

Billboard

The International Music-Record Newsweekly

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

Billboard



★ NATIONAL BREAKOUTS

No National Breakouts This Week

★ REGIONAL BREAKOUTS

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

HI-LILI, HI-LO . . .

Richard Chamberlain, MGM 13121 (Robbins, ASCAP) (New York)

MY FOOLISH HEART . . .

Demensions, Coral 62344 (Joy, ASCAP) (New York)

BOSS . . .

Rumblers, Dot 16421 (Downey, BMI) (Seattle)

I'LL RELEASE YOU . . .

Ted Taylor, Okeh 7165 (Four Star, BMI) (Dallas-Fort Worth)

GO HOME GIRL . . .

Arthur Alexander, Dot 16425 (Painted Desert, BMI) (Memphis-Nashville)

RIDIN' THE WIND . . .

Tornadoes, London 9581 (Ivy (PRS), ASCAP) (Seattle)

SOMEWHERE . . .

Escorts, Coral 62336 (Schirmer, ASCAP) (Pittsburgh)

THE BOSSA NOVA WATUSI TWIST . . .

Freddy King, Federal 12482 (Sonlo, BMI) (Memphis-Nashville)

TRIBUTE TO BUDDY HOLLY . . .

Mike Berry, Coral 62341 (No Publisher Available) (Washington)

MATILDA . . .

Ron-Dels, Shallmar 104 (Longhorn, BMI) (Houston)

ALBUMS

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

Dave Gardner Sues RCA for \$3,500,000

BILOXI, Miss.—Dixie comedian Dave Gardner obtained a restraining order in district court here last week against RCA Victor, blocking the sale of the album "All Seriousness Aside," as part of a \$3,500,000 damage suit against the label.

In his complaint, as presented by Hollywood attorney Seymour Lazar, Gardner contended that RCA Victor, without his knowledge, took rejects from an LP recorded live during a night club appearance and assembled these into the "All Seriousness Aside" package. The material used, he claimed, was left over from an album Victor previously had issued and it was further claimed that night club language not intended for home consumption was included in this album.

Gardner has just started a new contract with Capitol Records where his first album release there is now in production. His pact with Victor was terminated.

Damaged Rep

In his action, the comedian asked \$2 million in damages "by reason of permanent impairment and damage to Dave Gardner's reputation and ability to earn a livelihood."

He also asked for \$250,000 for his benefit in that RCA Victor had profited from this material. In addition he asked the court for \$750,000 for "hurting future record sales with Capitol Records."

Gardner in addition asked the court to judge in his favor \$500,000 in punitive damages against Robert Yorke, RCA Victor Records a.&r. chief, for "malicious action." According to the complaint, Yorke had stopped the promotion of his recordings in the North, maintaining that Gardner had only regional appeal in the South.

Files at Home

The reason for having the action filed here in Biloxi, Gardner noted, was that the comedian is identified with the South

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DARIN SETS UP OWN DISK FIRM

HOLLYWOOD—Bobby Darin has set up his own production company called T. M. Productions to make masters. Firm will record new artists and lease the masters to record firms. Capitol will have first option on the masters. Darin is now looking for both artists and material. He has already signed one artist, and expects to start his first session shortly. Darin will continue to record for Capitol where he has a long-term contract.

Witness Tells FTC Hearing Club Hurts Sales & Profits

By REN GREVATT

NEW YORK—Testimony by Cornelius F. Keating, vice-president and general manager of the Columbia Record Club was a highlight of the early and midweek sessions of hearings involving Federal Trade Commission charges against certain practices of the club. A number of New York metropolitan area dealer witnesses were also heard during Tuesday and Wednesday sessions (22-23) with much the same line of questioning being used for all of these.

Keating, on the stand Tuesday morning (22), through questioning by Commission counsel, Richard Lavine, discussed many aspects of the club operation. He said the club now numbers 1,750,000 members, which are solicited through magazine and newspaper ads, direct mail and the so-called members' GAF (get a friend) plan.

He identified the basic current club offer as six LP records (with suggested list prices of from \$3.98 to \$6.98) for \$1.89 in connection with the buyer's pledge to buy six at \$3.98 plus mailing and handling charges during the year following the offer acceptance. The "6 for \$1.89" deal became the basis for extensive questioning of dealers in later testimony, in which the dealers were asked if they had ever heard of this type of offer being made by any retailer.

Keating noted that there is a basic restriction of no more than one mono and one stereo membership per family unit, though, he admitted, this fact is not publicized. If an individual turns out to be a record dealer, that fact in itself would not bar him from membership, he said. On the question of checking credit, Keating said this is a continuing problem, since at least 10 per cent of

NEW YORK—The Columbia Record Club was vigorously attacked last week by a prominent record manufacturing executive for its role as a retailer in direct competition with retail record stores across the nation.

In testimony taken during the seventh day of hearings on Federal Trade Commission charges of monopoly and unfair pricing tactics against the Columbia mail-order operation, Leon C. Hartstone, vice-president and general manager of London Records, Inc., charged that the club has "hurt and decreased our sales volume and our profit structure."

Under direct examination by FTC counsel, Richard Lavine, Hartstone explained that much of his firm's product "does not sell every day and does not make charts and is the kind of product, in general, which is best sold by the independent catalog dealer."

Releases Cut

"We formerly released up to 400 LP's a year. Now it's less than 200 and it will be less than that this year," Hartstone continued: "To take this wide list of product to the public we need a large group of retailers who exercise independent judgment and who perform a selling function."

"The Columbia club has helped reduce the number of these catalog dealers. The club has helped saturate the market for standard classical items."

"The club's introductory offers have been so wonderful they would be hard for anybody to resist. Their price impact means the offers are snapped up. And when members accept standard works by Tchaikovsky, Beethoven and Brahms, for example, as part of their introductory deal, they are out of the market for those works for a long time to come. Our classical sales today clearly indicate a condition of market saturation for standard classics."

Hartstone also noted that negotiations undertaken in 1959 for distribution of London product through the Columbia club were broken off by London "for legal reasons." The only club distribution ever to occur with London, he said, was through the Diners' Club record club. Product for this was obtained by the club from London distributors, not the company itself, he said. Commenting that the Diners' Club deal was a flop, he described the club as having "no impact."

In like manner, London's own attempts at mail-order selling through certain periodicals was described as a failure and is now being terminated.

Artists Aware

Hartstone noted that artists are very aware of record clubs and some have questioned him regarding possible distribution of their records through clubs.

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SWINDLE SHEET RULES GETTING SHAPED UP

By MILDRED HALL

WASHINGTON—The latest word on rules for deducting entertainment and travel expenses came out of the Internal Revenue Service last week in the form of a 20-page pamphlet. The rules outline a fairly broad policy of entertainment allowances, provided the businessman keeps a good record of the outing, doesn't try to ring in his whole family on the deductible fun and indicates a business purpose.

The word "reasonable" appears to be the keynote. IRS says the deductible must be "reasonable" in amount, not lavish or extraordinary. The spender must have a "reasonable expectation that your business or your employer's business would benefit" by the

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Otto Harbach Dead at 89

NEW YORK—The man known as the "Dean of American Librettists" died here on Thursday (24). Otto A. Harbach, who passed away after a long illness at the age of 89, collaborated with such esteemed songwriters as Rudolph Friml, Oscar Hammerstein II, Irving Caesar, Jerome Kern, Vincent Youmans, Sigmund Romberg and George Gershwin, among others. He was a charter member of ASCAP, a director since 1920, and served three terms as ASCAP vice-president, from 1950 to 1953.

Among Harbach's credits are such standards as "Smoke Gets in Your Eyes," "One Alone," "Gianinna Mia," "Rose Marie," "Love Nest," "Indian Love Call," "Cuddle Up a Little Closer" and "Wildflower." He was the author of such shows as "Roberta," "Song of the Flame," "Desert Song," "Firefly," "No No Nanette," "Mary," "Sunny," "Kid Boots" and "Girl of My Dreams."

He is survived by his widow Ella, his sons William and Robert, and three grandchildren.

the membership is in the delinquent account category.

'Funny' Members

"We get a lot of Joe Stalins and Nik Khrushchevs coming in in what we call funny enrollments," Keating remarked, "and we screen all those out. Then we

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GRANDPOP PERRY COMO relaxes at the Boca Raton Hotel in Boca Raton, Fla., with copy of new Billboard. With Como is public relations director Al Glick of the resort hotel. It is understood that Como shot one of his best golf rounds at Sam Snead course in Boca Raton after hearing that his first grandson had arrived last week.

STOCK 'EM UP

CHARTWISE: RCA VICTOR TRIGGERS 8 BIG HIT SINGLES!



"LOVE (MAKES THE WORLD GO 'ROUND)" PAUL ANKA # 8115 - "JAVA" FLOYD CRAMER # 8116
"SEND ME SOME LOVIN'" c/w "BABY, BABY, BABY" SAM COOKE # 8129
"THE END OF THE WORLD" SKEETER DAVIS # 8098 - "BOSS GUITAR" DUANE EDDY # 8131
"MY COLORING BOOK" KITTY KALLEN # 8124 - "DAYS OF WINE AND ROSES" HENRY MANCINI # 8120
"ALICE IN WONDERLAND" NEIL SEDAKA # 8137

RCA VICTOR

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Adult Hops in Texas Make Disk Scene Jump

SAN ANTONIO—Adult record hops have become a big thing in this section of Texas. Sparked by the adult interest in the limbo and the twist and aided by single records with more appeal to adult audiences, a couple of hip jockeys have been running s.r.o. hops for the 21-to-35 set over the past month. Tradesters anticipate not only that these adult hops will

spread to other areas, but that they will help spur even further adult interest in single records.

The grown-up hops were started by Charlie Van, deejay at Station KANO. They are being held at the Bird Cage night club, a large room that had been having rough sledding. They were originally held only on Wednesday night, but the response was so strong that they

have been expanded to three nights a week, Tuesday, Wednesday and Sunday.

The hops are pitching on Van's own show to the over-21 market.

The live talent at the hop is a local swinging rock and roll combo, and the intermission music is records, usually, in Van's case, current hits.

Meanwhile, adult hops have also started at the Ebony Club in town, with deejay Larry Vance of KAMO emceeing. His hops also have a live combo in addition to records.

Van told Billboard that he also occasionally features at the hops record artists coming through town on p.a. tours. Admission charge is 75 cents for males, free for females.

According to Van, the teen hop scene, which had been slack, has picked up perhaps as a result of the successful adult hops. He also says that in various other spots in town, future adult hops are planned.

What is best about it, says Van, is that adults appear to be having a ball at the hops, and most important, the dances actually are making money.

Miami Racker Spreads Out, Credits Modern Machines

ATLANTA—Record Service Company, prime rack operator in the Miami area and a subsidiary of Pan American Distributing in that city, has moved into the Atlanta area as its new home base for an eight-State operation. The new outlet made its move in the period since the first of the year and gives credit for its expansion to a flock of modern business techniques.

Barry Taran, youthful president of the firm, said that Univac data processing equipment has become an integral part of the operation, along with Wide Area Telephone Service (WATS), automatic pricing machinery and automatic poly-sealing equipment.

Univac is being used to provide instant information on inventory requirements at any of the firm's many locations. Taran told Billboard that the Univac installation has showed that about 90 per cent of the total album business is done on less than 2,000 titles. Up to 40 per cent of the business is done on less than 200 titles.

"The 150 albums listed on Billboard's best-selling album chart are a part of that basic 200 albums," Taran said. "And we make sure that every location stocks everything listed in Billboard."

"Our salesmen carry a Billboard with them when they call on accounts and they do

their ordering based on the number of an album in the chart and the date of the issue it appeared in that position."

"Cherry-Pick" Line

Taran said that "of course we cherry-pick the lines and we admit it. But we do stock catalog in the bigger locations. Any account that carries a minimum inventory of \$4,000 worth of records carries catalog and in some cases we actually do stock up to 2,000 titles."

"And, believe it or not, most of this material is in the full price lines. I think the estimates of the use of budget lines in racks are high, at least for us. In the summer period, we'll have up to 25 or 30 per cent of budget items but that goes down to as little as 10 per cent in the winter months."

The new Atlanta branch will service eight States throughout the South and the WATS tele-

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POWWOW TO DECIDE

What Now for Meader After U. S. Bomb Tour

NEW YORK—Vaughn Meader, Bob Hooker and Earle Doud—the magic trio of "The First Family"—were scheduled to meet with Cadence chief Archie Bleyer and sales director Budd Dolinger on Monday (28) to discuss a new Meader album. It was not known whether plans were for another in the White House vein or for an entirely different type of comedy LP.

Meanwhile, Meader's hassle with Enrico Banducci, owner of the hungri in San Francisco, continued to mount. Banducci has got out an injunction against the comic, which, if approved by the court, would prevent

Meader's appearance elsewhere for at least four weeks. Banducci has a contract with Meader (at \$750 per week), for a four-week stint starting January 28. The club owner sent ads all over the Bay City advertising Meader's appearance. Meader is trying to postpone the appearance.

As Billboard went to press last week, Federal Judge Stanley Weigel of San Francisco granted a one-week restraining order to hungri owner Banducci, which restrains Meader from working the week of January 28 any public appearances, except on TV. This restraining order is part of the \$100,000 breach of contract suit filed by Banducci against Meader and his agency, GAC.

As for Meader's concert tour, which has been disastrous so far, GAC is reportedly trying to cancel it out as of February. Meader did okay at New York's Carnegie Hall, bombed in Philadelphia (where only 742 showed up at the city's 3,000-seat Academy of Music, and bombed in Pittsburgh.

Now his agent is trying to re-set night club dates that were canceled to free him for the tour. He is set for Las Vegas' Sahara on April 4.

Failure of the Meader tour has been a shocker to most promoters. Though they are used to rock and roll acts that make it on records but flop at the box office, everyone expected the comic, whose LP set new marks throughout the industry with sales of more than 4 million, to be the biggest concert attraction of the winter season. Allan Sherman, however, who also rose to fame on the wings of a hit LP, has been doing well on his concert tour.



BEAUTY AND BRAINS sparked BMI dinner in New York last week. Seen above are Evelyn Kingsley, Mike Stoller, Burt Burns, Paul Case, Zelda, Sam Cooke, Jerry Leiber, Phil Spector, Mr. and Mrs. Danny Kessler and Barry DeVorzen.



DETROIT HAS BECOME one of the hottest record cities in U. S., due to Berry Gordy Tamla-Motown smashes that have poured out of the Motor City for past two years. Seen above at Pierre Hotel, New York, attending last Wednesday's BMI dinner are executives and top artists of Tamla-Motown and heads of firm's publishing affiliate, Jobete Music.



FOR THE SECOND YEAR IN ROW Al Nevins' and Donnie Kirshner's Aldon Music firms and writers swept BMI awards. The Aldon family, seen here, includes Barry Mann, Cynthia Weil (Mrs. Mann), Gerry Goffin, Carole King, Mrs. Goffin and Neil Sedaka. Bottom row: Jack Keller, Artie Levine, Al Nevins, Mr. and Mrs. Donnie Kirshner, Emil La Viola, Larry Kolber and Howard Greenfield.

NARM Parley To Tackle Key '63 Questions

PHILADELPHIA—An all-out attack on "those problems which beset us as an industry in 1963" will mark the March 3-7 convention of NARM in San Francisco, according to executive director Jules Malamud.

"We will not only seek the key to 1963, but will build a strong foundation for the future of the

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WILLIAM G. WILKINS

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BIRMINGHAM, England—Acker Bilk was presented with three trophies, won in Billboard's 1962 poll of deejays, by the paper's European director, Art Rosett, on ABC-TV's "Thank Your Lucky Stars" pop music series here last week (19). Admiring the awards are (l. to r.) John Lennon, of the Beatles (Parlaphone); Mike Berry (HMV), Brook Brothers (Pye), Alma Cogan (Columbia), deejay Sam Costa, Bilk (Columbia-Landsdowne), Frankie Vaughan (Philips), Chris Barber (Columbia) and host Brian Matthew. These artists also were on the show.

Lieberson Off to Europe For Deal Christening

NEW YORK—Goddard Lieberson, president of Columbia Records, left Idlewild Airport here Friday (25) on a tour which will take him to Madrid, Paris and Brussels in connection with the introduction of the CBS label in Spain, France and the Benelux nations.

In announcing the Columbia Records acquisition of the indie French firm, Artec, Lieberson said the French firm, which now markets product under the Odeon label, will soon transfer all product to the CBS label.

"In joining CBS and Artec, we go to France as a French company devoted to the desires of the French public," Lieberson remarked. "We will join our repertoire and artist list with a solid catalog already established in France."

Lieberson will first attend a

reception in Madrid in connection with the introduction of the CBS label in Spain by Hispavox, S. A. On Friday (1), he'll be in Paris for a reception there in observance of the CBS-Artec tie. On Wednesday (6), he will be in Brussels for a similar reception in conjunction with the CBS entry there.

The CBS label was first introduced overseas in the United Kingdom and Eire last May. The product is marketed there through Philips Phonographic Industries. In July a renewal of an association with Nippon Columbia, incorporating the debut of the CBS label in Japan, was announced.

In August, the new CBS label was introduced by Columbia's wholly owned Latin-American

subsidiaries, Columbia Argentina S.R.L.; Columbia do Brazil, S.A. and Discos Columbia de Mexico.

Last September, Columbia Records and EMI announced the introduction and marketing of the CBS label by Columbia Gramophone Company of Greece, Ltd., EMI's affiliate in that country.

The Hispavox arrangement was made known in October, while in December an association was renewed with Philips for the CBS product in Denmark, Norway, Sweden and Finland. Also in December, Columbia and G. Ricordi signed an agreement for CBS distribution in Italy, while an arrangement with Artone Gramophone in Holland was completed for the CBS label in the Benelux area.

RECORD DATE

'Establishment' Saucy Stuff, But Pretty Hot for Our Taste

Riverside Records stole a march on David Merrick, Oscar Cohen and other theatrical importers Monday (21) when they recorded the new English revue "The Establishment" prior to its official opening here in New York.

The revue opened at The Strollers Club Wednesday (23) under the direction of Peter Cook of "Beyond the Fringe." He also produced the LP for the record company.

John Bird, Eleanor Bron, John Fortune, Jeremy Geidt and Carol Simpstone are featured on the forthcoming disk.

"The Establishment" is filled with wry British humor. Like material presented at "The Premise" and "The Second City" in the U. S. "The Establishment" counts heavily on topical gags, ironic twists and an irreverent comedic approach. Like its American counterparts, too, the revue is named after the night-

Capitol Chalks Up Hottest Half-Year

HOLLYWOOD—Capitol Records enjoyed the most successful half-year in its history during the six-month period following June 30, Allan Livingston, the label's president, told Billboard last week. These six months, representing the first half of the firm's fiscal year, showed a sales increase of 23 per cent for the same period a year before. The figures do not include foreign revenue or record club sales.

Capitol's sales climb was at all fronts, including singles, top LP's in the Angel line. On the singles side, sales shot up 31 per cent; top albums showed a 23 per cent jump, and Angel increased its sales by 18 per cent.

Established sellers and key new releases spearheaded Capitol's sales surge. New releases during the fiscal year's second quarter, to which Livingston attributed the sales increase, included new albums by the Kingston Trio, Peggy Lee, Laurindo Almeida, Stan Kenton and Nat Cole.

The original cast recording of "Beyond the Fringe," plus "No Strings" and "The Music Man," also came through for solid sales.

On the singles level, Nat Cole's "Ramblin' Rose" and "Dear Lonely Hearts"; Bobby Darin's "If a Man Answers"; the Beach Boys' "Surfin' Safari"; Stan Kenton's "Mama Sang a Song" and Kay Starr's "Four Walls," were all big sellers.

Last week the label added two new artists to its roster. They were chanter Bob Morris and thrush Barbara Bennis.

Andy Griffith Sets Scholarship In Agent's Name

HOLLYWOOD—Capitol Records artist-TV star Andy Griffith will mark the 10th anniversary of his association with personnel manager Dick Linke by establishing the Richard O. Linke Scholarship Fund at Ohio University, Linke's alma mater.

Griffith and several other top name performers will stage two shows on the Ohio University campus (April 19-20) with proceeds to go into the scholarship fund to be administered by the university. Linke was graduated from Ohio in 1941 and has remained an active alumnus.

It was Linke's lasting loyalty to his alma mater that prompted Griffith to establish the scholarship fund to which revenue will continue to be added through the coming years.

Paul Jaulus Joins Decca

NEW YORK — Paul Jaulus has been named as assistant to Lenny Salidor in promotion and publicity of Decca, Coral and Brunswick record product. He comes to Decca from experience with GAC, the Bernie Lang office and most recently Paul Anka's Spanka Music.

club in London in which it was born.

Some two and one half hours of mad and saucy material was taped by Riverside, but some of it will prove totally useless on disk. Some of the bits and sketches are far too outspoken and probably libelous to be issued on wax. Even if they were, there's little chance of radio exposure for such material. Some of these bits concern the sexual deviations of British politicians (referred to by name), the failure of British youth as seducers, and other such spicy and blasphemous morsels.

It's hard to believe, but these indicacies are delivered with British matter of factness that cuts down their rawness and heightens their madness. Imagine Lenny Bruce with the cultivated speech of the upper middle class and schooled Londoner, and you've got the idea.

Of course there's some enormously funny material that should make an hilarious LP. One bit features an interview with the British Defense Minis-

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Billboard Loses Bob McCluskey

HOLLYWOOD — Robert A. (Bob) McCluskey, advertising manager for Billboard on the West Coast, severs his association with the company on February 1. A veteran in the music industry, McCluskey's background includes service as national promotion manager for RCA Victor and later as national sales manager for the RCA Victor country and western, rhythm and blues department. McCluskey will announce new plans shortly.



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AN EXCITING PAGE IS ADDED




TO THE COLUMBIA RECORDS CATALOG

Miss Patti Page has joined us...
and in our book, her first
single is certain to be a smash!

"Just a Simple Melody" c/w "Pretty Boy Lonely" 4-42671

COLUMBIA SINGLES SELL! 

Also available on single 

Federal Lawyers Question Dealers On 'Going' Prices

NEW YORK—Witnesses representing nearly a score of retail record entities in the New York metropolitan area have testified during the first week of hearings here on the complaints issued by the Federal Trade Commission against practices of the Columbia Record Club.

The dealer representatives were called by Government counsel in presenting the FTC case, primarily to determine what may be called the "going" or average price at which LP's are now being sold as against suggested list price. In the case of each dealer thus represented, a discount policy was being pursued, with the majority stating that the effective going price today (to the consumer) for the \$3.98 list record is \$2.54.

Similar discounts were found to obtain on higher list-priced merchandise up to \$6.98, though wider variations were noted on higher-end product.

Death Claims 3 Personalities Of Music World

NEW YORK—The final curtain came during the past month for a trio of well-known personalities in the music industry.

Jacques Fray, onetime member of the duo-piano team of Fray and Braggiotti and more recently a classical deejay with New York Times-owned WQXR, New York, died January 20 at his home. He was 59.

Mrs. Paul Kapp, wife of the talent manager-publisher, died January 13 at the age of 51. Her husband is the brother of Dave Kapp, head of Kapp Records, and of the late Jack Kapp, founder of Decca. Though mother of three children, she found time to become a poet, and was widely published.

Max Goberman, Philadelphia-born conductor-violinist, died at the age of 51 in Vienna on December 31. He joined the Philadelphia Orchestra at the age of 18 to become, in 1928, the symphony's youngest member. Later, he founded the New York Sinfonietta, which he conducted, and held the baton over the pit orks of many top Broadway musicals.

Linsky Resigns Dimension Post

NEW YORK — Herb Linsky has resigned his post with Dimension Records, disk entity of the Nevins-Kirschner combine. Linsky had been serving in the promotion and sales area of the firm. Prior to joining Dimension last year, he had been with Epic Records and later with United Artists Records. Linsky expects to announce his plans following a vacation trip.

Sutro in Milan

MILANO — Peter Sutro, vet U. S. record man, has established residence in Milan. His main representation in this city is American industrial firms, but he is also taking on both recording firms and equipment firms who are interested in Italian representation. His address here is Via Pinamonte de Vimercate 7.

MGM Sued By Shalimar On Royalties

NEW YORK—Imperial Records, on behalf of its publishing subsidiary, Shalimar Music, has sued MGM Records, charging the label with failure to pay certain royalties allegedly owing on recordings by Jimmy Jones.

The complaint says that in August, 1959, MGM and Shalimar signed an agreement, under which Shalimar would produce Jimmy Jones masters, to be released on MGM, with the latter to pay a 10 per cent royalty on 90 per cent of all disks sold. Later, in January, 1960, a further agreement was signed under which Jones' services would be exclusively for MGM Records for one year, under a 7 per cent royalty arrangement. Complaint charges defendants have breached the contract and royalties of about \$90,000 are owing.

At the time, Shalimar was operated by Goldie Goldmark as a part of the Moe Gale publishing, management and disk-ing axis. Goldmark supervised the Jones recording dates. Later, Imperial Records bought the whole music empire from Gale for \$500,000. Goldmark continued operating the firms for over a year before leaving to start his own company.

Snyder Signs 'Ole Opry's' Bill Grammer

NASHVILLE — Shelley Snyder has signed Billy Grammer to an exclusive management contract for three years.

Grammer, Decca recording star, is one of the headliners of the "Grand Ole Opry." He was formerly under the management of the Jim Denny Artist Bureau here.

Snyder said Grammer joined the Faron Young Show on a tour of Louisiana, Texas and New Mexico beginning January 17. Don Helms, the Wilburn Brothers and Marjorie Bowes are set for the same 16-day tour.

Big Overhaul in Works at Big 3

NEW YORK—The Big Three is undergoing a complete reorganization in its music print and professional departments. Firm has named a new sales manager, Herman Steiger, and has made a number of realignments in its professional department. Last week Norman Foley exited his post as general professional manager.

Key aspect of the firm's overhaul will be the opening of a Nashville office. Interviews are being held to fill the post of head of the Nashville setup. Big Three last year set up a BMI firm, Hastings Music, and this firm and Robbins, Feist and Miller, are expected to benefit by the Nashville move.

According to Mickey Scopp, general manager of the Big Three, these new moves should help boost general sales and pop music activity. During the year just ended the Big Three achieved top gross revenues from domestic and foreign performances, and record royalties, sales of sheet music, and net profits, were the highest in the firm's history.

UA Sells Big Town Interest to All-State

NEW YORK—After a period of bidding and negotiation, United Artists Records has sold out its interest in Big Town Distributors in this city to All-State Records, Inc. All-State took over franchise of Big Town in the metropolitan area, but UA continues to control the name.

Colpix Pushes Movie Track

NEW YORK—With the big-budget movie spectacular "Lawrence of Arabia" now moving into major theatrical runs, Colpix Records is stepping up the promotional pressure in behalf of its sound-track package from the Columbia Pictures release.

A trio of independent record promotion men have been signed to promote "Lawrence"—Sherm Feller in the East, Mary Helfer in the Midwest and Irwin Zucker on the Coast. Promotion gimmicks include the services of a "harem girl" to deliver the disks to key deejays plus tie-ins with the publishers of T. E. Lawrence's autobiography.

The happy coincidence of last names between the label's national sales manager Ray Lawrence and the movie's hero is being used in special sales stationery captioned "Order 'Lawrence of Arabia' through 'Lawrence of Colpix.'"

Colpix is meanwhile unveiling a new sales program, having set as the showcase the upcoming national distributor meeting to be held in Las Vegas February 1. Eight albums will be featured, and under the sales plan distributors will receive 20 albums free with each 100 purchased.

Live Talent Helps Push 'Our Man in . . .'

NEW YORK—To push its new line of "Our Man in . . ." albums, RCA Victor has triggered a large-scale advertising and promotion campaign highlighted by location appearances of such artists as the Limelites, Al Hirt, Arthur Fiedler, Eddy Arnold and others.

The local-level appearances will be backed with point-of-sale material, special local ads, radio-TV promotions, and the like. At the national level, commercial cut-ins during the "Our Man in . . ." network commercial in "Wonderland of Color" on NBC-TV and a distributor contest will be used, along with ads in leading national magazines.

Transglobal In Deal-Including The Scandinavian

NEW YORK — Transglobal Music, representative for record manufacturers and publishers both here and overseas, has signed an agreement to represent the Monitor Records catalog in all available areas throughout the world, and including Scandinavia and Japan. Deal was signed last week by Mrs. Rose Rubin, and Joe Zerga, presidents respectively of Monitor and Transglobal.

Big Town franchises in other cities are not and have never been owned by UA. They are located in Los Angeles, Chicago and Cleveland and the New York move in no way affect them. All-State has been UA's distrib in New Jersey for some time and now takes over the New York operation as well.

A UA spokesman noted that Big Town in New York topped the million mark in sales last year, and said that it was a profitable enterprise. The label's reason for selling, according to the exec, revolves around concentration and consolidation.

It is felt that All-State, as an independent distrib outside the company, can devote a concerted promotional effort on the UA product. It is also known that elements within the UA corporation wanted the label out of the distribution business.

FCC Takes Rap at McLendon Corp.

WASHINGTON — Chicago AM Station WYNR has been called to account for eliminating all foreign language programs. The Federal Communications Commission has ordered the McLendon Corporation, owner of the station, to explain at a formal investigatory hearing why it promised to continue the foreign language broadcasts when it was an applicant for the then WGES from radio Station WGES, Inc. McLendon application was granted in June, 1962.

FCC says that after change of ownership of the station in August, McLendon substantially changed the programming, eliminating the foreign language broadcasts. The Commission says this raises a "serious question" as to whether McLendon actually intended to retain the foreign language broadcasts when it made application for the station.

Resumes Post As Firm Head

HARRISBURG, Pa. — Pete Wambach, president of Wambach Distributors, a leading rack jobber in the Quaker State, has resigned his post as press secretary to the Lieutenant Governor of Pennsylvania, and will resume his duties with the firm. Wambach is also a deejay, and is heard twice daily on WCMB, Harrisburg.

He will also handle Pennsylvania political coverage for the station and for the Mutual Broadcasting System. Wambach is also expected to handle the emcee chores in the 1962 NARM Awards presentation due to take place at that organization's national convention in San Francisco March 3-7.

Starday Signs Minnie

NASHVILLE—Minnie Pearl will be laughin' it up for Starday Records from now on. The comedienne has been signed to a record pact by Don Pierce of Starday. The label has also signed Johnny Bond and Leon Payne.

THE RECORDINGS OF HEIFETZ



HEIFETZ



Bruch
Concerto in G Minor
 Mozart
Concerto in D Major
 MALCOLM SARGENT

BRUCH Concerto in G Minor/MOZART Concerto in D Major. In his latest Red Seal album, the world's greatest violinist lavishes all the incredible resources of his art on the familiar and beloved Bruch Concerto. He is equally at home in the enchanted world of Mozart's D Major. An album with tremendous appeal for every lover of violin music. Mono: LM-2652. Stereo: LSC-2652.



HEIFETZ
 Bruch
SCOTTISH FANTASY
 Vieuxtemps
CONCERTO No. 5
 New Symphony
 Orchestra of London
 Sir Malcolm Sargent,
 Conductor

BRUCH Scottish Fantasy/VIEUXTEMPS Concerto No. 5. Heifetz handles the ultimate devilment of the violin in the finale of the Bruch with a blaze of virtuoso excitement. Coupled with the Vieuxtemps, this recording is in great demand. Mono: LM-2603. Stereo: LSC-2603.



HEIFETZ · PIATIGORSKY
 BRAHMS CONCERTO
 FOR VIOLIN AND CELLO

BRAHMS Concerto for Violin and Cello—Heifetz/Piatigorsky. The unmatched tonal beauty of Heifetz' violin together with Gregor Piatigorsky's superb cello make this Soria Series album among the finest recordings available of the celebrated work. Mono: LD-2513. Stereo: LDS-2513.



HEIFETZ
 BEETHOVEN
"KREUTZER" SONATA
 with Brooks Smith
 BACH
 CONCERTO FOR
 TWO VIOLINS
 with
 ERICK
 FRIEDMAN
 New Symphony Orch
 of London
 Sir Malcolm Sargent

BACH Concerto for Two Violins—Heifetz/Friedman—BEETHOVEN "Kreutzer" Sonata—Heifetz/Smith. Heifetz is joined by Erick Friedman, in the Bach "Double Concerto." Brooks Smith accompanies the master in the Kreutzer Sonata. Mono: LM-2577. Stereo: LSC-2577.

Keep stocked with albums by the world's greatest violinist on
RCA VICTOR RED SEAL RECORDS

The most trusted name in sound



Automation? DJ? Room for Both

NEW YORK—What will the growing number of AM-FM stations now programming their FM outlets separately use to fill much of the new program void in major cities—"automated" music programming, or AM-radio-type "personality" deejay shows?

It's likely to be a blend of both for quite a while. That's the opinion of Joe Roberts, executive vice-president of Muzak Corporation, as he voiced it to Billboard.

As Roberts sees the situation, there's plenty of room for personality shows—which have long been a major promotional arm of the record industry—and for the automated brand of semi-background music sold to stations on a franchised basis by Muzak offshoot Programmatic Broadcasting Service.

About three out of every four subscribers to Programmatic's automated services are AM-FM outlets, Roberts pointed out. The service, which is showcased on Muzak-owned WBFM, New York, is used for the FM portion of the now-split stations, with the AM programming continuing as before.

Currently, Programmatic has about 53 station subscribers in as many markets, and is shooting for a year-end total of 100. Generally, FM outlets use the Programmatic music—which is a pleasant, middle-of-the-road blend of standards, show tunes, vocals and pop melodies—at their "off hours" and air "personality" shows during the peak of their FM hours.

"Peak time" for FM is not the same as for AM radio," Roberts stated. "AM radio is strong in the mornings, at noon, and late afternoon, and then

'Establishment' Saucy

• Continued from page 4

ter touching on such subjects as Skybolt, Polaris and the Vulcan bomber.

The dialogs and monologs played in English accents should not suffer in translation. The wit and wisdom here should be wide enough to appeal for it is based on English and American (mis) trust and (mis) understanding.

JACK MAHER

falls off at night. FM, on the other hand, follows almost the same curve as TV viewing—it peaks at night. Stations which buy our service of some 144 hours of music per month tend to use it on FM during the day, with their own personality shows at night."

Programmatic, according to Roberts, also has its eye on "foreground" music shows fea-

turing name hosts and dealing with current and standard musical fare. Now being distributed by the Muzak subsidiary are two syndicated radio shows, "That's Entertainment" (a daily hour-long show hosted by Sammy Davis Jr.) and "Johnny Green's World of Music" (also an hour-long show daily hosted by the noted Hollywood conductor-arranger).

Keating Testimony Highlights Session

• Continued from page 1

discover that when people can't pay their bills, they often re-join under another name.

"We think we have that problem licked now by a cross checking system of addresses. Once a member with a given address is cut off, an order from the same address, even under a different name, will also be picked up and thrown out."

Keating said the poorest payers are in the jazz field. So keen is the credit problem in this area, that in the first offer of six records for \$1.89, only one of the six is at first sent to the new jazz subscriber. When he sends his \$1.89, the other five records are then sent.

NARM Parley

• Continued from page 3

marketing of phonograph records," he said.

One highlight of convention business sessions is the presentation to be made by William G. Wilkins, former controller and director of finance of Columbia Records. Wilkins, who served 17 years with Columbia until his retirement last year, is one of the top consultants on financial matters in the record industry. Wilkins will also moderate a panel discussion which will include both manufacturer-level reps and rack merchandisers.

