pickups planned by the San Diego outlet, KFMX is preparing a similar stereocast of speed boat races on Mission Bay and the bull fights in Tijuana.

Parnes Heads IPG

NEW YORK—Sid Parnes will head a new record releasing operation to be known as Independent Producer's Group (IPG). IPG will represent independent record producers on either an exclusive or non-exclusive basis. IPG will handle production, promotion, sales and finance matters.

VOX JOX

By GIL FAGGEN

CONTESTS AND PROMOTIONS: Stations all around the country are reporting great listener reaction to "Puff the Magic Dragon's" contests. Station WJZY, Minneapolis-St. Paul, displayed the 11 winning entries in the record department of Dayton's Department store. Peter, Paul and Mary were on hand with Red Jones, WJZY PD, to view the results. . . . Jim Simon and Johnny Parker of KSON, San Diego, Calif., waded through piles of entries that even included a dragon that belched simulated smoke from its mouth—naturally it won. . . . KYW's Jim Stagg picked 10 winners from more than 700 drawings submitted by his Cleveland area listeners eager to give their impression of the mythical dragon depicted in the song by Peter, Paul and Mary. . . . WLS, Chicago, awarded \$25

savings bonds to four winners chosen from 8,000 entries.

BEN CASEY loses his shirt to WJZY-TV's **Buddy Dean** in a contest that will award the winner a doctor's shirt actually worn by **Vince Edwards** on a "Ben Casey" program—plus a personal telephone call from Dr. Ben. The contest idea is to determine the mileage danced in one week by one of Dean's Baltimore Dancers. A pedometer is attached to one of the program's regulars and viewers are to guess the figure on the pedometer at the end of one week.

HERE ARE a couple of swinging contests from New York's swingin' WABC: To dramatize national radio month, WABC is offering "trips around the world" to seven deserving "radios from Gotham." Listeners are urged to register their radios in WABC's May drawing. On June 1, seven postcards will be drawn and the winning radios will be awarded the trips. In appreciation of their considerate owners, the seven globe-trotting radios will send mementos of their trip back home—perfume from Paris, crystal from Venice, temple bells from India, a camera from Japan, etc.

WABC personalities will each visit a winner's home and present him with a stand-in radio. . . . The ABC o.&o. for the second year is conducting a "principal of the year" contest. Principals' names, along with the signature of the nominator, can be submitted on post cards or file cards, and a color TV set will be awarded to the public school principal and the private school principal receiving the greatest number of nominations. Last year 3,000,000 ballots were cast for principals of 363 schools in the area. The winner of the highly competitive election was awarded a color television for her school.

DAVE HULL, WFLA radio's morning air personality has gone "corn crazy." Dave read the corniest jokes sent in by his Tampa-St. Petersburg listeners and awarded them a silver dollar and a bag of popcorn. Shades of Homer and Jethro!

Focus on the Deejay Scene



THE NEWEST voice on Philadelphia radio is that of Jack Gregson, who is holding forth on the early a.m. stanza on WPEN formerly emceed by the late Mac McGuire. Gregson, who has a long list of impressive credits in radio and television, was featured on WABC's morning show; ABC Radio's coast-to-coast afternoon and evening programs; "Jack's Place," "Just Easy" and "Live Like a Millionaire." Among Gregson's TV credits are: emcee, "Bride and Groom"-CBS-TV, and "Saturday and Wednesday Night Fights"-ABC-TV.

Sub Disaster Puts Station On Its Mettle

PORTSMOUTH, N. H.—The sinking of the submarine U.S.S. Thresher has again catapulted radio station WHEB into national prominence.

The 1,000-watt outlet, also covered the tragic sinking of the U.S.S. Squalus in 1939, became the communication field's focal point in feeding stories throughout the nation.

The Norman Knight station made direct beep reports to CBS, NBC, WBC, UPI Audio, RPI, the Voice of America and approximately 35 other radio stations around the country.

From the time the word was first flashed that the Thresher was down, WHEB staffers Tom Neeley, Sherman Noel, Cliff Taylor, Howie Promer and program director Howie Leonard began coverage that included interviews with top Naval officials and one with a Navy officer who was scheduled to sail on the ill-fated sub but had to stay behind due to an illness in the family.

WHEB, which regularly covers launches at the Portsmouth Shipyard, was able to utilize its many sources to bring poignant behind-the-scenes stories to the listener. One of the outstanding interviews was with a shipyard employe who had survived the Squalus sinking that took 26 lives.

WINS Starts Work On Documentary

NEW YORK—Three WINS staffers accompanied the crew of the U.S.S. submarine *Corporal* last weekend on a two-day cruise off New York to prepare a documentary on the submarine service.

Don Luftig, WINS executive producer; Jim Gordon, narrator, and engineer Carl Infantino will explore the implications of the recent Thresher disaster with Lt. Cmdr. Stephen J. O'Leary, the captain of the vessel.

The team will record the many aspects of operation at sea and life aboard a submarine for airing Sunday, May 19 on "Program PM" in observance of Armed Forces Week and the 63d anniversary of the submarine service.

IN NEW YORK CITY WWRL received 150,000 pieces of mail as a result of the station's fifth annual Aunt Jemima Gospel Singing Contest. The winner, picked last week from 1,000 contestants received a recording contract with Vee Jay Records, \$200 for their favorite charity, and a one-week engagement at the Apollo Theater on a gospel caravan presentation.

TURNTABLE TIPS

By MIKE TURNTABLE

NEW YORK HAPPENINGS: The teen-age march against leukemia will be headed up by **Bobby Rydell**. . . WABC's **Scott Muni** cut the spots for Freedomland that are used by all radio stations. Because his competitors are not allowed to mention his name, one of the boys got around it very nicely by saying it was done by Paul Muni's

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

TWANG A COUNTRY SONG—Duane Eddy (RCA Victor LPM 2681, LSP 2681) "Sugar Foot Rag" (BMI) (2:45)

GEORGIA BROWN—(London LL3286) "My Man" (ASCAP) (3:35)

CONNIE FRANCIS SINGS AWARD WINNING MOTION PICTURE HITS (MGM E4048, SE4048) "Moon River" (ASCAP) (2:42)

THE VENTURES PLAY THE COUNTRY CLASSICS—(Dolton BLP 2023, BST8023) "Born to Lose"

LONG, LONG AGO—Tennessee Ernie Ford (Capitol T 1875, ST 1875) "Long, Long Ago"

MORE JOE HARNELL MORE BOSSA BOSSA NOVA POPS (Kapp KL 1352) "I Wish You Love" (Miller, ASCAP) (2:40)

TOUCH ME SOFTLY—George Shearing Quintet (Capitol T 1874, ST 1874) "Just Imagine" (2:34)

GEORGE SHEARING BOSSA NOVA (Capitol T 1873, ST 1873) "Green Dolphin Street" (2:40)

JACKIE GLEASON PRESENTS MOVIE THEMES—FOR LOVERS ONLY (Capitol W 1877, SW 1877) "Days of Wine and Roses"

JAZZ

THE BOSSA TRES (Audio Fidelity AFLP 1988) "Blues Walk" (Brent, BMI)

COUNTRY

THE HEART AND SOUL OF FERLIN HUSKY (Capitol T 1885, ST 1885) "Second-Hand Rose" (2:38)

BUCK OWENS . . . ON THE BANDSTAND (Capitol T 1879, ST 1879) "Saw Mill" (2:22)

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
1	2	PUFF (The Magic Dragon), Peter, Paul and Mary, Warner Bros. 5348	9
2	1	CAN'T GET USED TO LOSING YOU, Andy Williams, Columbia 42674	11
3	7	LOSING YOU, Brenda Lee, Decca 31478	6
4	4	MECCA, Gene Pitney, Musicor 1028	8
5	—	CHARMS, Bobby Vee, Liberty 55530	7
6	—	TAKE THESE CHAINS FROM MY HEART, Ray Charles, ABC-Paramount 10435	5
7	3	WATERMELON MAN, Mongo Santamaría, Battle 45909	9
8	11	I LOVE YOU BECAUSE, Al Martino, Capitol 4930	6
9	5	YOUNG LOVERS, Paul and Paula, Philips 40096	9
10	6	YOUNG AND IN LOVE, Dick and Dee Dee, Warner Bros. 5342	9
11	17	STILL, Bill Anderson, Decca 31458	5
12	9	DAYS OF WINE AND ROSES, Andy Williams, Columbia 42674	9
13	8	THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	16
14	12	DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120	16
15	10	OVER THE MOUNTAIN (Across the Sea), Bobby Vinton, Epic 9577	10
16	—	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER, Nat King Cole, Capitol 4945	1
17	—	THE GOOD LIFE, Tony Bennett, Columbia 42779	1
18	—	SWEET DREAMS (of You), Patsy Cline, Decca 31483	4
19	—	I'M SAYING MY LOVE, Skeeter Davis, RCA Victor 8176	1
20	20	CALL ME IRRESPONSIBLE, Frank Sinatra, Reprise 20151	6

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked in the Billboard's chart at that time:

POP—5 Years Ago May 12, 1958

- All I Have to Do Is Dream, Everly Brothers, Cadence
- Witch Doctor, D. Seville, Liberty
- Twilight Time, Platters, Mercury
- Wear My Ring Around Your Neck, E. Presley, RCA Victor
- He's Got the Whole World in His Hands, L. London, Capitol
- Return to Me, D. Martin, Capitol
- Book of Love, Monotones, Argo
- Tequila, Champs, Challenge
- Oh, Lonesome Me, D. Gibson, RCA Victor
- Looking Back, N. K. Cole, Capitol

POP—10 Years Ago May 9, 1953

- Doggie in the Window, P. Page, Mercury
- Song From Moulin Rouge, P. Faith, Columbia
- I Bellovo, F. Laine, Columbia
- Preload, N. K. Cole, Capitol
- April in Portugal, L. Baxter, Capitol
- Ruby, R. Hayman, Mercury
- Tell Me a Story, F. Laine-J. Boyd, Columbia
- Anna, S. Mangano, MGM
- Say You're Mine Again, P. Como, RCA Victor
- Your Cheatin' Heart, J. James, MGM

RHYTHM & BLUES—5 Years Ago—May 12, 1958

- Twilight Time, Platters, Mercury
Witch Doctor, D. Seville, Liberty
All I Have to Do Is Dream, Everly Brothers, Cadence
Looking Back, N. K. Cole, Capitol
He's Got the Whole World in His Hands, L. London, Capitol

- Book of Love, Monotones, Argo
Wear My Ring Around Your Neck, E. Presley, RCA Victor
Johnny B. Goode, C. Berry, Chess
What Am I Living For? C. Willis, Atlantic
Tequila, Champs, Challenge

cousin. . . . Sometime, when you are in New York City and you're talking along Radio Row ask a man who helped to start the "First Family" album what he received for his trouble. It's good for a laugh. . . . Those who wonder what has happened to Montie Bruce, he is now connected with an advertising agency.

HERE, THERE: The Canadian Broadcasters Convention was held May 1, 2 and 3, at the Royal York Hotel in Toronto. Among the people who made an appearance there, was Dick Clark for his syndicated radio shows. . . . Enjoying his short vacation in New York City this past week was WKBW's former PD, Doug China.

Get Yourself a HIGH FIDELITY TREASURY

Imagine getting this handbook of 31 enduring, informative contributions on audio for only \$2.50. Each piece was written by a well-known expert. Each has appeared in *High Fidelity*, or its sister publications. Each has been selected with these qualifications in mind:

- Is it pertinent today?
- Will it help the reader understand the principles of recording and reproduction, including stereo?
- Will it help the reader plan a new reproducing system to suit his needs at a price he is willing to pay?
- Will it help the reader get the most out of that system or his present system?

This new, illustrated paperback book of 132 pages, measuring 6½x9½ inches, will stimulate and inform anyone who has ever thought about owning a "rig" of his own. It covers many phases of interest from recording through listening. As an idea-sparker it's worth its weight in diamond styli. If audio perks up your interest—fill in and mail the coupon below at once before we sell out. Payment with your order, please, to prevent bookkeeping expense. But satisfaction guaranteed or your money back!

PARTIAL CONTENTS

The ABCs of Stereo
Stereo for the Man Who Hates Stereo
Music and Stereophony
Stereo Recording Today
Cabinets for Components
The Music Wall
Improvements in Cartridges and Arms
From One Speaker to Many
FM Stereo in the Marketplace
Antennas for FM
FM for Motorists
Anyone Can Be a Sound Engineer
A Mike or Two Around the House
High Fidelity Servicing
Noise—the Uninvited Guest
—and many more!

Wyeth Press, a division of High Fidelity Magazine, Great Barrington, Mass. BB

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Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER



PACKARD BELL IS PUTTING a heavy spring promotion effort behind its versatile new twin-console stereo system, tagged **Stereo Music Mates**. On top is Model RC-15 stereo radio ensemble with AM/FM/FM stereo, dual speaker system and front-mounted controls. Second unit, Model ARC-1, contains four-speed automatic record player and record storage compartment. Both use fluted, tambour-type doors. Matching Model ST-4 is an extension speaker. Both master units can be wall-mounted, placed on shelves or bookcases or can stand alone on legs which are provided. Model RC-15 starts at \$159.95; Model ARC-1 has a base price of \$129.95, and Model ST-4 carries a \$29.95 tag.

Joint Ads on Price May Not Be Legal

NEW YORK—Co-operative advertising undertaken by dealer groups may be illegal, according to a recent decision by the Federal Trade Commission. In a four to one decision the full Commission ruled that ads which mention price constitute a violation of the antitrust laws.

The ruling was handed down as a result of a request by the National Association of Retail Druggist and other retail groups for a clarification of possible antitrust aspects of the practice.

However, record traders see a direct connection with such practices undertaken from time to time by groups of local record dealers.

Dealer arguments have run that pooling of advertising funds is necessary in order to match the advertising resources of larger retailers and chains. The majority decision held that joint ads involving price represent price-fixing conspiracies.

Coincidentally, the Commission warned retailers that efforts to pool ad allowances may bring on additional legal difficulties.

Any agent, negotiating to acquire funds from the supplier, who seeks more than the stores are entitled to, would be regarded as individually responsible for obtaining illegal discriminatory allowances.

In a lone dissenting opinion, Commissioner Phil Elman attacked the concept that ads mentioning price necessarily involve a conspiracy to restrain trade.

He said the FTC has an obligation to take a more positive and encouraging attitude on is-

NAME DUARTE SALES HEAD AT BEL CANTO

COLUMBUS, Ohio—George Duarte, formerly export manager for Bell Sound and Bel Canto, has been named national sales manager for Bel Canto, according to Ken Bishop, division general manager. Duarte joined the firm in 1959 to organize the export sales wing and since then has called on distributors and dealers throughout Europe and Latin America. His appointment is part of a general re-alignment and strengthening of sales effort by the three divisions of Thompson Ramo Wooldridge, Bishop said.

PERSONAL TOUCH

Sales Soar as Letters Go Out

DENVER—The daily newspaper, a pair of scissors and plain white envelopes are tools which help to sell many more tape recorders each year at Ed Marling's, Topeka, Kan.