Goddard Lieberman, Columbia Records president, whose address opens the convention business session March 4, is also slated to head a panel session due to discuss intra-industry relationships and marketing problems. In addition, Ira L. Moss, Ambassador Records exec, will discuss new areas of mass-merchandising techniques.

He said delinquents are dunned for payment for 11 months, after which in most cases, the names are turned over to local credit and collection agencies.

"We don't sue delinquents ordinarily," said Keating, "but we have brought criminal fraud proceedings in some cases with the help of the postal authorities, charging people with using the mails to defraud."

Own A.&R. Men

In further questioning on the club operation, it was brought out by Keating that the club has its own a.&r. department, under the direction of William Bell. Testimony showed that club a.&r. personnel, from time to time, make known their requirements to Division (Columbia Records) a.&r. people as well as to a.&r. personnel at licensor companies (such as Kapp, Mercury, Warner Bros., Liberty, etc.). In this line of questioning, the apparent aim of government counsel was to establish the influence of the club on over-all product of the record company.

In later questions, regarding tax payments, it was established that Columbia pays the excise tax on records produced for the club from the masters of other labels. It was not clarified, however, how the excise tax matter was handled with regard to the records included in the so-called "six for \$1.89" introductory offer.

In connection with dealer acquisition of club members, a fact which received great stress from the record company in the earlier days of the club, Keating admitted that "less than 1 per cent" of current club subscribers joined through dealers.

getting something in exchange, no deduction is allowed. The contingency gift situation becomes an ordinary "taxable exchange," and whoever gets the higher market value in the gift swap must list the difference as taxable income.

Record keeping for the employee reporting entertainment expenses to his employer, or to IRS when necessary, should include: identity of the persons entertained (by name or title or "otherwise"); place, type and cost of entertainment; dates and business reasons for the outing. Vouchers or receipts are required only for items costing \$25 or more.

Further details and some question-and-answer examples are available in the pamphlet. The pamphlet itself may be obtained at regional offices, or by mailing request for Travel, Entertainment and Gift Expenses, Document No. 5049 (1-63), to Internal Revenue Service, Washington 25. Bulk quantities are available, also without charge, to business firms or organizations for distribution to employees.

Collins Calls FCC Act 'Meddling'

WASHINGTON—Typical of stronger broadcaster stand against increasing government pressure was last week's blast by President LeRoy Collins, recently reappointed for a three-year tenure to presidency of the National Association of Broadcasters. Collins blasted proposed FCC public hearings on TV in Omaha as "government by roulette."

The broadcaster spokesman emphasized that there was no evidence of transgression or poor service in this area, which was chosen at random by the Federal Communication for the second of its local let-'em-have-it forums for public complaints.

The idea of holding open house to the public to come in and poke around broadcast housekeeping looking for trouble to talk about is "irresponsible" and "meddling," Collins said in a speech to Lincoln, Neb., broadcasters.

New Label For Cameo

NEW YORK—A new-performer label has been created by Cameo-Parkway and the organization—titled Pageant Records—will function as an independent subsidiary. Announcement of the new Pageant label was made by Cameo-Parkway President Bernie Lowe. Sales and promotion will be under the supervision of Herman Kaplan.

Pageant has entered the field with a single titled "Rocket Ride" b-w "Why Don't You Love Me" by Johnny Greco, and is following up with singles by pianist Dave Stephens and a new vocal group called the Persians.

Columbia Record Club Attacked

• Continued from page 1

He said that clubs in general provide a fast sale and a short-term competitive advantage, but "the more records sold through clubs the sooner we will have no dealers left at all."

In describing his own company, Hartstone said its gross volume in 1959 was "slightly less than \$11 million." In 1960, it dipped to \$9 million; in 1961, it regained this loss to show a volume of "a little more than \$11 million." In 1962, the figure was again "slightly less than \$11 million." Sale price of \$3.98 list on London LP's to distributors has ranged in 1961-1962 "between \$1.97 and \$1.79."

Hartstone described himself as having interests in Mutual Distributors, Boston; Hart Distributors in Los Angeles; Stone Distributors, San Francisco, and in five retail record operations in Boston and in Peabody and Braintree, Mass.

Gardner Sues

• Continued from page 1

as a Southern humorist and has been voted in Biloxi as "Mississippi's Golf Coast Ambassador-at-Large."

In addition to being represented by Lazar, Gardner's resident attorney is Merle Palmer, who also serves as county attorney and is a representative in the Mississippi State Legislature.

INDUSTRY BRIEFS

Ava Buys DJ's Master

NEW YORK—Dick Stewart's "I Believe" master has been purchased by Fred Astaire's Ava Records for national distribution. The record sold more than 30,000 copies in three weeks in San Francisco, where Stewart is a TV deejay for KPIX.

Avnet 10-Cent Dividend

LOS ANGELES—Avnet Electronics Corporation (owners of Liberty Records) declared a regular quarterly dividend of 10 cents a share on the common stock payable February 18.

Meanwhile, the board of directors of Avnet had approved Avnet's acquisition of working control of Production Technologies of Jamaica, N. Y., by purchasing 50 per cent of its stock, and an option for acquiring the remaining shares. Firm will be operated as an affiliate of Avnet Shaw Corporation.

Laurie's Dion Month

NEW YORK—February is Dion Month for Laurie Records. Label is running a sales plan covering all of its Dion LP's next month, featuring substantial discounts for quantity orders in addition to the normal discount. Merchandise will be shipped in January so that it will be available in stores in February.

Nielsen Quits Capitol

SAN FRANCISCO—After 17 years with Capitol Records, Ed Nielsen in resigning from the company February 1. Nielsen is presently sales manager for Northern California and Nevada, a position he has held for eight years. Replacing him in San Francisco is Charles Bratnaber, present sales manager of the Dallas office, but before that was a salesman on Nielsen's staff.

(Continued on page 39)

Deduction Rules Shaping Up

• Continued from page 1

expenditures. He must show why it was necessary to incur such expense, and keep any spending for purely personal benefit off the deductible list.

A few reasonable quotes from the bulletin note that: "If a commission salesman can show that his entertainment of prospects has a direct effect on, and can reasonably be expected to increase or maintain his commissions, he may deduct the expenses." This permits entertaining new prospects (increasing commissions), old customers (maintaining commissions) and presumably anyone who might lead to new prospects or help maintain the old ones.

A salaried employee "ordinarily" may not deduct expenses, but if he can show that his employer expected him to incur entertainment expenses in connection with his work, he may deduct them.

Dues to social or athletic clubs, one of the most controversial features threshed out by Congressmen on the Hill last session, "in which membership is for the purpose of entertaining

customers or making business contacts, are usually deductible where the business advantages are apparent." Most social and athletic club members will undoubtedly make this apparent to IRS.

Expenses incurred by being a member in a luncheon club are deductible, but for reasons known only to Internal Revenue Service, the dues or membership fees are not deductible.

Good Will Spending

Good will spending is allowed in "reasonable amounts" in order to promote the good will and increase the efficiency of employees by holding breakfasts, dinners, dances, et al.

Reciprocal entertaining obviously entered into by a group of businessmen for making each other's entertainment checks deductible will not get by, IRS says.

IRS looks with a cold and fishy eye at business gift giving between businessmen. If two businessmen exchange gifts, as simple amenities, they are deductible. But if A gives B a gift with the understanding that he's



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a great new single
LOUIS PRIMA's
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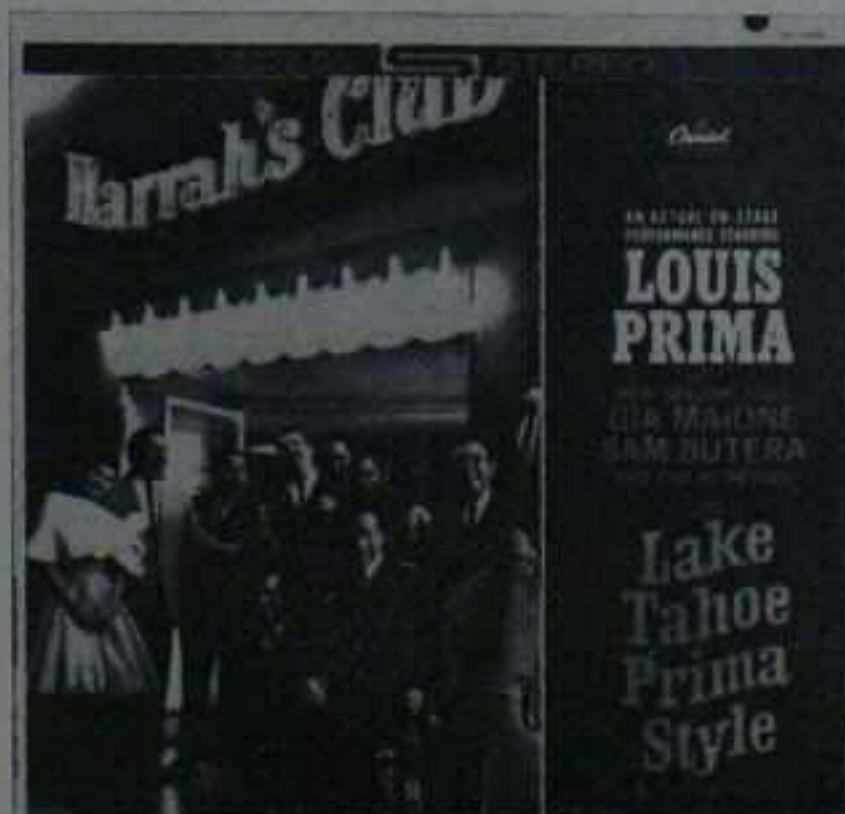
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LITTLE GIRL BLUES #4906

with Louis Prima, Sam Butera & The Witnesses

For more great performances
by Louis, Gia, Sam and The
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CRISP & CRUNCHY

'Graham Crackers' Tasty Dish

By JACK MAHER

In "Graham Crackers," Upstairs at the Downstairs has its best revue since Julius Monk took his urbane, witty and numerically named winners to the Plaza last fall. The current entry at the New York City night spot is filled with hilarious satire songs and played to the hilt by an especially talented group of performers.

The show takes its name from that modest impresario Ronny Graham, who is now in charge of revues at the West 56th Street nitery. There's absolutely nothing crumbly about material and talent in the box of crackers. Some bits might miss the high-gloss sophistication of former Monk outings, but there's much mayhem, whimsy and topical sting in the 26 bits, blackouts and sketches with



Darian — Abboud — Kaliban — McCutcheon — Stevenson

musical underpinning now on display.

The cast is a tightly knit, well-drilled unit that sparkles in ensemble. Individually the numbers carry off their assignments and feature numbers with precision and enthusiasm. Pat Stanley has top billing, but her compatriots Bill McCutcheon, Bob Kaliban, McLean Stevenson, Mona Abboud and Anita Darian all share in the glory.

Material is the backbone of this revue and much of it comes from the collective pens of David Shire and Richard Maltby Jr., Mr. Graham himself, Sam Pottle and David Axelrod and others. One of the biggest numbers, "Megaton Bomb" (see cut) is a convulsive Elvis Presley-Dion takeoff which features Bob Kaliban and the company. The girls are acidly funny as the yeah-yeah chirping female chorus. The

three young ladies score again in "Extramarital Lark," a suburban madrigal, the only item in the show written by Graham himself.

Miss Stanley hits one of her many peaks during the singing of the telling ballad, "Crossword" which was written by the Maltby-Shire team. Miss Abboud is tops in "Sidney," by Bill Lacey and Miss Darian scores along with Kaliban and Miss Stanley in the Pottle-Axelrod written "Opera." This amazing number has the principals singing of the immortal weed in Mozartian-mode. The entire company comes in for bows on a "That Wonderful Year" outing—the historic 1929. This came from the pens of Dee Caruso and Bill Levine.

"Graham Crackers" is loaded with enough comedic nourishment to make it a staple in New York's supper club diet.

Chub OK as Big League Tab Grabber

PHILADELPHIA — Chubby Checker makes and spends a pretty buck. This was made evident in facts and figures released by the Orphans Court last week of Chubby's spending before he turned 21 October 3.

Ernest Evans Jr., Checker's legal name, made \$822,459 during the three years the court had jurisdiction over his affairs. A final accounting of Checker's final condition was filed by his court appointed guardian and approved by Orphans' Court Judge Harold D. Saylor.

Court also approved payment of \$480,000 to Checker over the next four years at a rate of \$10,000 a month, according to the Court. Approval was also given for a \$20,561 commission to his guardian Merton J. Matz and \$4,775 for his attorney, David B. Zoob. Zoob previously had received a \$3,000 payment. Court costs of \$200 also were deducted.

Checker's financial statement disclosed him as a major league spender. He traded a Thunder-
(Continued on page 11)

TALENT TOPICS

Show for Anthony

Band leader Ray Anthony will return to TV in Hollywood in weekly Saturday night series kicking off on Station KTLA January 26. Anthony was signed to a 26-week contract. "The Ray Anthony Show" will be taped for syndicated sales stations in other markets.

Russ Morgan to Cut

Fantasy Records, here, has signed Russ Morgan for a series of dance albums and will re-

cord the first late in February when the band appears at the Sheraton-Palace Hotel. The first album will be a "San Francisco Scene" type, with others to follow, and will be done live.

Benny Signs Singer

Benny Goodman has pacted Charles DeForrest as his singer on his forthcoming concert tour through the East and Midwest. DeForrest records for Elliot Wexler's Purist label, which is now being set with distributors, as is his classical label, Son-Nova.

PHILADELPHIA

Personal manager Ray Fox steps into the concert promotion field in bringing Odetta to Town Hall on February 1. . . . Eddie Fisher, who opened the season at the Latin Casino on the Jersey side, is set to finish out the season with a return date starting May 23. . . . Manny Rubin, who operates the second Fret, popular coffee house here, has signed folk singer Raun MacKennon, Temple University student, to a personal management contract.

MAURIE H. ORODENKER

PITTSBURGH

Songstress Donna Jean Young, currently visiting her family in nearby East McKeesport, disclosed that she has signed to wax a single next month in New York for Capitol Records. . . . Murray Deutsch, an official with Jay-Gee Records, was in Pittsburgh to promote the new Joe Henderson platter, "Cause We're in Love." . . . Promotion man Bill Roberts and Cosnat Records have parted company.

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.

JANUARY 28-FEBRUARY 3
(All Times Eastern Standard)

TUESDAY 29—PARIS SISTERS

The girls are guest stars on Red Skelton's show (CBS-TV, 8:30-9:30 p.m.). Their last Gregmark single was titled "Let Me Be the One" b.w. "What Am I to Do."

TUESDAY 29—GEORGIA BROWN

Miss Brown visits the Merv Griffin show this afternoon (NBC-TV, Monday through Friday, 2-2:55 p.m.). She can be heard on the RCA Victor original cast LP, "Oliver."

TUESDAY 29—STEVE LAWRENCE, ALLEN AND ROSSI

Both perform on the Garry Moore show (CBS-TV, 10-11 p.m.). Lawrence's new Columbia LP is titled "Winners," and comedy duo Allen and Rossi are represented on ABC-Paramount with a new album called "One More Time Hello Dere."

TUESDAY 29—BOBBY DARIN

The Capitol recording artist guests on the Westinghouse tape-syndicated Steve Allen show, sold this week to the 29th station. Darin's latest single is "New You've Gone" b.w. "You're the Reason I'm Leavin'."

WEDNESDAY 30—PHYLLIS DILLER

Comedienne Phyllis Diller visits the Merv Griffin show today (NBC-TV, Monday through Friday, 2-2:55 p.m.). Her latest Verve LP is "Are You Ready for Phyllis Diller?"

WEDNESDAY 30—ERROLL GARNER, CHARLTON HESTON

Both perform on the Perry Como show (NBC-TV, 9-10 p.m.). Garner's last album was "Close Up in Swing" for ABC-Paramount. Heston has numerous spoken word LP's available on the Vanguard label.

THURSDAY 31—ODETTA, JOSH WHITE, CLANCY BROTHERS AND TOMMY MAKEM, WILL HOLT, JUDY COLLINS

All entertain on a special broadcast, "Dinner With the President" (CBS-TV, 10-11 p.m.), which features a concert of folk music and ballet, and a talk by President Kennedy in acceptance of an award. Following are the artists performing, their label and current album: Odetta (RCA), "Sometimes I Feel Like Cryin'"; Josh White (Elektra-ABC-Paramount), "Josh White Live"; Clancy Brothers and Tommy Makem (Columbia), "Boys Won't Leave the Girls Alone"; Will Holt (Elektra), "Exciting Sounds of Will Holt"; Judy Collins (Elektra), "Golden Apples of the Sun."

THURSDAY 31—TONY BENNETT

Bennett guests on the late night Steve Allen show. His current Columbia single is "I Will Live My Life for You" b.w. "I Wanna Be Around."

FRIDAY 1—LINDA SCOTT, JONAH JONES

Both are guest stars on the second Arthur Godfrey special (8:30-9:30 p.m.). Miss Scott's most recent Congress hit single was "I Left My Heart in the Balcony." Jonah Jones and quartet can be heard on the new Capitol LP due to be released this week called "That Righteous Feeling."

SUNDAY 3—FERRUCCIO TAGLIAVINI, GEORGE RICCI

All display their talents on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.). Tagliavini has numerous recordings available on the Cetra label. Cellist George Ricci records for Stradivari Records and his latest LP is "Trios for Violin, Piano and Cello."

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.

PAUL AND PAULA
(Philips)

REAL NAMES: Jill Jackson, Ray Hildebrand. BIRTH-DAYS: Paula, May 20, 1942; Paul, December 21, 1940. HOME TOWNS: Paula, McCaney, Tex.; Paul, Joshua, Tex. EDUCATION: Both college. HOBBIES: Both sports. BACKGROUND: The pair teamed up while students at the Howard Payne College to sing for a charity drive radio program on a local station. The audience responded favorably and with further encouragement from their classmates and instructors, the pair decided to become a permanent singing team. Paul, also a songwriter, wrote their current hit tune. The two headed for Fort Worth and an audition with producer and artist manager, Major Bill Smith. Major Smith had them record a dub of "Hey Paula" immediately and that's the disk to become the Philips Records smash single within a few weeks.

LATEST SINGLE: "Hey Paula" continues its strong bid for the top of the Hot 100 chart this week.



. . . Fenway Records has acquired the Liberty distribution here from Cosnat.

CHICAGO

Bobby Mellin and Buck Ram settled their long suit over control of the Wildwood Music catalog which includes the copyright to "Only You." Mellin gets foreign rights, with Ram getting domestic rights. Ben Starr, New York copyright attorney, represented Mellin, and Dick Shelton, well-known show business attorney here, represented Ram. Shelton, is also attorney for

such artists as the Platters, Tony Williams, Dick Gregory and Bob Newhart. . . . Dick Noel, former Breakfast Clubber here, now featured on the "Tennessee Ernie Ford Show" out of San Francisco, was in town last week to record some commercials for Taitham Laird. . . . The American Federation of Musician "insurgents" appear to be ahead in their conflict with the union over the band leader or purchaser of music being the "employer" of a band. The insurgents claim the band leader is the employer and hence not subject to union restrictions. The

TALENT ON TOUR

EAST

Phyllis Diller in the Royal Box at the Hotel Americana, New York, January 28 through February 23. . . . Maurice Chevalier stars one-man four-weeker at the Ziegfeld Theater, also New York, starting January 29. . . . Stan Getz at the Latin Casino, Philadelphia, through February 6. . . . Ella Fitzgerald at Basin Street East, New York, also through February 6. . . . Steve and Eydie into Camden's Latin Casino for January 28 two-weeker.

MIDWEST

Dick Contino at Ray's Supper Club, Chicago, through February 17. . . . Paul Winter Sextet opened at London House, same city, January 27 for three weeks. . . . Oscar C. Brown breaking them up at current engagement at Gate of Horn, Chicago.

CANADA

Danny and the Juniors begin an extended tour of Canada through the month of February.

WEST

Eddie Fisher headlining at the Desert Inn, Las Vegas, through February 18. . . . Connie Francis opened at the Sahara, same town, after finishing MGM picture, "Follow the Boys." . . . Dumita Jo singing at Eddy's in Kansas City, Mo., through January 31. . . . The Smothers Brothers make a campus date at Val Paraiso Univ., Ind., February 1.

PUERTO RICO

Cugat and Lane into the San Juan Hotel, January 31-February 13. . . . Shelley Berman is entertaining the cruise crowd in the Club Caribe Room of the Caribe Hilton Hotel through February 7.

Tony Bennett at the El San Juan Hotel, San Juan, for a one-weeker January 24.

SOUTH

Abbe Lane and Xavier Cugat shakin' them up in a one-night stand at Miami's Hotel Fontainebleu January 30.

union claims the purchaser is the man. The question is especially vital in the field of television commercials—a growing, lucrative field for musicians.

NASHVILLE

Bob Luman, who had a big hit with "Let's Think About Living" on Warner Bros., has signed with Hickory Records. He cut his first session with Hickory under the direction of **Wes Rose**.

Folklore Society Festival set at University of Chicago February 1-3. **Bill Monroe** to appear in the annual event. **Minnie Pearl** headlines the Fort Worth Fat Stock Show which opens January 25 for nine days. . . . The **Willis Brothers** also booked for show through Jim Denny Artist Bureau. . . . **Buddy Killen**, Tree Publishing dynamo, has moved into the \$60,000 home formerly owned by top drummer **Buddy Harmon**. Unusual home has four levels, pool and a commanding view of Nashville area. Harmon recently bought **Frank Clement's** former home on Hickory Lake.

MARK-CLARK BATES

DETROIT

Music Merchants, Inc., promotion men busy last week steering two of their visiting artists to radio guest shots and in-store appearances. At night the pair is appearing at local clubs. Organist **Brother Jack McDuff** is at Club 20 Grand, and **Ahmad Jamal** and his trio are at the Minor Key coffee house. . . . The Minor Key, incidentally, is operating on a long weekend schedule, Thursdays through Sundays, during the winter.

Canadian folksinger **Bonnie Dobson** makes her initial Detroit appearance when she opens a new coffee house, the Retort, January 25. . . . Several hundred dollars worth of **Allan Sherman** concert tickets have been bought, even before the first ad for the February 16 show has appeared.

ARNOLD HIRSCH

HOLLYWOOD

Eddie Adams has set **Jerry Fielding** to handle her musical arrangements for her night club act to be unveiled February 4 at the Riviera in Las Vegas. Fielding earlier this month was signed by Miss Adams to serve as her musical director-arranger for her next four TV specials. . . . **Ethel Merman** was the first named to appear in the upcoming Academy Awards presentation telecast when she will sing a medley of Irving Berlin songs during the Oscar event. . . . Skylark Records' **Sue Evans** goes into the Dunes in Vegas for a six-week run starting May 2. . . . **Ella Fitzgerald** will leave on an extended European tour following her Miami engagement at the Deaville Hotel.

LEE ZHITO

Chub Tab Grabber

• *Continued from page 10*

bird in for the more expensive Buick Riviera and has two pedigreed dogs. His mother was presented with a Mink coat, his father with a mohair suit, overcoat and pocket money. His brothers and sisters have received money and trinkets in generous quantities. In addition, Chubby takes the folks into a new home at the end of this month. The two-story, 10-room stone mansion is in Germantown. The aged showplace, is being completely refurbished for \$12,000 and the cost of the house is \$30,000.

Miami Rack Operator Spreads Out

• *Continued from page 3*

phone line is used there to stay in touch with salesmen traveling through those States calling on accounts. In this way, orders and sales information can be rushed back on a day-to-day basis, with the information fed into the Univac to provide a running picture of sales patterns.

Fair Profit Goal

Discussing the general nature

of the rack business, Taran said: "Our rack program is not designed to show that we can sell cheaper than anybody else. We're in business to make a profit and we hope to make a fair one on everything we sell."

"If there is one trouble afflicting the rack business today, it's dating and discounting, both of which make an operator tend

to overextend himself. I'd rather have one price all year long and as for deals, forget it. One price would be a great help to the business, believe me. Otherwise you buy a whole flock of stuff on a dating plan and in a given month when the money comes due, you can get clobbered."

The Atlanta Record Service operation is managed by Al Goldberg, branch manager, with Ted Pousman acting as sales manager. Taran himself heads up both the Atlanta and Miami

Goodmans Open In Nashville

NASHVILLE — Gene and Harry Goodman have opened a Nashville office for their Arc, Regent and Harmon music firms. Robert F. Tubert will head the Nashville office which will be located on Terrace Place.

rack operations as well as Pan American Distributing in Miami.

IT'S NO
MAGIC
THAT THEY'RE HITS
WHEN THEY'RE FROM
WAND



Tell Him
I'm Not Home
CHUCK JACKSON
Wand 132
Nobody But Me
THE ISLEY BROTHERS
Wand 131

SCEPTER MUSIC • 1650 BROADWAY, NEW YORK, N. Y.

The 'First Family' Story—WOW!

Cadence LP Smashes Most Marks in History of Disks

By BOB ROLONTZ



Radio One Biggest Factor, Bleyer Says

NEW YORK—"If there was any single thing that put over 'The First Family,' it was radio exposure," said Archie Bleyer last week in a discussion of the Vaughn Meader album.

"In case anyone underestimates the power of radio I can tell him that it is the most important medium of all in exposing not only singles, but albums."

"I say this because when we decided to go ahead with 'The First Family,' we had assurances that we would get it exposed on TV. In fact, we built a lot of our exposure campaign along the lines of TV programming. We didn't think then that radio was the right medium to expose this album. We felt that TV would enable people to see Meader and the rest of the cast and that a segment of, say, a TV variety show could be built around Meader's press conference or another aspect of the album.

"We were all wrong," said Bleyer. "Radio not only enabled listeners to imagine Meader as President Kennedy, but to imagine all of the other people in the cast in their respective roles. We

found the the onetime shots we had on TV didn't have nearly the impact of the radio play.

"It wasn't only the stations who normally programmed albums that helped put 'First Family' over," said noted sales chief Budd Dolinger, "but the Top 40 stations as well. We were surprised and pleased to find top 40 stations which never had programmed an album before playing tracks from 'First Family' and this got kids as well as adults interested.

"The sales of the album indicate something else," said Dolinger. "For a long time Archie has said that a soft record market is a misnomer. A soft market is one in which the manu-

(Continued on page 8)

Archie Has a Kind Word For Those Who Blew It

NEW YORK—Archie Bleyer said last week that it was unfair to condemn any of the firms who turned down "The First Family," as a substantial number of companies did.

"When I first heard the album there were only a few demos of some skits and a script outlining the others. A lot of the sketches were unusable; some of them, as far as I was concerned, were not in good taste.

"Before we ever sat down to record the album we went over every single word in every skit. We tossed many ideas out and changed many of them around. We did our best to make sure everything was in unchallengeable taste. The album didn't come to us ready to go. It required hard work by all concerned before we had a workable script.

"When anyone knocks the firms who turned down the album, he's wrong. What they heard was not the material that finally came out on Cadence.

"So they turned it down. Well, I've turned down plenty of hits in my time too. It's not what you turn down that matters but what your track record is at the end of the year. Don't forget, a lot of firms that didn't accept the album have fine rec-

ords. That's what counts in the long run."



HESS



MACK

NEW YORK—In the history of the phonograph record business there never has been an album that has broken so many records, or set so many new ones as the Cadence LP of "The First Family," with Vaughn Meader and Friends. It has sold more than any other LP ever issued, more than 4,000,000 as of January 10, just about two months after it was first released. It holds all-time records for the number of LP's sold in a day, a week and a month, and it has set new marks at RCA Custom where 2 million were pressed (in three busy weeks), and at Columbia's custom plants, where 1 million were made. Of the 4 million shipped, Cadence billed and shipped 3,600,000, the other 500,000-plus being shipped at no charge as part of the firm's four for 25, or 16 per cent merchandise deal.

That Cadence was able to meet the instantaneous and furious demand for the album—which ran as high as 1 million a week—with-in days or even hours of the orders almost from the time the record started to jet off, is a tribute to the firm's quickly devised and ingenious production schedule.

This schedule was probably the most massive ever attempted in the record business. It is also a tribute to the printing firms, the album fabricators, the pressing plants and the trucking firms who met the intricate, rush production schedules. When it is noted that Cadence, like many other independent record labels, has no pressing facilities of its own, and that the demand for "The First Family" album came at the height of the Christmas buying season, the production job accomplished becomes even more extraordinary.

Something else that cannot be overlooked is the role played in "The First Family" story by Cadence distributors, who did a back-breaking job in getting the albums to dealers. The album set all-time marks with every distributor who handled it: Alpha Distributors in New York moved 300,000 "First Family" LP's in 16 wild and woolly days.

In the Beginning

When Cadence shipped samples of its LP, "The First Family," the week of November 5, Cadence President Archie Bleyer and sales and promotion chief Budd Dolinger felt they had a pretty good album. They thought it would sell at least 100,000, and with luck would double or triple that, which would be a substantial sale for a new and unknown comic named Vaughn Meader. Production manager Bob Mack had placed a pressing order for about 15,000. Because Meader was due to be on the Ed Sullivan Show on Sunday, November 11, Cadence had shipped its New York distributor, Alpha, 100 copies to place in key store windows in Manhattan.

Monday, November 12, was a quiet day at Cadence, the firm's last quiet day for about two months. Tuesday, November 13, Bob Booker, co-producer of the "First Family" set, brought the LP to his old friend



BLEYER



DOLINGER

Stan Burns at Station WINS in New York. Burns listened to parts of it and then put it on the air immediately and kept playing tracks from the LP during his entire show.

The phones started ringing at Alpha Distributors from dealers wanting copies. Harry Apostelaris of Alpha Distributors called Cadence and ordered 400 sets. Pete Myers of WINS continued to play the album on the station that same day. A little later Bob and Ray on WHN played excerpts. The phones kept jumping at Alpha. Apostelaris excitedly picked up the phone again and called Cadence. This time he ordered 20,000.

Taking Off

Wednesday morning, November 14, Klavan and Finch started to expose tracks from the album over WNEW. By that afternoon almost every disk jockey in New York was "on" the LP. Alpha's orders that day totaled 20,000. He ordered another 25,000 copies from Cadence.

Thursday, November 15, the "First Family" was the talk of the town. Consumers were clamoring for copies. Alpha ordered another 25,000 for a whopping total of 70,500 in four days.

Cadence execs knew now they had a smash, though they still didn't know how big a smash it was. They had shipped 15,868 copies to Alpha and they were cleaned out and they still owed Alpha 55,000. And they anticipated that Alpha would ask for another 25,000 the next day. Alpha ordered 50,000 instead!

Here Mack decided he couldn't get enough pressing facilities on one coast to handle the album. He booked a flight to Los Angeles on Sunday, November 18 (the earliest reservation he could obtain), and assigned his assistant, Peter Hess, to fly to Indianapolis to set up pressing, printing and album facilities there. They were both met at the different airports by manufacturers and printers and album people. They both took with them front positives and

progressive proofs of the album covers that they had ordered from their New York printer.

"I wasn't worried about getting pressings in time," Mack said, "or even the album. It was the four-color covers that concerned me."

Cover Opens Up

On Friday, November 17, Ralph Story, of KNX in Los Angeles, started to lay on excerpts from the Meader disk. That same day a West Coast dealer called Dolinger and Bleyer in New York and demanded 200 records. When they told him they were clean, he screamed for copies without covers. They refused.

Said Dolinger: "If we did that we would have made it possible for counterfeiters to sell 'First Family' LP's all over the U. S. without covers. We told him he would have his 200 copies Tuesday. He did."

By Monday, November 19, "First Family" records were being pressed all over the country. RCA Victor was making them at Rockaway, N. J.; Indianapolis and Los Angeles. Columbia was pressing in Los Angeles; Bridgeport, Conn., and Pittman, N. J. Capitol was pressing them at its Scranton, Pa., plant; Monarch at its Los Angeles plants; Sonic at Hicksville, L. I., and All Dics in Roselle, N. J.

Printing was being done of "First Family" covers and liners by Lithograph Corporation of America in Bridgeport, Burford Printing in Indianapolis and Imperial in Hollywood.

And albums were being manufactured by County Box, Modern Album Company and Globe in New York; Modern Album in Terre Haute, Ind., and Hollywood, and Rek-O-Pak and Imperial in Hollywood.

The printers, jacket manufacturers and pressing plants came through "splendidly," according to Mack.

"They gave us unstinting co-operation. Victor had to take its Elvis Presley record of "Girls, Girls, Girls" off their presses to make 'First Family' LP's and

(Continued on page 8)

*Everyone
make it all possible
Archie Bleyer*

**and the staff of
CADENCE RECORDS**

**Budd Dolinger, General Mgr.
Bob Mack, Production Mgr.
Pete Hess, Assistant Production Mgr.
Max Feit, Comptroller**

**Here are just a few of the people
and companies who contributed to
the fabulous success of
"THE FIRST FAMILY"**



We're proud and pleased to be among the **SUPPLIERS** who contributed to the all-time record industry success story...

CADENCE RECORDS' "THE FIRST FAMILY"

BURFORD PRINTING of Indianapolis

"I wasn't worried about getting pressings in time," Mack said, "or even the albums. It was the four-color covers that concerned me."

Reprinted from
"The 'First Family' Story—WOW!"
Billboard, Feb. 2, 1963

was happy to help solve this problem by lithographing one million covers in the short space of two weeks.

We can help solve your album cover problems reliably and economically at our plant, just a short distance from major record pressing firms in Indiana.

Your inquiries are solicited.

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*May We Add Our
Congratulations to Cadence
on its success with*

"The First Family" LP

*We are proud to have been a part of
the fabulous success story.*

COUNTY BOX & ALBUM CO., INC.

201 South 2nd Avenue, Mount Vernon, New York
Phones: Mount Vernon, SY 2-9080
New York City, MO 8-7862. Pat Madonna

featuring VAUGHN MEADER



ARCHIE CADENCE VAUGHN CUSTOM

It's great to be such an intimate part of the "family."

We're proud and pleased to be among the **SUPPLIERS**
who contributed to the all-time record industry success story...

CADENCE RECORDS' "THE FIRST FAMILY"

Congratulations to Archie Bleyer

and his great staff at Cadence

for a job executed with impossible finesse.

*Our thanks to them for letting us produce over 2,000,000 "First Family" Fronts and Backs in
less than two weeks' time.*

LITHOGRAPHIC CORPORATION OF AMERICA

"Leading Printers of the Finest Quality Record Covers"

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3,000,000

"FIRST FAMILY" LP JACKETS

IN FOUR WEEKS

IN OUR 4 PLANTS ACROSS THE COUNTRY!

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NEW YORK SALES OFFICE: 527 Madison Ave. PL 5-3965.

To
Archie Bleyer
Cadence Records
Vaughn Meader

*Our Congratulations for the
History-Making "First Family" Album*

IMPERIAL PACIFIC PACKAGING CORP.

1919 East 51st Street, Los Angeles 58, Calif.
(Vernon, Calif.)

(Formerly, Album Fabricating Division, Rek-O-Pak Corp.)

CONGRATULATIONS, CADENCE!

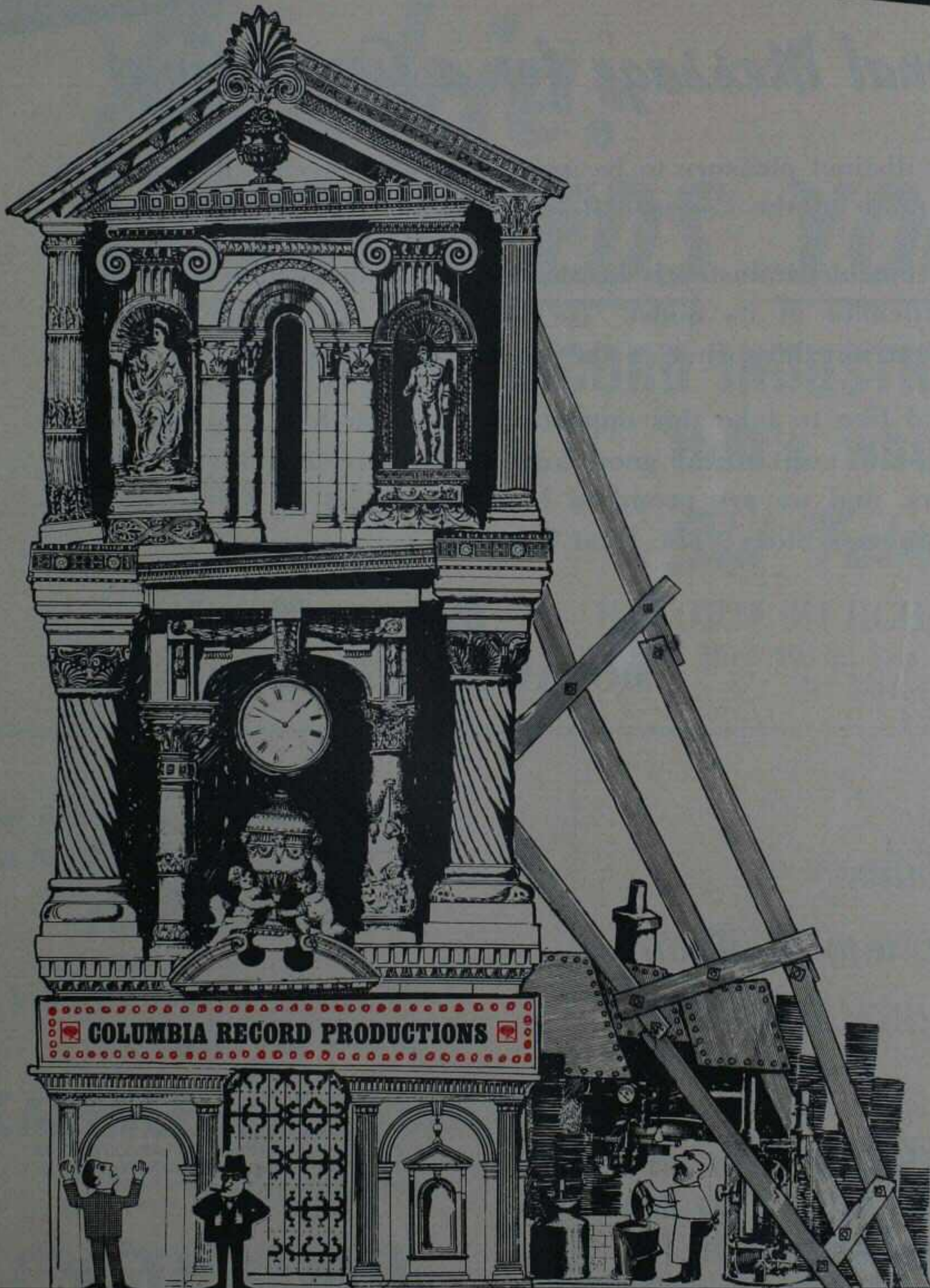
We are proud to have contributed
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CUSTOM PRESSING OF 12" LP's

featuring VAUGHN MEADER



Geel
More than a
million copies of
"THE FIRST FAMILY"
pressed in
eleven days?
... Wow!

Oh,
it was
nothing.

© COLUMBIA RECORDS INC. PRINTED IN U.S.A.

We're proud and pleased to be among the **SUPPLIERS**
who contributed to the all-time record industry success story...

CADENCE RECORDS' "THE FIRST FAMILY"

featuring VAUGHN MEADER



A Personal Message for a Great Guy!

It is our distinct pleasure to be associated with Archie Bleyer since the inception of the Cadence Record Co.

We feel that our industry is indeed blessed to have such a fine and real gentleman in its midst. He's strictly a "first" guy — first in talent, first in ethics, first in the presentation of new ideas.

We would like to take this opportunity to wish him and his very capable staff continued good health and success in all future endeavors, and we are proud to have been part of the Cadence Record Success Story "The First Family"

Nate & Nate

MONARCH RECORD MFG. CO.

believability
is built into Billboard

People believe what they read in Billboard. They may not know that we have more people researching and writing and reviewing than any of the other publications. It's not really important . . . to them.

What is important is what appears in print. And what is printed in the issue this week or any week is all part of a plan to help readers. This is important to us.

We help our readers because they tell us so. We print more helpful information, more news, more facts, more profit-making and programming services. And we are always adding more exciting, helpful features and services.

That's why more people buy Billboard. They know they get more help. When readers are helped, so are advertisers. That's why more advertisers use Billboard . . . this week and every week. They know more people see their message in Billboard. They know that people believe what they see and read in Billboard. That's believability.

**Congratulations to Archie Bleyer and
Cadence Records for Setting a New High
in the Record Industry with
Vaughn Meader's "The First Family"
Album**

Ivy Hill Lithograph—Pacific Division

1919 East 51st Street

Los Angeles 58, Calif. (Vernon, Calif.)

(Formerly, Printing Division of Rek-O-Pak Corp.)

We're proud and pleased to be among the **DISTRIBUTORS**
who contributed to the all-time record industry success story...

CADENCE RECORDS' "THE FIRST FAMILY"

featuring VAUGHN MEADER



Archie: WHO NEEDS YOU?

The ENTIRE RECORD INDUSTRY
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Sid Talmadge

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An Achievement Without PARALLEL
As We Enter Our

TENTH

Year As
Representatives
For

CADENCE in CANADA

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THE
LACHINE, QUEBEC

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Bob Chislett
General Manager

Phil Rose
Sales Manager

*Our Family Is Happy
To Be So Closely Related
To "THE FIRST FAMILY"*

R. J. Godlewski & Family

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E. HARTFORD, CONN.

Phone 289-7431

We're proud and pleased to be among the **DISTRIBUTORS** who contributed to the all-time record industry success story...

CADENCE RECORDS' "THE FIRST FAMILY"

TO ARCHIE,

Congratulations on the opening of a New Frontier in the Record Business with

"THE FIRST FAMILY"

ESSEX RECORD DIST.
10 Fenwick St.
Newark, N. J.

Glad to be a part of the Cadence Family of distributors & to have had a part in the success of "The First Family" LP

**GODWIN
DISTRIBUTING CO.**

655 Ethel St., N.W., Atlanta, Georgia

Art Godwin

Phone: 876-5719

ARCHIE:



Thanks for the Tremendous "Kickoff" During Our First Six Months In Business!

Gene Silverman

John Schlee

MERIT MUSIC DIST. INC.

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"THE FIRST FAMILY"
With Vigah!

Dick Sturgell

A-1 RECORD DISTRIBUTORS
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CE 5-4545

Congratulations, Archie!
We're looking forward to an even Bigger year in '63 with Cadence.

ASSOCIATED DISTRIBUTORS INC.

210 S. Meridian St., Indianapolis, Ind.
Phone: ME 4-2591

featuring VAUGHN MEADER



On behalf of Milt Salstone, Marvin McDermott, Vic Faraci and the staff of M.S. Distributing Company, we wish to congratulate Archie Bleyer and the Cadence family for producing the greatest album of all time--"THE FIRST FAMILY!"

The Thrill of a Lifetime!

*Our Congratulations
to Archie!*

M.S. DISTRIBUTING COMPANY

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Al Bramy and Tony Valerio

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to Cadence Records*

We are happy to have contributed to this
fantastic success!

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*Bob DeMain Nominates
Vaughn Meader President of the
United States, 1964, and
Archie Bleyer for Secretary
of the Treasury.*

DeMAIN RECORD SALES

2250 North 16th Street

Phoenix, Arizona

Phone: 253-4118

We're proud and pleased to be among the **DISTRIBUTORS** who contributed to the all-time record industry success story...

CADENCE RECORDS' "THE FIRST FAMILY"

Archie:

You're the most, and so is
"THE FIRST FAMILY"

Is Nathan

HIT RECORD DISTRIBUTING COMPANY

3416 Colerain Avenue, Cincinnati 25, Ohio. (513) 542-0500.

TO: ARCHIE BLEYER
FROM: THE LIEBERMAN CREW

IT COULDN'T HAVE HAPPENED TO A NICER GUY. BEST WISHES TO YOU AND YOUR TEAM.

HAROLD N. LIEBERMAN COMPANY

257 PLYMOUTH AVENUE NORTH
MINNEAPOLIS 11, MINNESOTA

*Best Wishes and Thanks
to Archie Bleyer and the
rest of the Cadence family!*

MAIN LINE CLEVELAND, INC.

1260 East 38th Street
Cleveland 14, Ohio



MANGOLD DISTR. CO.

636 West Baltimore Street
Baltimore 1, Maryland

ACCLAIMED THE OUTSTANDING DISTRIBUTOR OF THE AREA. OUR SINCERE THANKS TO THE **CADENCE** ORGANIZATION FOR THE GREATEST HIT OF THE YEAR.
MANNY GOLDBERG

*Congratulations
Archie Bleyer and Cadence Records
for the Scoop of the Century
Ken Kaizawa*

Honolulu's Leading Record Distributor

MICROPHONE MUSIC, INC.

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Honolulu, Hawaii

*Congratulations,
Archie Bleyer
and Staff, on the
Success of
"THE FIRST
FAMILY"*

MIDWEST DISTRIBUTING CO.

1917 Delmar Blvd.
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"FIRST IN SERVICE"

Paul Levy. Phone: GA 1-1938

*Proud to be a Member
of the Wonderful
"First Family"*

Stan Sulman

MUSIC DISTRIBUTORS, INC.

Seattle, Washington

In Memphis

"THE FIRST FAMILY"
was distributed by
MUSIC SALES COMPANY

1117 Union Ave., Memphis, Tenn.

Congratulations, Cadence, and we, too, are happy about the whole thing!

LEON McLEMORE

PHONE: BR 6-1776

featuring VAUGHN MEADER



CONGRATULATIONS, ARCHIE!

From the Mid-West's
"First Family"

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*Congratulations to All
Concerned From the Home
of the Real First Family.*

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*Happy to Be a Part of
the Cadence Family and
Associated With—
"THE FIRST FAMILY"*

UNIVERSAL RECORD CO.

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We're very proud to
be among the
distributors who got
"The First Family"
into the stores and
out to the customers

Stan Lewis

STAN'S OF SHREVEPORT

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is a big word at Billboard*

There are many reasons why twice as many people prefer Billboard over any other publication. One of the reasons is—Integrity.

Those who know the field, and who need to know what is going on today in the world of music, trust the integrity of Billboard—trust us to get there first, with the most complete coverage from an unbiased viewpoint, without prejudice or favoritism.

Billboard is there on the spot, all over the world, with top reporters getting all the news, more news about records, new products, new marketing methods, news that you use to do the job easier, faster and more profitably.

Your weekly issue of Billboard is a complete encyclopedia of the music field, with pertinent information and thoughtful, considered analysis of the contemporary scene.

That's why Billboard is preferred by more people. That's why we lead the field, and have led the field for almost 70 years.

We are proud of this faith that our readers, and advertisers, show in our efforts. It keeps our people aware of their vital job of serving you and the industry.

Our way of saying thanks is by doing a better job. This is our pledge to you this week . . . and every week.

COUNTRY MUSIC CORNER

By BILL SACHS

WLW, Cincinnati, is the most recent addition to stations carrying the five-day-a-week "Tennessee Ernie Ford Show," recorded and syndicated by Radi-Ozark Enterprises, Springfield, Mo. Ford, the pop-country-sacred singing entertainer, is backed on the quarter-hour sessions originating on the West Coast by the orchestra of Billy Liebert, a fellow Capitol Records artist. Only feminine guests utilized. The show now airs in 31 States, RadiOzark reports. . . . Dick Damron, Canadian country boy, cut a session at the Starday studios, Nashville, Friday (25). . . . Clyde Beavers, co-owner of KaSh Records, Nashville, has just signed Don and Joe, new singing team, and single Chuck Evans to a recording pact. Initial release by Don and Joe couples "Sunset on the Mountain" and "You Can't Have Your Cake," with Evans making his debut on the label with "Just Can't Wait."

Most recent applicants for membership in the Country Music Association are Jerry Caterino, New York; Irene Schneider, San Leandro, Calif.; Alma D. Campbell, North Little Rock, Ark.; Bill Mack, Grand Prairie, Tex.; Joe Onspaugh, Akron; Claire Borrelli, Springfield, Mass., and Peggy Steelman, Helena, Ark.

The Matador Room of the Buena Vista Hotel, Safford, Ariz., continues to attract good play with c.&w. and folk talent. Recent features included Bobby Barnett and Vicki Sallee (Reprise), Red Zellner (Boyd) and the Flickers (Dot). Currently winding up a return date in the Matador Room is Capitol Records' Roy Clark, backed by veterans Lily and Curly Kimbler and Bob Kush. On February 2, Horizon Records' folk singer, Hoyt Axton, opens at the spot, along with the Ron and Don Trio. Merlene Garner returns to the Matador for her third appearance there February 18. Earl V. Perrin is Matador manager and booker.

Hal Hartmann, of Hi-Lee Records, Anaheim, Calif., has just signed leasing rights on the master on "You're Sorry Too Late" b.w. "Your Children May Follow Your Tracks," as done by the Rhodes Boys from down Nashville way. Also acquired recently by Hartmann was the master on "Don't Leave Me Now" b.w. "We've Met Before," by the Gates Sisters, Margie and Marcy. The Golden State Boys, recently signed to record for Hi-Lee Records, have as their first release an album titled "Bluegrass From Hollywood." The boys appear weekly on "Country Music Time" and "Cal's Corral" over KCOP-TV, Los Angeles. . . . Jim Reeves and wife, Mary, celebrated the latter's birthday last week by taking a sightseeing trip with friends to Mexico City. Jim and the Blue Boys will spend the rest of this month and early February on Florida engagements and later in the season are set for dates in South Africa, England, Scotland and Ireland. Jim's newest on the RCA Victor label is "Is This Me."

Ott Devine has Bill Anderson and Ray Price booked for a two-week Canadian trek, starting January 30 at Winnipeg, Man., and following with Estevan, Sask., 31; Yorkton, Sask., February 1; Regina, Sask., 2; Red Deer, Alta., 5; Edmonton, Alta., 6; Calgary, Alta., 7; Medicine Hat, Alta., 8; Lethbridge, Alta., 9; Vancouver, B. C., 11. . . . Johnny and Jack and Kitty Wells wound up their three-week Las Vegas stand January 24 and showed their wares the next day (25) at Aztec, N. M. They are set for the February 5-9 period in Tampa.

Station KPCN, all-country music outlet for Dallas, pre-

sented its first country music spec of the season at Northside Coliseum, Fort Worth, Thursday night, January 10, to the biggest crowd the Coliseum has held since the Elvis Presley show played there. The date was the kick-off for the 10-day tour of Texas and California arranged by the veteran promoter, Oscar Davis, with all hops being made by chartered DC-6. KPCN's Jim Newton emceed the Fort Worth proceedings, which featured such country satellites as Webb Pierce, Ray Price, George Jones, Carl Smith, Claude King, Stonewall Jackson, Red Sovine, Bill Mack, George Riddle, Billy Deaton and Mac Curtis. Bill Mack promoted the Fort Worth showing. Bill recently became PD of KPCN after resigning from KENS, San Antonio, which decided to go all-pop. Two years ago Bill promoted, through Hubert Long, the 13,000 record-breaking crowd with a similar show in San Antonio.

The itinerary for George Hamilton IV carries him to Cedar Rapids, Ia., January 31; Independence, Ia., February 2; Brownton, Minn., 3; Marshalltown, Ia., 5; Perry, Ia., 6; Fort Dodge, Ia., 7; Dubuque, Ia., 8; Decorah, Ia., 9, and Davenport, Ia., 17. Hamilton is set for a swing through California and the Pacific Northwest from February 19 through March 2. . . . Making the rounds of New York together this week are those country music boosters—Bob Burrell, BMI's Hollywood rep; Jim Bowling, Philip Morris nabob; Cliff Walker, Meridian, Miss., oil tycoon; Biff Collie, c.&w. jock at KFOX, Long Beach, Calif., and Bob Norris.

Billy Grammer, who recently signed with the Shelley Snyder Talent Agency, Nashville, embarks this week on a string of 11 one-nighters that will take him through Missouri, Texas and Louisiana. . . . Thurston Moore, publisher of Country & Western Scrapbook, has moved his Heather Publications to a new location at 3285 Wadsworth Boulevard, Denver 27. . . . The "Grand Ole Opry" show, piloted by the veteran Oscar Davis, played Long Beach, Calif., January 17, sponsored by Station KFOX, pulling two turnaway crowds. Observers termed it "the most successful Opry" show to play Southern California in 15

HOT COUNTRY SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 2/2	Weeks on Chart
1	2	BALLAD OF JED CLAMPETT	Lester Flatt & Earl Scruggs, Columbia 42606	9
2	1	DON'T LET ME CROSS OVER	Carl Butler, Columbia 42593	9
3	3	RUBY ANN	Marty Robbins, Columbia 42614	9
4	4	SECOND HAND ROSE	Roy Drusky, Decca 31443	7
5	6	SING A LITTLE SONG OF HEARTACHE	Rose Maddox, Capital 4843	13
6	5	DOES HE MEAN THAT MUCH TO YOU?	Eddy Arnold, RCA Victor 8102	9
7	21	WALL TO WALL LOVE	Bob Gellion, Hickory 1181	13
8	10	T FOR TEXAS	Grandpa Jones, Monument 801	8
9	8	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND	Forster Wagoner, RCA Victor 8105	9
10	23	FROM A JACK TO A KING	Ned Miller, Faber 114	6
11	17	DOWN BY THE RIVER	Faron Young, Capital 4868	7
12	7	I TAKE THE CHANCE	Ernest Ashworth, Hickory 1189	6
13	27	I'VE GOT THE WORLD BY THE TAIL	Claude King, Columbia 42630	5
14	13	BAYOU TALK	Jimmy "C" Newman, Decca 31440	6
15	9	A GIRL I USED TO KNOW	George Jones & the Jones Boys, United Artists 500	18
16	15	I'VE BEEN EVERYWHERE	Hank Snow, RCA Victor 8072	21
17	22	CAN'T HANG UP THE PHONE	Stonewall Jackson, Columbia 42628	2
18	19	BLACK CLOUD	Leroy Van Dyke, Mercury 72057	6
19	11	HELLO TROUBLE	Orville Couch, Yee Jay 470	11
20	16	END OF THE WORLD	Skeeter Davis, RCA Victor 8098	7
21	-	ROBERT E. LEE	Ott Stephens, Chancellor 107	2
22	25	KENTUCKY MEANS PARADISE	Glen Campbell & the Green River Boys, Capital 4867	4
23	12	YOU'RE FOR ME	Buck Owens, Capital 4872	6
24	24	WE MISSED YOU	Kitty Wells, Decca 31422	13
25	28	BETTER TIMES A COMIN'	Ray Godfrey, Sims 130	4
26	18	I WANNA GO HOME	Billy Grammer, Decca 31449	3
27	-	SHAKE ME I RATTLE (Squeeze Me I Cry)	Marion Worth, Columbia 42640	1
28	-	LIVIN' OFFA CREDIT	Jim Nesbitt, Dot 16424	1
29	-	THE WAY IT FEELS TO DIE	Vernon Stewart, Chart 501	2
30	-	HOW COME YOUR DOG DON'T BITE NOBODY BUT ME?	Webb Pierce & Mel Tillis, Decca 31445	2

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Robin Ward, 17-year-old singer, whose two pop releases on the Songs Unlimited label enjoyed a modicum of success in the New England territory a short time back, has directed her latest effort on the label to the country field. Tunes are listed as "Lolly Too Dum" and "Loser's Lullaby." Samples are obtainable by writing on your station letterhead to L. B. Ogsbury, Songs Unlimited, Box 397, Brewster, N. Y. . . . Recent visi-

tors on "Radio Ranch." WCMS, Norfolk, Va., to exchange patter with the Four Horsemen, were George Hamilton IV, Claude Gray and Dick Flood. "C.&w. folks are always welcome to drop by or call the spread," writes Warren M. Miller, WCMS promotion chief. Special control-room phone number for broadcast conversations is 853-7686; area code 703. Miller reports that the station is dickering to bring in three c.&w. shows in the spring.

James Parker, president of Fannin Records, Box 38, Blue Ridge, Ga., has available samples of Leon Boring's "I'll Always Love You" and "Please Come Back," and Jim Parker's "Empty World" b.w. "What's Time to a Fool." Write on your station's letterhead. . . . Jim Nesbitt, who spins country at WYMB, Manning, S. C., has launched a new air show, "For D.J.'s Only," and invites his platter-spinning confreres to shoot him their wax efforts for exposure on the show. . . . Bill

Blough scribbles that he has replaced the Gallopin' Ghost on WTAQ, La Grange, Ill., where he's presently doing three and a half hours on Saturday nights, with the possibility of going across-the-board in the near future. Bill says he's badly in need of record service, especially from Columbia.

Al Turner has moved his "Hillbilly Hit Parade" to the 50,000-watt country station, KCUL, Fort Worth-Dallas. His "Hits of Tomorrow" seg is heard from KCUL's Dallas studios Saturday afternoon at 3:30. Al invites artists to send him their new releases to KCUL, Sportatorium, Dallas. . . . Horace Logan, former head of "Louisiana Hayride," Shreveport, has taken over the night shift at KCUL, running from 7 p.m. to midnight. . . . Fred Andrews, program director at K-DAN, Eureka, Calif., claims that the 5,000-watt pop-up toaster is in the only station in the Northern California and Oregon coastal region programming country music. Fred says he has a need for c.&w. platters, singles and LP's, featuring name artists, as well as short promo tapes. Give Andrews the word via mail and he'll send you the copy.

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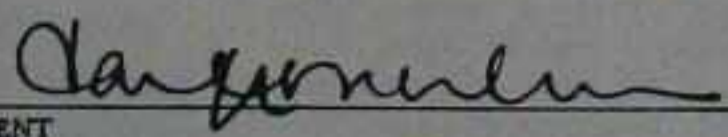
1. BREAKIN' IN A BRAND NEW BROKEN HEART
2. BREAKING UP IS HARD TO DO
3. CALENDAR GIRL
4. CONSCIENCE
5. CRYING IN THE RAIN
6. EVERYBODY'S SOMEBODY'S FOOL
7. FOOTSTEPS
8. FRANKIE
9. GO AWAY, LITTLE GIRL
10. GOODBYE CRUEL WORLD
11. HAPPY BIRTHDAY SWEET SIXTEEN
12. HER ROYAL MAJESTY
13. I LOVE HOW YOU LOVE ME
14. IF A WOMAN ANSWERS (IF A MAN ANSWERS)
15. JUST FOR OLD TIMES SAKE
16. LITTLE DEVIL
17. LOCO-MOTION
18. MY DAD
19. MY HEART HAS A MIND OF IT'S OWN
20. NEXT DOOR TO AN ANGEL
21. OH! CAROL
22. PATCHES
23. RUN TO HIM
24. STAIRWAY TO HEAVEN
25. TAKE GOOD CARE OF MY BABY
26. UP ON THE ROOF
27. UPTOWN
28. VENUS IN BLUE JEANS
29. WHERE THE BOYS ARE
30. WHO PUT THE BOMP
(IN THE BOMP, BOMP, BOMP)
31. WILL YOU LOVE ME TOMORROW

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"LONELY BABY"

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R & B ROUNDUP

By **NICK BIRO**
(Chicago Office)

What's doing in the rhythm and blues world will be the crux of this column, starting this week as a regular weekly feature of Billboard. The column will be handled by this reporter in Chicago and will give news about r.&b. artists, radio stations, disk jockeys, record labels, distributors and other record personalities around the country. . . . Tamla-Motown's star-laden roster of artists are off on another national concert tour, duplicating their two-month stint which ended just before the holidays. Currently on the tour are **Mary Wells**, the **Supremes**, the **Countours** and the **Marvellettes**. They just finished a week-long engagement at the Regal Theater, Baltimore, which produced a traffic jam on the last day of the concert as crowds lined both sides of the street. As a result, the Tamla-Motown artists are booked solidly into June. . . .

Hottest disk at Tamla-Motown this week is "You've Really Got a Hold on Me," the **Miracles**, followed closely by a newcomer, "Hitch Hike," **Marvin Gaye**. Both are on Tamla.

It was bad news for **Don Robey**, president of Duke and Peacock Records, who accidentally shot himself in the foot on a recent deer hunting expedition. "Dead Eye" Don, as he's now being called, is recovering nicely. . . . Duke's "Call On Me" and "Someone Somewhere," by **Bobby Bland**, are continuing to rack up big sales for the diskery. . . . **Rhoda Scott**, recording for Prestige, has been touring

r.&b. clubs throughout Boston, Buffalo and Pittsburgh. . . . Prestige, incidentally, is reporting strong r.&b. action on its **Gene Ammons Bossa Nova LP**. It's one of the first bossa nova sides to make it in the rhythm and blues idiom. . . . Prestige just released albums by **Willis Jackson** ("Bossa Nova Plus I Left My Heart In San Francisco"), **Etta Jones** ("Lonely and Blue"), and **Jack McDuff** ("Screamin'"). Jackson's album features himself on tenor, **Kenny Burrell**, guitar; **Jose Paulo**, guitar; **Tommy Flanagan**, piano; **Eddie Calhoun**, bass; **Montego Joe**, conga drum; **Jaun Amalbert**, conga and timbales, and **Roy Haynes**, drums. Etta Jones is backed by **Patty Bown**, piano; **Wally Richardson**, guitar; **George Duvivier**, bass; **Art Davis**, bass; **Bud Johnson**, tenor, and **Ed Shaughnessy**, drums. McDuff's LP has himself on Hammond Organ; **Leo Wright**, alto sax; **Kenny Burrell**, guitar, and **Joe Dukes**, drums.

Argo got a coup when it signed **Gene Shaw** recently. He used to go under the name of **Clarence Shaw**. The artist has been appearing in Chicago's Lake Meadows Club. He's a cross between **Freddy Webster** and **Idrees Suleiman** and last had an album recorded with **Charlie Mingus**, released by RCA Victor some months ago. . . . **Ewart J. Abner's** Sutherland Lounge (he's also president of Vee Jay) in Chicago is adopting a new big-name entertainment policy. Coming up for successive two-week engagements are **Miles Davis** with the **Kirk Stewart Trio**, **Nina Simeon** and **John Litel Trio**, **Cannonball Adderley** and **Anita O'Day**. On tap are such names as **Count Basie**, **Maynard Ferguson** and **Dinah Washington**.

John Muse has joined Potter Distributing Company as r.&b. sales and promotion man. . . . **Billy Leaner**, son of United Distributing Company owner, **Ernie Leaner**, is handling sales at the distributorship. He takes the place of **Deke Atkins**, who left to join Columbia. . . . **Jay Dobro**, former Windy City deejay, is doing free-lance work here. . . . Latest one-stop in Chicago to concentrate on r.&b. is **Jim O'Dwyer's Music Box**. **Russ DiAngelo**, manager, has set up a separate department in the store. Other r.&b. one-stop specialists here are **Barney's**, **Jim Minette's**, and **Singer's South Side store** run by **Joe Sipiora**. . . . The deejay rumor mill has been working overtime here. **Richard**

WB Switches S.A. Distribs

HOLLYWOOD — Warner Bros. Records has switched its distribution in Argentina, Chile and Uruguay from RCA to EMI. The WB line, effective immediately, will be handled by the following EMI affiliated firms: Argentina, **Industrias y Musicales Odeon S. A.** Santiago; Uruguay, **Palacio de la Musica**, Montevideo.

The deal was concluded by **Bobby Weiss**, the label's international director, now here for his annual month-long conferences with headquarter executives. Product will appear in all three countries under WB label.

HOT R&B SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 2/2	Weeks on Chart
1	1	TWO LOVERS Mary Wells, Motown 1035		9
2	2	YOU'VE REALLY GOT A HOLD ON ME Miracles, Tamla 54073		6
3	7	YOU ARE MY SUNSHINE Ray Charles, ABC-Paramount 10375		9
4	3	HOTEL HAPPINESS Brook Benton, Mercury 72055		9
5	6	UP ON THE ROOF Drifters, Atlantic 2162		9
6	5	DON'T MAKE ME OVER Dionne Warwick, Scepter 1239		4
7	8	THAT'S THE WAY LOVE IS Bobby Bland, Duke 360		3
8	—	MAMA DIDN'T LIE Jan Bradley, Chess 1845		1
9	9	LOOP DE LOOP Johnny Thunder, Diamond 129		3
10	—	HEY PAULA Paul and Paula, Phillips 40084		1
11	12	TELL HIM Exciters, United Artists 544		7
12	30	WALK RIGHT IN Rooftop Singers, Vanguard 35017		2
13	20	YOU'RE GONNA NEED ME Barbara Lynn, Jamie 1240		3
14	26	GO AWAY LITTLE GIRL Steve Lawrence, Columbia 42601		5
15	28	EVERYBODY LOVES A LOVER Shirelles, Scepter 1243		5
16	—	STUBBORN KIND OF FELLOW Marvin Gaye, Tamla 54068		16
17	14	STRANGE I KNOW Marvellettes, Tamla 54072		6
18	4	RELEASE ME "Little Esther" Phillips, Lanox 5555		13
19	15	I SAW LINDA YESTERDAY Dickey Lee, Smash 1791		3
20	—	CALL ON ME Bobby Bland, Duke 360		1
21	—	ALL ABOUT MY GIRL Jimmy McGriff, Sue 777		1
22	16	ZIP-A-DEE-DOO-DAH Bob B. Soxx and the Blue Jeans, Phillies 107		9
23	13	SEE SEE RIDER La Vern Baker, Atlantic 2167		8
24	10	TELSTAR Tornadoes, London 9561		7
25	18	CHAINS Cookies, Dimension 1002		10
26	11	LIMBO ROCK Chubby Checker, Parkway 849		12
27	17	THE NIGHT HAS A THOUSAND EYES Bobby Vee, Liberty 55521		5
28	—	WIGGLE WOBBLE Les Cooper, Everlast 5019		6
29	—	TELL DADDY Ben E. King, Atco 6246		2
30	24	HE'S SURE THE BOY I LOVE Crystals, Phillies 109		2

Stamz is slated to do a weekend gig on WAAF in addition to his regular show on WOPA. **Rodney Jones**, formerly at WYNR, is said to be on the verge of joining WHFC. And the big question mark kicking around Chicago for some three weeks: Are **Al Benson** and **Ric Ricardo**

about to leave WHFC? No comment from anyone.

HOTTEST NEW RECORD OF THE WEEK: According to Rudy Runnells, program director of WLOU, Louisville (formerly with KRZY, Dallas), it's "The Dog" by **Rufus Thomas**, Atco.

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Vee Jay #484

Here's a Catchy Teen Lyric That Spells Success
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by

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Vee Jay #495

Here's a Twister. It's the Flip Side of "You Threw a Lucky
Punch." Strong in Baltimore, Washington; Plus All of the South-
land.

"RAINBOW" by GENE CHANDLER

Vee Jay #486

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A Great Change-of-Pacer.

"IN A LITTLE DUTCH TOWN"

by **MAC DAVIS**

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"MY BABE"

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Latin-American Swinging Hits Now Spilling Into Pop Field

By BOB ROLONTZ

NEW YORK — The Latin-American record field is slowly building into a very important specialty area of the business. More new dances have stemmed from the Latin-American bands over the past few years than from any other area, except rock and roll. The mambo, cha cha, the merengue, and now the pachanga, all started in the Latin-American field and spread into pop.

Artists such as Perez Prado, Tito Rodriguez, Tito Puente, Joe Loco, Noro Morales and Xavier Cugat, all began in the Latin-American field, and made the move to pop while retaining much of their sales power in their original market.

In some cities, specifically New York, Miami, Los Angeles and the Houston-Dallas-San Antonio triangle, Latin-American disks form a good part of the record market. New York, with a Puerto Rican population of more than 500,000, sells a great many Latin disks. Miami, now a city with many Cuban families, has become another key Latin market. The Texas cities and Los Angeles, with large Mexican populations, have long comprised strong Latin markets.

Specialty Stores

In most of these cities, however, the majority of Latin disks are not sold through the pop



JOHNNY PACHECO AND TITO RODRIGUEZ, currently riding the crest of popularity in New York and environs, finished in the No. 1 and No. 2 slots, respectively, on Billboard's poll of New York Latin-American dealers. Pacheco has started to make a dent in the West Coast market, while Rodriguez has been a consistent seller on both coasts for many years. Pacheco, who achieved his current popularity in less than two years, made his name as one of the leading exponents of the pachanga.

stores, but through specialty shops, those Latin stores located in the heart of the Latin neighborhoods. A great many of these records are Spanish disks, made in every country in the Southern Hemisphere, Argentina, Brazil and Central America, and in our neighboring country Mexico.

But Latin-American artists do not always remain specialty sell-

ers. Perez Prado, who always racks up a steady sale for RCA Victor, is a case in point. Prado, who usually records in Mexico, has had a number of single record hits like "Cherry Pink and Apple Blossom White" and "Patricia," as well as his strong-selling album releases.

As radio stations have started

(Continued on page 55)

East Likes Pacheco, Tito; West, Mejia

NEW YORK — Pacheco and Tito Rodriguez are the hottest Latin American artists on the East Coast, according to key Latin dealers checked by Billboard during January, while Miguel A. Mejia topped West Coast south-of-the-border performers.

Pacheco, the young flutist who is on Alegre (previously he

has recorded with Audio Fidelity and Universe), has ridden to the top on the strength of his pachanga recordings. To date he has four solid-selling albums, his latest being "Suav'ito" on the Alegre label.

He has achieved his biggest fame in New York but is selling on the West Coast now, too.

Tito Rodriguez, who has long

been a consistent seller, has achieved new heights on the United Artists label. (He has also recorded for Tico and Ultra.) His records sell on both coasts and down Texas way. His current LP is called "Back Home in Puerto Rico," and this week he is coming out with a new album of bossa nova. He finished just a whisper behind Pacheco, according to East Coast dealers.

Tito Puente, now on Roulette (he has been with Tico, RCA Victor and NGP), has a hot bossa nova LP right now on his new label. The vet ork leader also does well on the West Coast. Another strong artist in the East is vocalist Vincentico Valdes, whose LP "Suave" on

(Continued on page 55)

Miguel A. Mejia



HOTTEST ARTIST in the Latin American field on the West Coast, according to key Los Angeles dealers, is Miguel A. Mejia. His albums of rancheros have turned into steady sellers. The TV star and movie actor has recorded nine albums for the label, many of them with the Mariachi Vargas De Tecalitlan.

MOST POPULAR LATIN AMERICAN ARTISTS

EAST COAST

Below is a list of most popular Latin American artists as reported by key Latin American dealers in New York, together with their most current albums.