Each morning Fred Coats, of the Marling's store, goes through the Topeka newspapers clipping out items which compliment a Topekan on a promotion, an anniversary, an outstanding contribution to the community, or any favorable mention.

Each clipping is then rubber-cemented into a small white art folder, lettered with the single word "Congratulations." Then using the plain white envelope as described, the clipping is mailed out to the person mentioned, with a card enclosed which bears the salesman's picture, and an invitation to stop by the store at any time.

Mailing anywhere from 15 to 50 such "Congratulations" every day, Marling's has created a tremendous amount of attention to itself, and can depend upon the person involved dropping around to say thanks. Since in many cases, the customer would like an extra clipping or two of whatever item has been published, Marling's also saves these, ready to hand them over.

Sales in every department at the Marling's store have climbed steadily since this simple program went into effect. It has been surprising how many people come in who had never noticed the item which was the

(Continued on page 50)

equipment newsletter

By DAVID LACHENBRUCH

Billboard Contributing Editor • Editorial Director, Television Digest

"MUSIC AND RECORD STORES are losing ground continually in the phonograph business." So says Max J. Zimmer, president of Symphonic Electronic Corporation—and he has some pretty strong opinions why this situation exists. Zimmer is in a pretty good position to know. Nobody has disputed his claim that Symphonic is America's largest manufacturer of phonographs.

Last year, based on industry statistics, Zimmer figures Symphonic sold nearly 20 per cent—19.6 per cent to be exact—of all American portable phonographs, and a somewhat smaller percentage of total phono consoles. Symphonic makes phonographs for sale not only under its own name, but under a wide variety of well-known labels—including many merchandised heavily through phonograph record stores.

Why are record dealers losing out on phonograph business? Mainly, says Zimmer, "because too many of them look upon it as a seasonal business and they skip the first part of the year almost completely and concentrate on the last third of the year."

"Actually, 35 to 40 per cent of the phonograph business is done in the first half," he points out, "but this is the part of the year that many record dealers regard it as non-existent, except to clean out inventory."

MISSING THIS 35 to 40 per cent of the business is only part of the story." "Alert department stores," Zimmer adds, "gain phonograph business in the first half of the year at the expense of record dealers."

There are many advantages of seeking equipment business actively during the first six months, he says. "Many dealers do a substantial percentage of their business during the first half, because so few of their competitors are even showing phonographs. By the same token, there's far less price competition in the first half because the sharpies and price-cutters regard this is only a fall business, too." Another reason to make equipment a year-around business is that the higher-end goods traditionally sell better during the first half—meaning more dollars per sale. And, adds Zimmer, "The dealer who pushes phonographs all year will get a greater percentage of second-half business because of repeat and recommendations."

How can dealers make phonographs a year-round business? "Display and promote all year with the same enthusiasm as you do in the fall. Recognize that there is good business potential which you have been overlooking during the first six months of the year."

Zimmer feels that the average record dealer "is missing 30 per cent of the potential in phonographs by neglecting the console business," and he gives this advice: "If you have the space and finances, put a few consoles on the floor. If you haven't, plug portables the year around. Upgrade your product level. And remember, people buy more expensive phonographs in the beginning of the year."

THE SYMPHONIC PRESIDENT is optimistic about the future of phonograph sales. "The phonograph is becoming a household requirement. Nowadays children grow up on recorded music. They become phonograph users from the age of four or five. With the continued population growth, the outlook is very good."

This year's phono business so far seems to substantiate Zimmer's happy forecast. Distributor-to-dealer phonograph sales were running 40 per cent ahead of last year for this year's first two months (the latest industry-wide statistics available). Zimmer attributes this heavy business at least partly to the heavy demand for phonographs during the last part of 1962, which resulted in a virtual cleanout of inventories.

Many phonograph labels, he says, started new lines earlier this year—as early as January or February, instead of the traditional June and July—because of inventory depletion. "This is keeping our factory at its best first-quarter pace in history." This, of course, is pipeline-filling, and sales can't be expected to keep running 40 per cent ahead of 1962—because consumers aren't buying that heavily. Nevertheless, business is far better than expected—and it was expected to be good. And, in line with the first-half seasonal pattern, "higher-end goods are selling better than low-end."

How about sales features for the rest of the year? Here are some of Zimmer's opinions:

"FM stereo is consistently on the advance. All consoles over \$200 must have it or not sell in areas where there's considerable stereo broadcasting." (Symphonic's new line which will debut soon is understood to feature AM and FM stereo tuners in consoles well below \$200.)

EVEN THOUGH Symphonic has had—and presumably will continue to have—FM stereo in some portable phonos, "there doesn't seem to be a big market" for the combination, probably because the portable purchaser doesn't generally use his phono as a complete home music center as in the case with the console buyer.

The "drop-down" record changer will be more predominant than ever this year. Although some of Symphonic's phonos will have the "floating stylus" feature, Zimmer doesn't feel this is "a major feature." However, "the two-gram tone arm is very important."

Symphonic recently dropped its line of imported radios. Zimmer tells why, very frankly: "Radio is not a sound business; prices of imports are fluctuating to the point where there is no bottom. In Japan there's been a wave of bankruptcies of radio manufacturers."

Commenting on the tape recorder business, Zimmer notes that "the time when tape recorders will replace the phonograph, if ever, is far off in the future." "However," he says, "we have been keeping a close watch on tape recorders, and we believe that the beginning of an active and steady increase in tape recorder sales is now upon us."

RECOTON Double Diamond phonedneedles

EXCLUSIVELY FOR STEREO AND LP RECORDS!

Double the Value!
Double the Playtime!

SAVE WITH RECOTON

ONLY \$

RECOTON HAS ANNOUNCED a new-type, twin-tip diamond needle to be available at once. The Double Diamond Phonedneedles have twin stereo tips, rather than the more traditional coupling of stereo and 78 r.p.m. tip. The double units thus provide twice the normal LP playing time. Die-cut display card pictured above is being provided dealers along with additional display matter. Card holds six of the new needles in boxed packaging.

**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 \$81 and \$100

POSITION			BRAND	% OF TOTAL POINTS
This Issue	2/9/63 Issue	11/10/62 Issue		
1	1	1	Magnavox	39.2
2	2	7	Masterwork	13.9
3	3	2	Decca	13.5
4	6	6	Voice of Music (V-M)	7.6
5	7	4	RCA Victor	4.7
6	4	3	Webcor	4.0
7	—	—	Symphonic	3.5
8	10	5	Zenith	3.1
			Others	10.5

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

2/9/63 Issue: Motorola (5); General Electric (8); Phonola (9).

11/10/62 Issue: Motorola (8); General Electric (9).

Personal Touch

Continued from page 49

subject of the direct mail congratulations, and is thoroughly grateful that it was called to his attention in this way.

Costs for the program are low, but good-will returns are high.

"A customer who comes in in an appreciative frame of mind is a lot easier to show and sell," it was pointed out.

N. O. Club Push

Continued from page 16

early instruments of such musical titans as Sidney Bechet, George Lewis, Baby Dodds, Irving Fazola, King Oliver and a multitude of others. In addition, telephones, called museum-phones, can be dialed and music of specific New Orleans types can be heard. The N.O.J.C. is celebrating its 15th year this month.

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

2 NEW SALES SIZZLERS

HATTIE'S 4th SMASH FUN-RIOT!
LAFF OF THE PARTY
HATTIE NOEL DTL 833

DTL 834 REDD'S LATEST HIT!

Dooto's Current RED HOT HITS!

LAFF ALONG WITH FOXX
REDD FOXX
DTL 832 Redd Foxx—"Laff along with Foxx"

The Ticked Soul of HATTIE NOEL
DTL 829 "The Ticked Soul of Hattie Noel"

MARTIN LUTHER KING AT ZION HILL
DTL 831 "Martin Luther King at Zion Hill"

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

NEW DEALER PRODUCTS

Pegboard Display



Art Phyl Creations, Newark manufacturer of display and record racks, has introduced this new 32-square-foot pegboard display unit offering maximum flexibility for the small dealer or record department. A complete line of hooks and baskets is available, making the unit a versatile all-in-one department which can feature both singles and albums as well as numerous types of disk accessories. Unit pictured (model FS-4) measures 50 by 18 by 60 inches, while a smaller companion unit, half as high, containing 16 square feet of display area, is designated model FS-2.

New Amplifier



H. H. Scott has introduced the new Model 340B FM stereo tuner amplifier. The new compact unit combines features of Scott's Model 350 FM stereo tuner and model 299 stereo amplifier. The set employs the firm's silver-plated circuitry, the same used by Bell Labs in one of their pioneer Telstar experiments. Audiophile net price for the 340B is \$399.95.

Talent on Tour

Continued from page 14

be seen on campuses in Gettysburg, Pa., and Silver Springs, Md. . . . Della Reese at Freedomland for the weekend. . . . Phyllis Diller is in for two weeks at the Holiday House, Pittsburgh, on May 6.

MIDWEST

In Cleveland this week, Stan Getz opens at the Jazz Temple for a week (7) and Millie Vernon goes in for two weeks at the Theatrical Grill (6). . . . Earl Wrightson flies to Columbia, Mo., for two performances of "Kiss Me Kate" (10 and 11). . . . The Smothers Brothers do a one-nighter at Indiana University (11). . . . This week in Indianapolis it's the Hi Lo's at the Embers. . . . Peter Nero will be at the Illinois Institute of Technology, Chicago, May 9. . . . The organ at the Masonic Temple, Davenport, Ia., will be in capable hands of Jimmy Smith, May 12. . . . It's a heavy schedule for Peter, Paul and Mary this week, with dates at the University of Dayton, Ohio (8), the Armory in Akron (9), Culbert

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.

- COLPIX**—Expires May 10, 1963. Started March 20, 1963. "Sing Along With Jack" plan. Special sales plan on four new releases and three recently released albums. Also separate special discount program on catalog. Contact distributors for details.
- MERCURY**—Expires May 14, 1963. Started April 1, 1963. On Perfect Presence Sound Series. Dealers get one album at 63 cents with one purchased at the regular price.
- COTTON TOWN JUBILEE**—Expires May 15, 1963. Started April 1, 1963. A 15 per cent discount on complete catalog plus all new releases.
- MOTOWN**—Expires May 31, 1963. Started May 1, 1963. One album titled "Motor Town Revue" featuring various artists. One free for each three purchased.
- CAMEO-PARKWAY**—Expires May 31, 1963. Started April 15, 1963. A 12½ per cent discount on all LP's in catalog.
- DOT**—Expires May 31, 1963. Started May 1, 1963. Spring discount program offers a 10 per cent on mono LP's, 15 per cent on stereo LP's, 25 per cent on EP's. Covers entire catalog. Special deal of 20 per cent on label's "All Time Hit" series of albums. A 90-day deferred billing in three installments from date of purchase.
- LIBERTY**—Expires May 31, 1963. Started April 15, 1963. A 15 per cent cash discount on all April releases. A 100 per cent exchange privilege after September 1. One-third payments due first of July, August, September. Deal also covers all Bobby Vee LP's and all Ventures LP's on Dolton. Also 15 per cent discount and six-month deferred billing, with full exchange on three recent LP's by the Ventures. Dave Pell and repackaged Marketts set.
- PRESTIGE**—Expires May 31, 1963. Started April 1, 1963. Special 15 per cent discount on the label's Top 10 national best sellers known as the Prestige Giants. Also 10 per cent discount on remainder of Prestige material.
- NEW JAZZ**—Expires May 31, 1963. Started April 1, 1963. A 15 per cent discount on catalog merchandise for duration of the period.
- CADENCE**—Expires June 26, 1963. Started May 1, 1963. Coinciding with release of "First Family, Volume 11" album, label is offering three free albums for each 20 purchased. Deal includes entire catalog as well as new "First Family" set. Available to all qualified dealers.
- EPIC**—Expiration indefinite. Started April 1, 1963. A 15 per cent discount on 11 new LP releases and 37 specially selected catalog LP's.
- CAPITOL**—Expiration indefinite. Started April 1, 1963. Capitol-of-the-World German-Austrian LP catalog of 27 LP's. One free album for each two purchased. Includes two new April releases.
- STARDAY**—Expires May 31, 1963. On the Music Industry Salutes Cowboy Copas and Bluegrass Album Sale, dealers get two free for each 10 purchased under both sales plans.

Blue Note Brings on Jazz Reserves

Continued from page 16

the funky-blues groove. He has two albums on the market and a single from the "Preach Brother" LP has been a strong seller in the r.&b. as well as the jazz market.

A number of newcomers are being given their own first albums after appearing on sets with more established stars. Organists Freddie Roach and John Patton are typical. Both have been featured with other artists on the label. Blue Note has also signed Blue Mitchell (who comes from a tenure at Riverside) and a young tenor saxist Joe Henderson. Another new artist who will get a chance with an album of his own soon is African singer-drummer Solomon Ilori, who is somewhat on the order of Olatunji.

The label has long been represented by top veterans. Over 25 years it has built a catalog that's uniquely representative of all modes and moods of jazz—from Sidney Bechet through Thelonious Monk and Jimmy Smith. Though the current roster of musicians is less diversified, with no Dixie artists currently recording, it does girdle the width of most of the modern jazz scene.

Horace Silver, Dexter Gordon, Donald Byrd and Lou Donaldson are firmly entrenched. Guitarist Kenny Burrell and tenor

Hall College, Towson, Md. (10), Providence College (R. I.) (11) and Yale University (12).

WEST

Ella Fitzgerald closes her month gig at the Americana in New York (7) and opens (9) in Las Vegas at the Flamingo Hotel for another full month date.

saxist Charlie Rouse have both entered new areas of popularity with bossa nova and funky blues material. In addition, the label has about three LP's in the can by the late Ike Quebec who was entering a new era of popularity prior to his death.

New concepts in album recordings are not only being devised for Burrell and Rouse, but for a young guitarist who has established himself as a vet, Grant Green. His current album is something of a departure in that it has him playing the Latin American oriented music.

COLTRANE LP WINS PRIX

NEW YORK—Atlantic Records "My Favorite Things" by John Coltrane was voted as the winning album in the Grand Prix 1962 conducted by the French publication Jazz. The album was selected as the best for 1962 by readers of the magazine, one of the most distinguished of Europe concerned with jazz. In second place was Sonny Rollins' "The Bridge" recorded by RCA Victor with a Jimmy Smith album from Verve and distributed through Barclay "Le Roi de l'Orgue" in third place. The Coltrane set racked up an impressive point total in the voting outdistancing the Rollins LP 3,528 to 1,326. The Smith LP was only three points behind with 1,326. Albums eligible for the Grand Prix were released in France during the preceding year to August 31, 1962. The Atlantic LP was released in France by Bel-Air.

COLUMBIA NABS 'BEAST' CASTER

NEW YORK — Columbia Records has secured cast rights to "The Beast in Me," the last Broadway musical of the waning 1962-1963 season. Show opens on May 14 in New York, starring Kaye Ballard, Allyn Ann McLerie and Richard Hayes, with music by Don Elliott and book and lyrics by James Costigan.

Billboard
Spotlight Winner!

The Castaways

"RUN CHARLIE RUN"

b/w
"Poor Boys Dreams"
Star Delta #805

STAR DELTA RECORDS, INC.
6700 Walnut Long Beach, Calif.
422-3734 Area Code 213

Moving To The Top

"IF YOU WANNA BE HAPPY"

JIMMY SOUL
SPQR-3305

WANTED

NEW L.P.'s
OVERSTOCKS
& CLOSEOUTS
ANY QUANTITY

TECTRON
7725 Melrose Avenue
Hollywood 46, California

A BONANZA!

"THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER"

Nat King Cole
#4965



Moving Up Fast!

"A LOVE SHE CAN COUNT ON"

THE MIRACLES
TAMLA #54078

MOTOWN/TAMLA RECORDS
2648 West Grand Blvd.
Detroit, Mich.

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 30,000 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

HELLER DISTRIBUTING CO.
Is the Leader in Penna.,
New Jersey & Delaware.
"MARSH MELLO"
J.D. & Impressions—
Star Satellite
(Dist.: Some Territories Open)
"DENISE"
Randy & Rainbows—Rust
"TALK BACK
TREMBLING LIPS"
Ernest Ashworth—Hickory
HELLER DIST. CO.
665 N. Broad Philadelphia 23, Pa.
PO 5-1010
Penna. Largest Dist. for
Country & Western Records
Oldies But Goodies Records
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FROM COAST-TO-COAST
Send for current catalog
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P. O. BOX 1799
HARTFORD, CONN.
National Distributors for
HAYDN SOCIETY RECORDS

RECORD DEALERS: RECENT HITS—ASSORTED

100-249 25c ea.
249 and over 23c ea.
All appeared on Billboard's Top 100
within the past 1 1/2 years. C.O.D.
only.
Any and all returnable for cash
refund if shipped back to us within
48 hours.

Foreign Inquiries Invited.

BLUE NOTE SHOP, INC.
156 Central Ave. Albany, N. Y.

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

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Same great promotion know-how
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MORTY WAX NATIONAL RECORD
Promo Network, coast to coast. A
complete program of disc jockey promo
and trade paper publicity. Distrib. ar-
ranged. Radio and TV interviews.
Morty Wax, 1697 Broadway (C.B.S. Thea-
tre Bldg.), N. Y. C. CI 7-2159. np-ap25

RECORDING FACILITIES & SUPPLIES

PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—
Top Notch Talent—
8 Singers (male-female), 10 Instru-
ments—Vocal Groups.
Best, Modern Tape and Disc Equip.
(Ampex, Altec, RCA)
Large Sound Studios—Top Techni-
cians. 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 ACCESSORIES & DEALER FIXTURES

RACK JOBBERS

Reduce costs with Art-Phyl's
record displays and free
standing pegboard units.
The cost diversified lines—
at prices well below com-
petition.
Write today.
ART-PHYL CREATIONS
508T Frelinghuysen Avenue
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N.J.: BI 8-5100 N.Y.: WO 4-2565

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Porcelain White, Rubberized Plastic
Increase sales—Speed up purchases
Modern—Economical—All titles are
available—SHIPPED FREIGHT PAID
Write for samples and prices



LITRO of CALIFORNIA.
BOX 812
BERKELEY, CALIF.

P. S. We also supply 8x8 and 13x13
Record Mailing Envelopes.

BUSINESS OPPORTUNITIES

VENDING ROUTE FOR SALE—FIVE
hours weekly for a \$25 profit; \$1,900
full price. Please call in N.Y.C. MI
1-8366 after 6 p.m., Monday thru Friday.
Anytime Saturday and Sunday.

30,000 PROFESSIONAL COMEDY LINES!
Monthly topical gag service too! Free
catalog. Robert Orben, 3536 Daniel
Crescent, Baldwin Harbor, N. Y. mh15-64

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 Inter-
national Buyers & Sellers Exchange.
Designed to help you reach markets
outside the U.S.A., it appears each week
in Billboard.

MISCELLANEOUS

OFFICE RENTALS, \$75—HEAT, LIGHT,
janitor service. 1617 El Centro, Holly-
wood 28, Calif. HO 4-2220.

GET HAPPY!

Let your public forget their troubles.
Songs of the new rhyme and rhythm
age. Be the first to present new
lyrics and music for audiences search-
ing "something of value." 4 intro-
ductory songs and free descriptive
folder of publishing plan. Your deuce
will develop twenty-fold results and
increase in tempo. That's ten for
two for your intro—and musically
speaking, a "ten-or" couldn't expect
much more for his opening number.
\$2 postpaid. **BINH ENTERPRISES,**
2321 No. Halsted St., Chicago 14, Ill.

D-I-S-T-R-I-B-U-T-O-R-S

Of The
**REVOLVING or FLASHING
HOLLYWOOD GLAMOUR UNITS**
Spots-Lites, Color-Balls, Beauty-
Lites, TV-Lamps and outdoor
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Write for FREE details.
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8700 Square Feet.
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\$202,573 TO WRITERS

Your unpublished manuscript may
be valuable! Our famous subsidy
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past seven years. We will publish,
advertise, promote your book and
pay you 40% of retail price.

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EMPLOYMENT SECTION

HELP WANTED

MAN EXPERIENCED IN SELLING RACKS

and other specialized accounts,
required by leading independent
record company. Write, giving full
details.
All information received held in
strictest confidence.

Contact
BOX 490, c/o Billboard
1564 Broadway
New York 36, N. Y.

SITUATIONS WANTED

PRESIDENT KENNEDY IMPERSON-
ator, age 17, seeks employment in
broadcasting, records or nitery engage-
ments. Free from all commitments by
June 12. Wire JFK Mimic, 9325 Beacon
St., Cleveland 5, Ohio.

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.

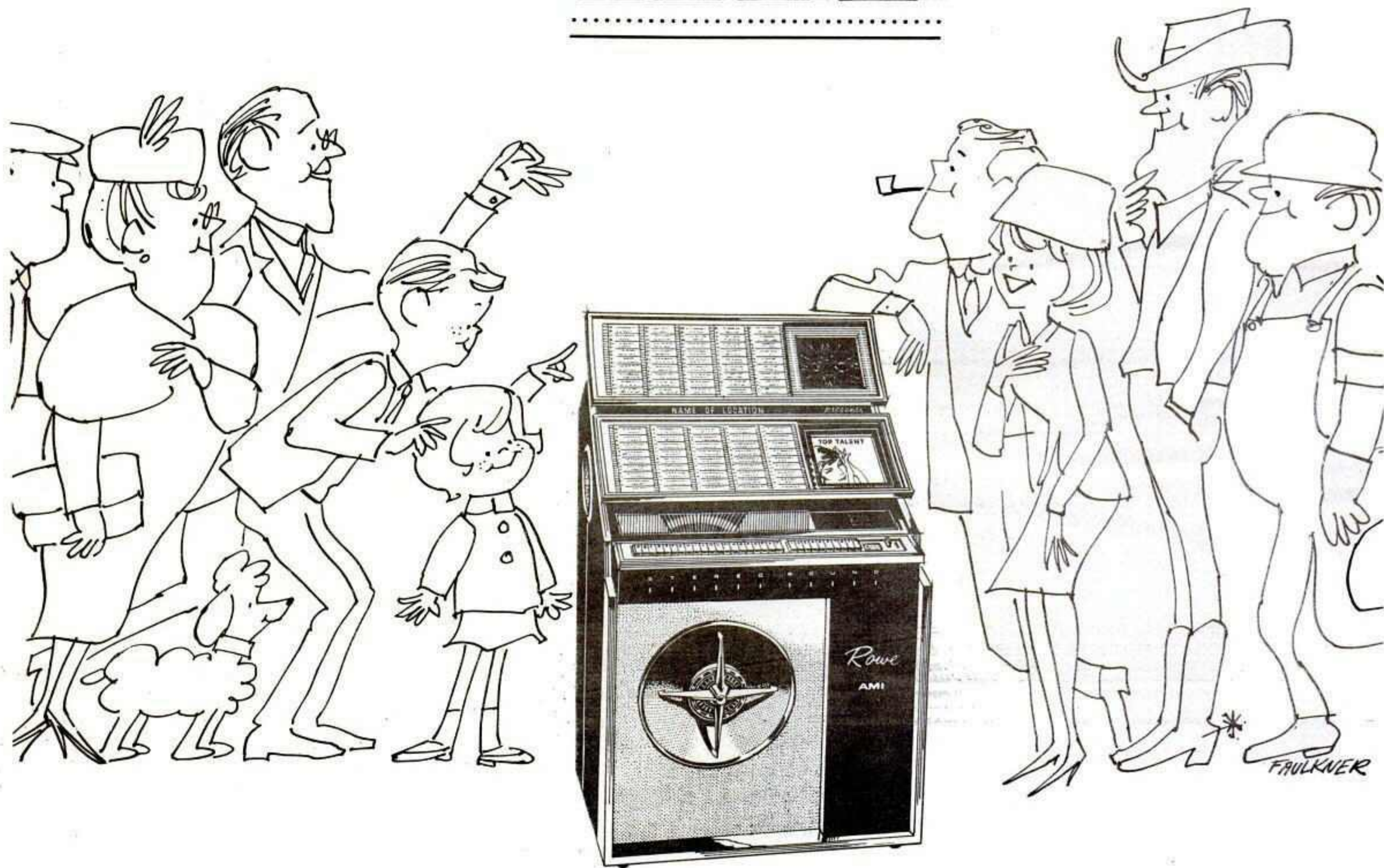
USE THIS HANDY AD ORDER BLANK

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.

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.

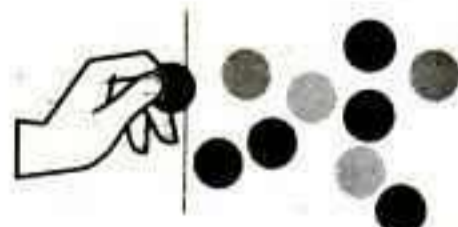
LOCATIONS...because of its downright dependability. Because it makes more money from music.

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



ROWE AC SERVICES

18 S. Michigan Ave., Chicago 3, Ill.

ANdover 3-0555

Rowe sets the standards in vending equipment, bill changers, music systems.

Songwriters' Tune: 'More'

• Continued from page 1

box music and provides a central administrative office in the Copyright Office which will license each juke box (on application of the operator) at \$5 annually.

How It Works

Under the bill, the Performing Rights Administrator will make all rules on collection and distribution to songwriter representatives, and will report amounts collected to Congress annually. Cost of the office would come out of the juke box

fees, and the rest would be distributed among the performance rights groups.

Juke box forces are expected to seize on any songwriter discontent with the \$5 fee as proof that the performance rights groups are greedy and would tax operators out of existence once the exemption is out of the way. The \$5 annual per-box fee seems just as exorbitant to the juke box people under the new law, as it did when they rejected the Judiciary Committee's

Chairman's proposed trustee set-up of 1961, which would have been administered by representatives of songwriters, juke box operators and the Attorney General's office.

Logical Starting Place

Proponents of the bill feel the measure provides the only logical starting place for setting up juke box music royalty. In effect, the annual collection will take the guesswork out, and provide the first dollars-and-cents data on how performance royalty will affect juke box business. Proponents say if the blanket \$5 fee proves too low to songwriters or too high for operators, complaints can go to Congress with request to amend the legislation.

Proponents also feel that songwriters should back any opening wedge in the ancient wall of performance exemption for juke box music. On the other hand, they argue that the bill is fair to operators because the \$5 ceiling covers any and all performance groups, and takes col-

(Continued on page 62)

Virginia Ops Vote Help for Bill Fight

RICHMOND, Va.—The board of directors of the Music Operators of Virginia voted to donate \$500 to assist the Music Operators of America in the fight against House Bill 5174. The bill, which would extract performance rights royalties from juke box operators on the basis of \$5 per week per machine, is currently before a Congressional committee for consideration.

At the board meeting at the William Byrd Hotel here Sunday (28), Jack Bess, president of the Roanoke Vending Machine Exchange and an MOA director, explained the terms of the bill and emphasized the need for all Virginia operators to support the MOA position which opposes the measure.

The directors voted to hold the 1963 MOV convention at the John Marshall Hotel, Richmond, October 11-12.

Virginia operators will assist the Multiple Sclerosis Society in the Statewide drive for funds May 12 to June 16. During this time, Virginia operators will place collection canisters on their locations.

The decision followed a talk by Spottswod Connelly, an MSS representative.

Attending the meeting were President Hy Lesnick, Bob Minor, Mr. and Mrs. Gilbert Bailey, Mr. and Mrs. Harry Lubman, Mr. and Mrs. M. L. Holland, Mr. and Mrs. Duke Tyree, Mr. and Mrs. Charles Holbrook, Mr. and Mrs. John Cameron, Mr. and Mrs. Jack Bess, Mr. and Mrs. Claude Smith, Kenneth O'Connor, Billy Colgate, Pat Cohen, Bud Ellington, Harry Fake, Bill Showalter, George Rollo and Mr. and Mrs. Charles Kaiser.



PRESIDENT HY LESNICK (left), of the Music Operators of Virginia, and Secretary-Treasurer Bob Minor (right) present a \$500 check to Jack Bess, Music Operators of America director, to assist MOA in its fight against House Bill No. 5174 (the Celler bill).

Scopitone Picks Up Speed in UK, Distrib Reports

LONDON — Scopitone, the French film-juke box, which made its United Kingdom debut earlier this year, "has just about got its wheels off the ground," reports the U. K. distributor.

Radiovision (Westminster), Ltd., which has the franchise here, has just completed six Scopitone films in the English idiom. These go into play presently, says K. B. Johnson, sales executive, with more productions on the stocks.

Johnson reports some 29 Scopitone units placed and thriving. As with competitive Cinebox, firm finds there is an "apathy" in the metropolis toward the video-juke box, but enthusiasm in the North, particularly in Yorkshire and Lancashire.

Craig Douglas features on two of the new Scopitone selections are: "I'd Be Smiling Now" and "Town Crier." The Avons have performed "Hey Paula" and "I Wanna Do It"; the Mudlarks' pair is "Little Cracked Bell of San Raquel," and "La-de-dah." Radiovision's executive Norm Miller supervised the independent productions, by Bunny Lewis. All were shot at Shepperton Studios.

Coin Machine

OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING

Cinebox Test Draws Pleasing Response

• Continued from page 1

when the machine is not in play.

Sponsors include the Broad Street Trust Company, the Equitable Finance Company, the Sun Ray Drug chain, the Willow Grove Amusement Park, the location (Penn Center Luncheonette) and Rosen's firm. Aside from Rosen, one location brings in \$25 a week in advertising revenue.

While the Cinebox is new here, coin-operated cinema juke boxes are firmly established in Europe. Both Cinebox and the French Scopitone have been doing well in the United Kingdom and on the Continent.