- 1. JOHNNY PACHECO**
Suav'ito (Alegre Records)
- 2. TITO RODRIGUEZ**
Tito Rodriguez Hits (United Artists UAL 3239)
- 3. TITO PUENTE**
Bossa Nova By Puente (Roulette 25193)
- 4. VINCENTICO VALDES**
Suavel (Seeco)
- 5. TRIO LOS PANCHOS**
Interpreta Guty Cardenas (Columbia EX 5070)
- 6. JOE QUIJANO**
La Pachanga Se Baila Asi (Columbia CL 1744)
- 7. LUCHO GATICA**
Best (Capitol T 10302)
- 8. MON RIVERA**
Que Gente Averigua (Alegre)
- 9. MARCO ANTONIO MUNIZ**
Adelante (RCA Victor MKL 1432)
- 10. ODILIO GONZALEZ**
En Su Nuevo Estilo (B.M.C.)

WEST COAST

Below is a list of most popular Latin American artists as reported by key Latin American dealers in Los Angeles, together with their most current albums.

- 1. MIGUEL A. MEJIA**
Cantos Romances Rancheros (RCA Victor MKL 1407)
- 2. JOSE ALFREDO JIMENEZ**
Muchacha Bonita (RCA Victor MKL 1447)
- 3. JAVIER SOLIS**
Escandalo (Columbia EX 5079)
- 4. AMALIA MENDOZA**
Boleros (RCA Victor MKL 1425)
- 5. TRIO LOS PANCHOS**
Interpreta Guty Cardenas (Columbia EX 5070)
- 6. SONORA SANTANERA**
De Mexico a la Havana (Columbia EX 5075)
- 7. MARCO ANTONIO MUNIZ**
Adelante (RCA Victor MKL 1432)
- 8. TITO RODRIGUEZ**
Tito Rodriguez Hits (United Artists UAL 3239)
- 9. LOS TRES ASES**
Serenata Ranchera (RCA Victor MKL 1458)
- (tie) 10. LOS ALEGRES DE TERAN**
Norte (Miami Records)
- (tie) 10. PACHECO**

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DIORIS VALLEDARAS
KAKO
ORLANDO MARIN
CESAR CONCEPCION
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TEXAS STILL OLD GUARD

HOUSTON—Though the Eastern Latin American scene has been invaded by the pachanga and the bossa nova—and the West Coast, too, has been feeling the impact of the pachanga, observers in this area say rancheros and the mariachi orks are still dominant. It is expected that the newer rhythms will make a dent here eventually.



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SINGLES REVIEWS

BILLBOARD SPOTLIGHT PICKS



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



POP SPOTLIGHT

JOANIE SOMMERS

SINCE RANDY MOVED AWAY

(Leeds, ASCAP) (2:28) Warner Bros. 5339

Joanie has her best effort since "Johnny Got Angry" here. It's in the same teen ballad groove, sung with emotion by the lass against production background. Flip is "Memories, Memories" (Aldon, BMI) (2:28).



POP SPOTLIGHT

LITTLE PEGGY MARCH

WIND-UP DOLL

(Duchess, BMI) (2:27) RCA Victor 8139

Another attractive ballad about wind-up dolls, is sung with feeling and sincerity by the young thrush, and the tune, the arrangement, and her vocal are strong enough to make the disk happen. Flip is "I Will Follow Him" (Leeds, ASCAP) (2:25).



POP SPOTLIGHT

THE ORLONS

SOUTH STREET

(Kalmann, ASCAP) (2:14)

THEM TERRIBLE BOOTS

(Hill & Range, BMI) (2:29) Cameo 243

The group has two more sides to add to its string of hits. The first has the edge. It's a rocker about that certain street in Philadelphia, and has mass teen appeal. The second side also has humor and swing. Both can go.



POP SPOTLIGHT

LENNY O. HENRY

MR. MOONLIGHT

(Saturday, ASCAP) (2:12) Smash 1800

This is a fine introductory disking for "O." Henry, spotlighting the singer in a solid performance of a big ballad, aided by a strong ark and choral arrangement. Lad has talent. Flip is "Burning Memories" (Saturday, ASCAP) (2:40).



POP SPOTLIGHT

THE CASTELS

LITTLE SAD EYES

(Bamboo, BMI) (2:22) Era 3102

The smooth-sounding group with the harmony touch has another neat ballad effort here. It's a tender side and it gets a meaningful performance. Watch it. Flip is "Initiale" (Four Star, BMI) (2:31).



POP SPOTLIGHT

BRIAN HYLAND

IF MARY'S THERE

(Pogo, ASCAP) (2:37) ABC-Paramount 10400

Brian has one of his better items here. It's a lovely ballad with a folkish ring. Strings add much to the soulful background. Flip is "Remember Me" (Pogo, ASCAP) (2:10).



POP SPOTLIGHT

FRANKIE AVALON

FIRST LOVE NEVER DIES

(Golden West Melodies, BMI) (2:33)

MY EX-BEST FRIEND

(Aldon, BMI) (2:28) Chancellor 1131

A wonderful performance by Frankie Avalon on the pretty ballad "First Love Never Dies" could help put the chanter back on the charts. The flip, a bright rocker, receives a happy interpretation by the singer. Both could go.



COUNTRY SPOTLIGHT

HANK THOMPSON

THE WILD SIDE OF LIFE

(Travis, BMI) (2:38)

YESTERDAY'S GIRL

(Brazos Valley, BMI) (2:58) Capitol 4912

The great Western chanter and his fine band re-create two old hits here and the fans should flip. The recut versions should grab a lot of action with jukeboxes, jocks and dealers.



POP SPOTLIGHT

BOBBY RYDELL

LOVE IS BLIND

(Benjaf, BMI) (2:32)

BUTTERFLY BABY

(Kalmann, ASCAP) (2:15) Cameo 242

Two more to add to the roster of Rydell hits. This first is a warm, meaningful ballad sung against choral, organ and ark backing. The other side is a smart rocker that's got the beat for the teens.



POP SPOTLIGHT

BARBARA GREENE

LONG TALL SALLY

(Venice, BMI) (2:06) Atco 6250

Barbara Greene, a young New Yorker, shows she can handle a rock and roll tune with plenty of savvy on this pounding side. She's a real shooter and the record has a sound. Flip is "Slippin' and Slidin'" (Venice-Bess, BMI) (2:00).



COUNTRY SPOTLIGHT

HAWKSHAW HAWKINS

LONESOME 7-7203

(Cedarwood, BMI) (2:28) King 5712

A fine new weeper ballad. Hawkshaw's girl has walked out and he pleads with her to call him on his new phone. A well-sold side that should score. Flip is "Everything Has Changed" (Lois, BMI) (2:02).



POP SPOTLIGHT

DUANE EDDY

BOSS GUITAR

(Linduane, BMI) (2:24) RCA Victor 8131

This side by the guitarist has an infectious, exciting beat that's bound to get to the kids. Chirping femme chorus and solid guitar work by the leader add to the power. Flip is "The Desert Rat" (Linduane, BMI) (2:37).



POP SPOTLIGHT

THE STARR BROTHERS

DON JUAN

(Venilia, BMI) (1:51) Courtland 104

Here's a real left fielder with a pair that sports a New York sound. Material is strictly in the teen groove and the duo hands it a winning ride. Worth watching. Flip is "Down on My Knees" (Venilia, BMI) (2:12).



SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING

HENRY JEROME AND HIS ORK

LA LA LA LA LA LA

(Songsmiths, ASCAP) (2:12) Decca 31465

Here's the happy theme material now being used on Jackie Gleason's "American Scene Magazine" TV seg. A lyricless chorus is heard to good effects and the arrangement is listenable. Worth lots of play. Flip is "Lullaby in Dixieland" (Northern, ASCAP) (2:28).



POP SPOTLIGHT

THE TABS

TWO STUPID FEET

(Ludix, BMI) (2:35) Wand 130

Strong teen item from this group. Highly poignant lyric is sung by the lead against rockabilly background. A solid effort. Flip is "The Wallop" (Ludix, BMI) (2:07).



POP SPOTLIGHT

JAN HOWARD

WIND ME UP (I CRY)

(Cedarwood, BMI) (2:57) Capitol 4918

On the heels of "My Coloring Book" comes a pretty ballad about wind-up dolls and guys that could turn out to be a winner. The country thrush hands it a very moving pop reading over strong backing. Flip is "You've Got Me Where You Want Me" (Central Songs, BMI) (2:23).



SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING

MR. MIKE

STIFELIUS

(Leeds, ASCAP) (2:55)

CECILIA

(ABC, ASCAP) (2:35) Hickory 1199

Here's a cutie with a nostalgic flavor. Disk was cut overseas but the side has a clever English vocal just the same. Flip is the oldie, and it has much the same old-fashioned quality. Two sides worth plenty of spins.

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's review panel, and its sales potential is rated within its category of music. Ratings of only the outstanding singles of the week are published, including all receiving a four-star review or better

on at least one side, thus focusing attention on singles with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks. All four-star singles are listed within their respective categories. Flip sides are rated separately.

(Continued on page 37)

FARON YOUNG'S YOUNGEST HIT!



**7 days old and
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"THE YELLOW BANDANA"

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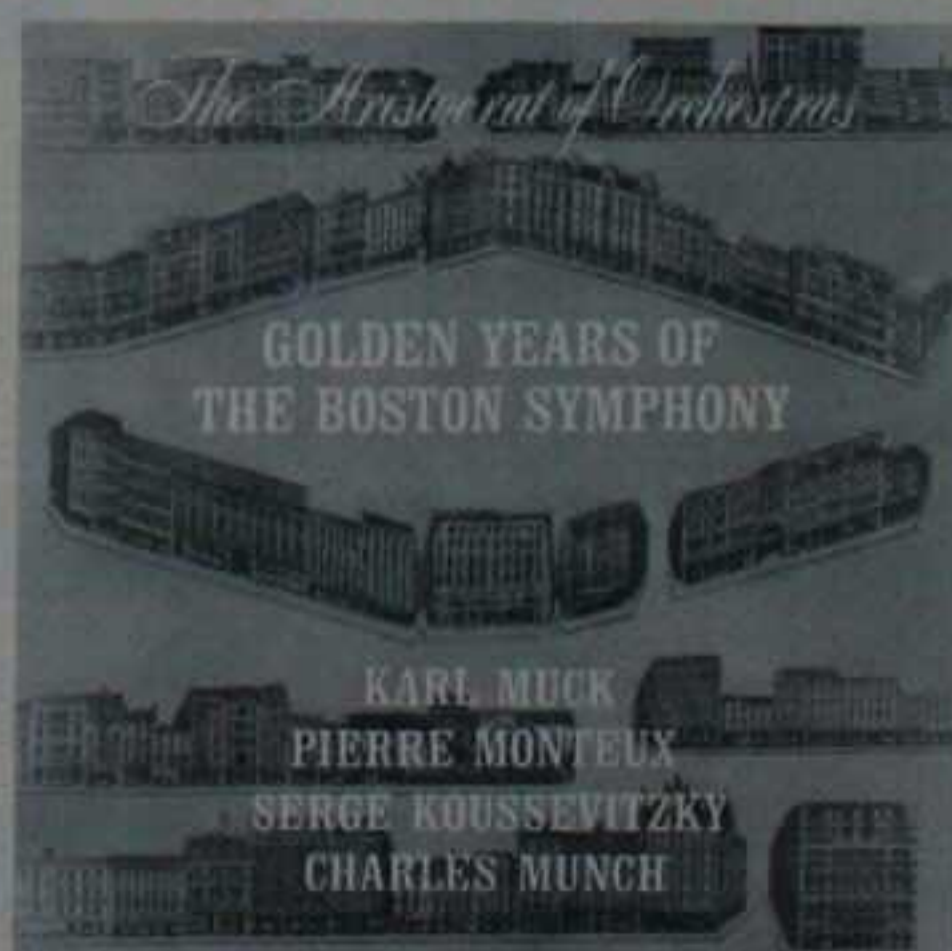
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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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POP SPOTLIGHT THE ORIGINAL HITS, VOLUME 7

Various Artists. Liberty LRP 3274 (M)
A swinging collection of memory items for the dancers and hit single fans. Label has packaged a pair of former hits by Johnny and the Hurricanes, another twosome by the Bill Black Combo, and a coupling by the Ventures, along with other past hits by Cozy Cole, Sandy Nelson, Ace Cannon, Preston Epps, Lee Allen and the Joiner, Arkansas Jr. High School Band. A lot of kicks here.



POP SPOTLIGHT ALL THE HITS BY ALL THE STARS, VOL. 2

Various Artists. Parkway P 7016 (M)
This could easily be a smash, so many recent solid hits does it contain. The artists involved are all pictured attractively and they include Chubby Checker, Bobby Rydell, Dee Dee Sharp, the Dovells, the Orlons and Jo Ann Campbell. Those names are not used loosely here either; the biggest recent hits for each are included. This can move fast.



POP SPOTLIGHT THE HI-LO'S HAPPEN TO BOSSA NOVA

Reprise R 6066 (M); R9-6066 (S)
The Hi-Lo's turn their attention here to the bossa nova and they come through in splendid style as they fashion the Brazilian songs to fit their own hip style. Tunes include "Carnaval," "Recado Bossa Nova," "O Pato" and "Desafinado," among other favorites. Fine backing by the Chuck Sagle crew adds to the disk. Strong sales possible here.



POP SPOTLIGHT JUST TURN ME LOOSE

George Maharis. Epic LN 24037 (M); BN 26037 (S)
You can expect George Maharis to rack up lots more sales with this LP. Like in his past packages, the "Route 66" TV star sticks mostly to standards on this album. "Little Girl," "Baby Has Gone, Bye Bye," "I Remember You," "Take Me in Your Arms" and his last single "I Wanna Be Loved" are some of the top-flight tracks. Bob Mersey's backings are tailored not to intrude on the singer's workmanship.



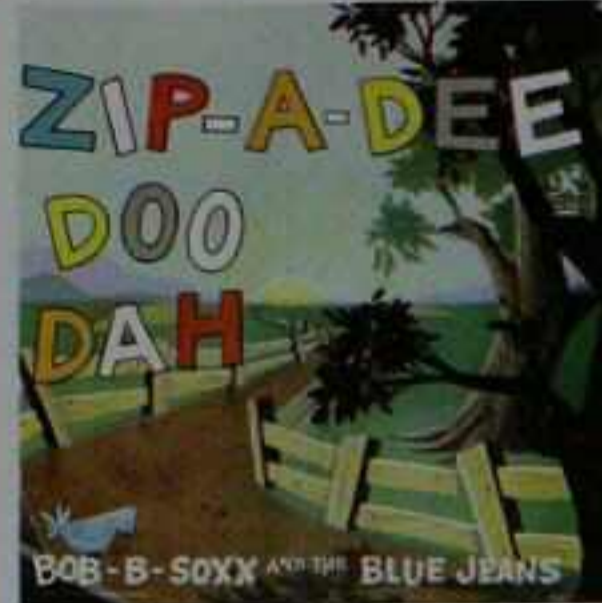
CLASSICAL SPOTLIGHT VERDI: DON CARLOS

Various Artists. Deutsche Grammophon LPEM 19 274 (M); SLPEM 136 274 (S)
A splendid-sounding abridged version of the ever-popular Verdi opera, recorded in Europe with a cast which includes Antonietta Stella as "Elizabeth," Flaviano Labo as "Don Carlos," and Boris Christoff as "Philip," with Gabriele Santini conducting. The key numbers of the opera—the scene between Don Carlos and the Queen, the quartet, the Second Act finale, etc.—are captured with the label's usual top-grade stereo sound.



CLASSICAL SPOTLIGHT ANTONIETTA STELLA— OPERA ARIAS

Deutsche Grammophon LPEM 19 290 (M); SLPEM 136 290 (S)
First-rate performances here by Antonietta Stella of arias from a flock of familiar operas. She turns in moving performances of such items as "Qui Radames verra!" from "Aida"; "In questa reggia," from "Turandot"; and "Voi lo sapete," from "Cavalleria Rusticana." Strong LP here for the soprano's many fans.



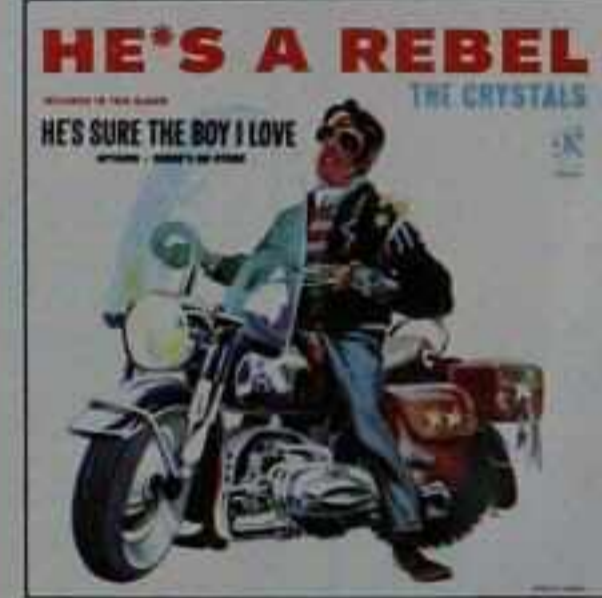
POP SPOTLIGHT ZIP-A-DEE-DOO-DAH

Bob B. Soxx & the Blue Jeans. Phillies PHLP 4002 (M)
Bob B. Soxx and his girl friends, the Blue Jeans, are one of the hottest of the newer groups and they've scored big with their first single, the title song of this album. Other solid sides include "This Land Is Your Land" (current also for the New Christy Minstrels), "White Cliffs of Dover," "Let the Good Times Roll," and several worthy items by the album's producer, Phil Spector. Solid teen wax.



POP SPOTLIGHT WALK RIGHT IN

The Rooftop Singers. Vanguard VRS 9123 (M); VSD 2136 (S)
The exciting new group, featuring Erik Darling, Lynne Taylor and Bill Svanoe, have their first album, which features their smash single, "Walk Right In." Also spotlighted are a flock of infectious folk-pop readings, including "Shoes," "Tom Cat," "Cool Water," "Ham and Eggs," "Ha Ha Thisaway" and "Brandy Leave Me Alone." Solid sales indicated.



POP SPOTLIGHT HE'S A REBEL

The Crystals. Phillies PHLP 4001 (M)
Here's a great collection of tunes, many of them previous hits, by the five-girl group. The title tune, a recent hit for the gals, is included, along with their earlier smash, "Uptown," and "There's No Other," "I Love You Eddie" and others. It's all good, solid, exciting teen wax, and the motorcyclist on the cover should draw plenty of action too.



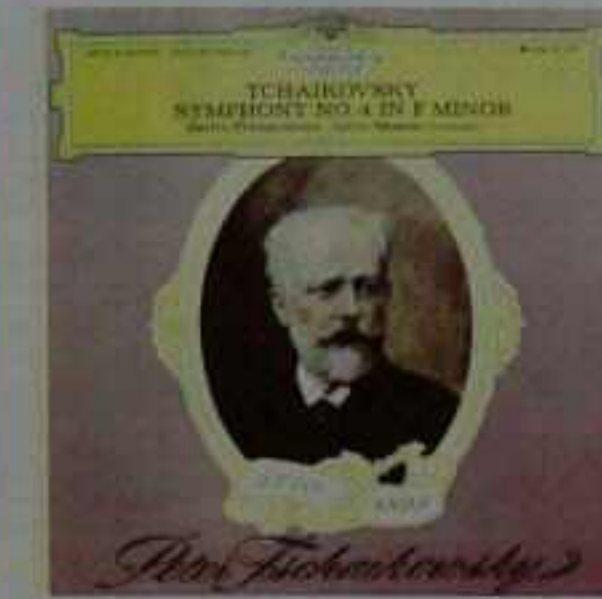
POP SPOTLIGHT THE FLEETWOODS SING FOR LOVERS BY NIGHT

Dolton BLP 2020 (M); BST 8020 (S)
The Fleetwoods have a mighty smooth, salable sound, just as listenable now as when they first broke with single hits a few years back. With some recent new chart action, this neat collection of ballads could also gain considerable play. Titles include "Loving You," "Pledging My Love," "Let It Be Me" and other fine croon items. Group neatly hits the middle of the road for programming purposes.



CLASSICAL SPOTLIGHT BEETHOVEN: SONATAS; MOONLIGHT, OP. 27, NO. 2; LES ADIEUX, OP. 81a; PATHETIQUE, OP. 13

Artur Rubinstein. RCA Victor LM 2654 (M); LSC 2654 (S)
More great piano music from Rubinstein. Here he plays the three great sonatas of Beethoven with all the grace and vitality his genius can command. Despite the enormous number of performances on disk of the "Moonlight" and "Pathétique" (some 20 or more of each), this album should be among the most definitive readings of each.



CLASSICAL SPOTLIGHT TCHAIKOVSKY: SYM- PHONY NO. 4 IN F MINOR

Berlin Philharmonic (Lorin Maazel, Cond.). Deutsche Grammophon LPM 18 789 (M); SLPM 138 789 (S)
One of the standard works from the classical catalog, the Tchaikovsky "Fourth" gets a memorable performance which must be ranked with the finest on wax for this opus. The disk also gets extra sales appeal from the strong impact made by Maazel's current conducting engagements in the U. S. after a decade in Europe which earned him his reputation. Despite several strong competitive versions, this will certainly enjoy a substantial sale.



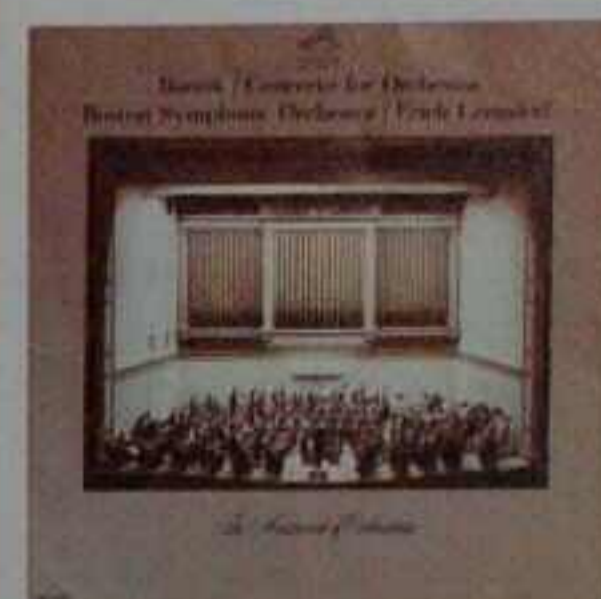
JAZZ SPOTLIGHT MONK'S DREAM

Thelonious Monk Quartet. Columbia CL 1965 (M); CS 8765 (S)
Monk does it again. His first album on Columbia is provocative and filled with highly unusual bits and pieces of the familiar and unfamiliar that have always marked this artist's creative output. "Body and Soul" and "Bright Mississippi" are two adaptations of the well-known that defy description. You've got to hear this album to believe it. Monk pulls out all the stops.



JAZZ SPOTLIGHT MY SON THE JAZZ DRUMMER

Shelly Manne. Contemporary S 7609 (S); M 3609 (M)
Here's an album with a strong commercial title. The music, however, is in a solid jazz groove with strong, modern accents. The tunes included are traditional Jewish favorites and pop tunes with a Jewish frame of reference. "Exodus," "My Yiddish Mamma," "Tzena" and "Hava Nagila" are some of the strong items played by drummer Manne and an all-star quintet.



CLASSICAL SPOTLIGHT BARTOK: CONCERTO FOR ORCHESTRA

Boston Symphony Orchestra (Erich Leinsdorf, Cond.). RCA Victor LM 2643 (M); LSC 2643 (S)
This classical package certainly has a great deal going for it. The LP celebrates the first and brilliant recording of the Boston under its new conductor, Erich Leinsdorf; a union, incidentally, that has drawn great critical acclaim. In addition, the Bartok, a vividly alive work is vibrantly reproduced. Then, too, an extra LP sampler called "The Golden Years of the Boston Symphony" is available as a bonus with the set at no extra cost.

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

150 BEST SELLERS—MONAURAL

Table listing 150 monaural best sellers with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes entries like 'THE FIRST FAMILY' and 'MY SON, THE FOLK SINGER'.

Table listing 150 monaural best sellers with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes entries like 'SHIBELLE'S GREATEST HITS' and 'THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY'.

50 BEST SELLERS—STEREO

Table listing 50 stereo best sellers with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes entries like 'WEST SIDE STORY' and 'JAZZ SAMBA'.



**A GREAT SONG...
FROM A GREAT
MOTION PICTURE
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VINCENT
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***To Kill A
Mockingbird***

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C/W

You'll Still Have Me

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A BEST SELLING ALBUM

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THEME FROM DR. KILDARE (Three Stars Will Shine Tonight)
IT'S A LONESOME OLD TOWN (When You're Not Around)
TRUE LOVE • I'LL BE AROUND • LOVE ME TENDER • ALL I DO
IS DREAM OF YOU • A QUIET KIND OF LOVE • E/SE 4088

NEW!
ON
MGM
RECORDS

ALBUM REVIEWS (continued)

BILLBOARD SPOTLIGHT PICKS



COUNTRY SPOTLIGHT
SOLDIER, SING ME A SONG
 Bill Clifton. Starday SLP 213

This is an album that should not only sell well country, but could also get pop action. It spotlights Bill Clifton singing war songs and patriotic tunes to the backing of bluegrass styled accompaniment. The songs include such recent items as "There's a Star-Spangled Banner Waving Somewhere," and "This Old Cold War," to "The Marine's Hymn," and "Drink Your Glasses Dry." Sincere performance makes this a moving set.



LATIN AMERICAN SPOTLIGHT
SLIGHTLY LATIN
 Paul Smith Quartet. MGM E 4032 (M); SE 4032 (S)

This is a smooth, individualistic four-de-force for Paul Smith and the other members of his quartet. The feeling is "commercial Latin" (various rumba and bolero tempi), but the numbers run all over the hemisphere, from Lecuona's "Malaguena" to the R&H "Surrey With the Fringe on Top." Smith is front-and-center as the album's star on piano, celeste, electric organ and the slick backing, and percussion work is all he could ask for. A nice platter for middle-road radio programmers.

SINGLES REVIEWS

Continued from page 30

★★★★ FOUR STAR SINGLES

POPULAR

THE ROCKY FELLERS
 ★★★★★ Killer Joe (Mellin - White Castle, BMI) (2:30) — ★★★★★ Lonely Teardrops (Pearl, BMI) (2:39), SCEPTOR 1246

KENNY DINO
 ★★★★★ Heartless Moon (Arch-ASCAP) (2:12) — ★★★★★ Remembering Helps Me to Forget (Sea-Lark, BMI) (2:14), MUSICOR 1027

CHICO LEVERETT
 ★★★★★ Baby (Don't Leave) (Lois-Becks, BMI) (2:05) — ★★★★★ Work, Work (Lois-Becks, BMI) (1:53), BETHLEHEM 3062

JACK LEWIS
 ★★★★★ Bad Case of Love (Post, ASCAP) (2:15) — ★★★★★ Mop Top (Post, ASCAP) (2:23), IMPERIAL 5880

THE FENCIBLES
 ★★★★★ Sunday Stranger (Metric Music, BMI) (2:40) — ★★★★★ Sour Grapes (Metric Music, BMI) (2:04), LIBERTY 55535

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

SURFBEAT
The Challengers
 Vault LP 100 (M)

This album is already getting good action on the West Coast, in Los Angeles in particular, and it's easy to see why. The album is loaded with top teen dance material played by a hard-hitting rock instrumental group. Strong work from tenor sax, guitar and rhythm, make the LP swing. "Bulldog," "Kami-Kaze," the current single "Torquay" and "Miseriou," are some of the better tracks.

POP SPECIAL MERIT

SHILLELAGHS & SHAMROCKS
Dennis Day
 Reprise R6065 (M); R9-6065 (S)

This is the first Dennis Day album on the label and the first new set by the artist in quite some time. Perfect for the forthcoming Irish holiday, it contains such Irish winners as "Same Old Shillelagh," "Mac-Namara's Band" and "Danny Boy."

POP SPECIAL MERIT

WE SING FOLK SONGS
The Wanderers Three
 Dolton BLP 2021 (M); BST 8021 (S)

Here's yet another Kingston-type group for the college trade, showcased in their album. However, the trio has lots of swinging spirit in standard "folknik" numbers like "My Glory Land" and "Turn Around," and they obviously enjoy working together and traveling the folk-oriented musical trail. Count the Wanderers Three as one of the best of the newer entries on the commercial folk scene, and a strong possibility for deejay programming.

CLASSICAL SPECIAL MERIT

SCHUBERT: WINTERREISE
 OP. 89 (2-12")
Hans Hottler/Erik Werba
 Deutsche Grammophon
 LPEM 1B 117/79 (M);
 SLPEM 138 778/79 (S)

The only two complete sets of this cycle of Schubert lieder are both also sung by Hottler, one on Angel and the other on Decca, although there are three different versions in import shops on the German Electrola label. This release will satisfy most customers, in view of Hottler's unquestioned artistry and the fine piano accompaniment by Erik Werba. Originally written for the tenor voice, Hottler's bass-baritone turns in a dramatic rendition.

CLASSICAL SPECIAL MERIT

THE ORGAN OF THE PHILADELPHIA ACADEMY OF MUSIC VOL. 2
William Whitehead
 Cameo C 4020 (M); SC 4020 (S)

This is the second album featuring Whitehead at the Curtis Memorial Organ at the Philadelphia Academy of Music. It's a splendid job here on four Bach Choral Preludes, as well as Bach's Prelude and Fugue in G minor, plus Jean Langlois' "Suite Medievale." Recording itself is exceptional and many organ buffs will want this waxing.

COUNTRY SPECIAL MERIT

ANITA CARTER SINGS FOLK SONGS OLD AND NEW
Anita Carter
 Mercury MG 20770 (M); SR 60770 (S)

Anita Carter is a member of the legendary original Carter Family, and she's now being groomed by Mercury for a new plunge into the modern day country-pop field. A single has already been released from this new group, "Love's Ring of Fire," and the other tracks, among them her own tunes "Johnny I Hardly Knew You" and "All My Trials," are also spinnable. Gal sings with feeling and a fresh, pure country sound. Effort merits attention.

CHILDREN'S SPECIAL MERIT

LITTLE RED RIDING HOOD
United Artists. UAC 11012 (M).

THE ADVENTURES OF PINOCCHIO
United Artists. UAC 11014.

ROBINSON CRUSOE
United Artists. UAC 11015 (M).

NURSERY RHYMES
United Artists. UAC 11016

TREASURE ISLAND
United Artists. UAC 11013 (M).

Five exciting new entries in UA's continuing "Tale Spinners for Children" series, possibly one of the best products now available at the low price of 99 cents. Material gets an enthused go and all should find a good market. Good covers too.