The idea of showing action on a screen to the accompaniment of music is not new in this country. Shortly after World War II, James Roosevelt tried to promote a machine which performed the same functions. At that time it was a dud.

Second Look

However, the recent perform-

ances of both Cinebox and Scopitone in Europe has caused U. S. coinmen to take a second look at cinema juke boxes, and Rosen's tests here represent the first commercial installations.

The first test location, the Penn Center Luncheonette, is a seven-day-a-week snack shop with a juke box on the premises.

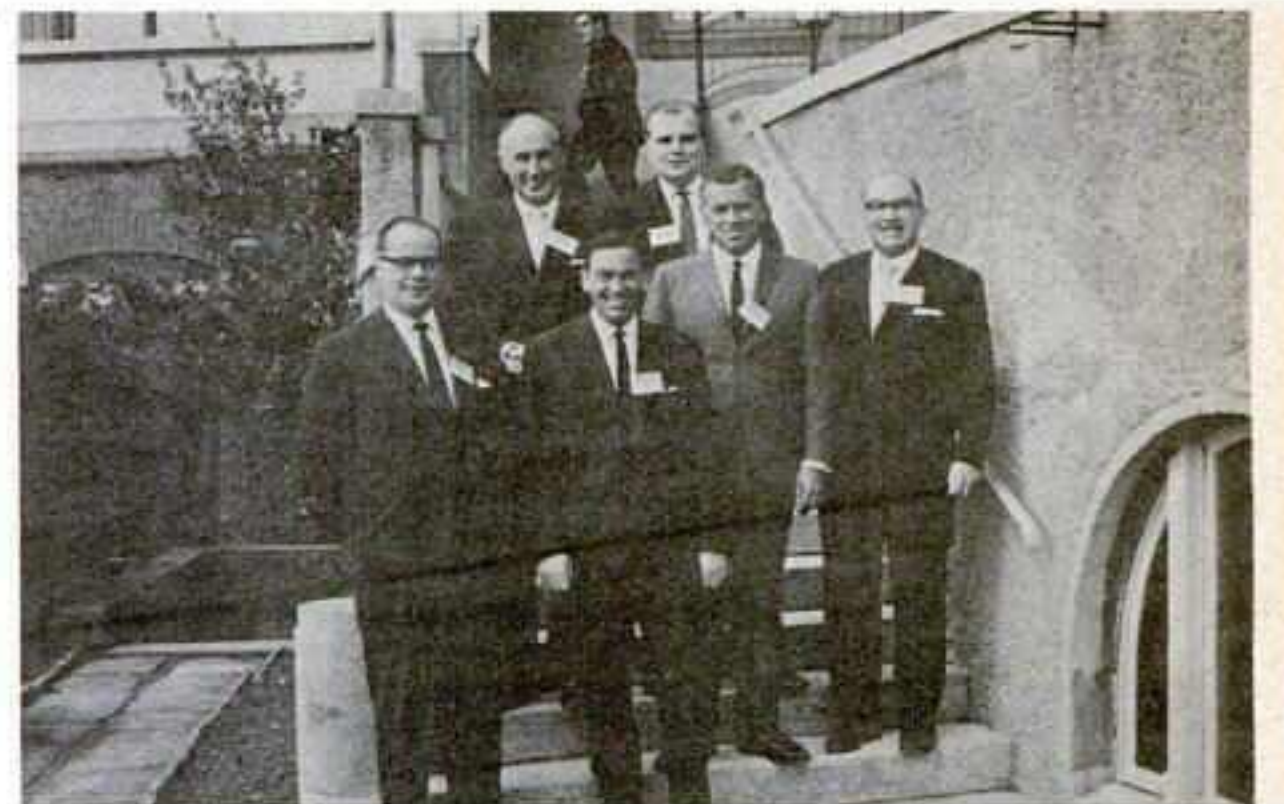
Rosen placed the machine on location on a \$100-a-week front money basis. In other words, the first \$100 each week goes to Rosen, with anything more than that amount being split on a 50-50 basis.

\$183 Gross

The Cinebox did \$183 the first week, with \$141.50 going to Rosen and \$41.50 going to the location.

The juke box on the stop grossed \$101 the week before the Cinebox was put on the location. Rosen explained that it was Easter week and the collec-

(Continued on page 62)



SEEN AT SEEBURG'S Zurich meeting: German coinmen at Seeburg's recent European distributor meeting meet Del Coleman, chairman of the board. Left to right: Herr Schmidt, manager of Volbracht, Hannover; Herr Pohl, manager of Seevend, Hamburg; Herr Kupper, Stuttgart; Herr Dieckhaus, manager of BAG, Munich; Coleman; Herr Knospe, sales manager of Seevend, Hamburg.

German Trade Group to Attend MOA Convention

By OMER ANDERSON

BONN—The Music Operators of America plan to extend a formal invitation to West German trade organizations to attend the fall MOA convention.

Robert H. Blundred, MOA managing director, said his organization also will investigate the possibility of having German trade representatives as speakers on the MOA convention program.

The German trade is planning to send a strong charter-plane delegation to the U. S. for the MOA convention at the Morrison Hotel, Chicago, September 4-6 and to the NAMA convention.

NAMA Visit

German interest in the tandem conventions has been stimulated by the American odyssey of a charter-plane party last year to the NAMA meeting in San Francisco. The German junketers returned rhapsodical about the U. S. coin way of life.

Their trip provided powerful impetus for a transatlantic trade link-up, and the MOA is seeking to capitalize on the good will generated by the 1962 trip and the follow-up contacts which have occurred.

German interest in the MOA meeting has been whetted further by the proliferating evidence that

the transatlantic trades have common problems to even fine degree.

Record Support

Proof in this direction is Blundred's drive to get record manufacturer support for the MOA fall meeting. This is a familiar theme of German operators, who currently are pressing a parallel campaign to get diskery co-operation in producing a special juke box record.

It is a major complaint of German operators that the diskeries are aloof, indifferent and even hostile to operator problems, all this despite hard evidence that juke boxes (in Germany) sell more records than any other music medium.

German operators are keen for expanded links to the U. S. trade on the premise it has much to teach them. However, reciprocity will be in order, and the Germans will come to Chicago armed with a number of solid trade achievements of their own to place on exhibit.

That which will probably impress the U. S. trade most is the uncommon degree of co-operation organized by operators, distributors and manufacturers in attacking their common problems. While German operators grouse on occasion that manufacturers are indif-

ferent to their problems, the German manufacturer supports the operator and distributor to a degree which would be envied in the U. S.

Common Problems

It is one trade and a bundle of common problems as far as German operators and manufacturers are concerned. This enlightened awareness probably constitutes the greatest strength of German manufacturers in battling the steadily increasing competitive pressures from U. S. producers.

The German trade regards itself in terms of a single unit, and this is doubly significant in the light of the fact that German manufacturers are heavily dependent on export sales, the domestic market having proportionately less importance than is the case in the U. S.

The U. S. trade also has considerable to learn, most German operators feel, with respect to the dichotomy between phonographs and games, on the one hand, and vending. In this country the caste lines have been broken as phonograph operators diversify into vending, and the result has been beneficial all around.

Co-operation between phonograph and vending operators is now taken for granted by the German trade, while making due allowance for the specialized problems of the separate branches.

How New Ones Spur Chi Take

CHICAGO—Juke box collections continued to push up here last week, and a number of hot new singles reflected the upswing.

"It's My Party," with Leslie Gore on Mercury and "El Watusi," with Ray Barretto on Tico were the hottest of the hot, being cited by both Singer and Music Box one-stops.

Both are good rock and roll numbers aimed for the teen market. "El Watusi" has an interesting South American beat that could ultimately bring it into adult locations.

Fred Sipiora at Singers also cited good sales on "What a Guy," with the Raindrops on Jubilee, a strong rock and roll contender, and "Eighteen

Yellow Roses," with Bobby Darrin on Capitol, which Sipiora described as a good disk for all locations.

At Music Box, Russ DiAngelo had three more disks selling well to the operator trade. "Here I Stand," with the Rip Chords on Columbia, a strong rock and roll offering; "Those Lazy, Hazy Days of Summer," Nat King Cole on Capitol, a good ballad entry, and "That's How Heartaches Are Made," Baby Washington on Sue, an r.&b.-oriented disk.

Both Singer and Music Box reported increased record sales to operators and a generally improved collection picture. Sipiora described it as the end of the "40 days of fasting."

Seeburg on New Ground

CHICAGO — The Seeburg Corporation opened up what may well be a new era in background music programming last week.

Its new "Encore Foreground Music" system is designed for listening—not blending into the background. The system was unveiled to Seeburg distributors at the Fountainbleau Hotel in Miami Beach during the firm's first full-scale national background music sales convention, last month.

Ed Cleland, national sales manager for Seeburg's background division, said the Encore system was created to fill the need for musical entertainment in locations that want livelier music than that provided by a "tailored" background system and yet do not want a coin-operated phonograph.

750 Selections
The Encore plays more than 750 instrumental selections in automatic sequence and was created especially for restaurants, cocktail lounges, hotels, motels, stores and other business locations.

The special Encore library is

one of four now available, the other three being the Seeburg mood, basic and industrial libraries.

Encore "foreground" programming is entirely different from that used in the firm's background system. It consists of specially scored instrumentals (no vocals) with a high-fidelity LP sound, and "definitive vitality and rhythmic animation to give the music character and identity."

Seeburg claims it was created for people who "like to listen."

Styling

The Encore unit is styled in a polished walnut-finished enclosure that measures approximately 30 by 15 by 16 inches. It is designed to be placed on a back-bar, console table, mounted on a wall, or stood independently on optional legs.

Sound comes through two built-in speakers, a 10-inch woofer and a five-inch tweeter. The totally transistorized amplifier generates 20 watts of power.

It can be operated as a single unit or tied into new or existing sound systems. It has the power

capacity to drive up to 80 remote high-fidelity speakers.

The Encore's programming load consists of 25 nine-inch 16 2/3 r.p.m. high-capacity fine-grooved records. The programs can be "refreshed" at regular intervals as are the background libraries.

Cleland said "none of the music is routine or commonplace. The modern scoring and instrumentation are tailored precisely for foreground entertainment."

"We have felt for some time," Cleland said, "that in music for public entertainment we must tap the same market that major product manufacturers are tapping—the young, 'on the go' quality-conscious crowd that is being catered to by the mushrooming automobile, beverage and recreation industries."

SEEBURG ADDS 8 TO CATALOG

CHICAGO—Eight more Little LP's were added to the Seeburg catalog this week. They are "Steve Lawrence Winners," Columbia; "Lovely and Alive," Lena Horn, RCA; "Telstar, the Lonely Bull and Others," the Ventures, Dolton; "Our Man in Nashville, Chet Atkins, RCA; "Hoedown," Feliz Slatkin, Liberty; "Devil Woman," Marty Robbins, Columbia; "Here's the Man," Bobby Bland, Duke, and "Who's Who in the Swinging Sixties," Columbia.

Cinebox British Distrib Throws a Birthday Party

LONDON—Filmbox Equipment Company, Ltd., sole distributor in the United Kingdom for the Italian Cinebox, threw a party for the press to celebrate the firm's "First Birthday" last Friday (26). It marked the debut of several British-made Cinebox film selections.

Cinebox new films present for play on the machine by the assembly included some by Acker Bilk, namely: "Stranger on the Shore," "Creole Jazz" and "In a Persian Market."

More than 100 Cinebox units are in play to date, according to

Roger Proudlock, company executive. Most are in the northern counties, "which are trad mad (Dixieland crazy)," hence predominance of Bilk, Proudlock remarked. London has not caught on yet to film-juke box play, he indicated. Apart from a Cinebox in the Moka Bar, Soho, thriving that location for one year, the town manifests apathy.

British pop diskers Shane Fenton and Eden Kane have featured on the new batch of Cinebox selections, which number 43 at present of the native-made product.

Recent

STEREO RELEASES

for Music Operators

SEEBURG ARTIST OF THE WEEK

RED FOLEY—The Red Foley Show
Decca (Country & Western)

Born to Lose/Jubilee Bounce • There He Goes/The Message • Everybody's Somebody's Fool/He's Got the Whole World in His Hands • Oh, Didn't He Ramble/Hiding Alone • Pushing the Strings/The Ring

All titles listed 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.

CAN'T GET USED TO LOSING YOU ANDY WILLIAMS, COLUMBIA 42674
DAYS OF WINE AND ROSES
FOOLISH LITTLE GIRL SHIRELLES, SCEPTER 1248
NOT FOR ALL THE MONEY IN THE WORLD
SURFIN' U. S. A. BEACH BOYS, CAPITOL 4932
SHUT DOWN
LOSING YOU BRENDA LEE, DECCA 31478
HE'S SO HEAVENLY
TAKE THESE CHAINS FROM MY HEART RAY CHARLES, ABC-PARAMOUNT 10435
NO LETTER TODAY
ANOTHER SATURDAY NIGHT SAM COOKE, RCA VICTOR 8164
LOVE WILL FIND A WAY
AIN'T THAT A SHAME 4 SEASONS, VEE JAY 512
SOON (I'LL BE HOME AGAIN)
LOCKING UP MY HEART MARVELETTES, TAMLA 54077
FOREVER
THE GOOD LIFE TONY BENNETT, COLUMBIA 42779
SPRING IN MANHATTAN
SHY GIRL CASCADES, VALIANT 6028
THE LAST LEAF

5¢-Play Balto Retreats at Last

BALTIMORE—The last major stronghold of 5-cent juke box play is slowly seeing the light, according to Sam Weisman, State Sales and Service Corporation, local Wurlitzer distributor.

This bustling port city is an anachronism in 1963 music machine operating economics. Most juke boxes on location are set for 5-cent play, the standard price of the early 1950's. However, operating costs are those of the 1960's.

Operators, obviously, are not making any money on nickel play. They rationalize their music machine losses by pointing out that the game on location, generally of the fast-action type, makes enough for both, so why not give the location a break on music?

However, this economic theory seems to be losing ground, according to Weisman. With the price of music machines nearly double what it was a decade ago, and with the quality of the music substantially improved, operators are

slowly beginning to realize that they must operate their juke boxes profitably, a realization that has dawned on most operators in other sections of the country some time ago.

Weisman estimated that about 25 per cent of Baltimore juke boxes are now on dime play, and that this figure is rising rapidly. Much of the dime conversion has taken place in the last year, he added.

The recent passage of the Eastland Bill will probably spur dime play in juke boxes. With the measure limiting sharply the game types which may be shipped across State lines, and also cutting down the source of supply for spare parts, operators will have to depend on juke boxes for a large measure of their revenues.

True, local operators can run their existing game equipment, but eventually this equipment will reach the replacement stage. And replacements will be hard to come by.

Hence, 5-cent juke box play offered as a sop to the owner

of a hot game location will eventually go by the boards.

Also, the introduction of stereo music and the wider scope of adult programming available will make conversion relatively easy.

Oddly, both operators and location owners have been afraid of ghosts in their attitude toward dime juke box play. Where conversion to dime play has been effected, customer resistance has been negligible.