★★★★ 4-STAR REVIEWS

The 4-Star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR
 ★★★★★ SONGS THAT WILL LIVE FOREVER
 The International Pop Ork. Cameo C 1037 (M); SC 1037 (S)

★★★★ LES BAXTER'S BALLADEERS
 Reprise R 6064 (M); R 9-6064 (S)

★★★★ THE INCREDIBLE NANCY AMES
 Liberty LRP 3276 (M); LST 7276 (S)

★★★★ PIANO PARTY FAVORITES
 Beethoven Ben. Cameo C 1042 (M)

★★★★ GOLD RUSH DAZE (Ragtime Bob) Darch. Stereoditties C 1901

★★★★ NIGHTMARE
 Kenyon Hopkins. MGM E 4104 (M); SE 4104 (S)

★★★★ BOSSA NOVA GOES TO THE MOVIES
 Harry Belafonte. Ava A 14 (M); AS 14 (S)

LOW-PRICED POPULAR
 ★★★★★ LIVING STRINGS AND LIVING VOICES IN THE GREATEST MUSIC EVER SUNG
 Camden CAL 730 (M); CAS 730 (S)

★★★★ HARMONICA SOUNDS IN COUNTRY AND WESTERN MUSIC
 Leo Diamond, His Harmonica and Ork. Reprise R 6059 (M); R 9-6059 (S)

★★★★ LIVING GUITARS PLAY
 Camden CAL 733 (M); CAS 733 (S)

FOLK
 ★★★★★ WHALER OUT OF NEW BEDFORD
 Ewan MacColl and Peggy Seeger. Folkways FS 3850

★★★★ WORLD TOUR WITH FOLK SONGS
 Stephen Addis and Bill Crofut. Folkways FA 2405

CLASSICAL
 ★★★★★ MOZART: THE MARRIAGE OF FIGARO
 Radio Symphony of Berlin (Ericasy), Irmgard Seefried, Maria Sutter and others. Deutsche Grammophon LPEM 19 272 (M); SLPEM 136 272 (S)

COUNTRY
 ★★★★★ OLD TIME COUNTRY MUSIC
 Mike Seeger. Folkways FA 2325

★★★★ BLUEGRASS BANJO BALLADS
 The Kentucky Travelers. Starday SLP 189 (M)

JAZZ
 ★★★★★ JAZZ WALTZ
 Shorty Rogers and his Giants. Reprise R 6060 (M); R 9-6060 (S)

POLKA
 ★★★★★ THE MILLION DOLLAR SOUND IN POLKAS
 The Hi Notes. Chicago Polkas CLP 1700 (M); SLP 1700 (S)

CHIP TAYLOR
 ★★★★★ A Guy Don't Need a Lot O' Time (Wiley, BMI) (2:43) — ★★★★★ Lucky Star (Wiley, BMI) (2:30), WARNER BROS. 5333

THE HIGHWAYMEN
 ★★★★★ I Never Will Marry (Sanga, BMI) (2:43) — ★★★★★ Pretoria (Shink, BMI) (2:22), UNITED ARTISTS 568

CHAD MITCHELL TRIO
 ★★★★★ Blowing in the Wind (Witmark, ASCAP) (2:30) — ★★★★★ Adios Mi Corazon (Teena, ASCAP) (3:02), KAPP 510

CLAUDINE CLARK
 ★★★★★ Who Will You Hurt? (Debar, ASCAP) (2:05) — ★★★★★ Walk Me Home (From the Party) (Rambled, BMI) (2:26), CHANCELLOR 1130

RAL DONNER
 ★★★★★ I Got Burned (Donner, BMI) (2:13) — ★★★★★ A Tear in My Eye (Donner-Mira, BMI) (2:22), REPRISE 20141

ROSEMARY AND THE ROSEBUDS
 ★★★★★ Dreamtime (Buna, BMI) (2:25) — ★★★★★ What Do I Mean to You? (Mojawk, BMI) (2:15), LARKWOOD 1101

KURT EDELHAGEN AND ORK
 ★★★★★ Again (Robbins, ASCAP) (2:29) — ★★★★★ Down by the Riverside (Hellos, BMI) (2:38), MGM 13115

MAUREEN EVANS
 ★★★★★ Like I Do (Dickson, ASCAP) (2:15) — ★★★★★ Starlight Starbright (Tybee, ASCAP) (2:00), LONDON 10607



★ NATIONAL BREAKOUTS

MONO
RICHARD CHAMBERLAIN SINGS . . .
 MGM E 4088

SINATRA-BASIE . . .
 Frank Sinatra & Count Basie, Reprise R 1008

OUR MEN IN SAN FRANCISCO . . .
 Limellifers, RCA Victor LPM 2609

STEREO
THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS . . .
 Dolton BST 8019

GYPSY . . .
 Sound Track, Warner Bros., BS 1480

★ 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
BRAZIL, BOSSA NOVA & BLUES . . .
 Herbie Mann, United Artists UAJ 14009

DION SINGS LOVE CAME TO ME . . .
 Laurie LLP 2015

DESAFINADO . . .
 Si Zentner & His Ork, Liberty LRP 3273

SONGS I SING ON THE JACKIE GLEASON SHOW . . .
 Frank Fontaine, ABC-Paramount ABC 442

STEVE LAWRENCE WINNERST . . .
 Columbia CL 1953

BIG BAND BOSSA NOVA . . .
 Enoch Light & His Ork, Command RS 844

GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD . . .
 Everest BR 5208

1962's GREATEST HITS BY BILLY VAUGHN . . .
 Dot DLP 3497

SURFBEAT . . .
 Challengers, Vault LP 100

MY COLORING BOOK . . .
 Sandy Stewart, Colpix CP 441

LET'S GO! WITH THE ROUTERS . . .
 Warner Bros. W 1490

NEW BEAT BOSSA NOVA . . .
 Zoot Sims & His Ork., Colpix CP 435

MORE FOLK SONGS BY ALLAN SHERMAN & HIS FRIENDS . . .
 Jubilee LP 5019

OUR MAN FROM ITALY . . .
 Sergio Franchi, RCA Victor LM 2657

EMILIO PERICOLI SINGS THE GOLDEN HITS OF ITALY . . .
 Warner Bros. W 1489

STEREO

A LAWRENCE WELK SING-A-LONG PARTY . . .
 Dot DLP 25432

SNOWBOUND . . .
 Ferrante & Teicher, United Artists UAS 6233

SINATRA-BASIE . . .
 Frank Sinatra & Count Basie, Reprise R9-1008

DANCE WITH THE GUITAR MAN . . .
 Duane Eddy, RCA Victor LSP 2648

RICHARD CHAMBERLAIN SINGS . . .
 MGM SE 4088

(Continued on page 38)

GOOD GOLLY MISS MOLLY

b/w
I CAN'T TRUST ME
(In Your Arms Anymore)
JERRY LEE LEWIS

Sun #382

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Wichita Falls, Texas

SINGLES REVIEWS

Continued from page 37

POPULAR

JIMMY ISLE

★★★★ Everybody Gotta' Little Girl But Me (Lowrey, BMI) (2:18)—★★★ Our Town (Lowrey, BMI) (2:18), MALA 459

GUY MITCHELL

★★★★ Have I Told You Lately That I Love You? (Duchess, BMI) (2:30)—★★★ Blue Violet (Joy, ASCAP) (2:30), JOY 273

JO ANN CASTLE

★★★★ Ballad of Jed Clampett (Carollatone, BMI) (1:53)—★★★ Maid in France (Leeds, ASCAP) (2:00), DOT 16442

HUGO WINTERHALTER AND HIS ORK

★★★★ Diamond Head (Columbia Pictures, ASCAP) (2:42)—★★★ Brazilian Barn Dance (Gregory, ASCAP) (1:56), RCA VICTOR 8141

JEAN TREVOR

★★★★ Southbound Train (GIL, BMI) (2:22)—★★★ Get Outta My Heart (GIL, BMI) (2:00), NORMAN 531

MAC DAVIS

★★★★ Lookin' at Linda (Low-Ab, BMI) (2:05)—★★★ A Little Dutch Town (Champion, BMI) (2:54), VEE JAY 492

COOKIE CAMPBELL

★★★★ Margarita (Spare Rib, BMI) (2:21)—★★★ Big Sister (Spare Rib, BMI) (2:35), KAPP 508

CAMEOS

★★★★ Canadian Sunset (Meridian, BMI) (2:16)—★★★ Never Before (Alanna, ASCAP) (2:12), MATADOR 1813

THE INVICTAS

★★★★ Green Bow Tie (Spare Rib, BMI) (1:50)—★★★ Touch of Orchid (Spare Rib, BMI) (2:12), UNITED ARTISTS 533

MITCH (GABRIEL) HEARNS

★★★★ Horseradish (Missouri, BMI) (1:48)—★★★ Miss You So (Excellorec, BMI) (2:40), DOT 16438

CHRIS BARBER'S JAZZ BAND

★★★★ King Kong (Burlington, ASCAP) (2:09)—★★★ It Looks Like a Big Night Tonight (2:10), LAURIE 3154

DAKOTA STATION

★★★★ You'd Better Go Now (Chappell, ASCAP) (2:25)—★★★ Once There Lived a Fool (St. Louis, BMI) (2:23), CAPITOL 4910

JAZZ

JAZZ FOUR STAR REVIEWS

DAVE PIKE

★★★★ As Long as He Needs Me (2:34)—★★★ Where Is Love (2:33), PRESTIGE 244

DAVE PIKE

★★★★ Limbo Rock 2:19 — ★★★ Jamaica Farewell (2:25), PRESTIGE 242

EDDIE DAVIS

★★★★ I Only Have Eyes for You (2:30)—★★★ Sweet and Lovely (2:37), PRESTIGE 136

COUNTRY

RED SOVINE

★★★★ Sittin' and Thinkin' (Knox, BMI) (2:56)—★★★ A Million to One (Starday, BMI) (2:18), STARDAY 616

HERBIE REMINGTON

★★★★ Pedal Softly (Glad, BMI) (2:25)—★★★ Swinging Cowbells (Glad, BMI) (2:09), UNITED ARTISTS 482

BOB MORRIS

★★★★ I Knew I'd Lose Again (Hi-Way, BMI) (2:35)—★★★ Each Time They Call Your Name (Hi-Way, BMI) (2:42), CAPITOL 4911

JIMMY MARTIN AND THE SUNNY MOUNTAIN BOYS

★★★★ The Old Man's Drunk Again (Sure-Fire, BMI) (2:19)—★★★ Hey Lonesome (Champion, BMI), DECCA 31461

LEE ROSS

★★★★ I'll Let My Feet Do the Talkin' (Aldon, BMI) (2:02)—★★★ Acres of Everything But Love (Pinetop, BMI) (2:20), CHANCELLOR 1128

JIM AND JESSE AND THE VIRGINIA BOYS

★★★★ The Voice of My Darling (Surefire, BMI) (2:43)—★★★ Uncle Will Play the Fiddle (Surefire, BMI) (2:26), EPIC 9568

RONNIE MURRAY

★★★★ What Makes a Heart Cry (Sombbrero Alto, BMI)—★★★ Buddy You Got the Blues (Sombbrero Alto, BMI), SOMBRERO ALTO 1513

SMOKEY WARREN

★★★★ Ball of Fire (TV, ASCAP)—★★★ I Dreamed of an Old Love Affair (Peer Int'l, BMI), FLAMINGO 542

RHYTHM & BLUES

JIMMY ANDERSON

★★★★ I'm a King Bee (Excellorec, BMI) (2:21)—★★★ Going Through the Park (Excellorec, BMI) (2:20), EXCELLO 2227

SACRED

THE STANLEY BROTHERS

★★★★ Who Will Sing for Me (Lois, BMI) (2:07)—★★★ Drinking From the Fountain (Lois, BMI) (2:39), KING 5708

POLKA

STAN LEE

★★★★ Do You Remember-Polka (Sajewski)—★★★ Happy Birthday to You Polka (Sajewski)

PAUL KUHN

★★★★ Frankfurter Polka (2:10)—★★★ Heidelberger Polka (2:07), JAY JAY 280

SPIRITUAL

SINGING CRUSADERS

★★★★ Lord Somebody Touched Me (Excellorec, BMI) (2:01)—★★★ Lord I'm in Your Care (Excellorec, BMI) (2:21), NASHBORO 756

HIGHTOWER BROTHERS

★★★★ This Little Light of Mine (Excellorec, BMI) (2:18)—★★★ Saved by the Blood of Jesus (Excellorec, BMI) (2:25), NASHBORO 757

THE SKYLARKS

★★★★ Someone to Care (Excellorec, BMI) (2:30)—★★★ Fly Away (Excellorec, BMI) (2:38), NASHBORO 758

NATIONAL CLOUDS OF JOY

★★★★ I Heard the Angels Singing (Excellorec, BMI) (2:38)—★★★ Want Jesus to Hold My Hand (Excellorec, BMI) (2:20), NASHBORO 759

Sanicola Label Back in Action

HOLLYWOOD—Hank Sanicola is reactivating his Tabb Records label and will operate it in full-scale fashion with regular releases of singles and LP's, Billboard learned last week. Sanicola has appointed Arthur (Artie) Valando as general manager of Tabb, and named Guy Ward and Associates to set up Tabb's domestic and foreign distribution and handle all sales.

The label kicks off next week with a single as its initial release, introducing a folk trio, the Townsend Boys, coupling two original tunes, "Coming Home" with "Ocean Breeze." This will be followed by an LP, "The Townsend Boys, Vol I." Another album will be issued featuring Frances Hall, also a folk singer.

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DJ's, Write:

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OUTSTANDING RELEASE

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MANAGEMENT:

SAM BERK

160 W. 46th St., New York, N. Y.

EXCLUSIVELY:
CAPITOL RECORDS



INDUSTRY BRIEFS

• Continued from page 8

Aranoff Heads Kid Line

NEW YORK—Larry Aranoff has been named head of sales for Golden Records, the low-priced kid line. Arthur Shimpkin remains in charge of the firm's creative side while Herb Galewitz continues to handle business end. Firm is issuing six new \$1.98 LP's, new 49-cent EP's, and a dozen new 29-cent singles for the kiddies.

WB Names Schwartz

NEW YORK—Warner Bros. Records has named Schwartz Brothers to handle the firm's line in the Baltimore, Washington, and Richmond, Va., areas. This appointment is effective immediately and the Schwartz firm replaces the Joseph M. Zamoiski Company as distrib in the area. Nat Lapatin, however, continues as promotional rep.

Lucie Campbell Dies

NASHVILLE — One of the country's top spiritual writers, Lucie Campbell, died last week here at the age of 75. She wrote many of the best known gospel items of the 1940's and 1950's, including "In the Upper Room," "Move Up a Little Higher" and "Something Within." Many of her songs were published by Savoy Music, the Savoy Records subsidiary. She was buried here last Friday (4).

Del Costello Upped

SAN FRANCISCO — Del Costello, promotion manager for the Columbia Record department of the H. R. Basford Company, this city, has been pro-

moted to regional promotion manager for Northern California, Oregon and Washington. He will continue to headquarter at the Basford firm. Costello held his former position since 1957.

Succeeding him is Chuck Gregory, who is promoted from a similar position in Los Angeles. Gregory previously was in Baltimore for the label, starting with Columbia about 1958.

Exec's Own One-Stop

NEW YORK — A clerical, secretarial and professional one-stop for busy music and record executives has been formed by Candy Joan Leigh and Lois Van Duyn. This agency deals in supplying services for the music exec when they are needed. The new firm is being called Call Candy, Inc.

Omega Master to WB

HOLLYWOOD — Warner Bros. Records last week bought the master of a fast-breaking single issued under the Omega Records label, featuring Johnny Beecher in "Sax Fifth Avenue" b.w. "Jack Sax the City." Eddie Harris, who with Fred Waugh owns Omega, wrote "Fifth Avenue" and co-authored the flip side with Beecher.

Paul Jenkins Dies

KANSAS CITY, Mo.—Paul Wesley Jenkins Sr., 62, president of the Jenkins Music Company, died in his sleep last week. Cause of death was not immediately determined, but members of the family said Jenkins had suffered a heart attack three

GREAT NEED:

Fill Knowledge Void Between Studio, Store

CHICAGO — Classical record manufacturers and distributors could aid record retailers considerably by helping to fill the "void of information (which) exists between the recording studio and the record counter." Such help should be in the form of "knowledgeable sales personnel and representatives" who can aid dealers in local sales training, and also in more and better "self-improvement records, films and teaching aids" for store-level use.

That's the opinion of Mel Shenafelt, record buyer at Lyon & Healy, Inc., of Chicago—a 98-year-old firm which has sold records since they were invented, and which now has a main store in the center of Chicago's Loop plus four branch stores in the suburbs.

Lyon & Healy's sales policy can be summed up fairly simply in just two sentences: (1) It is a full-list house. (2) It believes that customers prefer to be served by "trained sales people" rather than "cashiers."

Narrow Knowledge Gap

In a recent address to a group

and a half years ago. He had been active in his firm since he recuperated.

He served on the board of the Starlight Theater, the board of governors of the American Royal and had been a director three times of the National Association of Music Merchants. He is survived by his widow, two sons and two daughters.

of leading U. S. record retailers, Shenafelt said:

"Many times the buyer will have knowledge of a recording but the sales person answering the phone or greeting the customer will have no knowledge of its existence. Naturally, no one can know everything, but we can narrow the gap effectively."

After having heard tape recordings of customer-employee conversations made (by Angel Records, incidentally) in a number of major cities, Lyon & Healy executives decided some time ago to launch its own sales training program. Now, such meetings occur at least twice a month to review new products, to survey catalog and artist recordings of each major company, and to play samples of current releases.

Other aspects of sales training—telephone courtesy, counter approach, general sales enthusiasm, manner and special-order procedures — are part of the sessions.

"The affirmative approach to the customer on the telephone or in person can only result in more sales and good customer relations," Shenafelt told the retailing executives.

"It is in good customer service, aggressive merchandising, knowledge and enthusiasm for product on behalf of the management and sales people that we can all build better business and stronger sales organizations for the entire record industry."



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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

Table with columns: THIS WEEK, Weeks On Chart, TITLE, Artist, Label & Number. Contains top 34 songs including 'WALK RIGHT IN', 'HEY PAULA', 'THE NIGHT HAS A THOUSAND EYES'.

Table with columns: THIS WEEK, Weeks On Chart, TITLE, Artist, Label & Number. Contains songs 35-66 including 'WILD WEEKEND', 'MAMA DIDN'T LIE', 'ZIP-A-DEE-DOO-DAH'.

Table with columns: THIS WEEK, Weeks On Chart, TITLE, Artist, Label & Number. Contains songs 67-100 including 'CHICKEN FEED', 'EVERY DAY I HAVE TO CRY', 'TROUBLE IS MY MIDDLE NAME'.

HOT 100—A TO Z—(Publisher-Licensor)

BUBBLING UNDER THE HOT 100

Large alphabetical list of songs and artists, including 'Ain't Gonna Kiss Ya', 'Alice in Wonderland', 'All About My Girl', etc.



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16439



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DLP 25455

PAT & SHERRENE BOONE
I LOVE YOU TRULY



AND BEST
SELLING ALBUM
DLP 3475
DLP 25475



International NEWS REPORTS

CONNIE BELLE OF REMO— IF SHE CAN GET THERE

By SAM L STEINMAN

ROME — Connie Francis might be the ace-in-the-hole of the 13th San Remo Song Festival which gets under way next weekend, but there is still no definite word whether she can make it.

Meanwhile, the 20 songs in competition have been assigned to 22 singers, including a quar-

ter as one of the units—each song gets two auditions, one with the rhythm orchestra of Lelio Luttazzi and the other with the traditional musical group of Gigi Cicheller.

Only singing composer in this competition will be Tony Renis ("One for All") and Pino Donaggio ("Young Man, Young Man"). American-born TV quizmaster Mike Bongiorno of RAI will be emcee for the three nights with full television likely. Milva, who will participate, has just reached the million mark in disks sold during the last three years on Cetra label. Mina will not compete.

Up to You" by Rick Nelson on Imperial.

Many French recordings are among the top sellers in the Flemish part of the country and that is something which has not happened for many years. Usually, only three or four French records are able to reach the best seller list in the Flemish part of the country each year. Richard Anthony is the best selling French artist among them and four of his recordings are doing very well. French recordings by Petula Clark, Johnny Hallyday, Robert Cogoi, Françoise Hardy and Adamo are among the leaders.

Disk Notes

Chubby Checker's first LP under the Cameo-Parkway label was released this week. It is a 10-inch album entitled "Limbo Party." . . . British singer, Frank Ifield, is coming up very strong with his recording of "Lovesick Blues." . . . The Ardmore and Beechwood publishing firm has the publishing rights for "I Left My Heart in San Francisco," "Bel Amore" a Dutch recording by Bruno Martino on Imperial and "Janus is gepakt" by the Duo Koos Huisman on Imperial.

Two Dutch versions of famous American records have been released this week, the first one being "Sherry" by the Fouryos on Decca, the second one "Doe niet zo saai" (Big Girls Don't Cry) by the Tonics also on Decca. Music publishing firm is Ardmore and Beechwood.

New York Wire

Ben E. King took off Friday (18) for Rome. He'll appear on two TV's and will visit important trade sources in the country. Tour was set by Walter Gurtler whose Gurtler & Company distribute Atco product in Italy. King's manager, Al Wilde, will accompany the singer. . . . VeeJay's Alex Bradford and the Bradford singers are appearing in Paris at the Theater Champs Elysees in "Black Nativity." . . . A six-month tour follows which will take the cast through Italy, Germany, Holland, Belgium, Switzerland and Sweden. . . . Della Reese starts an engagement at the Checquers Club, Sydney, Australia, January 28 and then plays concerts through the Far East in Tokyo, Hong Kong, and Honolulu. . . . Brian Hyland has begun his tour of England January 25. He will cover 23 towns in the Isles ending March 3.

JACK MAHER

this deal. There are several covers. A late entry was Frankie Vaughan (Philips).

Visitors

Sir Joseph Lockwood, chairman of Electric and Musical Industries, left London January 14 on a world tour. . . . Geoff Bridge, head of EMI's overseas division, also set out the same day on another visit to the firm's overseas branches. . . . In London is Ralph Iverson, vice-president of Southern Music. . . . Paul Marshall, attorney for many American record firms, spent a week in London before a continental tour. . . . Duke Ellington and orchestra began 12 days of British concerts. . . . David Thorne arrived January 14 for promotion work with EMI in connection with his "Alley Cat Song" recording, which seems likely to break here.

Record Business

Decca this month celebrates the fifth anniversary of issuing RCA Victor's "Country Guitar" EP series. First issued in January 1958, the series now reaches Volume 16 with three issues by the Monroe Brothers. . . . On its low-price LP line, Ace of Clubs, Decca rushed album of music from the BBC-TV's "Maigret" series, conducted by the composer, Ron Grainer. . . . Philips lost no time bringing out Dion's first CBS release "Ruby Baby"; it was scheduled for January 18 two weeks after U. S. issue.

There is a spate of "My Coloring Book" releases, although the coloring book craze itself has completely failed to ignite any interest here. There are disks by Kitty Kallen (RCA), Barbara Streisand (CBS), George Chakaris (Capitol) and Nana Mouskouri (Fontana).

EMI is promoting two versions of "Tell Him" the U. S. hit by the Exciters (United Artists) and a cover by Alma Cogan (Columbia). The number is also covered by Billie Davies (Decca). . . . Decca has two versions to promote of "The Cinnamon Cinder" by the Pastel Six (London from Zen) and the Cinders (Warner Bros.).

EMI has re-issued Andy Stewart's big selling "The Scottish Soldier," originally made for Top Rank, on its HMV label. Eleven days before its release date, EMI had an advance order exceeding 250,000 for its new Frank Ifield single, "The Wayward Wind."

The whole of British show business is intrigued by the report that one of the biggest disk firms is planning to buy one of the largest theatrical agencies. . . . EMI is enjoying



MANTOVANI CUT HIS FIRST ALBUM in three months in London recently. The ork leader, fully recovered from his long illness, cut an album of Spanish and South American tunes that was the brain-child of an American couple, Mr. and Mrs. Angelo Ruggerio of Milford, N. J. For the idea, they won a trip to England. (Left to right, back row: Joe Bott, London Records, New York; British Decca engineer Arthur Lilley and producer Frank Lee. Front Row: Mrs. Bott, Mr. and Mrs. Ruggerio and Mantovani.) (Credit British Decca.)

particular success with Liberty albums if not singles. Big selling lines at the moment are "Bobby Vee Meets the Crickets," "Bobby Vee Recording Session" and Eddie Cochran's "Cherished Memories."

CHILE

Tip Hats to Top Record Artists

By RICARDO GARCIA
P.O. Box 2626, Santiago

In a special ceremony at the theater of the Society of Theatrical Authors of Chile (SATCH), Discomania Magazine gave out Gold Medals to the best performers and composers of 1962. This prize is the only one given to the record artists in this country.

The best arranger and director: Valentin Trujillo.

The best juvenile singer: Danny Chilean.

The most promising juvenile figure: Gloria Benavides.

Folk group: Cun Cu Men.

The best Chilean vocal group: Los Huasos Quincheros.

The best Chilean record of 1962: "Arreo en el Viento" by Los De Ramon.

The comic duet: Los Caporales.

The best singer: Lorenzo Valderrama.

The best composer: Ariel Arancibia.

The most popular ork of 1962 was the Ramblers, who reached the highest record sales with "El rock del Mundial." Best foreign record of the year: "I Can't Stop Loving You" by Ray Charles.

Disk Sales

Christmas record sales registered a noticeable increase over last year. Best seller singles were: "Eso Beso," "Return to Sender," "Que se mueran los feos," "Dancing Party," by Chubby Checker, and "La Novia de Enero" by Lorenzo Valderrama.

Best seller LP's were "Carera de Exitos" by Bert Kaempfert (Polydor), "Nosotros" by Los Huasos Quincheros (Odeon), Lorenzo Valderrama (Odeon), "Melodias para ti" by Andre (Philips), and "El Rey del Twist," by Chubby Checker (Fermata).

The Toqui label released its first records, pressed by RCA in the style of "Sing Along With

Fine Seller of Pirated Disks

By CARL MYATT
27 A Estoril Court

HONG KONG—A Chinese man was fined \$4,000 in Hong Kong currency when he appeared in court and pleaded guilty to selling pirated records. The fine constitutes the highest ever imposed by the law here on one of the persons connected with the pirate record business.

The police haul included 1,500 LP's of various artists—American, European and Chinese. Artists featured included Elvis Presley, Connie Francis, Nat King Cole and Rick Nelson among others.

The maximum punishment that can be imposed by a magistrate is 5,000 Hong Kong dollars—and in the eyes of the dealers here, this is an insufficient deterrent.

Mitch . . . Toqui made two singles of university songs by Tito Ledermann's ork with Carlos Haiquel as soloist. . . . Bert Kaempfert's ork was the most popular in 1962.

The Ramblers signed with Odeon for 1963. The popular Chilean group will make first LP for the new label.

"Que se mueran los feos," by Luis Aguilar (Polydor) could be a best seller this season. Recorded in Mexico for Peerless, was released here by Philips for Polydor label.

EIRE

Celtic Pride in Heather Series

By KEN STEWART
Teenage Express, Dublin

John Woods, Pye's Irish chief, will go to Glasgow for the launching of the Piccadilly Heather series. It will contain titles specially recorded for the Scottish-Irish market, which is becoming more lucrative than ever before. The initial release is of seven EP's and an album titled "The Kilt Is My Delight," which is adapted from the popular BBC television program.

ARGENTINA

Up Pino, Farrell To RCA Board

By RUBEN MACHADO
Lavalle 1783
Buenos Aires

The new board of directors of RCA Victor now includes Adolfo Pino, manager of sales, promotion and publicity; Tomas J. Farrell, chief of sales and promotion, and Ricardo Mejia, artists and repertory.

Impact of the "El clan de la nueva ola," LP at the low price of \$1.99 has been widespread. To make it possible at that price RCA employed local talent and a low royalty. In addition the record shops have only 20 per cent profit margin instead of 31 per cent. The success of this volume, the price of which is lower than normal, has prompted RCA to prepare the second album of this type.

New LP's from Audio Fidelity are "Bossa Nova" by Lalo Schifrin; "Gran banda de jazz percusivo," by Bobby Christian, and "Gran banda Hampton" with Lionel Hampton. . . . Tonodisc from Kapp issued an LP by Mozart-Haydn by the Paganini Quartet and an LP of Dixieland, by "The Delta King." . . . In the Command line, "Ping Pong and Brassy" by the Enoch Light orchestra was released. "Limbo Rock" by Chubby Checker, released through Producciones Fermata, will be issued very soon.

BELGIUM

Sales Hold Stock Again in Stores

By JAN TORFES
Stuivenbergvaart 37, Mechelen

Record business continues to flourish. Records out of stock are back and the factories are again distributing records in the normal way. The first newcomers of 1963: "Pepino, the Italian Mouse" by Lou Monte on Reprise, "Hotel Happiness" by Brook Benton on Mercury, "My Dad" by Paul Petersen on Colpix, "Bobby's Girl" by Marcie Blane on London and "It's

BRITAIN

EMI Diamond in Disk-Pub Deal

By DON WEDGE
News Editor
New Musical Express

EMI Records has negotiated a long-term deal with Diamond Records to release its product throughout most of the world. Disks will be out on the State-side label, the first being "Loop De Loop" by Johnny Thunder.

Diamond's publishing affiliate PK Music is now represented in Britain by Chappells. "Loop De Loop" is also the first number in

Artists already signed for the new label include **Maura Briody**, **Michael O'Duffy**, **Glen Daly** and **Elaine and Derek**, the Irish children who became prominent when they recorded for EMI.

One of the hottest current items on Warner Bros., **Allan Sherman's** "My Son the Folk Singer," was rush-released in a special sleeve. Initial reaction is quite healthy. The label's recent notable issues include **Bob Newhart's** "The Button-Down Mind on TV," "Gypsy" and "Jumbo." Interest in comedy albums has been stimulated considerably since the success of "The First Family."

The nightly Televis Eireann program "Broadsheet" repeated a segment of the **Vaughn Meader** Cadence LP, "The First Family," by public demand. The airings should prove very helpful to Solomon and Peres, distributors of the record. . . . Local girl **Maureen Miller**, touted in some quarters as a potential star, flew to London to record titles for her first disk (an EP), which is set for early release by the Pye group.

when answering ads . . .

Say You Saw It
In Billboard

FRANCE

Jazz Radio Awards for 1962

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

Marcel Amont (Polydor) has been presented the gold R.T.F. (national radio and TV networks) award for 1962.

Radio Monte-Carlo has awarded its 1962 Oscars to **Johnny Hallyday** (Philips) and **Dalida** (Barclay).

The Academie du Disque du Jazz has announced two awards for 1962: Best jazz record: "Live at the Village Vanguard," by **John Coltrane** (Vega - Impulse). Best jazz re-issue: **Rex Stewart** and the **Ellingtonians** (RCA Victor).

According to informal sources, record sales for the Christmas and New Year period account for 30 per cent of the total sales of the year. . . . Festival exclusively signed movie actress **Marie LaForet**. . . . The C.D.F. (Cluf of the French Record Retailers) distributed by Barclay, marketed a new pop LP series selling at 10 francs 75. . . .

Percy Faith returned to Paris from Monte-Carlo where he recorded picture music with the Monte-Carlo Symphonic Orchestra.

HOLLAND

Helen Shapiro For Carrell TV-er

By **SKIP VOOGD**
Editor Platennieuws, Amersfoort

Bovema's Columbia singer **Helen Shapiro** will (within a few weeks) appear in one of **Rudy Carrell's** regular TV shows. A definite date had not been fixed at press time. American Mercury presented two distinguished LP's of Russian music. One features pianist **Byron Janis** with the Moscow Philharmonic. The second album is a folk recording of original White Russian folk music sung by **Pierre (Pjotr) and Vladimir Svetlanoff**.

Folk music of many countries is getting attention in Holland nowadays. Singer **Wim Sonneveld** introduced amusing old Dutch folk songs on his TV shows with such success that the entire show had to be repeated. The songs, direct from sound-

track, were released on a Philips single in a special sleeve.

Sonny Rollins, under the supervision of L.C. Inelco (RCA label) gave two performances organized by impresario **Paul Acket**.

Recent US hits released in Holland are "Shutters and Boards," **Jerry Wallace**; "Echo," with "Come Dance Baby" by the **Emotions**, and "Zip-a-Dee-Doo-Dah" by **Bob B. Soxx**. All three singles on the London label.

HONG KONG

Hope Tax Break Stimulates Acts

By **CARL MYATT**
27A Estoril Court

The government tax office has decided to give cultural rates to the Diamond Music Company for the **Chubby Checker** and **Louis Armstrong** concerts. Checker will appear in March, Armstrong in April. It is hoped that this tax consideration will stimulate promoters to bring top name disk stars to this country.

ITALY

Curtis, Dallara Out of S. Remo

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

San Remo winners of 1960 and 1961, **Tony Dallara** (Romantica) and **Betty Curtis** (Al Di La), respectively, have bowed out of this year's event. But one of the innovations will be the presentation of a song by the **Quartetto Radar**. Orchestra direction assignments have gone to **Lillo Luttazzi** and **Gigi Cichellero**.

CGD is riding the **Connie Francis** wave with a new LP, "Connie in Italia." . . . Latest to record the ever-popular "Speedy Gonzalez" is **Brunella** for Cetra. . . . **Sonny Rollins** recorded a "Studio One" spot and a special individual show for RAI-TV during his visit here.

The special Walt Disney show at San Remo has brought a spate of new recordings dedicated to cartoon characters. **Pino Donaggio** has recorded his original,

"Archimedes Pitagorus," while **Claudio Villa** has come up with "Donald Duck's Dollars."

Dimitri Tiomkin will do the score of "The Fall of the Roman Empire" which will be filmed here with **Alec Guinness**, **Sophia Loren** and **Stephen Boyd**. . . . **Lydia MacDonald** recorded an album in English for Voce del Padrone with **Piero Piccione** conducting the accompanying music. . . . Durium, which is devoting a special campaign to **Los Marcellos Ferial**, has now presented them in "The Bells" and "Water." . . . Last October when **Bobby Vee** came to Italy for a TV show he recorded "Run to Him" in Italian and the disk has just been issued here on the Liberty label.

Another Italian visitor of the past summer, **Brooks O'Dell**, is now out with his first Italian disk, "Never, Never, Never." . . . "Baby Elephant Walk" and "Just for Tonight" from Paramount's "Hatari" has been brought out by Jolly with **Gianni Machetti** waving the baton. . . . Cetra's two top fem artists are out with new hits—**Milva** with "Look at That Moon" and **Tonina Torielli** with "Roses Are Red."

Vanna Scotti with "St. Vincent Blues" turned up as the winner of the San Vincent Jazz Festival. It was the first event of its kind with the backing of the Italian jazz federation. . . . Graz lots!

MEXICO

Reiter's Visit Rolls Bambo Ball

By **OTTO MAYER-SERRA**
Apartado 8688, Mexico City

Frederick J. Reiter, president of Morro Music, spent a week in Mexico in order to promote the music from Aldon Music, Acuff-Rose, Frank Music, United Artists Music, etc., all catalogs he represents. He also helped launch the new Latin beat, el bimbi, created by Cuban composer **Eduardo Davidson** of Pachanga fame.

Jose Bustillos, assistant manager of CBS Mexicana, was promoted to manager. . . . **Tomas Munoz**, sales manager of Gamma Records, became assistant general manager. . . . **Disco Importadora** will press and locally distribute the Everest catalog.

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EMI's South African Plant

JOHANNESBURG — EMI (South Africa) has now completed its reorganization to bring all facets of the operation under one roof at its Steeldale plant near here. Modern offices have been added to the production plant, which itself has been extended. For the first time 45-r.p.m. records are now being produced. There is still a demand for 78-r.p.m. shellac disks, particularly for Bantu vernacular records, and this continues to form a considerable part of the firm's output.

another, the newly formed Association of Record Producers (AMPRODIS) will register contracts signed by its members showing all the artists of their rosters.

Peerless Records ordered the tapes of the following LP's for local pressing and distributing: "Moon River," "Oliver!" and "Broadway Goes Latin" by Mantovani (London Records); "Cocktail 1962" by Frank Nelson and his orchestra (Polydor), and the First Concerto of Tchaikovsky by Richter-Karajan (DGG).

NEW ZEALAND

See 1963 Rich With Live Acts

By FRED GEBBIE
Box 5051, Auckland

Although 1962 was a year of distinguished visitors it looks as though 1963 will be an even more star-studded year for visiting disk talent. The R. J. Keridge organization has announced that Acker Bilk, Vera Lynn, Andy Stewart and the Maori Hi Five Showband (returning from the U. K.) will be on tour through the land shortly. Harry Miller has booked Chubby Checker and Louis Armstrong, due to appear this month.

His company will also bring Shelley Berman later in the year. Ella Fitzgerald has four new LP's ready for release early this year on the Verve label which indicates her popularity, and yet she is hardly ever heard on New Zealand radio stations.

Ron Dalton of Viking Records has announced the acquisition of the Little Golden Record label to his stable and also the signing of guitarist Peter Posa (ex Zodiac top seller) and has plans to sign up New Zealand's top male singer Antoni Williams, who has left the La Gloria label. . . . U. S. companies will be interested to learn that Graham Dent has moved out of La Gloria Records and has formed his own Show Promotion company.

HMV has signed the folk trio the Convairs, who have already had their own TV series (rated by many as the top locally produced show in the country).

HMV record artist Jack Thompson's LP, "Jack Thompson Plays the Evergreens," is doing good business in Australia. . . . Belcas Music claimed the Four Seasons hit tune "Sherry" as theirs, originally announced as a Bobob publication. . . . A report that hit local papers here from reliable sources in Australia that Johnny Devlin's earnings from his publication "I've Been Everywhere" at £10,000 has now been changed to "quite

a few thousand." Sorry about that \$30,000 bit, but that's how yours truly and 200,000 others here got it.

Viking Records opened recording studios here in Auckland. . . . Peak Records had a very good year with the Cadence labels. Christchurch, the home base of Peak, is fast becoming the jazz center in New Zealand.

NORWAY

Scandinavians In Germany

By ESPEN ERIKSEN
Verdens Gang, Oslo

Scandinavian singers Ann-Louise Hansson, Boris and Gunnar Wiklund from Sweden and the Key Brothers from Norway will partake in a large Scandinavian TV program aired from Hamburg March 24. The artists will sing one song in German and one in their own language.

Ann-Louise Hansson is already a success on records in Germany, stated Borje Ekberg, manager of Metronome Records. Ekberg was in Oslo together with singer Anna Lena, who gave a concert on TV. He and Totto Johannessen of Nor-Disc A-S had a series of business talks.

A Good Year

Although there was a decrease in the singles sales in Norway during the spring of 1962, things changed enough during the rest of the year so that total record sales were larger than the year before, according to Peer Johnsen, chairman of the Record Wholesalers' Union. LP sales, both mono and stereo, increased altogether between 25 and 30 per cent, but the EP sales slipped.

Elvis Winner

Elvis Presley roared to the top both on the artists' and the records' best selling 1962 parades, based on the weekly Top 10 as compiled by capital newspaper Verdens Gang. With 11 recordings on the Top 10, Presley topped the artists' parade with twice as many points as runner-up Cliff Richard. Third was Pat Boone; fourth, Anita Lindblom, and fifth, Conny Froboess. Best Norwegian entry was Nora Brockstedt, seventh.

"Good Luck Charm" by Elvis was 1962's best selling record (on RCA), with Miss Lindblom's "San't ar livet" (Fontana) runner-up.