But the move toward dime play here has progressed to the point where a return to the old system is unthinkable, and the continued conversion is only a matter of time.

COLUMBUS, Ohio — The Ohio General Assembly is in its 17th week with House Bill 470, introduced February 26 by Representative Joseph J. Horvath (D., Cuyahoga) to place a tax on juke boxes still dormant. The bill has no committee hearings and apparently will die in committee.

Stereo Just Icing, Op Says

By NICK BIRO

CHICAGO—Stereo was described as the frosting on the cake by one of the city's big juke box operators and the remark seems apropos as far as the trade here is concerned.

The point is that stereo is something extra, a little plus, but it definitely is not the main ingredient. In fact, most operators seem to feel it's a bit removed.

Whatever expectations operators may have had for stereo, most seem to feel it hasn't paid dividends as yet.

Two points emerge. For one, operators feel that stereo never really got off the ground as far as juke box product is concerned.

No Singles

It's been virtually non-existent in the form of singles. The only appreciable amount of product has been offered in the so-called "five-packs" put out by several of the juke box manufacturers.

And here, the big complaint leads to the second point in the arguments. Operators note that customers pick records by artist and tune—not by type of music (whether monaural or stereo).

Where record companies have brought out a popular artist in the stereo packs, it's been a success. Such artists as Frank Sinatra, Ray Charles, Nancy Wilson, Count Basie and Gloria Lynn have boosted play. But a host of others haven't.

Operators feel stereo could be a big thing, but only if properly promoted and only if the top hits are available.

Many are eyeing the new Seeburg "Little LP" with a great deal of interest, but most feel it's too early in the game to tell how successful it will be.

Has stereo boosted collections or has it helped operators get better commission arrangements? The answer seems to be a qualified no.

Class Locations

An interesting argument was voiced by Earl Kies of Apex Music, one of the city's leading operators here. Kies pointed out that stereo had been moderately successful, but primarily in the class or prestige locations.

"The hillbilly or race locations don't seem to care whether the record is stereo or monaural so long as it's popular and the type of music they like to hear."

But where the class locations may be the type that appreciate stereo, they aren't the ones that can afford it. Or to put it another way, the best machines and top records go into the top-earning locations. These are the honky-tonk, hillbilly and race locations for the most part, and these are the ones that may not even know what stereo is.

Experimenting

Kies pointed out he was experimenting with the new Seeburg "Little LP" but that it was too early to tell about results.

Charles Marchetti of Melody Music echoed much of what Kies said. He said Melody bought a limited amount of stereo but that it hadn't paid off as well as he had expected.

Only exceptions said Marchetti were the locations that preferred jazz or standards, but these were in the minority.

John Strong, record buyer for M. J. Proffitt's South Central Novelty Company, noted that stereo accounted for only about 2 per cent of his purchases.

Top Artists

He stressed the fact that only the top artists were popular and that even in the five-packs, only certain records would receive play.

Another point: on a good stereo machine, even the monaural records sound better, and it is often difficult to tell the difference between stereo or monaural.

Russ DiAngelo of Music Box One Stop said that stereo accounted for less than 10 per cent of his total record sales to operators and that even this figure was optimistic.

Poor Selection

He said the big gripe was insufficient selection. He said that very few of his operators requested stereo and what buying was mainly by artist and tune.

Does this mean that stereo is dead or meaningless to operators? Obviously not. For one thing, the stereo phonograph has already served the purpose of improving the sound of all music.

The next step seems to be

obtaining the records to fit the machine. Operators very obviously want hits. These are the lifeblood of the juke box.

LP Program

The Seeburg "Little LP" program could be a big thing for operators is successful. It could open the door for stereo ac-

(Continued on page 61)

Eastern Rowe AMI Distribs Hold 5-Day Service Session in Philly

PHILADELPHIA — Rowe AMI distributors from Massachusetts to Virginia gathered at the offices of David Rosen, Inc., here last week for a five-day service session sponsored by Rowe AC Services.

John Smokvina from the Chicago factory covered the Rowe soda and coffee machines in the

Monday and Tuesday (29 and 30) sessions, while Vince Francishetti from the Whippany, N. J. plant, discussed the All-Purpose Tasty 20 and the candy and cigaret machines the two following days.

Friday (3), Bob Stehlik from the Chicago factory explained

(Continued on page 61)

Williams **DOUBLE ACTION!** **PROFIT!** BOTH IN FULL PRODUCTION



Jumpin' Jacks

BIGGER SCORES for 1 or 2 players
... TWO DROP TARGETS

with

- 2 Ten-point when lit Bumpers
- BONUS SCORES
- 3 Jet Bumpers
- 5 Rollover Lanes
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- 2 Flippers
- Number Match Feature
- Adjustable 3 or 5 ball play



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1963 MAJOR LEAGUE

by the Original Designers
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- Replay Model with EXTRA Inning Feature and Over-the-Fence Home Runs
- Players actually run Bases with Williams' Patented Base Running Unit
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TODAY!



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BUY THE BEST—BUY WILLIAMS

Exclusive
BUILT-IN AUTOMATIC
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The
Revolutionary **SEEBURG**
New
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BARGAINS FOR THE WEEK

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250 OF THEM

Received a Lot of Drink and Coffee Vending Machines in Trade.

WHAT DO YOU NEED!

- Playtime Bowler, 16 Ft. ... \$435.00
- Jumbo Bowler, 16 Ft. ... 250.00
- Bonus Bowler, 16 Ft. ... 425.00
- Bally Striker ... 149.50
- DuGrenier 12-Col. Cigarette Venders ... 139.50
- C.C. Citation Shuffle Alley, Like New ... 735.00
- C.C. Aristocrat Shuffle Alley ... 595.00
- Mills Panoram ... 375.00
- 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!

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Write for Our Price List on Full Line of Coin-Operated Machines.

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**Beaver Makes
Major Pitch to
Chain Stores**

NEW YORK—Beaver Vending Machine and Supply Company of America, sales agent for the Canadian manufacturer of Beaver bulk vending machines and Vendcraft ball gum, is making a major pitch to grocery and variety chains for either direct purchases of equipment, leasing arrangements or as conventional locations.

Beaver recently placed a full-page advertisement in Supermarket News, a trade paper reaching chain store executives, with the headline reading "Beaver Vendors bring you up to 200 per cent mark-up."

The advertisement offered to supply the machines on loan with the retailer agreeing to purchase refills from Beaver, to sell the machines outright for \$79.50 a unit, or to lease the machines for 60 months at \$1.88 a month.

Under the loan arrangement, the retailer would pay from \$3.30 a fill for straight bubble gum, to \$11 a fill for a complete globe of 5-cent capsule charm items. Other fills go for \$7.40 (ball gum and charms) and \$6.85 (10-cent capsule items). All prices are f.o.b. from

(Continued on page 57)

New Jackson Warehouse

Jackson Vending Machine Supply Company, Eppy Charm, Inc., warehouse for Texas, Arkansas, Oklahoma, New Mexico and Mississippi, has moved into new quarters at 200 Myers Road, Grand Prairie, Tex. The new warehouse was designed so that an operator can park his car at a loading platform, enter the warehouse, select his merchandise which is displayed in supermarket fashion on steel shelves displayed in wide aisles.

Merchandise can be wheeled to a checkout counter on a shopping cart, where it is checked out, packed and deposited in the car at the loading platform.

Vern Jackson, head of the outlet, carries the full line of Eppy charms, rings, capsules and gimmicks as well as bulk vending machines, parts, gum and candy.



VERNON JACKSON talks over routes with two of his top salesmen, Louis Becker Jr., and W. D. Martin Jr.



F. M. MYERS, route salesman in charge of sponsorship locations, plans his day's work.



BACK STORAGE AND SHIPPING section of the Jackson warehouse. *(Continued on page 61)*

**BUY EPPY CHARMS,
CAPSULES & RINGS**

From Your Nearest EPPY Warehouse
**SAVE FREIGHT—SAVE TIME
SAVE MONEY**
at Low, Low Factory Prices.

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CHARMS INC.
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**VENDORAMA®
V2 25c & 50c
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HOLDS 200 V2 CAPSULES



New V2 capsule shown above. (Actual size is 2 1/4" in diameter.)

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.®

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**SENSATIONAL
VALUES!**



**VICTOR
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Pen Machines**
12"x12"x16 1/2"
high
Reconditioned
like new.

Only \$19.50 Ea.
with FREE gross of pens.



**REACTO
5c REFLEX
TESTER**
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Ideal for every
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Only \$29.50 Ea.
In lots of 5 or more, \$24.50 ea.

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1/3 deposit, balance C.O.D.
Write for price list of used machines and merchandise.

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THE MOST COMPLETE and FINEST LINE
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New Victor 2000 Vendor, 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.
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**The SUPER SIXTY
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The ultimate in quality Capsule
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Vends any item which can be placed
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5c, 10c and 25c.

*With QUICK-TACH at slight extra cost.



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Write for low prices on other feature items.
Send \$2.25 for a sample gross of PRINCESS RINGS.

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NEW AUTOMATIC CASHIER
by Brandt (Watertown, Wis.)
not only sorts and counts coins
on five counters, but gives an
instantaneous running grand
total of all mixed coins in dol-
lars and cents on a sixth
counter.



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SKELETONS • FISH • VAMPIRE BAT • STONE AGE
HORROR • PREHISTORIC ANIMALS • SNAKES
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SOFT, PLIABLE, SUPERB DETAIL! \$32.50 per M CAPSULED *

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ABT Guns	30.00
Mills 1 1/2 Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.74
Pistachio Nuts, Jumbo Queen, White	.47
Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.45
Pistachio Nuts, Shell, Red	.55
Cashew, Whole	.44
Cashew, Butts	.45
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Bio Gum, 72 ct.	.32
Maltette, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bio Ball Gum.	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

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GET YOUR SHARE WITH Northwestern

TAB
You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



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L'ONGueur 4-6467

Op Gears for Waiting Kiddies

DEL NORTE, Colo.—Where do children normally wait for their mothers when a grocery marketing trip is ending?

Out in front of the checkstands, of course, points out John Skaff, who is both a bulk operator and a supermarket owner himself, in this Rocky Mountain community. "Mothers wait in line to be checked out, but small children do not," he said. "They usually filter through and wait outside the checkstand for their parents to move on through."

"That's why Skaff is capitalizing on a highly unusual location in several supermarkets in the area. His ball gum, charm, peanut, and other venders are placed at the outer end of grocery store checkstands, mounted on small platforms screwed rigidly to the counter, or on islands

on which grocery items are counted out and rung up on registers.

Here, projecting out into the broad aisle between the checkstand and the store front, the bulk vending machines are prominent enough so that many youngsters will rush back to their mothers or fathers in line, and ask for a penny or a nickel as the case may be.

Since the parent usually has a handful of change already out in

anticipation of paying for their grocery purchases, the youngsters usually meet with success. Mothers whose youngsters are impatient to get home, and are quite vociferous about it, gladly spend a few pennies to make sure that the youngsters are contented during the often trying wait in line.

Skaff's records show that sales turnover is about twice that of ordinary on-stand locations even in the same supermarkets, with his prominent checkstand spots. One factor which he must keep in mind is the necessity of servicing the machines during the off-hours of mid-morning or mid-afternoon, when the checkstands are out of service and the globes can be exchanged or replaced without interfering with ordinary supermarket operation.

Six-in-Gun Unit Shown in Milan

LONDON—Ruffler & Walker, Ltd., London distributor, exhibited the Six-in-Gun, a payout device, at the Milan Trade Fair, which closed last week (26).

The firm reports sales in Italy, to date, of some \$10,500 net. With repeat orders, at \$700 each (£250).

Aftermath of the Easter rush on juke boxes and games leaves R&W awaiting delivery of Rock-Ola Rhapsody and Capri models. The 150 units in transit are sold.

Ruffler & Walker is promoting the U. S. Midway Carnival pin table, recently received.

Beaver Pitch

Continued from page 56

New York, Chicago or Los Angeles warehouses.

The location is covered for \$250,000 public liability and \$100,000 in property damage.

If the retailer buys or leases his equipment, straight ball gum fills go for \$2; the charm and bubble gum fills go for \$4, while the retailer pays from \$4.70 to \$7 for all-charm fills.

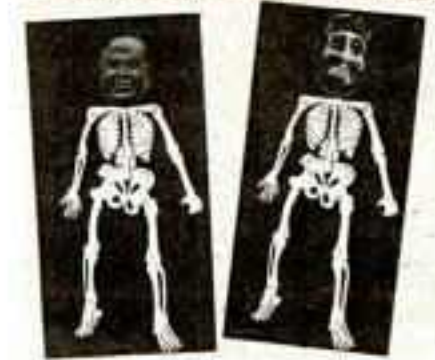
The copy lists potential profits, citing nets ranging from \$2.70 a fill for straight ball gum in the case on a location which has the machine on loan, to \$13 a fill for a 5-cent capsule machine which the firm leases or buys.

Eppys Abroad

JAMAICA, L. I., N. Y. — George Eppy, president of Eppy Charms, Inc., and Mrs. Eppy are visiting Spain, Italy and Denmark on a month's business and pleasure trip.

GOING STRONGER THAN EVER!

Krush & Castro Skeletons



The skeletons everyone's been looking for! Realistic, lifelike heads of Krush-shev and Castro on skeletons. Loads of play value for young and old alike.