PHILIPPINES

Hope Hints He May Be Back

By LUIS MA. TRINIDAD
264 Ecolta, Manila

American comedian Bob Hope has revealed that he might return to the Philippines next year to do a show at the Araneta Coliseum. Hope, who performed before some 5,000 sailors on the flight deck of an aircraft carrier, flew to Clark Air Force Base afterward to put on another show. He said he will confer with an Araneta Coliseum official there on the projected show. With Hope were Lana Turner, Janis Paige, Anita Bryant, Jerry Colonna, Amadee Chabot, Miss U.S.A. of 1962 and Les Brown's orchestra. The troupe has been entertaining

U. S. military personnel in Japan, Korea, Okinawa and Taipei since December 21.

Trevor Howard and Marlon Brando led a group of stars and movie people here for the premiere of "Mutiny on the Bounty." The appearance of these stars once again underlined the disappointment Filipinos felt when visits by artists like Steve Law-

rence, Tony Bennett, Doris Day and the Three Stooges failed to materialize. . . . Dr. Eliseo M. Pajaro conducted the premiere of his opera "Binhi ng Kalayaan" December 30 at the FEU Auditorium. Opera is based upon the life of Jose Rizal, leader of this country's fight for freedom against Spain.

Final results and tabulations

of Christmas business were over expectations. As a matter of fact, most prognostications were rather dim. Heavy buying was especially registered in the suburban areas, following patterns established in the U. S. . . . As a whole the country managed to keep its head above water, and the economy should continue to gain through the coming year.



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Ron Eyre
Prestige Records

Billboard

The International Music-Record Newsweekly

'PUBLIC PROGRAMMING'

Houston Station Queries Listeners To Find Their Musical Favorites

By CHARLES SINCLAIR

HOUSTON — One of the Southwest's leading stations is about to "go public" in its record programming, and—like a company which has decided to sell its stock on the open market after years of "closed operation" activity—is suddenly opening the doors wide on outside thinking.

The innovation is being launched by KTRH, a 50,000-watt outlet owned by The Houston Chronicle, and is the brain child of Buddy McGregor (see photo), KTRH program director and former program chief of WCPO, Cincinnati.

Here's the plan in a nutshell: Last week, KTRH ran a full-page newspaper ad in The Houston Chronicle which listed 1,000 musical selections plus the artist whose recording of the song is generally the most popular. Listeners were asked to check their own 100 favorites, fill out a questionnaire (name, age, etc.), and send the list to KTRH. After a run through the

standard, "million sellers," current chart singles hits, and at least 50 best selling pop-area albums.

More than just the musical sound of KTRH is being overhauled. McGregor has hired a new staff of music-show announcers, which includes former Atlanta deejay Pat Brown, ex-Detroit (Swingin') Sweeney, and Houstonite Bill Zak. They will spin the disks and albums chosen by the station's listeners, starting January 28.

KTRH will also start using some \$5,000 worth of new jingles and signatures which have been taped for the AM-FM outlet, a basic station in the CBS Radio web and a competitor with some 11 AM and a half dozen FM stations in its area.

"Most stations are content to let the public in on the programming act by accepting telephone and mail requests. We wanted to go much further, and we have high hopes for our plan," says McGregor.

NAB Tightens Its Liaison

WASHINGTON—The Radio Board of Directors of the National Association of Broadcasters will tighten its liaison with the FM Broadcasters Association and with the Radio Advertising Bureau. Decision to work more closely with these two sales promotion organizations was made during NAB's winter meeting in Phoenix, Ariz.

NAB will set up a special committee to work with the FM Broadcasters to give stronger support to FM radio.

The Radio Board also agreed to urge the Federal Communications Commission to assure existing FM stations their "grandfather" rights to maintain present power and mileage separations as suggested in a report on

AFM Gets Pact For Jingle Work

NEW YORK — Musicians working in the lucrative field of television and radio commercials are now covered by a new three-year agreement between jingle producers and AFM. The current contract expires January 31. Under the new contract, musicians will receive re-use payments after 13-week period, and will also receive wage increase (5 per cent in the first year) over present scales. In addition, rehearsal time has been eliminated and present pension provisions are extended to January 31, 1966.

One provision in the new agreement hailed by AFM President Herman Kenin bars the use of foreign-recorded music in scoring jingles and commercials.

Sammy Davis to Do Syndicated DJ Job

NEW YORK—Sammy Davis Jr., whose "What Kind of Fool Am I?" on Reprise had a nice chart ride recently, is the latest addition to the syndicated deejay-emcee list in the country.

A taped radio series, starring Davis and titled "That's Entertainment," is being syndicated by Programatic Broadcasting Service, and got its U. S. kick-off on KDAY, Los Angeles, January 21. Records, guests and chatter will be featured.

Interestingly, the show has been sold to 18 stations in foreign markets prior to its U. S. start.

the agency's proposed overhaul of the FM service. Report was made by FM Director Ben Strouse, president of WWDC, AM-FM, Washington.

PROGRAMMING NEWSLETTER

By BILL GAVIN
Billboard Contributing Editor
Publisher, Bill Gavin's Record Report



SIGNIFICANT RECORD ACTION . . .

Seattle: Fast take-off after only three days' play for "I'm Just a Country Boy" (George McCurn-A&M) reports Pat O'Day, whose new KJR chart lists "Ridin' the Wind" (Tornadoes-London) at No. 7. Good phone requests—no sales as yet—for "Blue Denim" (Jerry Modine-Mercury).

Baltimore: Both Buddy Deane (WJZ-TV) and Larry Monroe (WCAO) report action on "The Walk" (Lue Cazz-VeeJay) and "Tribute to Buddy Holly" (Mike Berry-Coral). Larry's "discovery" is "Our Love Will Last" (Arthur Prysock-Old Town).

New Orleans: From Ken Elliott (WNOE), we hear that "Two Winters Long" (Irma Thomas-Minit) is a top-selling record there. Irma's father, Rufus Thomas, also has a solid r.&b. hit in "The Dog" on Atlantic. Al Hirt's "Pickin' Cotton" (RCA Victor) is "a good Mardi Gras sound" and is "selling well," says Ken.

Miami: Dick Stambaugh (WFUN) notes top request action for "His and Hers" (Tony Douglas-Mercury), previously reported to us by Hal Pickens (WQXI, Atlanta). Sales gains for "Kiss Tomorrow Goodbye" (Danny White-Frisco), Dick reports.

Hollywood: Ernie Farrell, promotion director for Reprise Records, is in La Brea Hospital recovering from injuries sustained in a recent auto accident. Many of our correspondents around the nation have expressed their sincere hopes for his speedy recovery.

THOSE FREEBIE SINGLES

Record promotion does many favors for radio. Name artists tape promos and special greetings, arrangements are made for performers to appear at hops and concerts, free records are provided for contest prizes. All these and more are accomplished by the tireless record promoter, seeking to make friends for his boss.

In return, of course, radio serves as the exposure medium for the record product. This is a pleasant reciprocal arrangement that should make everybody happy, but it doesn't. Record retailers have been heard to complain against the practice of free record giveaways. They claim that it cuts into their sales.

Many stations have run—or are running—"name it and claim it" contests, where the first phone call correctly identifying the record being played receives a free copy. While only 50 or so records per day will be thus awarded by a station, it's highly probable that hundreds of potential record buyers are postponing their purchases in hopes of a "freebie."

Disk jockeys frequently give away records at their hops. Mostly these are surplus unsold stock from the distributor, which represents little if any lost sales. The point is, as with the contests, that the records are free.

It seems only reasonable to suppose that the easier it is to obtain free records, the harder it is for the customers to accept their retail valuation. Giveaways tend to cheapen the value image of records.

As the volume of singles sales declines, singles sales become increasingly inaccurate as a guide to listener preference. Radio stations have a vested interest in seeing record sales maintained at a high level. Ending the giveaway binge might help.

NEW IDEAS: One of the exciting things about the business of radio is that it is constantly making room for new and better ideas. When something new works successfully on one station, word gets around, and it's soon in general use.

For instance, at KJOY, Stockton, Calif., owner-manager Joseph E. Gamble ran a series of contests, exclusively for housewives. After a period of time, the winners were entertained at an afternoon tea, at which each was awarded a gift and a questionnaire. The questions were carefully designed to produce a thorough evaluation of the station's entire "image": news, personalities, music and features. There was a high return of information.

As a cross check, a similar number of questionnaires went to another group of women, to determine possible variations in attitudes. Surprisingly enough, there was none.

Several trends in the answers led to minor adjustments in programming. Later on, follow-up questionnaires were sent to all women filling out the first set, asking their comments on the station as it was now.

The most interesting result was not the information or the exchanges themselves but the fact that KJOY's percentage of housewife listeners increased substantially in subsequent rating periods.

At WORC, Worcester, Mass., program director Dick Smith has introduced a popularity poll. Listeners vote for their favorite artists in four different categories: vocal groups, big bands and orchestras, girl vocalists and male vocalists. Each contest is run as a continuing elimination tournament until the final winner is selected.

Winners out of the 36 vocal groups competing were in this order: Kingston Trio, Cascades, Everly Brothers, Four Lads. Out of 22 big bands and orchestras in competition, the winner was Billy Vaughn, followed by Henry Mancini, Guy Lombardo and Al Hirt. Competition in the other categories is still continuing.

Changes for 'K'

NEW YORK — There'll be some changes made in the format of the WINS shows hosted by Murray (The K) Kaufman. Meanwhile, his contract with the Westinghouse-owned station has been extended for five

more years, effective April 1. Kaufman's new air schedule will be 7-10:30 p.m. Monday-Friday, with Saturday 7-11 p.m. and Sunday 4-7 p.m. segments. The Sunday show will visit New York high schools and colleges, and playlists will be on the basis of student polls.



Buddy McGregor of KTRH

newspaper's IBM computer, the data will be used as the basis for 19 hours out of the station's 24-hour broadcast day until another list is needed.

Big Vote Sought

To get as large a vote as possible, KTRH has ordered an additional 150,000 reprints of the ad which will be distributed to Houston-area homes, community leaders, advertising agencies, etc.

"When the reprints are added to the Chronicle's circulation, we figure this will give our station a potential of 500,000 'music programmers' in our listening area," McGregor told Billboard.

This list from which listeners will pick music selections is actually a combination of several elements, and is based on charts in Billboard, ASCAP and BMI logs, and other trade sources. Selections include obvious pop

Focus on the Deejay Scene



SHIRLEY HORN, husky-voiced Mercury recording artist, has been on a promotion tour in connection with her latest wax for the label, "Wild Is Love." Here, Shirley visits Paul (Fat Daddy) Johnson, platter spinner at Baltimore's WSID. The thrush, who is also a talented keyboard stylist, makes her album debut in a soon-to-be released package.

A LOT TO SHOUT ABOUT from **LONDON RECORDS** and **LONDON INTERNATIONAL**

Sensational follow-up to TELSTAR...

**THE TORNADES
GLOBETROTTIN'**

LONDON RECORDS 9579

...and here's another big new one by
THE TORNADES
RIDIN' THE WIND
(from the LP 3279)
LONDON RECORDS 9581

NO. 1 IN ENGLAND
(Over 200,000 in first 2 weeks)

Jet Harris & Tony Meehan

DIAMONDS

LONDON RECORDS 9589

Karl Denver
PASTURES OF PLENTY

B/W Blue Weekend

LONDON RECORDS 9576

Tony Hatch
OUT OF THIS WORLD

45-10523 **LONDON - INTERNATIONAL**

Frank Chacksfield
LAWRENCE OF ARABIA
B/W
PARAKEETS OF PARAGUAY

LONDON RECORDS 9580

Georgia Brown (Star of "Oliver")
AS LONG AS HE NEEDS ME

LONDON RECORDS 9562

NO. 2 IN ENGLAND

Maureen Evans
LIKE I DO

10607

LONDON - INTERNATIONAL

LP's ON THE MOVE...



What Kind Of Fool Am I?, Melinki Melchick, Someone Nice Like You, Gonna Build A Mountain, Once In A Lifetime, I Wanna Be Rich
Mono AM 58001
Stereo AM5 88001



What Kind Of Fool Am I?, Once In A Lifetime, Gonna Build A Mountain, Where Is Love?, Oliver, As Long As He Needs Me, others.
Mono LL 3270
Stereo PS 270



Telstar; Popeye Twist; Theme From A Summer Place; Jungle Fever; The Breeze And I; Love And Fury; Ridin' The Wind; Earthy; Chasing Moonbeams; Dreamin' On A Cloud; Red Roses And A Sky Of Blue; Swinging Beefeater
Mono LL 3279



September Song (verse); Jenny; Pirate Jenny; Alabama Song; Speak Low; If Never Was You; My Ship; Mack The Knife; Barbara's Song; Surabaya Johnny; Fürchte Dich Nicht; September Song (chorus)
Mono LL 3274

From the smash off-Broadway show...

John Jennings
Riverwind

"It is not often that an off-Broadway musical is blessed with such agreeable tunes and lyrics. JOHN JENNINGS is a composer of talent."
HOWARD TAUBMAN - N.Y. Times

"The musical comedy scene is considerably brighter because of 'Riverwind'. It's a delight. If you don't go out humming at least two or three tunes, there is something wrong with your ears."
CUE MAGAZINE

the original cast LP
with full orchestra



Hit show single...
Ginny Mason
RIVERWIND
9578 **LONDON RECORDS**

Mono AM 48001
Stereo AM5 78001

VOX JOX

By CHARLES SINCLAIR

SAFETY FIRST: If the deejays at Pittsburgh's KQV don't stand up to take a bow when they're on the air, you'll know why. As part of a safety promotion, the station's platter spinners this month are wearing auto seat belts while seated before their turntables playing records for their Western Pennsylvania audience. The belts are also being offered to listeners at \$5 each, complete with special KQV decal.

FLEDGLING: Attention, deejays: Want to play "Big Brother"? Here's your chance. The following letter was received last week by Vox Jox from Owen Midgley who lives at 50 Loomis Avenue, Westfield, Mass. Penned Owen: "Dear Sirs: I was wondering if you would send me any information you have on radio announcing and ham radio

operating. I am 14 and would like to be a disk jockey. Yours Truly." Okay, fellows, write him the scoop.

CHANGE OF THEME: Gene Nixon has left his program slot with the McClendon stations and has moved to Miami to take over the 6-9 a.m. morning slot on Storz-owned WQAM. . . . Larry Ford is leaving WHBG, Harrisonburg, Va. (near Washington) to join the deejay staff on WCRO, Johnstown, Pa.

Frank Benny has been named afternoon deejay host on KISN, Portland, Ore., having been a spinner at KEX in the same city. . . . Mort Crowley, comic-slanted deejay at WLS, Chicago, has left the Windy City for new platter chores at KHJ, Hollywood.

(Continued on page 55)

**DEALER'S CHOICE
(IT'S A 2 SIDED HIT!)**



JANICE WEAVER

NORWOOD'S OWN QUEEN OF HEARTS

[Is Betting On You] MR. DEE-JAY to play

'THE GAME' b/w 'ROBBIE'

NM-45-106

Coming Up Strong

NAPOLEON TYCE

singing

"PAPER DOLL"

b/w

"SITTING HERE"

NM 45-105

"A STREET CALLED SUMMER"

b/w

"THE ROCKER REVIVAL"

as played by

THE SYMPHONY DE PARIS

NM 45-103

Order From Your Nearest Distributor

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| Apex-Martin, Newark | F. & F., Charlotte | Metro, Buffalo | Southland, Atlanta |
| Benart, Cleveland | Heilicher, Bros., Minneapolis | Microphone, Honolulu | State, Cincinnati |
| Beto, New York | Indiana State, Indianapolis | Music City, Nashville | Tone, Hialeah |
| Big State, Dallas | M. B. Krupp, Phoenix | Music Service, Great Falls | United, Houston |
| C & C, Seattle | M. B. Krupp, El Paso | John O'Brien, Milwaukee | |
| Chaffin, Oakland | Soul Lomper, Philadelphia | Record Sales, Memphis | |
| | Bill Lawrence, Pittsburgh | Roberts, St. Louis | |

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 2

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	WALK RIGHT IN	By Darling-Svanoe—Published by Eyerson (BMI)	3
2	2	HEY PAULA	By Hildebrand—Published by LeBill-Marbill (BMI)	3
3	6	THE NIGHT HAS A THOUSAND EYES	By Welman-Wayne Garrett—Published by Blen-Mahs (ASCAP)	6
4	3	GO AWAY LITTLE GIRL	By Goffin-King—Published by Aldon (BMI)	9
5	10	MY COLORING BOOK	By Ebb-Kander—Published by Sunbeam (BMI)	3
6	14	LOOP DE LOOP	By Vann-Dung—Published by Tobi-Ann & Vann (BMI)	4
7	12	UP ON THE ROOF	By Goffin-King—Published by Aldon (BMI)	6
8	11	IT'S UP TO YOU	By Jerry Fuller—Published by Four Star (BMI)	6
9	5	TELL HIM	By Bert Russell—Published by Mellin (BMI)	7
10	8	MY DAD	By Mann-Weil—Published by Aldon (BMI)	7
11	18	YOU'VE REALLY GOT A HOLD ON ME	By Robinson—Published by Jobete (BMI)	3
12	7	TWO LOVERS	By W. Robinson—Published by Jobete (BMI)	7
13	4	TELSTAR	By Meek—Published by Campbell-Connelly (ASCAP)	11
14	—	RUBY BABY	By Lieber-Stoller—Published by Tiger (BMI)	1
15	17	HALF HEAVEN—HALF HEARTACHE	By Schroeder-Gold-Goehring—Published by Arch (ASCAP)	4
16	—	WALK LIKE A MAN	By Crewe-Gaudio—Published by Saturday-Gavadema (ASCAP)	1
17	15	I SAW LINDA YESTERDAY	By Leo-Reynolds—Published by Jack (BMI)	5
18	27	FROM A JACK TO A KING	By Miller—Published by Dandelion (BMI)	2
19	—	RHYTHM OF THE RAIN	By Gummoe—Published by Sherman-DeVorzon (BMI)	1
20	13	HOTEL HAPPINESS	By L. Carr-E. Shuman—Published by Dayben-Manson (ASCAP)	9
21	22	DON'T MAKE ME OVER	By David-Bacharach—Published by Bacharach-Jac (ASCAP)	4
22	19	I'M GONNA BE WARM THIS WINTER	By Hunter-Barkan—Published by Merna (ASCAP)	3
23	20	EVERYBODY LOVES A LOVER	By R. Allen-R. Adler—Published by Korwin (ASCAP)	6
24	9	LIMBO ROCK	By W. E. Strange-Jon Sheldon—Published by Four Star-Twist (BMI)	16
25	28	CINNAMON CINDER	By Regan—Published by Algrace (BMI)	2
26	—	FLY ME TO THE MOON—BOSSA NOVA	By Howard—Published by Almanac (ASCAP)	1
27	16	PEPINO THE ITALIAN MOUSE	By Allen-Merrell—Published by Romance-Ding Dong (BMI)	7
28	29	LITTLE TOWN FLIRT	By Shannon-McKenzie—Published by Vicki-McLaughlin (BMI)	2
29	—	HE'S SURE THE BOY I LOVE	By Mann-Weil—Published by Aldon (BMI)	1
30	—	YOU'RE THE REASON I'M LIVING	By Darin—Published by Adaris (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. WALK RIGHT IN**—Momentum, Era 3099; Rooftop Singers, Vanguard 35817.
- 2. HEY PAULA**—Paul & Paula, Philips 49984.
- 3. THE NIGHT HAS A THOUSAND EYES**—Bobby Lee, Liberty 55521.
- 4. GO AWAY LITTLE GIRL**—Steve Lawrence, Columbia 42681.
- 5. MY COLORING BOOK**—George Chakiris, Capitol 4892; Kitty Kallen, RCA Victor 8124; Sami Stewart, Colph 449; Barbara Streisand, Columbia 42648.
- 6. LOOP DE LOOP**—Johnny Thunder, Diamond 129.
- 7. UP ON THE ROOF**—Drifters, Atlantic 2161.
- 8. IT'S UP TO YOU**—Rick Nelson, Imperial 5901.
- 9. TELL HIM**—Exciters, United Artists 244; Ed Townsend, Liberty 55516.
- 10. MY DAD**—Paul Peterson, Colpix 663.
- 11. YOU'VE REALLY GOT A HOLD ON ME**—Miracles, Tamla 54873.
- 12. TWO LOVERS**—Mary Wells, Motown 1835.
- 13. TELSTAR**—Turnstones, London 9561; Margie Singleton, Mercury 72079.
- 14. RUBY BABY**—Dion, Columbia 42662; Drifters, Atlantic 1089.
- 15. HALF HEAVEN—HALF HEARTACHE**—Gene Pitney, Mustang 1826.
- 16. WALK LIKE A MAN**—Four Seasons, Vee Jay 485.
- 17. I SAW LINDA YESTERDAY**—Dickey Lee, Smash 1719.
- 18. FROM A JACK TO A KING**—Ned Miller, Faber 114.
- 19. RHYTHM OF THE RAIN**—Cascades, Vantage 4826.
- 20. HOTEL HAPPINESS**—Brook Benton, Mercury 72855.
- 21. DON'T MAKE ME OVER**—Dionne Warwick, Scepter 1239.
- 22. I'M GONNA BE WARM THIS WINTER**—Connie Francis, MGM 13116.
- 23. EVERYBODY LOVES A LOVER**—Shades, Scepter 1243.
- 24. LIMBO ROCK**—Chubby Checker, Parkway 849; Billy Wade, Twin Hits 2033; Dave Pina, Prestige 242.
- 25. CINNAMON CINDER**—Clodors, Warner Bros. 5326; Pastel Six, Zen 182.
- 26. FLY ME TO THE MOON—BOSSA NOVA**—Eytie Gorme, ABC-Paramount 10383; Joe Harrell & His Ork, Kapp 497; Tony Martin, Dot 16361; Mark Murphy, Riverside 4528; Susan Raker, Kapp 382; Felicia Sanders, Decca 31335; Rhoda Scott Trio, Tro Sound 418; April Stevens, Imperial 5907.
- 27. PEPINO THE ITALIAN MOUSE**—Lou Monte, Reprise 38186.
- 28. LITTLE TOWN FLIRT**—Del Shannon, Big Top 3131.
- 29. HE'S SURE THE BOY I LOVE**—Crystal, Philips 199.
- 30. YOU'RE THE REASON I'M LIVING**—Bobby Darin, Capitol 4897.

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

**San Francisco's
KFSO Honored
By Gavin Report**



KSFO's JACK CARNEY

SAN FRANCISCO — Radio station KSFO was given three honors last month by none other than Billboard's own Bill Gavin, contributing editor, in his "Radio Men of the Year" poll published in the Gavin Record Report.

Deejay Jack Carney was named number one disk jockey of the year; Elma Greer Bomba, music librarian, won highest honors as the Music Director of the year for a non rock and roll station; and Al Newman received the runner-up award as program director.

According to Gavin, "the ability of non-rock pop stations like KSFO in San Francisco to earn top revenues has impressed many station owners, but few have been able to imitate the formula for success."

KSFO officials respond with their "secret": "It isn't the formula, it's the people."

**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

THE FLEETWOODS SING FOR LOVERS BY NIGHT—(Dotcom RLP 2020, RST 8020) "Soft Eyes" (Miller, ASCAP) (3:38)

THE HI-LO'S HAPPEN TO BOSSA NOVA—(Reprise R 6066, R 9-6066) "O-Pad" (The Duck) (Cromwell, ASCAP) (3:08)

JUST TURN ME LOOSE — George Maharis (Epic LN 24037, BN 26037) "I Wanna Be Loved" (Famous, ASCAP) (3:16)

WALK RIGHT IN—The Rooftop Singers (Vanguard VRS 9123, VSO 2136) "Shores" (3:39)

JAZZ

MONK'S DREAM—The Famous Monk Quartet (Columbia CL 1965, CS 4765) "Just a Gigue" (Da Silva, Brown & Henderson; Alamo Music ASCAP) (2:28)

MY SON THE JAZZ DRUMMER—Steddy Mann (Contemporary ST628, M 3609) "Tanna" (Milo, ASCAP) (3:32)

LATIN AMERICAN

SLIGHTLY LATIN—Paul Smith Quartet (MGM E 4032, SE 4032) "My Romance" (ASCAP) (3:17)

COUNTRY

SOLDIER, SING ME A SONG—Bill Clifton (Starday RLP 213) "There's a Star-Spangled Banner Waving Somewhere" (Miller, ASCAP)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Rank	Rank	TITLE, ARTIST, LABEL	Rank
1	1	WALK RIGHT IN, Rooftop Singers, Vanguard 35017	5
2	3	THE NIGHT HAS A THOUSAND EYES, Bobby Vee, Liberty 55521	9
3	2	GO AWAY LITTLE GIRL, Steve Lawrence, Columbia 42601	13
4	5	IT'S UP TO YOU, Rick Nelson, Imperial 5901	8
5	4	MY DAD, Paul Peterson, Colpix 663	12
6	6	HALF HEAVEN—HALF HEARTACHE, Gene Pitney, Musicor 1026	8
7	7	MY COLORING BOOK, Kitty Kallen, RCA Victor 8124	7
8	8	MY COLORING BOOK, Sandy Stewart, Colpix 669	6
9	9	FLY ME TO THE MOON—BOSSA NOVA, Joe Marshall and Ork, Kapp 497	6
10	11	SHAKE ME, I RATTLE (Squeeze Me, I Cry), Marion Worth, Columbia 42640	6
11	14	CAST YOUR FATE TO THE WIND, Vinca Guaraldi Trio, Fantasy 563	9
12	13	JAVA, Floyd Cramer, RCA Victor 8116	6
13	19	YOUR USED TO BE, Brenda Lee, Decca 31454	2
14	18	SETTLE DOWN, Peter, Paul and Mary, Warner Bros. 5334	3
15	15	SHE'LL NEVER KNOW, Brenda Lee, Decca 31454	2
16	20	I WANNA BE AROUND, Tony Bennett, Columbia 42634	4
17	—	THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	2
18	—	WHAT WILL MARY SAY, Johnny Mathis, Columbia 42666	2
19	16	CHICKEN FEED, Bent Fabric, Atco 6245	4
20	10	TROUBLE IS MY MIDDLE NAME, Bobby Vinton, Epic 9561	9

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
January 27, 1958**

1. At the Hop, Danny & the Juniors, ABC-Paramount
2. Stood Up, R. Nelson, Imperial
3. Great Balls of Fire, J. L. Lewis, Sun
4. Peggy Sue, B. Holly, Coral
5. April Love, P. Boone, Dot
6. Get a Job, Silhouettes, Ember
7. Tell Along Silvery Moon, Billy Vaughn, Dol
8. The Strull, Diamonds, Mercury
9. Supertime, McGuire Sisters, Coral
10. La Dee Dah, Billy and Lillie, Swan

**POP—10 Years Ago
January 27, 1953**

1. Don't Let the Stars Get in Your Eyes, P. Comb, RCA Victor
2. Why Don't You Believe Me! J. James, MGM
3. Till I Waltz Again With You, T. Brewer, Coral
4. Glow Worm, Mills Brothers, Decca
5. Kneep It a Secret, J. Stafford, Columbia
6. Oh, Happy Day, D. Howard, Ezra
7. Have You Heard, J. James, MGM
8. Tell Me You're Mine, Gaylords, Mercury
9. Because You're Mine, Marie Lanza, RCA-Victor
10. You Belong to Me, J. Stafford, Columbia

RHYTHM & BLUES—5 Years Ago—January 27, 1958

- At the Hop, Danny & the Juniors, ABC-Paramount
Get a Job, Silhouettes, Ember
Peggy Sue, B. Holly, Coral
Don't Let Go, R. Hamilton, Epic
Raunchy, E. Freeman, Imperial

- La Dee Dah, Billy & Lillie, Swan
You Send Me, J. Cooke, Kapp
I'll Come Running Back to You, J. Cooke, Specialty
Great Balls of Fire, Jerry Lee Lewis, Sun
The Strull, Diamonds, Mercury

**Rules Should Make
FM Shape Up, Too,
Says Broadcaster**

WASHINGTON — Highlights in the two-day talks between broadcasters and the Federal Communications Commissioners here last month included among others, a reverse twist on FM as a competitor outmaneuvering AM, by communications lawyer, engineer and all around broadcaster, Robert M. Booth of this city.

Said Booth: "The time has come to recognize and accept the fact that AM and FM are both aural services and that, to an increasing degree, AM and FM stations in the same area

are competitive with each other, not only for the listener, but also for the advertiser's dollar.

"FM no longer can be ignored when considering the economic problems of AM. Many FM stations provide practically no so-called public programming, and others provide little or no news," he said. "By concentrating on music almost exclusively, many FM stations 'take the cream off the top' and leave the 'skim milk' for the AM stations. I sincerely believe the economic ills of FM are far greater than AM, and unless solved, will further increase the economic ills of AM. The Commission cannot long continue applying different standards of performance for AM and FM stations."



THE ART OF RECORDING

presented by

NEW YORK UNIVERSITY

in cooperation with

**NATIONAL ACADEMY OF
RECORDING ARTS AND SCIENCES**

on nine consecutive Tuesday evenings

from 6:30 to 8:00 p.m.

at the RCA Exhibition Hall

40 West 49th Street, New York

THE ART OF RECORDING will describe, discuss and dissect the many facets of the industry as seen by the record producer, the a. and r. man. At each meeting a panel of persons well known in the industry will articulate the record producer's unique interest in the entire process of record making.

Feb. 5—RECORDING DATE PREPARATIONS—David Kapp, moderator; Charles Seton and Jerry Wexler, panelists.

Feb. 12—REPERTOIRE AND ITS CONTRIBUTORS—Joe Csida, moderator; Archie Bleyer and Al Nevins, panelists.

Feb. 19—THE SPECIAL ARTIST—Goddard Lieberson, moderator; Seymour Solomon and a jazz-artist-to-be-selected, panelists.

Feb. 26—RECORDING ARRANGEMENTS AND TECHNIQUES—Dick Olmsted, moderator; Tom Dowd and Howard Scott, panelists.

Mar. 5—POST-RECORDING TECHNIQUES AND NEW DEVELOPMENTS—Peter Goldmark, moderator; Jack Pfeiffer and Al Weintraub, panelists.

Mar. 12—THE SALES DEPARTMENT—Arnold Maxin, moderator; Jack Loetz and Larry Newton, panelists.

Mar. 19—SPECIAL MARKETS—Dario Soria, moderator; Nat Shapiro and John Stevenson, panelists.

Mar. 26—SPECIALTY RECORDS—David Hall, moderator; Moses Asch and Arthur Shimkin, panelists.

Apr. 4—A LIVE RECORDING SESSION—Jack Somer, moderator.

THE ART OF RECORDING enrollment is limited by the capacity of the Exhibition Hall. Applications will be accepted in order of receipt. The fee for the nine session course is seventy five dollars.

Raymond N. Wilburn, Bureau of Conferences and Institutes, New York University, 6 Washington Square North, New York 3, N. Y.

I wish to enroll in The Art of Recording and enclose check for \$75.00 payable to New York University.

I am interested in knowing more about The Art of Recording. Please send me additional literature.

NAME _____ ADDRESS _____

CITY _____ STATE _____ TELEPHONE NO. _____

A SMASH!

Dodie Stevens

"DADDY COULDN'T GET ME ONE OF THOSE"

b/w

"DON'T SEND ME ROSES"

#5908

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EQUIPMENT NEWSLETTER

Enough FM in Air To Spur On Sales

NEW YORK—While the majority of FM broadcasters are not yet stereocasting, enough are doing so to have an effect on sales of stereo-FM receivers, tuners and consoles. A national survey of FM stations indicates that major markets—representing more than 80 per cent of all home entertainment equipment sales—have enough stereo in the air to make the difference between "No Sale" and lively business at the cash registers of music stores, appliance dealers and audio outlets.

In terms of numbers of stereo-FM outlets, Chicago is a front-runner with six. Philadelphia, Houston, Seattle, San Francisco and Los Angeles have five stereo-FM outlets each.

But numbers alone don't tell the whole story. The ability of the consumer to receive stereo signals depends on a number of factors: the signal strength of the station itself, the sensitivity of the consumer's FM tuner, and whether or not he uses an antenna. The number of stereo hours programmed by a station is still another factor. For example, Minneapolis, with two stereo-FM outlets, may have as much as 20 hours of stereo programming a day between the two, while Detroit, with five stereo-FM stations, may program as little as 10 stereo hours a day.

Owners of high fidelity equipment in the Philadelphia area consider themselves stereo-rich. They have five stations in their city and can pick up stereo signals from stations in nearby Camden and Wilmington as well. By comparison, New Yorkers are poor. Only two outlets here beam two-channel signals. With good equipment, a stereo-minded listener can pick up another three stations located in New Jersey and Long Island.

Dealers with a stake in stereo-FM sales are not helpless. They encourage local FM broadcasters to air more two-channel signals by noting the amount of stereo-FM and promoting the fact to their customers.

Some dealers mimeograph a weekly listing of stereo shows

for counter use and mailing to prospects. Others post a listing in their stores as a reminder to stereo owners and as a conversation starter among non-owners.

If sales of stereo-FM equipment in a particular area are not up to par, only part of the blame may be laid at the doorstep of the FM broadcaster.

Full QXR Net Meet

NEW YORK—The 43-station QXR Network held its first national affiliates meeting in this city last week, with representatives of virtually every FM station in the network's lineup attending.

Focus of the meeting was on new program plans. Sales and a broad-scale audience research project which the QXR web recently undertook.

'FAMILY' HOPS ACROSS BORDER

TORONTO — The "First Family" influence is spreading beyond the U. S. borders.

Canadians are yakking it up over "The President's Canada Conference," a JFK spoof on the Astral label reportedly drawing Dominion action.

Record is the brainchild of Allen Farrell, promotion manager of Toronto's CHUM, and station personality Gerry Ferrer, who does the Meader bit in the waxing.

New Method Can Cut Disk On 5¢ Paper

WASHINGTON — A Japanese electrical engineer has developed a workable method of recording on paper. The engineer, Yoshiro Nakamatsu, recently demonstrated his system, known as Nakavision, to U. S. electronic interests here.

Performing essentially the same function as a tape recorder, the Nakavision is a portable, transistorized unit which records and reproduces sound from a specially treated paper known as Nakapaper.

According to the Washington Post, the system costs \$89.50 and the paper is priced at a nickel a sheet. Each sheet records about five minutes of material. Another advantage is the fact that written information on what has been recorded can be inscribed on one side of the sheet. The paper can also be folded. The machine is portable and fits a case about the size of a small briefcase.

Easy Chair Spells Soft Sell in Hi Fi

NEW YORK—Demonstrating high fidelity equipment in the most favorable decor is a proved sales-builder, and Bill Colbert, head of the four-store Audio Exchange chain here, has gone all-out in this direction by setting up a completely decorated living room in his Jamaica outlet.

The room has been fitted out with the Royal Danish systems in mind and features wall-to-wall carpeting, indirect lighting, luxurious drapes and contemporary furniture.

"Until now," Colbert says, customers have been forced to listen to hi fi in an unreal atmosphere, either in an artificially engineered room or in the midst of a shop with phones ringing and music coming from all sides. Now he gets a chance to shop leisurely and listen to the sound in conditions approximating his own living room. He can smoke a cigaret and even take off his shoes."

In the midst of a pleasant.
(Continued on page 53)



CHAMPLIN CLOCK Company, San Francisco, has come up with an ideal new tie-in product for record stores. The record clock employs a 45 r.p.m. single superimposed on an LP size disk. The single rotates at one r.p.m. as a second hand. The hour and minute hands are mounted behind the single second hand and a dozen brass dots on the perimeter of the LP mark the hours. San Francisco distributor, Melody Sales Company, has also used a quantity of the clocks as holiday gifts for deejays. List price is \$10.95.