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Northwestern SUPER SIXTY

Capsule Vender*

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

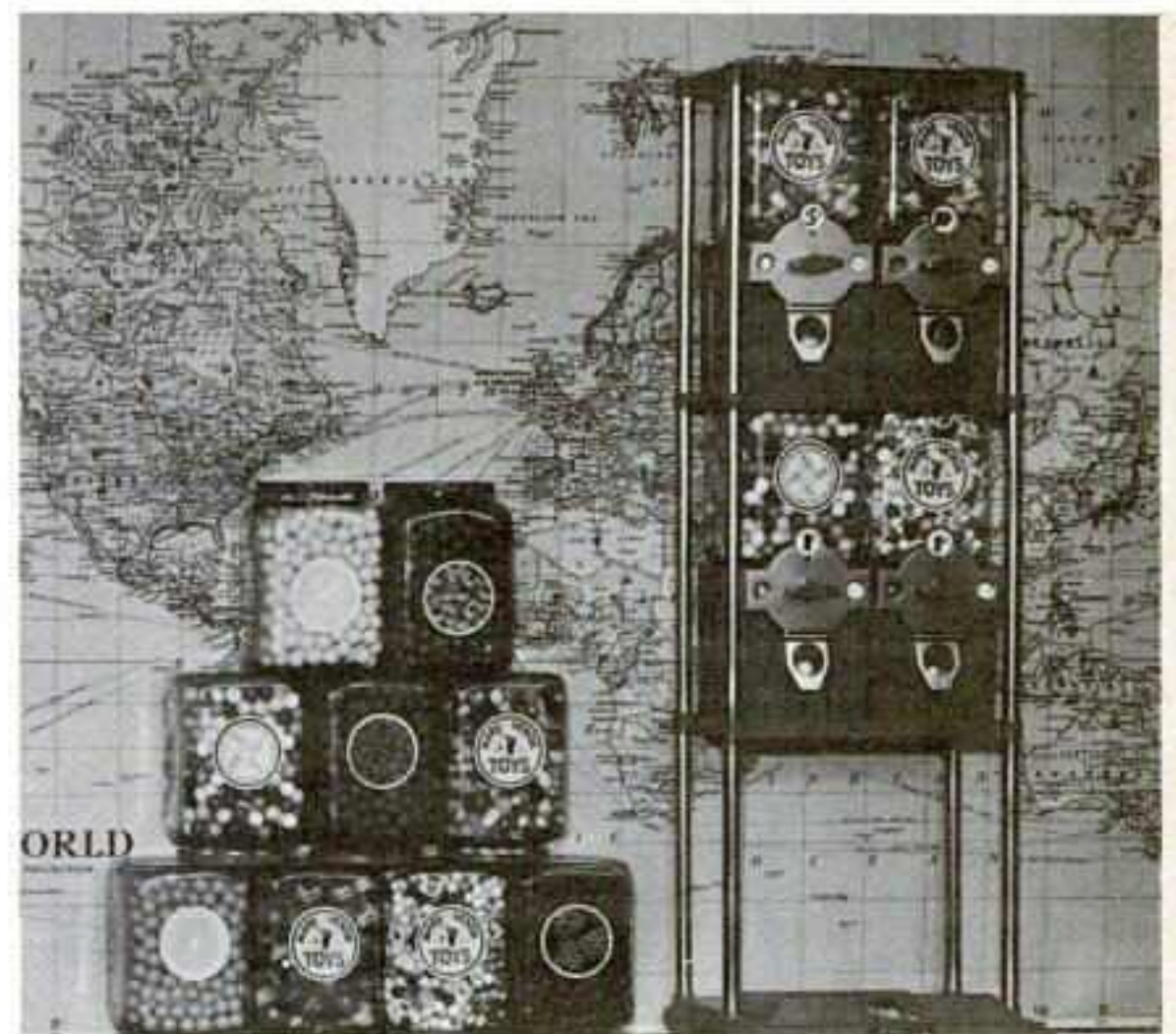
*With QUICK-TACH at slight extra cost.

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Say You Saw It
In Billboard

2-Way Radio Arrangement Speeds Up Service Calls

LONDON—While confessing to be "not the biggest" juke box operator in the London region, Nick Young, head of Jukebox Distributors, Ltd., Soho, can claim to be the most up-to-date in his location-service set-up.

Young is using two-way radio in a fleet of eight sales-service panel trucks. His products are juke boxes, pin tables and coin-amusement machines.

The radio-communication arrangement is headquartered in

his premises in Wardour Street, film-exchange environs. And his two-way talk-back system routes through a transmitter-receiver in Hampstead.

The method speeds up service calls to locations, expedites dispatch of spares to locations as far down as Brighton, 60 miles distant, and enables Young's chief engineer, John Clifford, to advise service technicians on the trickier repair jobs by remote.

Jukebox Distributors deploys as many pinball machines as juke boxes on its massive route, Young said. Some tavern sites have up to three pin tables in play to one juke box. "They do very well in some houses," he said.

He is optimistic about increasing access to brewery-owned inns for both juke boxes and coin-amusement machines. Regarding the last-named machines, it is a matter of "trial installation" as the persuader, he felt.

"Once they get them in they (the tavernkeepers) never want to do without them," he said. Out of an available 70,000 pub potential locations, only 5,000 have coin machine installations at present, he added.

For his firm's part, the men to sell were the barmen, whether "tenant landlord" or hired manager for the brewery. "Once the publican is sold, he will do the rest," Young said. The breweries themselves are "too vast and departmentalized" for anything but protracted negotiations toward getting tavern locations, he indicated.

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EUROPEAN NEWS BRIEFS

French Dig Hardy

PARIS—Francoise Hardy, an unknown singer prior to last November, is now France's hottest juke box star. Hardy hits top every juke box top 10 listing.

General de Gaulle in fact "made" Hardy the hit he is today, although the general did so unwittingly. Hardy's fame had its genesis in the prosaic fact that the French television network, afraid of crowding de Gaulle's nationwide TV address, cut the program preceding the general's appearance short three minutes.

This left a hiatus which the flustered programming department filled with an improvised appearance by Francoise Hardy singing a sweet, dreamy melody. With the nation alert from de Gaulle's appearance, Hardy stepped into a ready-made road to fame. Hardy became famous with French pop fans as "that singer who introduced General de Gaulle."

Swiss Develop Bowler

ZURICH—The Swiss firm of Schmid, Scherzenbach & Company of Zurich has developed an automatic bowling lane which it is installing in European amusement centers and which it will export.

The Zurich firm has erected a total of 50 bowling installations in various Japanese cities, and it will invade England this autumn under the slogan, "Precision bowling like precision chronometers is the art of the Swiss."

Schmid, Scherzenbach & Company is the only European manufacturer of automatic bowling installations. As indicated by the slogan coined for the British invasion, the Zurich manufacturer is stressing the precision quality of its product.

Service by Radio

COPENHAGEN—Denmark's largest phonograph operating concern, Dansk Grammofon Automat A/S, is preparing to install Europe's first extensive radio-controlled servicing fleet.

Dansk Grammofon will channel all service requests through a central transmitter to radio-equipped service vans cruising routes linking its 300 phonographs.

The radio service set-up not only will reduce manpower and equipment required but will also enable Dansk Grammofon to expand its phonograph locations. The Copenhagen concern is a bellwether for the continental trade, and if the radio installation meets its expectations, other European firms will follow suit.

Prefer Live Ammo

ROTTERDAM—Surveys show that Dutch deadeye shots like target games that "fire real lead" as contrasted with electronic games that register scores without the services of a slug.

The survey established that Arizona, the "real bullet" game produced by Bergmann of Hamburg, is the "fastest draw" in the target game field primarily because of the zing of its lead bullets.

Arizona is an "Old West" high-fidelity air six-shooter firing soft lead bullets which splotch on steel targets, permitting easy scoring. A reverse telescopic sight gives the illusion of a distant target. The marksman must load and cock the pistol in true frontiersman style before firing.

Italians Make Fruits

ROME—The British "fruit boom" is giving rise to an expatriate fruit machine industry whose gaze is fixed exclusively on the White Cliffs of Dover or, more precisely, the interior of British private clubs.

Oswaldo Bernini is perhaps the best known of the expatriate fruit machine producers. His factory in Florence produces only for export to Britain; its products are illegal in Italy.

Bernini is undaunted, however. He is aggressively invading the British market with his Checkmate fruit, which he is exporting to Britain on a "prompt delivery, competitive-prices" basis. Bernini contends that the British market is large enough to support his expatriate production, and he predicts it eventually will influence other countries to liberalize their gaming laws.

Coin Shopping Center

BREMEN—West Germany's first automatic shopping center has been opened at Bremen by a retailer, Harry Kolaschnik.

Kolaschnik's Non-Stop-Laden offers 500 coin-vended items ranging from butter to phonograph records and featuring juke box music at several locations, the phonograph music spurring record sales.


Merchandise is selected by a telephone dialing device which delivers it electronically to a central automatic checkout point. Kolaschnik's automatic merchandising center aims at exploiting a national shop closing law and the current severe German labor shortage.

Koester Anniversary

WUPPERTAL, W. Germany—The A. Koester Company, a leading German producer of billiard games, is observing the 75th anniversary of its founding. The factory, which exports to 54 countries, was founded by Anton Koester and is now operated by the second generation of the family headed by Fritz Koester.

Production of billiard games has been expanded and diversified in recent years until the firm is now a major force in coin games.

In the 75 years the firm has won 50 gold medals and certifi-



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Plan Autumn Fair

ANTWERP—UBA, Belgium's coin machine trade association, is planning to stage its canceled spring trade fair in the autumn, with strong U. S. participation.

UBA sponsored a highly successful trade fair in 1962 but was forced to cancel the 1963 spring fair set for March because of bad weather and technical difficulties.

It is planned to make the autumn show the largest trade showing ever held in Belgium and a mecca for the international trade. The fair will stress Antwerp's position as the European coin machine trading center.

Italian Coin Boom

MILAN — Italy's economic boom, centered here in Milan, has spawned what is probably Europe's most concentrated coin machine boom as well.

Milan's juke box count has rocketed to 1,250, of which 250 machines have been placed in the last nine months. Games now number 700, most of them soccer but also a large number of pinballs—known in Europe as "flippers"—sited legally (in clubs and other restricted premises) and illegally (in well-run establishments where they are tolerated by local authorities despite their technical illegality).

Milan now rates as Italy's richest city, and coin machine

collections have soared accordingly, the Milan operator now being one of the best-off operators in Europe.

May Lift Ban

ROME—The Italian justice ministry disclosed that it is considering lifting the pinball ban. Justice ministry officials said data on pinball operations in the United States and European countries are being studied in this connection.

Pinballs were banned nearly four years ago on, claim Italian operators, "guilt by association" grounds. Authorities cited certain establishments frequented by juvenile delinquents which had pinball machines.

Operators contend, however, that this was coincidence entirely devoid of any cause-effect relationship. Since the ban operators have compiled studies showing a high incidence of juvenile delinquency in establishments having no coin machines whatever; conversely, according to their study, there are many—perhaps most—coin ma-

Billiard Games Exempt

DUESSELDORF—The state of North Rhine-Westphalia has been ordered to desist from collecting the amusement tax on billiard games.

The state administrative court ruled that billiard coin games are exempt from provisions of the amusement tax, qualifying as "sport" and not gambling or amusement within terms of the tax law.

The decision is based on a

Cigaret Ops Organize For Self-Betterment

MEMPHIS—The 20 cigaret vending operators in Memphis and Shelby County have organized an association for the betterment of their industry, Drew J. Canale, owner of Canale Enterprises, Inc., announced last week.

Canale, who has a large music and cigaret vending operation, was elected president of the group, named Cigaret Vending Association.

Aims of the association, said Canale, are to see that all machines are kept in good working order, that no stale cigarets are sold, to guard against "bootleg" cigarets (without the federal tax stamp) being sold in the county and to keep records on machine break-ins so they may work closely with police in catching coin machine burglars.

Canale said the association

would also work against anything which would "cast a bad reflection on the industry."

Other officers are: Charles V. McDowell, vice-president and general manager of Southern Amusement Distributing Co., vice-president.

Robert L. Baker, general manager of O. J. Barsotti & Co., cigaret vendors, secretary.

John Horsby, route supervisor for Bluff City Cigaret Service, treasurer.

The group will meet the fourth Thursday evening of each month at a different restaurant for dinner and business meeting.

UJA Banquet To Draw 500

NEW YORK—Some 500 persons are expected to attend the annual Victory Banquet of the United Jewish Appeal's Coin Machine Division, to be held June 4 at the Americana Hotel.

Guest of honor will be William Cahn, Nassau County assistant district attorney. Louis Lefkowitz, New York State Attorney-General, will be guest speaker, and Irving Holzman, United East Coast Distributors, is general chairman.

The executive committee met here Tuesday night (30) to discuss the entertainment program. Invitations for the event were mailed last week.



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Report From Britain

Mar-Matic Moves

LONDON—Mar-Matic Sales, Ltd., has moved into London's mink and gem district from the firm's previous Hyde Park headquarters.

New location is the entire first floor of a building in Kirby Street, Hatton Gardens, home of the diamond trade.

The premises, 19 windows long, houses showrooms, warehouse and administration.

Back in London

LONDON—A. C. Strike, new sales and promotion executive of Automatic Canteen (G.B.), Ltd., is back in London after a six-week tour of U. S. coin-amusement and coin-vending modes.

Strike announces his firm's intentions to further sales in British industrial fields, seeking all possible entrance for coin amusement machines, as well as vendors.

"Coin amusements are not a closed field," in Britain industrial concerns, he believes.

U. S. Favorite

LONDON—So far as coin equipment preferences went at the Milan Trade Fair, big de-

mand was for 100 per cent U. S. products. This is the report of Geoff Grange, head of Mar-Matic Sales, Ltd., after spending a week at the Milanese exposition. The fair closed April 26.

There simply to survey the market and assess trade interest, Grange noted some 20 coin equipment exhibits, and about a million people through the turnstiles.

Interest of Italian coinmen focused on the Keeney Venus, its hold-and-draw; also Roll-a-Line, he said. Machines were displayed by Mar-Matics' Italian distributors, Electrophon of Milan, and Quematic Srl. of Firenze.

Local Law Back

LONDON—The right to restrict the terms of a permit for payout coin amusements should be restored to local authorities, is the view of British police.

This recommendation has been made to the Home Office, United Kingdom, by the Association of Municipal Corporations' Police Committee.

The right to impose terms of a permit was negated by the Betting & Gaming Act, 1960.

The Home Office is reported to be examining the situation.

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NOW! Available with tamper-proof PIN GATE CONTROL (even when electricity is off) or with exclusive MAGNO-PLAY CONTROL.