EQUIPMENT NEWSLETTER

By DAVID LACHENBRUCH
Billboard Contributing Editor
Managing Editor, Television Digest



THAT'S GOLD IN ACCESSORIES. No auto dealer would dream of letting a customer drive away without chrome rim-protectors, white-wall tires, a radio, seat covers, seat-cover covers and seat-cover-protectors. Often there's more profit in the accessory "pack" than in the car itself.

There are some legitimate and very appealing phono and radio-phono accessories with good built-in profits, requiring little storage space. What's more, they are highly demonstrable, and sell on sight (or hearing). By selling these, you are often doing your customer a real favor—in addition to increasing your profit on the sale.

We have in mind two powerfully attractive items—one relatively old but just coming into its own, and one brand new. They are stereo headphones and a new small indoor FM antenna system.

Both of these accessories were originally introduced for the audiophile who collects expensive hi-fi components. But they are relatively low-priced, and can be sold just as easily with packaged phono goods.

STEREO HEADPHONES. The stereo phone fad is spreading rapidly. Although sales last year were only in the "hundreds of thousands," according to Marvin L. Buchalter, sales manager of Superex Electronic Corp., one of the leading stereo headphone manufacturers, they'll probably level off at a million a year or so.

You can almost ad lib the advantages of stereo phones to your customers: Greater stereo effect than speakers, private listening to stereo while the rest of the family watches TV, late-night listening, etc. They can be used with stereo radio, tape recorders, electronic organs as well as with phonos.

They can be sold as an impulse item. Attach stereo phones to the phonographs on your floor. Who can resist picking up a headphone and listening to it? Stereo headphones often can lead to the sale of a stereo phonograph, because of the dramatic demonstration possible when you switch from mono to stereo.

Some dealers have found that the phones actually sell themselves. They equip their record listening booths with stereo phones, and report beneficial effects in sales of both records and headphones. A small card near the turntable says: "Try the stereo headphones. Buy a set to use at home."

Even the purchaser of a portable stereo phonograph is a good prospect for a headphone sale. If the phonograph has speaker jacks, plug the headphone into them, put on a good demonstration record—and watch the customer's face.

You can demonstrate stereo headphones to every prospect. Virtually nobody will refuse to listen. They retail from about \$24 up. Among the leading stereo phone manufacturers are Electronic Application (AKG phones), Koss Electronics and Superex Electronic Corp. Imports are also available.

FM ANTENNA SYSTEMS. FM stereo can be a big hypo to the console phono business. Not long after the first FM stereo receivers hit the retail counters, however, it became obvious that a good antenna was necessary to receive proper stereo in most locations.

This was both boon and bane. It meant an opportunity to sell antennas as add-ons with receivers for FM stereo. The need for outdoor antennas in many areas, however, acted to discourage some consumers from buying FM stereo. And many stores aren't equipped to install antennas. Some engineers say an FM stereo set can be hooked up to the TV antenna (though a special coupler) for satisfactory reception. There are others who insist that this approach won't work properly.

This confusion and fuss about outdoor antennas has killed some sales of FM-stereo-equipped console phonos, just because customers often don't want to be bothered with the trouble and expense of an additional outdoor hook-up—or they live in apartment houses where outdoor antennas aren't permitted. On the other hand, there have been some dissatisfied customers who bought FM stereo sets and have been disappointed with the results produced by the normal built-in line-cord antenna.

It was inevitable that something would be offered to fill this void. It seems to be here now, judging from early reports. If it lives up to advance billing and reputation, it should go a long way toward satisfying customers—and providing accessory sales.

Just beginning national distribution—on both one-step and two-step basis—is a new indoor FM antenna system which contains antenna, transistorized pre-amplifier and special matching transformer. The whole thing is smaller than a cigar box and lists at \$29.95.

Made by Gallo Electronics Corp., New Rochelle, N. Y., the antenna has been test-marketed on a direct mail-order basis since December 14, with \$100,000 in sales so far. Carl Gallo, the president—who recently was director of the Lincoln School of Radio-Electronics—told us that his warranty return cards indicate that about four out of five purchasers of the Gallo antenna are using it for FM stereo.

The system is easily demonstrable in the store, according to Gallo. In most cases, the improvement in the signal—on both monaural and stereo FM—is immediately apparent.

In its trial marketing run, Gallo said, almost all purchasers were owners of component stereo systems. However, there's absolutely no reason why the antenna can't be sold with packaged goods with even greater success—since the package console purchaser usually is even more squeamish than the component bug about the bother of an outdoor antenna.

The Gallo antenna system currently is available only in the East, but distribution will go nationwide soon. We singled out the Gallo unit in this report because it seems to be unique among indoor FM antenna systems at this writing. We have no doubt that other outdoor-antenna-eliminators will come along, also aimed at solving FM stereo's most serious problem.

Meanwhile, this highly promotable device can represent an extremely demonstrable, quick and easy accessory sale.



DEALER TIP OF THE WEEK: Use of component high fidelity for disk demo has twofold purpose. First, records sound better and more disk sales result. Second, attention is focused on the system itself and leads to equipment sales and custom installations. An important by-product of the demo set-up is that the disks are handled only by sales clerks—no pilferage, no shopworn merchandise.

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.

CAMEO-PARKWAY—Expires January 31, 1963.

Twelve and one-half per cent discount on entire catalog plus new releases.

VANGUARD—Expires January 31, 1963. Started January 14, 1963.

On the new album "The Rooftop Singers" a special 15 per cent discount is offered.

DOT—Expires January 31, 1963. Started December 26, 1962.

Three programs: On albums: 10 per cent cash discount for mono and 15 per cent for stereo on LP's in category A; 15 and 10 per cent on category B albums, and 20 and 25 per cent on category C albums. On EP's: 25 per cent discount. On single prepacks: 20 per cent discount.

AUDIO-FIDELITY—Expires February 15, 1963. Started January 1, 1963.

Label is offering one for three on the complete catalog.

ELEKTRA—Expires February 15, 1963. Started January 1, 1963.

Label is offering a 10 per cent restocking plan on firm's complete catalog.

LENOX—Expires February 15, 1963. Started January 21, 1963.

Buy 10 get two free on the Little Esther Phillips LP "Release Me."

LIBERTY-DOLTON—Expires February 15, 1963. Started December 31, 1962.

A 10 per cent cash discount taken off the face of the invoice on dealer orders. A 15 per cent cash discount on individual dealer orders of 200 or more LP units. Plan covers new releases plus entire catalog.

MERCURY—Expires February 15, 1963. Started January 1, 1963.

Label is offering a 15-free-with-each-100-purchased deal on its January release of 30 LP's plus selected items from firm's entire catalog. See page 5, January 5 issue, for details.

PRESTIGE-PRESTIGE INTERNATIONAL—Expires February 15, 1963.

Started January 1, 1963.

Fifteen per cent discount on all Prestige LP's by Jack McDuff, Willis Jackson, Etta Jones, Herbie Mann and the MJQ. Ten per cent discount on complete Prestige International catalog.

PHILIPS—Expires February 15, 1963. Started January 1, 1963.

Firm is giving a 10 per cent discount on its entire catalog including new releases.

ROULETTE—Expires February 25, 1963. Started January 21, 1963.

On the Roulette, Roost, Tico and Gee product, distribs and dealers may return \$1 worth for every \$5 purchased.

ATLANTIC-ATCO—Expires February 28, 1963. Started January 15, 1963.

One-for-seven on catalog plus new releases.

DECCA—Expires February 28, 1963. Started January 15, 1963.

Label is offering distributors and dealers a "special incentive plan."

DELMAR—Expires February 28, 1963. Started January 15, 1963.

Label is offering a 10 per cent discount to the distribs on all merchandise.

EPIC—Expires February 28, 1963. Started January 7, 1963.

Label offers 15 per cent discount on all LP and tape product in the catalog as well as on all new releases.

CAPITOL—Expires February 28, 1963. Started January 1, 1963.

Three programs for dealers: One LP for 61 cents for each one purchased at regular price on firm's Guy Lombardo catalog of 17 LP's; one-free-for-two purchased on the Capitol-of-the-World album series; a flat 20 per cent off the invoice on Capitol Classics series.

KING—Expires February 28, 1963. Started December 24, 1962.

Label is offering a 15 per cent cash discount off the face of the invoice on the entire King, Bethlehem and Audio Lab LP catalogs.

STARDAY—Expires March 1, 1963. Started January 1, 1963.

Label is offering distribs and dealers 3 for 10 on 120 specified items from catalog.

ABC-PARAMOUNT—Expires March 31, 1963. Started January 3, 1963.

Label is offering 12½ per cent discount on complete catalog plus new releases.

IMPULSE!—Expires March 31, 1963. Started January 3, 1963.

Twelve and one-half per cent discount on new releases and 20 per cent discount on catalog items.

KAPP—Expires March 31, 1963. Started January 21, 1963.

Ten per cent discount on catalog plus new releases.

VANGUARD—For limited time only. Started January 21, 1963.

Fifteen per cent discount (qualified dealers only) on the Rooftop Singers' first LP, "Walk Right In."

Congress Mulling Bill to Cut Mfrs.' Excise Taxes

WASHINGTON—A bill to halve the 10 per cent manufacturers' excise tax on phonograph records, phonographs, TV and radio sets has been introduced by Rep. Sylvio Conte (R., Mass.).

Familiar faces among the bills crowding the calendar of the 88th Congress include legislation to remove the excise tax on musical instruments, to halve or drop the cabaret tax and to eliminate all retail and manufacturer excise taxes.

High-fidelity manufacturers will again push for passage of a bill to exclude high-fidelity components from the excise tax presently applied to radio and TV components, cabinets, et al. This term's spearheader is H. R. 195, by Rep. Thomas O'Neill (D., Mass.). It would protect the hi-fi manufacturer from Internal Revenue Service's declared intention to put the tax on hi-fi components, although it had previously accorded these a tax-free status, as it does for comparatively new and hard-pressed industries. Similar legislation to protect the new growth of the tape recording manufacturers was passed in an earlier congress.

The culture push is on with bills to promote the American performing arts one to set up a National Arts Foundation, to provide grants for matched funds for States with cultural programs and projects, and to strike a Medal of Merit for citizens who have made significant contributions to the country's arts and humanities, as well as to its military glories.

A parade of Fair Trade, or "quality stabilization" bills as they are now called, will come up for their perennial consideration. These bills would protect brand-name product from resale at discount or in loss-leader selling.

Klein's to Open Branch in Philly

PHILADELPHIA — Retail record trade here already facing heavy competition in the large Northeast section of the city from such giants as Korvette's and Sears, is now awaiting the onslaught of another in S. Klein.

The famous New York dress store in opening a local branch has created a shopping center for itself in the northeast area, and among the operations in addition to the dresses will be an S. Klein Records shop.

Geared to discount trade, S. Klein Records will handle, besides records, tape recordings, phonograph record supplies and accessories.

Merc Handles Yeomen Disks

CHICAGO — Mercury Records will distribute nationally the Yeomen's new LP and single. The record was cut by Hi Top Records, in Minneapolis, which will continue to handle distribution in the Twin Cities. Mercury is also acting as adviser to the Junior Achievement recording company on future releases.

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 earnings 3% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$61 AND \$80

POSITION			BRAND	% OF TOTAL POINTS
This Issue	11/3/62 Issue	8/4/62 Issue		
1	2	2	Magnavox	22.0
2	1	1	Decca	15.8
3	3	—	Masterwork	12.8
4	4	3	Voice of Music (V-M)	12.1
5	5	4	RCA Victor	9.5
6	8	5	Webcor	5.1
7	—	—	Symphonic	3.6
8	5	—	Motorola	3.4
9	—	6	General Electric	3.0
			Others	12.7

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 parentheses.

11/3/62 Issue: Phonola (5).

8/4/62 Issue: Admiral (7).

A 1ST STEP Hi-Fi Institute Backs Primer for Consumer

NEW YORK — The Institute of High Fidelity (IHF) is set to launch a massive educational program. A cornerstone of that program—already in place—is a high fidelity primer which is planned for early summer publication. Plans for the primer were set here last week (21) when Raymond Pepe, Institute president, met with publishers of various high fidelity special-interest magazines.

A publisher's committee, headed by Phil Hefferman, top man at Ziff-Davis' Hi-Fi-Stereo Review, will guide the writing and editing of the IHF book. Over-all approval of its contents will be a joint effort by the committee.

Other committee members are Warren Syer (publisher, High Fidelity Trade News and Better

Listening), and Dick Ekstract (publisher, Audio Times).

Fills Need

Reason for the book, as stated by Pepe, is that the industry has nothing suitably comprehensive and informative.

"The high fidelity story can't be told in a flyer or brochure of a few pages," Pepe told Billboard. "We plan to produce a 64-page digest-size book. It will contain chapters devoted to an explanation of each of various components. And it will give the reader a working vocabulary of high fidelity terms."

While the products of member-manufacturers will not be pictured in the IHF book, it will be illustrated with pictures of installations and drawings of how various systems go together.

The publication will be self-liquidating. In other words, it will be priced to pay for itself. Dealers will be able to buy it at cost for their personal promotion. It will be advertised and sold for 25 cents (to cover the costs of handling and mailing). And it will be sold at high fidelity shows.

Can Build List

A card, addressed back to the IHF, will be bound into the book, inviting the reader to write for further information. These inquiries will form a mail-list that members of the IHF can use for general promotion and mailing of literature.

Tentative timetable calls for the book to be ready by June 30. An allocation of funds by the IHF to the committee will take care of expenses incurred in the preparation of the material for printing.

NEW DEALER PRODUCTS

Revolving Rack

Musictapes of Chicago is using this new chromium-plated revolving wire rack for counter display of its pre-recorded tape line. There's room for one each of the firm's "36 best selling Musictapes." The unit is available free to dealers who buy the Musictapes pre-pak deal. Purchase of the deal also brings an extra 10 per cent discount.

Record Cleaner

Foam Coat is the trade name of a new record cleaner being merchandised by Fidelitone, Chicago needle and accessory manufacturer. The round-shaped sponge is treated with Fidelitone's own formula, Lubri-Stat. Cleaning power is said to remain after frequent applications. New, easel-type display unit carries 12 of the brushes and can be wall mounted or used as counter display.



Billboard BUYERS & SELLERS CLASSIFIED MART

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Any and all returnable for cash refund if shipped back to us within 48 hours.

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WRITE FOR FREE BROCHURE.

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RECORD STORES Increase Selling Efficiency

The original and most convenient record catalog service. Listings of the latest popular records by titles and artists. Punched three times a month by first-class mail. Big Books of over 250 pages of current and older numbers by titles and artists sent monthly—each month complete in itself with no need to refer to previous issues.

Three months' trial, \$10.00, or economical yearly, \$37.00. Information and samples sent on request.

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Highest Quality—
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Phone 312-381-9763 before 3 p.m.,
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MAJOR RECORD COMPANY SEEKS THE FOLLOWING JR. EXECUTIVE SECRETARY FOR TOP EXECUTIVE

Requirements: Excellent typing and steno skill, attractive appearance, college background, potential for advancement and a knowledge of music. Salary dependent upon skills and experience.

SECRETARY

Requirements: Experienced steno and typing skill (I.B.M. executive), with minimum 2 years' experience. This is an interesting and diversified position.

RECEPTIONIST FOR THE EXECUTIVE FLOOR

Requirements: Well-groomed appearance, type 55 WPM (I.B.M. executive) and have at least 6 months' experience. Salary \$65 to \$70.

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Requirements: Some clerical experience desirable and accurate typing necessary to handle Employee Insurance and Benefits. Salary \$65 to \$70.

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Must be creative, aggressive individual to handle sales of intangibles to corporate level executives. Must have at least 3 years' experience in the selling field. Salary + comm. Gross potential limited only by ability.

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PLEASE CALL FOR APPOINTMENT.
Circle 7-1095 (N. Y. C.)

MISCELLANEOUS

DEEJAY COMEDY FILLERS FOR 1963! "Days, Dates and Data" a portfolio of gag, bits, promos and matter. Sample, \$3. Show-Biz Comedy Service (Dept. MW), 65 Parkway Court, Brooklyn 35, N. Y. fe2

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

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Space for Rent.
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Central Air Conditioning.
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Check the Classified Mart in every issue of Billboard . . . see what others are doing . . . then see what you should do to meet and beat the competition.

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Please insert the following ad for _____ consecutive issues.

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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.

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.
- Deadlines: Copy received in any office by Tuesday appears in issue distributed following Monday.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

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Sold direct to dealers only
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- 12 all time favorites
- 400 color instruction photos
- Monaural, Stereo

Write for revised catalogue

WAIKIKI RECORDS

1892 Kolokau Ave.
Honolulu, Hawaii

VOX JOX

• Continued from page 50

Lee Peer is now the evening personality at KGW, Portland, Ore., having shifted from KOLO, Reno, Nev. For awhile Peer operated an advertising agency in Montana. . . . Bill Jones has been named program director of WTSN, Dover, N. H., moving from WMEX, Boston.

Julian Ross has rejoined WINS, New York, as music director, replacing Don Owens who has resigned to reactivate his talent management company. Ross formerly was music director for WHN, New York, and prior to that was a record promotion man for London Records. Interesting sidelight: on Owens' client list is Naomi Brossart, who portrays Washington's leading hostess in "The First Family" album.

FOR THE LADIES: In a move designed to catch the ear of Boston homemakers, WNAC is now airing a 1:15-3 p.m. daily show called "Words and Music" which features both information and records. On the music side of the show, the series uses listener requests, best selling albums and singles, and "the recommended release of the week as predicted to be a winner by WNAC's Music Director Al Marill." On the information side, the show features Leif Jensen and Kathy Peterson, two local personalities, who "will comment on fashion, beauty, exercise, recipes and a host of other things from cabbages to things of interest to women who like to be informed on the woman's world around and about them."

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L-A Hits to Pop

• Continued from page 28

to use more and more Latin-American disks, and as Spanish stations—there are at least one or two in cities like New York, Los Angeles and other areas—keep playing Latin records more and more new artists will bridge the gap between Latin-American and pop. Right now there are a number of new, young artists and ork leaders who are knocking at the pop doors, as a result of their strong sales in the Latin-American market.

They include Pacheco, the young flutist on Alegre, who has had four strong-selling albums on the label to date; Jose Fajardo and his ork, on Panart, who has become another favorite in the East; Pete Terrace and his ork on Tico and Colpix, and others who show up in Billboard's Latin-American charts from the major Latin markets in the United States.

Right now a Brazilian rhythm, the bossa nova, is making a solid impression on the entire pop and jazz market albums and singles featuring the catchy rhythm have taken off.

As the new year rolls on, a new dance or a new rhythm will come out of the Latin-American field—as it has for years passed—to make new sales for pop dealers, and new pop stars of top Latin American bands and combos. The Latin American field is a good one for a dealer to keep an eye on, and to stock a representative number of top Latin LP's for his customers.

East, West Likes

• Continued from page 28

Secco has turned into a hot seller for the label.

Trio Los Panchos, Mexican favorites for many years, have become solid sellers on both the East and West coasts on Columbia's EX series. In fact, they finished in the No. 5 slot on both the East and West Coast Billboard Latin American charts.

Miguel A. Mejia, the popular Mexican singer, movie and TV star, has two solid-selling albums on the West Coast, according to Los Angeles dealers: "Cantas, Romances Rancheros, Vol. IX" and "La Voz De Mexico," both on RCA Victor.

Victor leads all other labels with its top-selling albums in California, including LP's by Jose Alfredo Jimenez, Amalia Mendoza, Marco Antonio Muniz and Los Tres Ases. Columbia had three artists on the West Coast chart, including Javier Solis, Trio Los Panchos and the Sonora Santanera.

The West Coast appeared to go mainly for vocalists as against the East Coast's predilection for orchestral groups.

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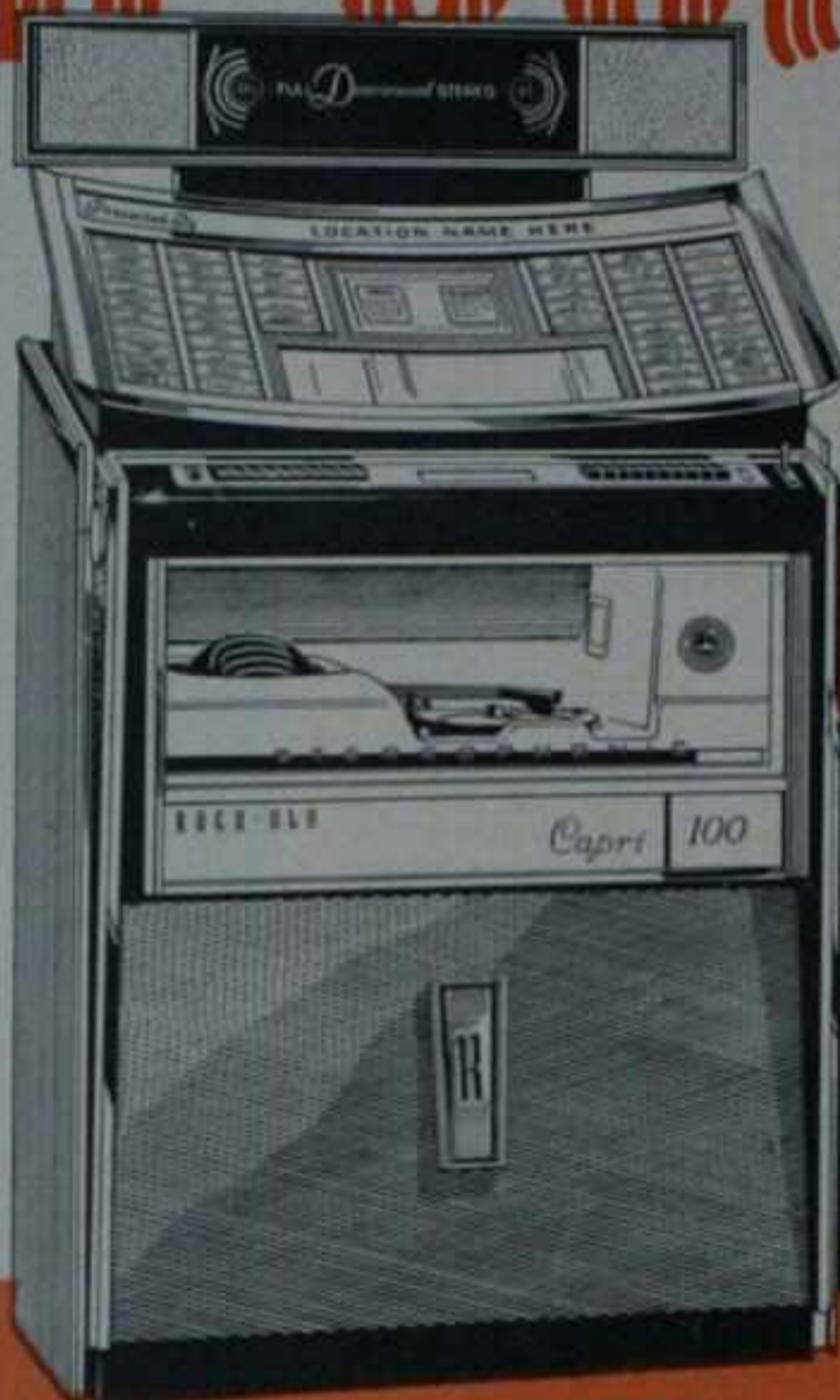
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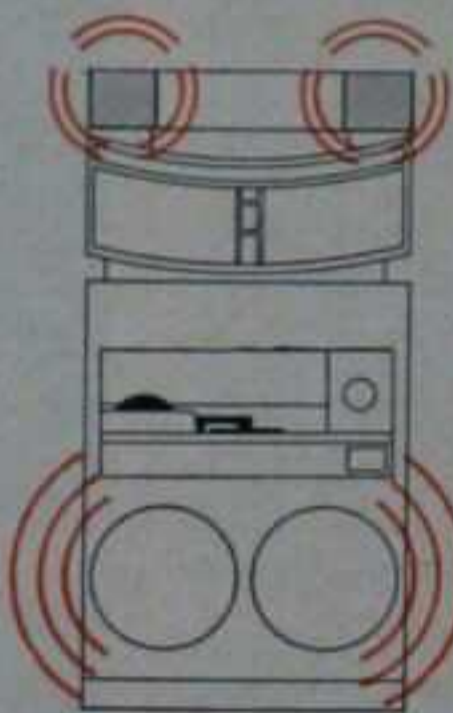
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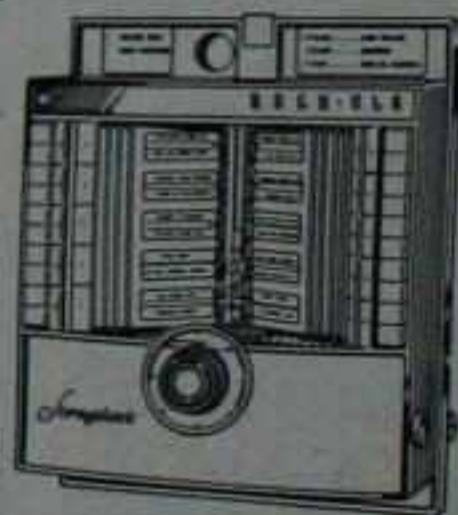
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Coin Machine OPERATING

MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
RECENT STEREO RELEASES • BULK VENDING

Trouble Welds Op Unity

By AARON STERNFIELD

ALBANY, N. Y. — There's nothing like a crisis to make operators support their trade associations, and a crisis of major proportions is brewing in the Empire State.

The New York State Coin Machine Association was organized a half dozen years ago when a spate of harsh legislative measures was introduced in the New York State Assembly. Most of these were crank bills, but some of them looked as though they had a chance for passage.

At that time, the newly organized NYSCMA stepped into the breach, presented its case to the legislative committee heads, and sanity prevailed.

Bloom Off Rose

For a time, with the memory of the association's actions still fresh, the New York group enjoyed fairly widespread support. But when the pressure eased off, operators found what they thought were better uses for their \$50 annual membership fees, and the State group struggled along with just enough support to keep it solvent.

This week it began to look as though New York State operators might again support their association. They're in trouble.

It all started last month when the New York Secretary of State wrote the New York State Attorney-General asking for an opinion on the legality of the various types of coin-operated pool tables on public locations.

Attorney-General Lefkowitz' reply, in essence, was this:

"Pool tables, whether coin operated or not, are still pool tables. As pool tables come in varying sizes and with varying numbers of pockets, any type of pocket billiards must be classified as pool. Hence, anyone operating a coin pool table must obtain a license as a pool table operator."

If this ruling were to be put
(Continued on page 64)

Common Market Suited to U. S. Operating Practices

By OMER ANDERSON

FRANKFURT — Will U. S. style operator ownership prevail in Europe as the Common Market is created?

A growing number of trade students say yes, and the evidence is increasing that Europe's super-trading area is peculiarly suited to U. S. trade practices—and ill-suited to the small-unit, catch-as-catch-can current Continental trade practice.

Not only is the evidence every-

where in the burgeoning Europe of the Common Market, but Continental coinmen are returning from U. S. trade junkets literally pop-eyed. Not so much at the marvels of coin-machine America as at the primeval state of the German trade in comparison.

Results Impressive

Most of the junketing European traders have been victims of their own isolation.

(Continued on page 66)

EDITORIAL

Help Wanted—Yours

Billboard editors this week began gathering material for what will be the most detailed and comprehensive directory and analysis of the coin machine industry ever published.

The International Coin Machine Directory and Who's Who in the Coin Machine World, scheduled for publication in the early spring, will contain complete international listings of music machine, amusement machine and bulk vending manufacturers, distributors and suppliers.

It will also present the first international Who's Who in the Industry, with photographs and identifications of coin machine leaders throughout the world.

Other features will include trade analyses of virtually every country in the coin machine world, with accurate data on current phonograph and game situations and import-export information.

Billboard's 1963 survey of the music machine business in the United States, with charts, graphs and a profile of the average operator will also be a major feature, as will be the analysis of the international coin machine picture.

All this is an ambitious undertaking, but we feel it is well worth the effort.

We want this publication to be the product not only of Billboard's editorial staff, but of the coin machine industry as a whole. That's why we're asking for your help.

If you are a manufacturer, distributor, supplier or an officer in an operator association, the following applies to you, whether you live in Des Moines or Dakar.

From manufacturers we want a brief description of the plant, products made, list of officers with photographs and a complete list of distributors, with addresses and telephone numbers.

From distributors we want the complete address and telephone number, names of the principals, lines carried and branch office listings.

From operator associations we want photographs of officers and current addresses.

From suppliers we want a list of products carried. Please mail all information to—Billboard Coin Machine Directory, 1564 Broadway, New York 36, N. Y.

We already have some of this information from our files and other sources. But we want to make sure that no business firm or coin machine personality is overlooked in the directory. We'd like to have all this information by February 15, as the work entailed in compiling this directory is substantial. Won't you please help the industry by providing the information as soon as possible?

Mar-Matic to Seek Distribs On Continent

LONDON — Maurice Sykes, president of Mar-Matic Sales Company, Ltd., and Jim Cherry, Mar-Matic's recently appointed sales manager, arrived here last week for the Amusement Trades Exhibition, which opens Tuesday (29) at the New Royal Horticultural Hall.

Cherry leaves for a Continental sales trip after the show. He will name Mar-Matic distributors in the various European countries. During the exhibition he may be reached at the Mar-Matic offices at 9-13 Borden Place here.

Cherry and Sykes spent a week at Mar-Matic's plant in Ireland Island (off the Bermuda coast) before the show opened.

Mar-Matic's new sales manager is a veteran of 25 years in the business. He was general sales manager of the Decco kiddie rides, a sales executive with Continental Vending and National Vendors and head of the Cigarette Merchandisers of New Jersey.

Players Use Sticks to Shoot Pucks in Bally's Hockey



TABLE HOCKEY

CHICAGO — Players are equipped with miniature sticks and actually shoot a small black ball-like "puck" on an open play-field in Bally's new two-player Table Hockey.

Chief distinction is that the

players themselves shoot the ball rather than have it done by a remote-controlled mechanical player. Table hockey is an open-face game—much like an ordinary pool game.

Each player shoots for his opponent's goal while defending his own with the blade of his stick.

Two play for a dime and the game ends when one player has scored five goals or a playing period of three minutes has elapsed.

A "warning buzzer" sounds when there are 10 seconds left in the period. Scoring is automatic and visible from both ends of the table. The game occupies 26 by 50 inches of floor space.

Bill O'Donnell, Bally general sales manager, said that the earning power of Table Hockey is ahead of all competition it was tested against. In fact, said O'Donnell, "in location testing we haven't seen collections to equal Table Hockey in any equipment except multiple in-lines."

Rowe AC Distributors Meet in Midwest



ROWE AC SERVICES DISTRIBUTORS from around the Midwest gathered in the showrooms of Royal Distributing Company, Cincinnati, last week for a regional meeting conducted by Rowe executives. Firms represented included Monroe Coin Machine Company, Cleveland; Southern Automatic Music Company, Indianapolis and Louisville; Roanoke Vending Company, Roanoke, W. Va.; Banner Specialty Company, Pittsburgh; Miller Music Company and Miller-Newmark of Detroit and, of course, Royal personnel from the firm's offices in Cincinnati and Columbus, Ohio.



JACK HARPER, ROWE AC SERVICES PRESIDENT, outlines sales policy for the coming year to a group of his Midwestern distributors gathered in Cincinnati last week. Also addressing the group were Fred Pollak, vice-president in charge of marketing; Dean McMurdie, executive vice-president, and Tom Sams, vice-president in charge of phonograph sales. Automatic Canteen, Rowe AC's parent company, recently reported that fiscal 1962 sales were the greatest in the history of the company. The distributors now offer a complete line of both automatic phonographs and vending machines.



DISTRIBUTORS GATHERED for some informal discussion after the Rowe-AC Services regional sales meeting in the offices of Royal Distributing Company, Cincinnati, last week. The firm's juke box, background music and vending program was outlined. On the programming front, Rowe AC has been issuing a package a week of 33 stereo singles through the company's distributors. These Rowe AC distributors are at the same time in coin-operated music, background music, vending and in the record business. Details of the Cincinnati meet are not being made public at this time.

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5-ball play, 1-5-10-15 play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinet.

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3-Oz. Bumper Pool Balls (10) \$ 9.00
4-Oz. Bumper Pool Balls (10) 7.50
2 1/2" Balls, 1-15 w/Cue Ball, 12.50
2 1/2" Balls, 1-15 w/Cue Ball, 14.00
48" Cues \$ 1.50 ea.
52" Cues \$1.95 ea. 35 1.50 ea.
57" Cues \$2.95 ea. 32.00 ea.
48" Plastic Cues, 2.50 ea. 24.00 ea.
52" Plastic Cues, 3.00 ea. 24.00 ea.
57" Plastic Cues, 3.50 ea. 34.00 ea.
Plastic Triangles, 2 1/2" 1.00

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Excessive Taxes First Target Of Palmetto State Ops' Group

COLUMBIA, S. C.—Some 44 juke box operators attended an organization meeting for a new State association here, with excessive tax and licensing fees one of the main topics of consideration.

Officers and directors were elected and the group planned another meeting at the Columbia Hotel here, March 17, for further organization.

South Carolina operators are faced with a State-city-county licensing and tax structure that can go over \$100 per machine.

Tax Effort

Royce A. Green, newly elected president of the South Carolina group, said that a more equitable tax and licensing structure along with an aggressive public relations program will be the first things on the association's agenda.

South Carolina is one of the few States where bingo machines are legal. However, no distinction is made between these and any other type machines that give free plays.

Thus a novelty pinball game and even a gum or baseball game is licensed at the same rate as a bingo—if the player can win free games.

The State levies a \$25 license

on all equipment—music and games — without free plays. Games permitting free plays pay a \$75 license. Counties levy an additional flat fee of around \$10 and city licenses run from \$7.50 to \$25.

An additional tax of \$10 to \$25 for cities and the same for counties is also levied.

Twenty six of the operators present signed to join and Green said that the association would have over 100 members.

Green said the group would also be affiliated with Music Operators of America, the national juke box operator association. Robert H. Blundred, executive secretary of MOA, addressed the group.

Officers included Green, Mrs. Avna Fischer, Columbia, secretary-treasurer; A. W. Bradford, Sumpter, 1st vice-president; Al Witt, Greenville, 2d vice-president; H. C. Keels, Florence, 3d vice-president.

Directors included: Roy S. Melvin, Florence; W. Lewis Blackwell, Greenville; A. H. Connell, Beech Island; A. W. Bradford; C. M. Harrison, Darlington; James E. (Gene) Trout, Columbia; Hal A. Shinn, Gaffney; Kenneth Flowe, Greenwood; Clinton Bozard, Walter-

boro; and L. F. LeSturgeon, Charlotte, N. C.

Green said that additional directors would be elected to give complete geographic representation for the association.

10 Wis. Firms Represented at London School

GREEN BAY, Wis.—Owners and servicemen representing 10 Northern Wisconsin coin machine firms attended the S. L. London Music Company's Seeburg service school recently at the Holiday Inn Motel. Seeburg field engineer Chuck Gates handled the instruction chores. Walter Koebel, S. L. London Music Company sales rep, was also on hand.

The list of operators and maintenance service personnel at the school included Russ Dougherty and Jim Miner, Rapids Coin Machine Company, Wisconsin Rapids; Ray Jenner, Jenner Amusement Company, Wau-paca; William Miller, Miller Music, Menasha; Paul Jacobs, Jacobs Novelty Company, Stevens Point; Lloyd Kieffer, Wausau, and Lyle Olsen, M. & W. Novelty Company, Marinette.