The ULTIMATE in shuffleboards

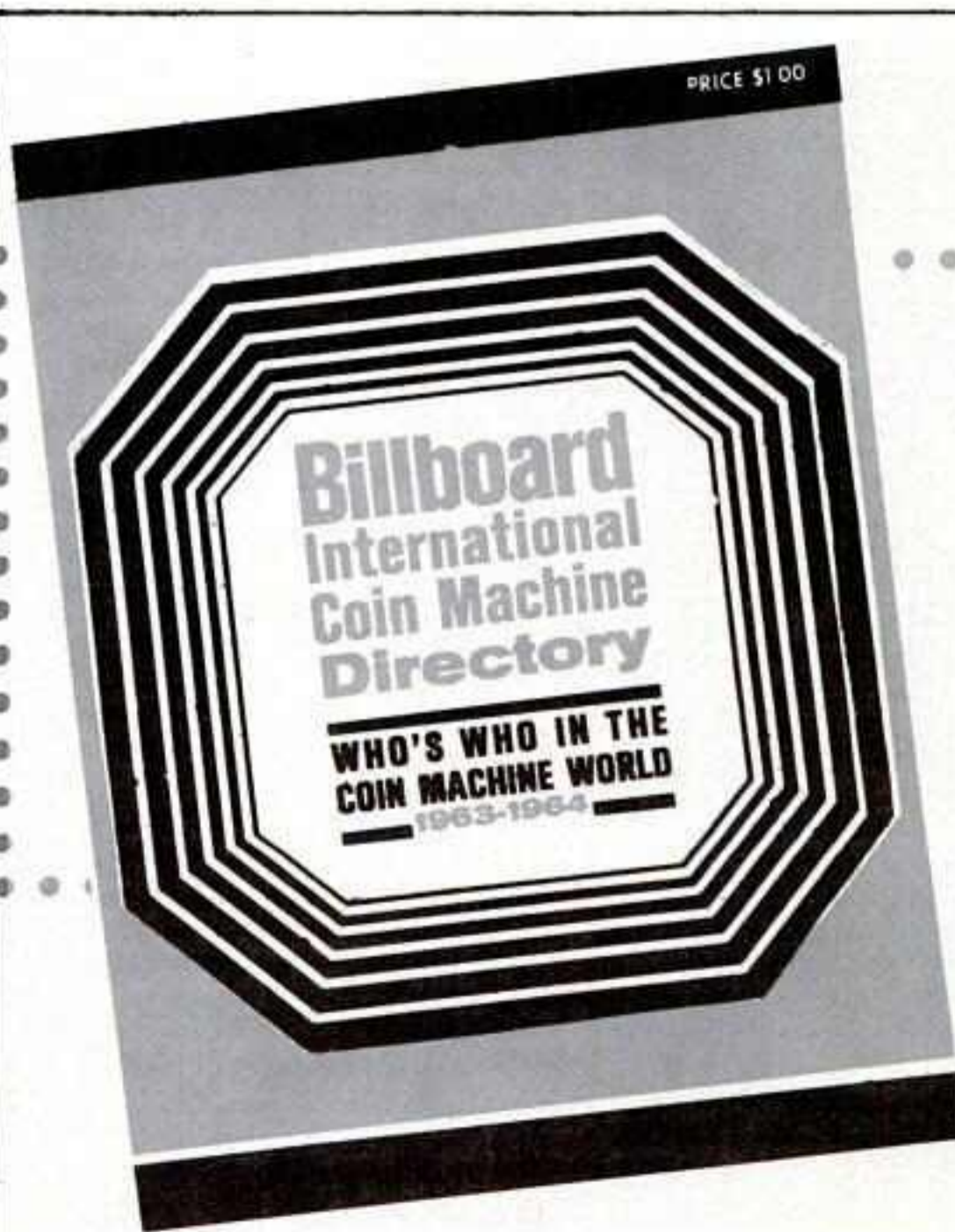
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Say You Saw It in Billboard

Ditchburn Finds Seaborne Market for Coin Machines

LONDON — Wurlitzer 2700 juke boxes, two 16-foot bowling alleys, and coin vending equipment comprise orders obtained recently by Ditchburn Equipment, Ltd., Lytham, Lancashire, from Cunard.

The contract, value "in excess of \$15,000," is for the passenger steamships Saxonia and Ivernia, which when refitted will sail under registrations of Franconia and Carmania respectively.

Ditchburn officials say that Cunard has 10 similar refits on the stocks. Orient Line, Shaw Savill and Commonwealth Shipping are also including Wurlitzer juke boxes and other

amusement devices in their fleets.

They imply that it is likely a Wurlitzer Music Maker juke box will be installed in the Queen Elizabeth, eventually. Similar deals are under way with Canadian Pacific, they indicate.

Firm Celebrates For Whole Month

LOS ANGELES — A huge birthday cake will be cut and shared with operators on May 31 when the local branch of R. F. Jones Company ends a month-long celebration of the office's second birthday, Chuck Klein, local manager, said.

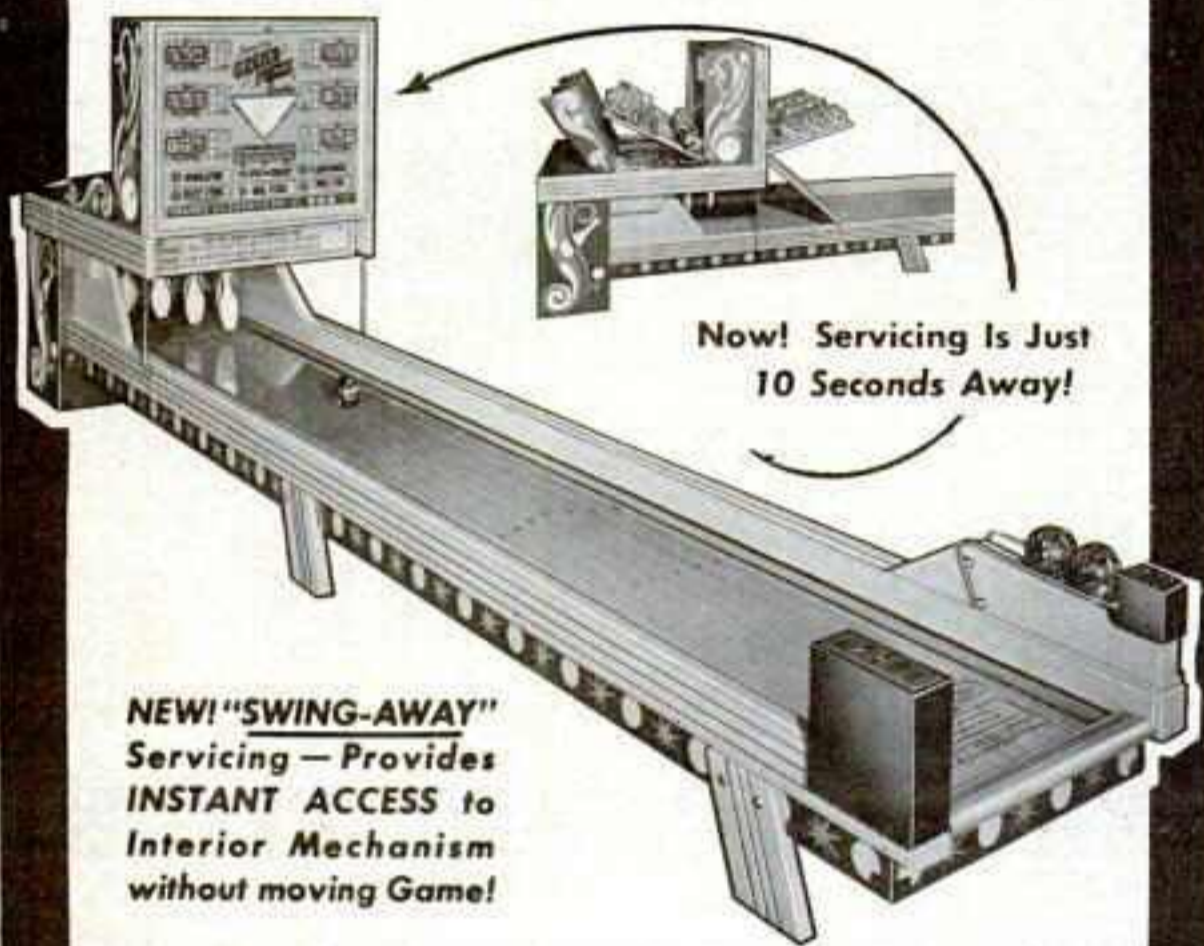
The Jones Company here is maintaining open house during the entire month, Klein explained. Visiting operators will deposit cards with valuable awards to be distributed on the last day of the celebration. Also during the month the company will stage a sale on coin-operated equipment as an added incentive for the operators to join in the festivities.



A JUKE BOX, is a juke box, is a juke box . . . in Libia, as anywhere else. The ever-popular U. S. juke box is as much an attraction for a group of Libian sightseers, as it has been for people everywhere around the world. This one was supplied by Rowe AC Services for the U. S. Exhibition at the Tripoli International Trade Fair. Some 37,000 visitors per day visited the more than 30 pavilions in the fair.

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JOHN J. KEEFER has been named vice-president and treasurer of the Seeburg Corporation. He was formerly controller for the Bert Mills Corporation, acquired by Seeburg in 1957.

SNODGRASS THANKS ALL

CHICAGO—J. Harry Snodgrass, Music Operators of America president, issued an official thank you to the Seeburg Corporation last week, following the firm's announcement it would exhibit at the association's September convention. Here's the text of Snodgrass' statement:

"The entire MOA membership joins me in expressing our appreciation to the Seeburg Corporation for its willingness to co-operate with the association. We are also happy the company will exhibit in the MOA convention and show. Their actions are one of the best indications the attendance at the 1963 show will be increased. Their announcement is a shot-in-the-arm to the entire coin operated music industry. We look forward to working with Seeburg representatives and others in strengthening the MOA and putting on a 1963 convention everyone will be proud to attend.

Each manufacturer has at one time or another told MOA representatives of their intent to work with the association. I am looking forward to working with these firms to develop a trade organization everyone in the industry can have confidence in.

"I expect to be in Chicago shortly to discuss with the phonograph manufacturers how they can help MOA by participating in several projects now being considered by the association. These new projects will, in our opinion, be services or benefits that will help both the operators and manufacturers. Several other 1963 convention matters will also be discussed with the manufacturers during my visit."

Bilotta to Unveil Putting Game at N. Y. Convention

KIAMESHA LAKE, N. Y.—John Bilotta, New York State coin machine distributor, will show the coin-operated Pro Golfer before members of the New York State Hotel Association when that group holds its annual convention at the Concord here Tuesday (7) through Thursday (9).

The machine, made by Forward Industries, Miami, tests the player's putting skill. Object is to sink a putt with one shot into any of the three revolving holes.

Only one hole is open at a given time. Bilotta, with offices in Rochester, Syracuse, Albany and Newark, N. Y., is Eastern distributor for the Florida firm.

Bilotta will stay over at the Concord Friday through Sunday (10-12) for the joint convention of the New York State Automatic Vending Association and the New York Bulk Vendors Association.

Operators are invited to visit him in his suite and view the golf game.

EX RANK EXEC JOINS EMBERS FOR BIG PUSH

LONDON — Bill Croucher, longtime executive with the Rank organization, has joined Ember Records as sales and juke box exploitation manager.

According to Jeff Kruger, head of Ember, Croucher is authorized to offer special—and unique—price concessions to the United Kingdom juke box trade.

Ember is one of the few British indies with a large roster of top U.S. artists in its catalog. The British Phonographic Industry, federation of major record manufacturers, holds juke box operators to wholesale prices on disks. And it's a sore point with the coin trade.

Croucher's blueprint is to

cultivate every known British juke box operator, besides some 8,000 record retailers around the nation. Kruger's view is that juke boxes are the biggest propagator of hit disks.

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Seeburg Pulls Out Stops For First Miami Meeting

CHICAGO—Seeburg's recent Miami Beach, Fla., convention was not only the first such de-

voted entirely to background music, it was also the first show put on by the firm outside of its Chicago base.

The company's entire distributing organization, including principals and background music salesmen, were in attendance as well as Seeburg regional vice-presidents who cover each territory.

Members of the executive staff who attended and participated in the show were Delbert W. Coleman, J. Cameron Gordon, William F. Adair, Tom L. Herrick, Edward F. Claffey and Stanley W. Jarocki. George L. H. Gilbert, vice-president of Seeburg International flew in for the show, as did Milt Blink, executive music producer and William Traut, music director.

Adair said that the Foreground system was created specifically to get music operators into programmed music in a significant way and that a full scale plan to achieve this was in preparation.

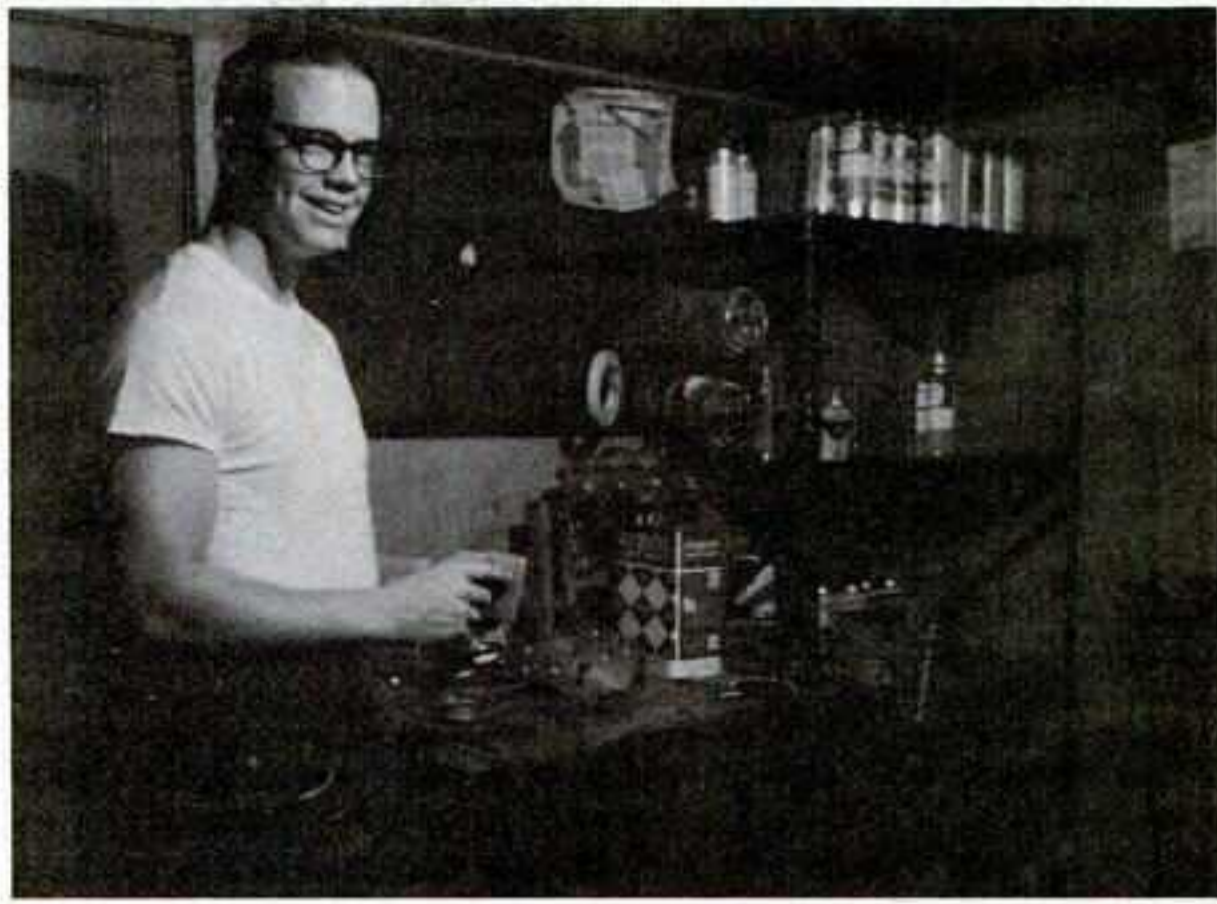
Court Battle Gets Complex in Ohio Outlawing Case

COLUMBUS, Ohio — Attorney-General William B. Saxbe has challenged the right of Ohio game operators in attempting to restrain State Liquor Director Donald D. Cook from banning all amusement machines from permit premises.

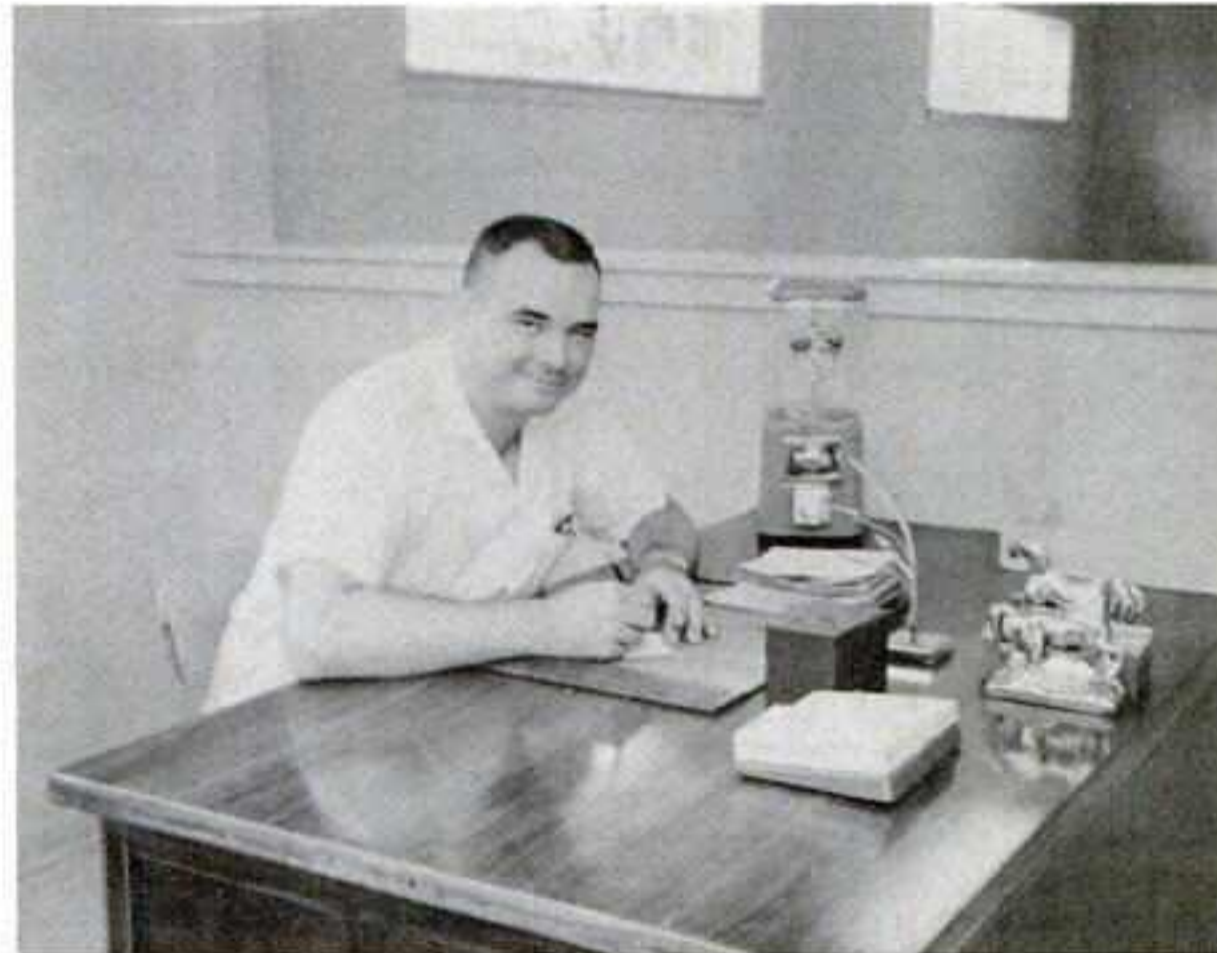
Saxbe has filed a demurrer following a temporary restraining order handed down recently by Franklin County Common Pleas Judge Dana F. Reynolds.

New Jackson Warehouse

Continued from page 56



JACK FARROW JR. is in charge of the repair, reconditioning and maintenance shop.



W. D. MARTIN, route salesman, writes up a location contract.



MRS. VERNON JACKSON is in charge of the bookkeeping department.

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Eastern Rowe AMI

Continued from page 55

the ABT dollar bill changers.

The 30 distributor representatives that attended were Rosen's guests for luncheon and coffee breaks during the five-day course.

In charge of the school was J. S. Abato, director of service engineering for Rowe AC Services. Other Rowe AC men on hand included Tom Ferrara and Lou Di Palma. Wally Detrick and Frank Boykie represented Rowe Manufacturing.

Distributor representatives included Syd Vertlieb and Emile De Vincentis, both of Sheldon Sales, Buffalo; Gil Lawrence, Trimount Automatic Sales, Boston; Cal Jackson, Banner Spe-

Stereo Just Icing

Continued from page 55

ceptance and influence record companies to bring out more stereo single product.

Once the public becomes aware of stereo on the phonographs, operators will have a stronger bargaining position in obtaining better terms, contracts and the like. But first, a strong selling job will have to be done.

cialty Company, Pittsburgh; Casey Sturgill, Roanoke Vending Exchange, Richmond, Va.; Marshal Graham, Runyon Sales, Newark, N. J., and Nazareth Nazarian, Howard Rosen, Leslie Weiss, John Chepress, Stan Bacynski and Charles Clemens, all of David Rosen, Inc.



GUIDER MAGAZINE, a publication read by 75,000 hotel and restaurant patrons in New York State, carries as an editorial feature an LP album poll conducted by the Davis Distributing Company, Seeburg distributor. Frank Finneran, right, Seeburg vice-president, and Robert Slocum, Guider publisher, discuss the poll. Davis Distributing sends cards to operators all over the State and compiles the poll from the best-selling LP's listed on the cards.

Songwriters' Tune

• Continued from page 53

lections out of the hands of the juke box operator's traditional foe, the American Society of Composers, Authors & Publishers.

Traditionally, Chairman Edwin Willis (D., La.) of the House Judiciary Subcommittee on Patents, Trademarks & Copyrights, and Rep. Roland Libonati (D., Ill.) have openly opposed anti-exemption bills, and none has managed to get past the subcommittee. However, songwriter

forces are hopeful that the expanded 10-man subcommittee may put more pressure on their side of the argument. (Billboard April 20).

Among the familiar names of witnesses scheduled to testify for operators at the hearings, one was missing. Substituting for Nicholas Allen will be Merrill Armour, partner with Allen in the Washington firm of Armour, Herrick, Kniepple & Allen, which represents Music Operators of America.

First witnesses are expected to be Representative Celler (D., N. Y.) and Arthur Kaminstein,

Reed Group Heads Electromech Firm

ROCKFORD, Ill. — A group of investors headed by John E. Reed, Westfield, Mass., will head the Reed Electromech Corporation, formerly known as the Rowe AC Manufacturing Division of Automatic Canteen Company of America.

The division, which made the ABT line of coin mechanisms and vending machine components, was spun off recently by Canteen.

David O. Rumer Jr., former vice-president of Rowe AC Manufacturing, will head the operation here. He is executive vice-president of the new firm.

Marvin R. Manzer, a veteran of 13 years in the industry and a sales and service executive with the predecessor firm, is general sales manager of Electromech.

ABT products include coin chutes, changers, rejectors, totalizers, timers, components and accessories.

Register of Copyrights. Others scheduled in whatever order accommodates attorneys' prior commitments will be: George Miller, MOA West Coast spokesman and former MOA president; Sidney M. Kaye, chairman of the board of Broadcast Music, Inc.; Herman Finkelstein, counsel for ASCAP; Hammond E. Chaffetz, juke box manufacturers' representative; John Koshel Jr., attorney for SESAC, Inc.; Barney Young, of Operators' Music, Inc., and others, including spokesmen for Hotel and Licensed Beverages Associations, and the American Bar Association.

Cinebox Test Draws OK Response

• Continued from page 53

tions were much higher than normal.

The juke box was left on the location when the Cinebox was installed. With the Cinebox taking in \$183, the juke box collections dropped to \$61.

However, Rosen explained that the music machine on the location averages about \$89 a week, which means that the Cinebox cut into the juke box take to the extent of \$28.

He plans to keep both the Cinebox and juke box on the location.

\$100 Guarantee

The second test location, the Spearmint Lounge, has background music and live entertainment. Rosen's deal there is a \$100 a week guarantee, with the location coming up with the balance if the minimum is not met.

After the guarantee, the location and Rosen split 50-50.

The Spearmint Cinebox was placed on location on a Friday and did \$23 from 6 p.m. until closing. The location was closed Sunday, but the Cinebox grossed \$19.75 on Monday, Rosen said.

Rosen reported that patrons played the Cinebox while a live combo was performing.

Track Deal

Tommy Roberts, track announcer for the nearby Garden State Raceway, is negotiating with Rosen to have track times and track results announced on Cinebox locations, with the announcement to be made simultaneously with the flashing of track pictures on the Cinebox screen.

Rosen is Cinebox distributor for Eastern Pennsylvania, South-

ern New Jersey, Maryland and the District of Columbia.

Other distributors slated to make Cinebox tests soon are John Bilotta in up-State New York, and Runyon Sales in the New York metropolitan area.

World Wide Holds School

CHICAGO — World Wide Distributing Company held the second of a series of service schools on its Seeburg Ice-O-Vender at its quarters here recently.

The session covered the refrigeration system of the cold drink machine. Some 32 operators and servicemen attended a World Wide session here last week on maintenance and repairs of the machine.

Hosts were Irv Ovits, Nate Feinstein, Harold Schwartz, Fred Skor, Kurt Kluever and Howard Freer. Ed Jorgenson, Seeburg field engineer, conducted the session, assisted by World Wide's Frank McKinney.

Among those in attendance were Art Campbell, Joe De Carlo, James King, Bernard Lieberman, B. R. Hammond, Sadeo Lechi, Mas Hirano, A. Harris, Mike Marconi, Bob Garrassin, E. Hopke, V. De Modino and J. Heiden.

Also Larry Givante, Elmer Guran, R. Weber, Maro Weissel, Jerry King, Gino Del Garro, Nat Cockrell, Dave Endler, Joe Levin, Paul Simms, Bill Staehle and Jerry Ryan.



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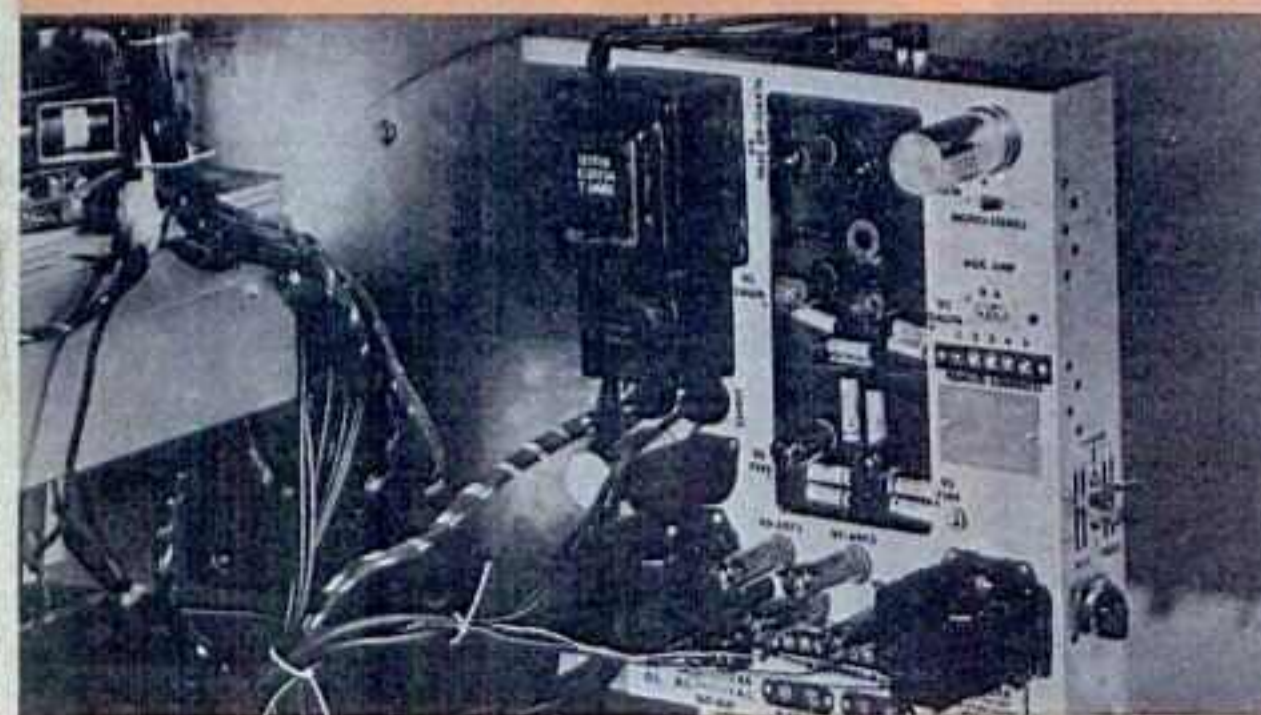
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The Wurlitzer 2700 was designed by engineers who know operating. You can see it in the styling of this instrument. You can hear it in the stereophonic sound. And you can find countless examples of it all through its electrical and mechanical set-up.

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I WANNA MARRY YOU: German variation of Paul and Paula is recorded by beautiful Vivi Bach, pop Danish star, and Gerhard Wendland, top German singer. German lyric is by Klaus Munro and goes something like: "Hey Vivi, Hey Gerhard." Hey!!



THE FRENCH HAVE A WORD FOR IT: In recent short visit to Finland, French actress-singer Juliette Gréco is guest of honor at a party. She is shown here with Osmo Ruuskanen, Musik-Fazer sales.



BRING ON LES GIRLS: Teenage fans of Liberty's Bobby Vee attend "Vee Day" celebration at Hollywood's Music City. Bobby is flanked by Bob Skaff (left), Liberty promotion director, and personal manager Arnie Mills (right).

Billboard

PHOTO GALLERY OF Newsmakers



BREAKING GROUND: Participants in ground-breaking ceremonies for new RCA Victor distribution center in Indianapolis are (left to right): Lieut. Gov. Richard O. Ristine, Mayor Albert Losche, Gov. Matthew Welsh, and RCA Victor operations manager, Norman Racusin.



IN FULL SESSION: Clara Ward, currently winding up an engagement at Las Vegas' New Frontier Hotel, flew to New York to cut an album of gospel tunes with the Dukes of Dixieland for release on Columbia Records. After the session she flew back to Vegas.



LATEST ACQUISITION: Miss Judy Cannon, Australian thrush, is signed by Ray Bull, national singles manager for ABC Records.



NEW OFFICERS: Newly elected officers of the Conference of Personal Managers, East, are (left to right): Bob Coe, secretary; Leonard Ditson, vice-president; Mannie Greenfield, outgoing president and now director; Jack Beekman, president; Chuck Taylor, director, and Walter

Gould, director. Not shown is Mal Shayne, treasurer. Elections were held recently at the Friar's Club in New York. Formal installation is set for June.



UNIVERSITY CLUB HONORS: The Northwestern University Club of New York presented its "Applause Award" this year to Nancy Dussault for her role in "Sound of Music" and Jack Haskell of "Mr. President." Presenting the alumni award to Miss Dussault is playwright Russel Crouse, co-author of the two Broadway shows currently featuring Haskell and Miss Dussault.