Green Bay coinmen at the school were Harry Daul, Union Sales Company; William Jahnke, Robert Lax, and Mel Malcore, Mel's Coin Machine Company.

J. D. Cox Dies; Advance Mgr.

SAN FRANCISCO — J. D. Cox, 63, manager of Advance Automatic Sales, died here Sunday (20) apparently of a heart attack. Burial was in Woodland Cemetery Wednesday (23).

Born in Arkansas, Cox had lived in this city for most of his life. He had been with Advance, Seeburg distributors in this area, for nearly 20 years.

Pallbearers, all members of the Advance staff, were Lou Wolcher, Bob Portale, Ed Heinle, Joseph Mandell, Chatley McMurdle and Arthur Kruse.

He is survived by his widow, Arlett.

Player Action Feature of Chi Coin Baseball Game

CHICAGO — An animated light-box with players scampering around the bases is featured in Chicago Coin's new two-player All Star Baseball Game.

Players have four ways to score "extra runs":

1. When players hit all targets, one out is canceled on the scoreboard and a bonus of five runs is registered.
2. Home runs register one to five extra runs, depending on the position of a lighted disk.
3. Hitting three targets on the left side of the playfield registers three extra runs.
4. Hitting three targets on the right side of the playfield also registers three extra runs.

Runners are actually indicated on the bases and singles, doubles, triples and homers score runs just as in real baseball scoring.

Miss a target registers one out and the player shoots until three outs are made.

The game is available in regular or free-play models. Also provided: an optional coin chute with dime play, three games for a quarter.

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United Playtime Bowling Alley, 16 Ft. \$449.50
United Mini-Bowl, Advance \$49.50
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Bally Strike \$149.50
Chicago Coin Classic Bowler, 11 Ft. 149.50

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MUSIC MACHINE PROGRAMMING

MOA Opens Attack On Royalties Bill

WASHINGTON—In a letter to members of the Music Operators of America, Nicholas E. Allen, MOA national legal counselor, launched the opening attack on H. R. 12450, the latest attempt to remove the performance royalty exemption from coin-operated phonographs.

Allen pointed out that the proposed royalties would be \$5 per year per machine on location for the first year and \$5 to \$25 per machine per location for the next four years, the amounts then to be set by a board of trustees each five years.

Allen charged that "every music operator in the United States should be aware of the extra cost to him of this legislation if it should be enacted. The average small operator of, say, 50 machines, should realize

that under this bill he would have to pay performance royalties of \$250 in the first year of the law's enactment and up to \$1,250 per year in each of the next four years. After that there is no telling how much he would have to pay, for this law would place no limit on the amount of royalties that could be imposed."

He said that operators, by remaining silent on this legislation and failing to support

(Continued on page 66)

Op Coiffers Get Chills as Icy Weather Grabs Chi & Suburbs

By NICK BIRO

CHICAGO — Weather—not records, or collections, or anything else for that matter—is the big topic of conversation among operators throughout the Midwest.

The area is going through freezing temperatures, blizzards and winds that are setting 15-year records. Transportation is at a virtual standstill and in many parts of the Midwest even communications have been severely affected.

Though business in the cities is progressing fairly normally, the rural and so-called county areas are badly hit.

Repair Stops

One large Northwest-side operator here said he had not been able to make even urgent repair stops at his outlying locations. Routine calls for collections and new records are often out of the question entirely.

Many machines are being put out of commission by such bizarre things as power failures and freezing—the latter occurring when the tavern or restaur-

ant is forced to close its doors completely because of water pipes breaking or power lines being knocked down.

Another big problem is the delivery of such things as spare parts and new records. Though distributors and one-stops are making valiant efforts—and in many cases personal deliveries—the routine half-day deliveries are now taking as long as 48 hours.

Delivery Problems

One big one-stop operator here noted that he had recruited every one of his available personnel to make deliveries. The clerks and stock people are using their own cars to take records to such outlying areas as Morton Grove, Barrington, Wheaton, Wilmette, Homewood and Flossmore.

The method is costly, the one-stop owner admitted, but at least the records got through.

The picture is not all dismal, however. The machines and games that are working are taking in good coin, as the taverns are doing a banner business. If

there's anything people like to do about bad weather, it's complain. What better place to do so than with friends in a warm cocktail lounge over a glass of anti-freeze.

Standards Pull

Perhaps because of the bad weather, people seem to be turning to old, nostalgic standards for their juke box fare. Coincidentally, there are a lot of these around, especially some interesting sides by new artists.

At Music Box, Russ DiAngelo reports that most of the juke box action has been on this type material. DiAngelo noted that a lot of the records are two-sided hits, further sweetening the operator pie.

Hot new juke box records at Music Box include: "Meditation," b-w "Release Me," Billy Vaughn, Dot; "It Took a Dream to Wake Me Up," b-w "It's Too Good to Be True," Al Morgan, Crystal; "All I Have to Do Is Dream," b-w "Hi Lili Hi Lo," Richard Chamberlain, MGM; "Don't Fence Me In," George Maharis, Epic; "Love for Sale," Arthur Lyman, HiFi; "Boulevard of Broken Dreams," Lill Jorgen's Trumpet; "Hold Me," Toni Fisher, Smash, and "Who Stole the Keeshka," Matys Brothers, Select.

At Singer One-Stop, Fred

(Continued on page 66)

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.

IT'S UP TO YOU RICK NELSON, IMPERIAL 5901
I NEED YOU
I'M GONNA BE WARM THIS WINTER CONNIE FRANCIS, MGM 13116
AL DI LA
SEND ME SOME LOVIN' SAM COOKE, RCA VICTOR 8129
BABY, BABY, BABY
CALL ON ME BOBBY BLAND, DUKE 360
THAT'S THE WAY LOVE IS
YOUR USED TO BE BRENDA LEE, DECCA 31454
SHE'LL NEVER KNOW
I WANNA BE AROUND TONY BENNETT, COLUMBIA 42634
I WILL LIVE MY LIFE FOR YOU

Recent

STEREO RELEASES

for Music Operators

ROWE-AMI TOP TALENT

THE MANY MOODS OF BELAFONTE—Harry Belafonte, RCA Victor (Pop Vocal)

- Tongue Tie Baby/Who's Gonna Be Your Man • Long About Now/Bamatswari
- I'm on My Way to Saturday/Betty on' Dupree • Lyla, Lyla/Zombie Jamboree
- Try to Remember/Dark as a Dungeon

MIS'RY AND THE BLUES—Jack Teagarden, Verve (Pop Instrumental)

- Don't Tell a Man About His Woman/Dixieland One-Step • Basin Street Blues/Love Lies • Froggie Moore Blues/Peaceful Valley • I Don't Want to Miss Mississippi/Mis'ry and the Blues • It's All in Your Mind/Afternoon in August

SEEBURG ARTIST OF THE WEEK

RAY ANTHONY—I ALMOST LOST MY MIND

Capitol (Pop Instrumental)

- Prayers/Midnight Flyer • God Bless the Child/The End • Goodnight My Love/Don't Let the Sun Catch You Cryin' • Since I Met You Baby/Trouble in Mind • Blue Velvet/Long Lonely Nights

All titles listed above are custom 22½ 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.

Chi Ops Brave Cold to See '63 Wurlitzer at First Coin

CHICAGO — Despite crippling cold that had transportation in the city at a virtual standstill, more than 150 operators and coin machine traders showed up for First Coin Machine Exchange's week-long showing of the new Wurlitzer 2700 last week.

Hosts Joe Klein and Sam Kolber treated their guests to food and refreshments as the new machine was demonstrated. The First showing became the coin machine industry's first big social gathering of the year here, as all other activity was reduced to a minimum.

Besides operators, guests included fellow distributors, manufacturers, association officials and members of the trade press. Mort Secore represented Chicago Coin, Sid Falk the Fort Lock Company, and Bernard Ash the Crest Finance Company.

New Yorkers included Irving Kaye and Abe Green. Robert Slifer represented the National Coin Machine Distributors Association. Other distributors included Si Redd, Boston; Vince Schwencha, Los Angeles; Mort Levinson and Roger Schmidt, Chicago.

Dick Wilson was on hand from Billboard, as was Lee Brooks, Cash Box, and Bill Gersh, Vend Age. Leonard Ash represented Investors Commercial Corporation, Chicago.

Operators included Gladys Wilmoth, William Hyland, Richard Larson, Tom Bennett, Bud Emerick, John Strong, Charles Pieri, Paul Brown, Ken Thorn, Larry Cooper, Paul Folk, Gene Popoloski, Ed Okulanski, Leo Zsitlen, Nels Nelson, Ronald Wainer, Frank Padula, Rene Pirard, Sam Faruggia, Burt Smith, Jesse Schorey and Bud Mofert.

Julian Crum, John and Tom McGowan, William Bickler, Mary Gillette, Charlotte Hughes, Ray Chiemielewski, John Rawski, Robert Lindelof, Edward Mohill, James Thornton, Stanley Mack, Andy Hesch, Wayne Hesch, John Leptich, Ray Kass, Larry Michaels, Tony Hodina, Caryl Music Company, Vincent Angeleri and Henri Lonie.

John Krupa, Max Berensen, Sid Bleiman, Jack and Dick Nomden, Ed Holstein, Geno and Barry Menconi, Seymour Caro, Robert Street, Elmer Larson, Charles Sacco, Sol Goodman, Art Velasquez, Jack Goodman, Sam Greenberg, Dick Gienko, Otto Menconi, Earl Stovell, Lou Shudnow, Clifford Luescher, Joe Plews.

Sam Mided, Lenard Miska, Frank Pelt, John McCarthy, Henry Crockett, Herb Perkins, Avie Roitman, Oscar Eierman, Vic Lucas, Neil Rothner, Norman Dompke, Morris Muller, Leo Landy, Gay Gallet, George Walsh and Verne's Phonograph Company.

Out-of-towners included Dave Hinkle, Fort Wayne, Ind.; Swede Harrison, Gilman, Ill.; Mr. and Mrs. J. Sudkamp, Urbana, Ill.; Coin Vend Company, Gary, Ind.; Ed Blumenfeld, Michigan City, Ind.; Art Ondrus, Union Pier, Mich.; Mr. and Mrs. Harley Fife, Kankakee, Ill.; Sam and Jerry Samolitis, Ogelsby, Ill.; and Mr. and Mrs. R. W. Hentz, Davenport, Ia.

America's Largest and Oldest
ONE-STOP RECORD SERVICE!
45 RPM 60c
All LP's — Regular Distributor. Wholesale—Nothing Over.
SAME DAY SERVICE
THE MUSICAL SALES CO.
The Musical Sales Bldg.
Baltimore 1, Maryland

RECORD DEALERS!
RACK JOBBERS! JUKE BOX OPERATORS!
ONE STOP — ONE DAY SERVICE! STRICTLY WHOLESALE! NO EXTRAS! NO GIMMICKS!
Special Album Deals Always Available!

YOUR CHOICE OF OVER 2000 LABELS — FOR THE MOST CURRENT INVENTORY YOU'VE EVER OWNED!

45's - 60c
LONG PLAYING RECORDS.

LIST FOR \$3.98 **\$2.47**
LIST FOR \$4.98 **\$3.09**
LIST FOR \$5.98 **\$3.71**

1 • ORDER • SHIPMENT • POSTAL CHARGE • FREIGHT CHARGE

* "SPECIALS" & "Hard-To-Get's" our Specialty ... No Order too Large or Small!

REDISCO
The Nation's No. 1 Wholesale-1-Stop
1221 W. NORTH AVENUE
BALTO. 17, MD.—NORTH 9-1515

Denver Bulk Ops Wrap Up 1962 With Hearty Smiles for Future

By **BOB LATIMER**

DENVER—Last year was a winner for Denver bulk operators in many ways. Only one of the city's 10 top operators had any complaint whatsoever over the year, and his was based on personal illness which kept him off the route for a considerable percentage of his ordinary operating time.

The Christmas season closed 1962 with a bang, particularly for operators with locations in toy stores, department stores, and other gift-purchasing spots.

Denver's toy outlets, swelled by some 16 large discount houses, all featuring toy departments, had a bonanza of holiday sales, and any bulk vending equipment in such locations enjoyed parallel sales.

Some operators with stops in toy stores, including Jay Shannon, Charles Flowers, Frank Thorwald and Don Akins, serviced their toy store vending machines as often as twice a week during the entire holiday period.

Shopping Centers

Shopping center locations fared well also, with many holi-

day shoppers bringing the youngsters along, and depending upon vending machines to keep the tykes less bored.

There was a considerable swing toward varmints through most of the year. Most bulk operators have devoted at least two machines to varmints in the recent months in response to demand.

There was also quite a bit of activity in sudden development of large routes. Continental Music Company, headed by Bob Rothberg, and Don Akin, landed 33 supermarket locations in a single chain early in the year, and have considerably expanded each location, along with music and amusement machines.

In December, veteran oper-

ator Frank Thorwald, after several discouraging years of negotiations, suddenly received the contract for all bulk venders in King's Soopers, another large chain with stores throughout central Colorado, which will put several hundred more units out in prime spots.

Jay Shannon, Denver's "flying bulk operator," bought himself a new airplane on the strength of better sales volume for 1962, and is winging frequently to service remote routes.

Vandalism rose slightly through 1962, but was ascribed directly to the balmy summer-like weather which extended an extra two months past normal, which meant that more youngsters were out on the street for many additional weeks, and thus, vending machines were exposed to more maliciousness and rough treatment. Machine handling in general was good, with few accidents reported over Denver routes.

It was definitely a year of

expansion for most operators, some of whom added another 50 per cent in machines, either through extra locations or simply because more units went into existing stops. Few operators failed to add new units to take the place of balky old ones through 1962.

HEADQUARTERS FOR LARGEST SELECTION OF SUPER 10c CAPSULE MIXES

Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.

FREE illustrated sheets on all Feature Charms, Rings and Bulk Charms.

The **PENNY KING** Company

2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



10c ATLAS MASTER Capsule Vendor

Victor Stands Hold 4-8 Units

CHICAGO—Victor Vending Corporation is in full production on a multiple chrome display stand which will hold from four to eight machines—depending on attachments.

Victor, however, does not plan to produce additional models for four or six machines, as was reported erroneously in last week's Billboard.

The present stand can hold four, five, six, seven or eight machines, depending on how the operator sets them up.

Space Permits In March Mails

CHICAGO—Exhibit contracts for the annual convention of the National Automatic Merchandising Association, to be held in McCormick Place here September 7-10, will be mailed in March, according to Mel Rapp, Continental-APCO, committee chairman.

Rapp said the vending trade show will occupy some 100,000 square feet of exhibit space.

YOUR MACHINES WILL EMPTY FAST

with these beautiful, detailed, multicolored

CORAL SNAKES

with painted forked tongue.



Only \$50.00 per M Capsuled WATER SNAKES, in assorted colors.

ONLY \$46.00 per M Capsuled Labels available.

PAUL A. PRICE CO., INC.

55 Leonard St., New York 13, N.Y. Cortland 7-5147-5

Great Time Saver COIN WEIGHING SCALE

1c or 1c & 5c Combination

Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

\$22.00



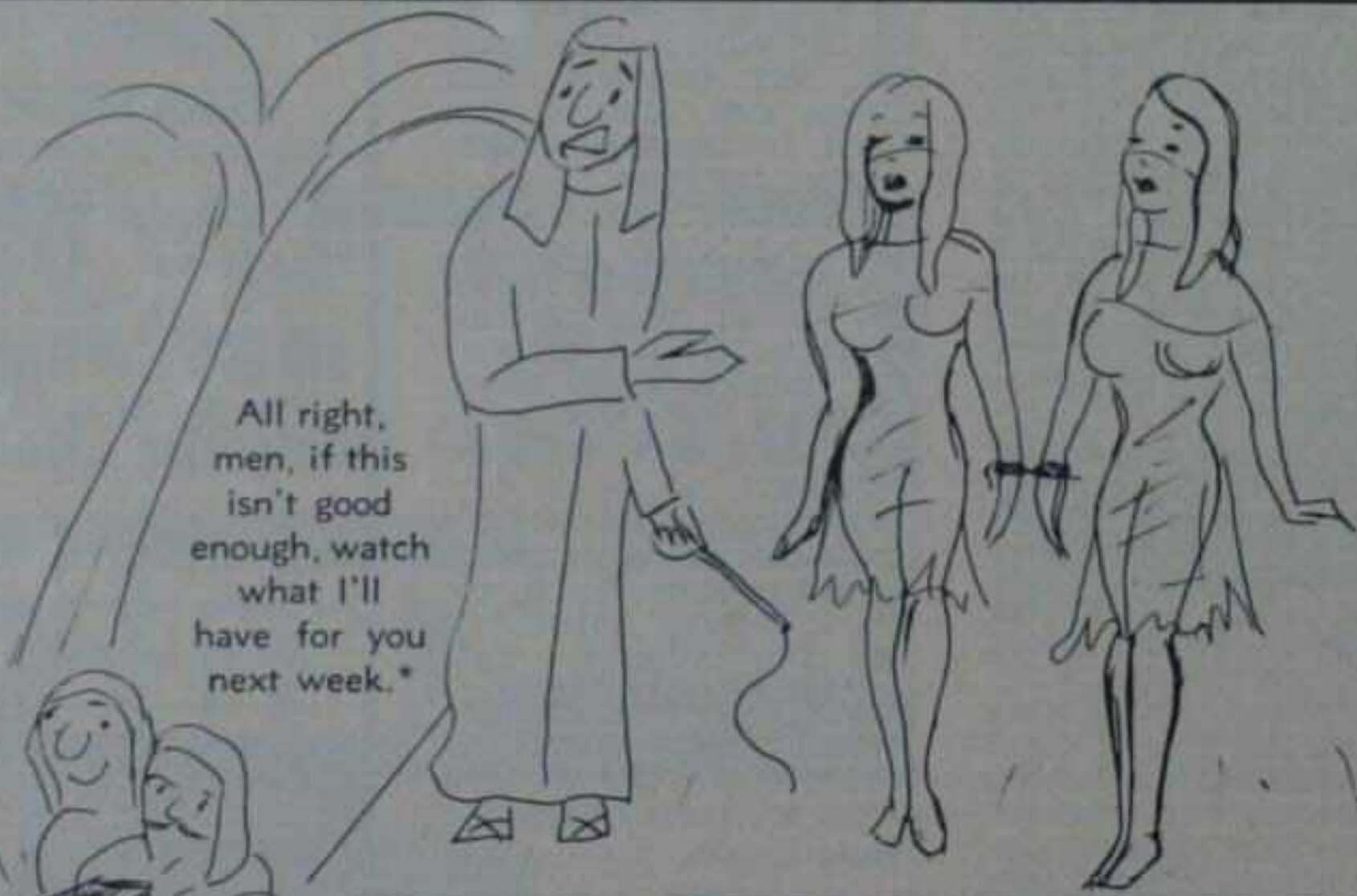
Complete With Sturdy Carrying Case **ORDER TODAY**

1/2 Dep., Bal. C.O.D., F.O.B. N.Y. Distributors, Write for Prices.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Venders, Merchandising, Toys, Globes, Stamp Vendors, Fishes, Eggs and Family Merchandise, Smoking Vending and Salary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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



LEAVE IT TO BEAVER TO GET THE ATTENTION EVERYWHERE!

BEAVERS ARE RED OTHERS ARE BLUE YOU OUTCLASSED THEM ALL IN '62

*To be continued next week.

BEAVER VENDING MACHINE AND SUPPLY OF AMERICA

(Exclusive Representative in the U. S.)

11036 Whittier Avenue

Detroit 24, Michigan

Please send me your large catalog with pictures and prices on the complete line of Beaver Bulk Vendors and Vend-Craft Bubble Gum Products.

Name.....
 Company.....
 Address.....
 City and State.....
 Distributor.....

Operator (over 500 Machines).....
 Operator (under 500 Machines).....
 Prospective Operator.....
 I'm interested in Beaver Bulk Vendors.....
 I'm interested in Vend-Craft Bubble Gum Products.....

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....
 COMPANY.....
 ADDRESS.....
 CITY.....

Fill in coupon, clip and mail to:
BITTERMAN & SON

(Member MVMD, INC.)
 4711 E. 27th Street Kansas City 27, Missouri
 Phone: WA 3-3900

We handle complete line of machines, parts & supplies.

Northwestern SUPER SIXTY Capsule Vender*

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.
 5c, 10c and 25c.

*With QUICK-TACH at slight extra cost.

H. B. HUTCHINSON, JR.

1784 N. Decatur Rd., N. E., Atlanta 7, Ga.
 Phone: DRake 7-4300



MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-¢ or 1¢ Tab Gum Mach.	18.00
N.W. Model 233, 1¢ Pore Converter for 100 ct. B.G.	6.50
Silver King, 1¢ B.G. or Mde.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Model #22 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.68
Cashew, Butts	.43
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.30
Licorice Gums	.28
M & M, 500 ct.	.47
Hershey's	.47

Rain-Blo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order 25 boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

on the New



SUPER SIXTY

This capsule vendor is truly the most accurate on the market. Handles all size capsules without "skipping," breaking or crushing.

Gold decorative front panel. Mammoth capacity.

Available with 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN

SALES AND SERVICE CO. MOE MANDELL

446 W. 36th St., New York 18, N. Y. (Longview 4-6467)

Canteen Figures At New High

CHICAGO—Record sales of \$223,977,771 for fiscal 1962 were reported this week by the Automatic Canteen Company of America, parent company of Rowe AC Services, which makes the Rowe AMI automatic phonograph and the Rowe vending machine line.

Earnings for the fiscal year ended September 29, 1962 were \$632,627.

Patrick L. O'Malley, Canteen president, said that sales for the first quarter of 1963 were 12 per cent ahead of earnings for the comparable quarter in 1962.

Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING

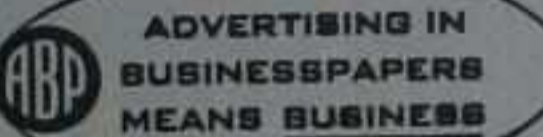


Try one. Learn why other operators find the SUPER 60 their favorite capsule venter. Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!



CORPORATION

2231 E. Armstrong St., Morris, Ill. Phone: WHitney 2-1300



ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Kelly 'Diamond Ring' Worthy of Big Boys

CHICAGO — New "three-carat diamond rings" for boys as well as girls are being introduced by Penny King as a dime capsule item.

Mrs. M. H. Kelly, Penny King manager, notes that in the past, "most of the rings imported have been for girls, so we had specially designed and made for us in our plant in Hong Kong, a regular Jim Brady type ring with a whale of a big 'diamond.'"

Both the boy and girl rings

are adjustable to fit any size finger. The girl rings are silver, the boy rings are gold. The latter sell for \$40 per 1,000; \$47 in capsules. The girl rings are \$35 per 1,000; \$42 in capsules.

Mrs. Kelly told Billboard—perhaps with tongue in cheek—that "when I flashed the three-carat girls' ring on the 'girls' in my bridge club, they suspected I had a new boy friend and even when I assured them it came out of a 10-cent machine they weren't convinced. If you don't believe it, just put one on your finger and wear it for a few days."

Cruel Hoax Ends With a Ray of Hope

HOUSTON—Jack H. Wilson and his family of Atlanta, were the victims of a cruel joke, but they saw tragedy evolve into the beginning of a new life here through the help of strangers.

Wilson, a vending machine mechanic, drove his wife and three children to start what he thought was a new job here.

They had trouble finding lodging within their means when they arrived. The cold weather and the long trip took its toll, the youngest Wilson child, a one-year-old boy named James, died of bronchial pneumonia.

When Wilson reported to the H & H Distributing Company, a local vending machine firm, only to find that the job he thought was secured for him was non-existent.

He stated that a stranger in Atlanta said he was assistant manager of the H & H firm and had said there was a job in the local office.

He was told by the local firm that they employed no one answering to the description of the stranger and that Wilson was the victim of a cruel hoax.

An H & H official sent Wilson to another company—the Interstate Vending Service, a national concern with headquarters in Chicago.

At Interstate's local office he was shuttled into the office of Bernie Shapiro, a company representative from the home office.

Shapiro reluctantly told Wilson his firm also had no job available.

\$225 Pledged

Shapiro, however, got on the telephone and secured \$225 in pledges, cash and checks from several vending companies for the Wilson family.

Other local people hearing of the Wilson plight in stories in the Houston Post rallied to the cause and also contributed money. Shapiro paid for lodging of the Wilson family and arranged for medical care. He is to underwrite the cost of sending the body back for burial to Atlanta.

K. T. Park, president of the Bluebonnet Music & Cigaret Service, hearing of Wilson's plight from H & H and newspaper accounts, offered him a job with the firm. After returning from the burial of his son, Wilson will start his new job next week.

NAMA to Meet

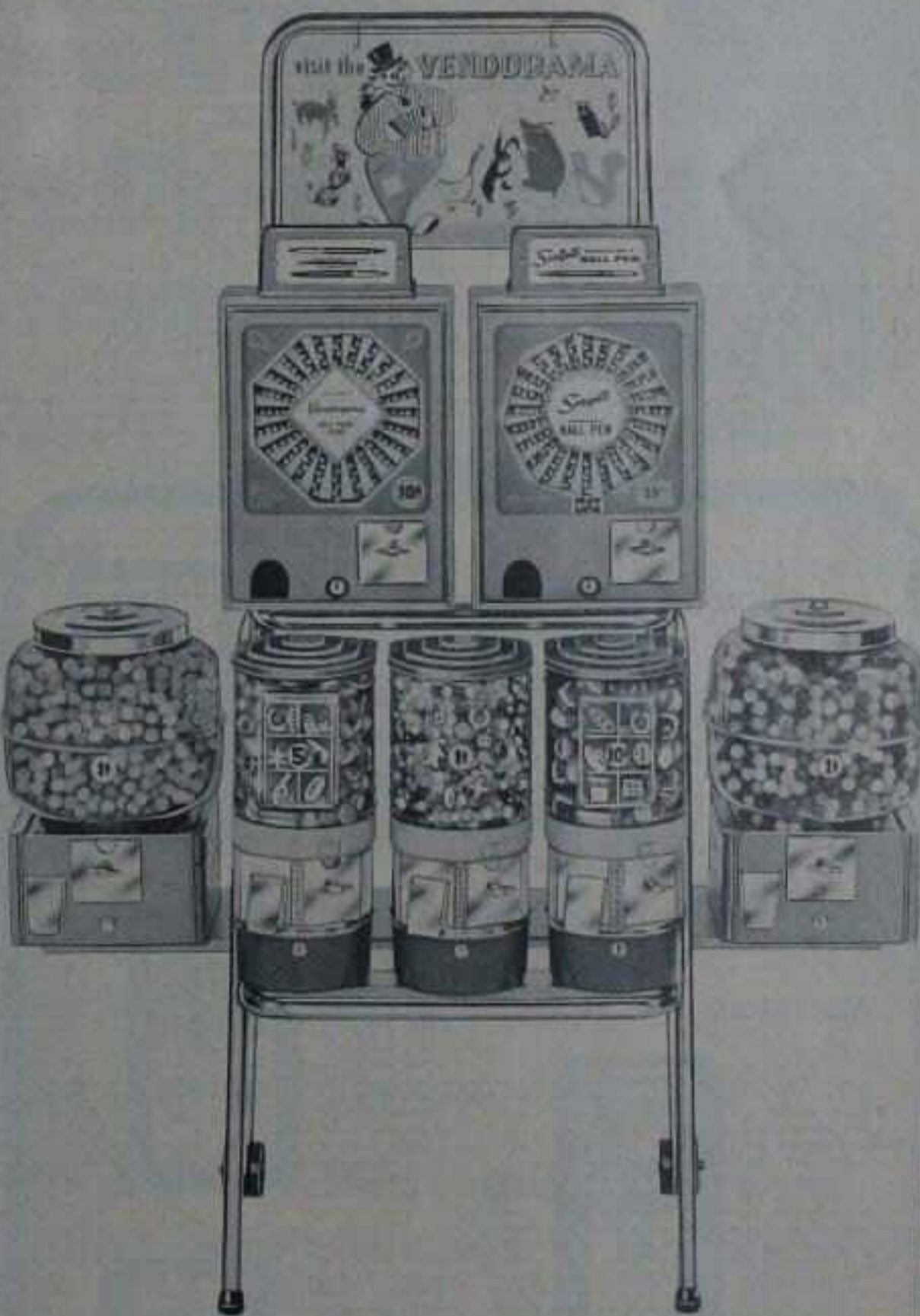
HOLLYWOOD, Fla. — The National Automatic Merchandising Association's board of directors meets at the Diplomat-East Hotel here February 14-15, Louis J. Risman, NAMA president, announced this week.

J. SCHOENBACH
 Distributor For
 oak Manufacturing Co., Inc.
 715 LINCOLN PLACE, BROOKLYN 16, N. Y.
 President 2 7900
 PHONE or WRITE FOR PRICES

EPHY CHARMS
 OUR BEST-BUY SPECIAL FOR 1963
 NEW 1,000 NEW
 WONDERFUL WORLD of CHARMS MIX
 Full of Gimmicks
 300 Different Styles
 CONSISTING OF Gold-Plated Watches, Jeweled Pendants, Plated Drums, Clowns, Space Ships, Gun & Holster, False Teeth, Plastic Hot Dogs, Electric Fans, Luminous Bulbs, Lighters, Gold Footballs, Plated Guns, Ten Tool Mix, Plated Series #57, Penguins, Gold Monkeys, Rubber Heels, Ugh Bugs, Loving Cups, Gold-Plated Series #10, False Fingertips, many others, etc., etc., etc.
At the Low Price Only \$4.75 Per 1,000 Assorted in a Bag
 F.O.B. Jamaica, N. Y., or Your Nearest Ephy Warehouse
 Only the EPHY FACTORY can offer you such a mix for so LOW-A-PRICE Nobody But EPHY Can Make You This Offer
EPHY CHARMS INC.
 91-18 144th Place, Jamaica 35, N.Y.
 Say You Saw It in Billboard

VISIT THE VENDORAMA®

The Most Colorful and Practical Multiple Operation Known to Bulk Vending.



Super Marts, Chain Stores, Discount Houses, etc., demand this unique display and the ease of servicing.

All of these Victor Vending machines are serviced from the front... no mess of coins falling on the floor. This is the most practical and successful operation known.

Write for beautiful color circular giving prices of machines and Victor's NEW Universal 4-6-8 Multiple Chrome Display Stand... another Victor original.

VICTOR VENDING CORP.

5711 W. Grand Avenue Chicago 39, Illinois

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
 COMPANY _____
 ADDRESS _____
 CITY _____

Fill in coupon, clip and mail to:

CLEVELAND COIN MACHINE EXCHANGE, INC.
 2029 Prospect Ave. Cleveland 15, Ohio
 Phone: TOWER 1-6715



We handle complete line of machines, parts & supplies.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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Fill in coupon, clip and mail to:

KING & COMPANY
 2700 W. Lake St. Chicago 3, Ill.
 Phone: KE 3-3302



We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 13-page catalog.

BIG SAVINGS on BALL AND VENDING GUMS

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size . . . 28 1/2¢ lb
 Chicle Ball Gum, 130 ct. . . 36 1/2¢ lb
 Clor-o-Vend Ball Gum . . . 41 1/2¢ lb
 Clor-o-Vend Chicks, 320 ct. . . 41 1/2¢ lb
 Chicle Chicks, 320 & 520 ct . . . 37 1/2¢ lb
 Bubble Chicks, 320 & 520 ct. . . 29 1/2¢ lb
 Tab (short stick), 100 ct . . . 38¢ box
 S-Stick Gum, 100 packs . . . \$1.90
 F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS

38 years of manufacturing experience

4th & Mt Pleasant • Newark 4, N. J.

N. J. City Mulls Ban

EAST RUTHERFORD, N. J. —The City Council meets here Monday (28) to consider an outright ban on pinball machines. Last October, city officials hiked the pinball license fee from \$20 to \$250 with the result that many operators allegedly failed to buy licenses. Operators will have the opportunity to air their views on the proposed ban and the existing license fee at Monday's hearing.

Greco Shows Line

KINGSTON, N. Y. — Greco Brothers, local Rock-Ola distributor, displayed the Rock-Ola Capri and Rhapsody machines to members of the New York State Operators Guild at a recent meeting in the Governor Clinton Hotel here.

Veteran Amusement Unit Firm Adds Vend Machines



SELECT-A-SNACK



PEZ CANDY VENDER

LONG ISLAND CITY, N. Y. —The International Mutoscope Corporation, veteran amusement machine manufacturer, has gone into the production of vending machines.

Larry Galente, Mutoscope president, said the firm is now producing a snack bar machine and a Pez candy vender as the first step in its diversification program. Mutoscope was the pioneer in developing coin operated motion picture devices.

The three-column Select-A-Snack holds from 100 to 125 packs of pretzel sticks, potato sticks or similar snack items. Each column has its own 10-cent coin chute. The machine is mechanically operated.

Dimensions

Height is 35 1/2 inches; width is 16 inches, and depth is 10 inches. The unit is mounted on a 25-inch stand.

Other features include a two-point burglar-proof door lock, a hinged swingaway front door, and leg levelers and casters on the base.

Merchandise may be seen through glass panels, and the locked storage compartment in

the base is capable of holding three filings.

The unit has a shipping weight of 80 pounds.

Candy Vender

The Pez candy vender has eight columns, with six shift columns vending the Pop-Out Dispenser sets at 25 cents and two columns vending candy only at 10 cents. The six shift columns have a 294-unit capacity. The other two columns have a 180-unit capacity.

Dimensions are 60 inches high, 21 inches wide and 14 inches deep. Shipping weight is 168 pounds.

OPERATE WILLIAMS 'TOM TOM'

2 Moving Targets.
Fast scoring and keen competition for 1 or 2 players.

See your Williams Distributor

Williams

Electronic Mfg. Corp.
4242 W. Fillmore St.
Chicago 24, Ill.

PRICED TO SELL QUICKLY!

Rock-Ola Rhapsody, Model 408, 160 Selection . . . Write
 Rock-Ola Capri, Model 404, 100 Selection . . . Write
 Complete Line of Bally New and Refinished Kiddie Rides . . . Write

USED EQUIPMENT

ROCK-OLA PHONOGRAPHS
 2—Model 1497 (Empress), 200 Selection . . . \$825.00
 5—Model 1496 (Empress), 120 Selection . . . 725.00
 12—Model 1493 (Princess), 100 Selection . . . 695.00
 5—Model 1495, 200 Selection . . . 775.00
 16—Model 1488, 120 Selection . . . 645.00
 1—Model 1465, 200 Selection . . . 295.00
 3—Model 1455, 200 Selection . . . 195.00
 2—Model 1468, 120 Selection . . . 400.00

SEEBURG

AQ-160-5HR2 . . . \$745.00
 Seeburg-B . . . 125.00
 Seeburg-V-200 . . . 175.00

BOWLERS

Chicago Coin Gold Crown Bowler . \$845.00
 Chicago Coin Continental Bowler . 745.00
 Chicago Coin Royal Crown Bowler Write

5 BALL

Williams Double Barrel . . . \$300.00
 Williams Metro . . . 345.00
 Williams Hollywood . . . 295.00
 Williams Reserva . . . 250.00
 Williams 3 Coins . . . 275.00

CALDERON DISTRIBUTING, INC.
 433 N. ALABAMA STREET
 INDIANAPOLIS, IND.
 PHONE: MELROSE 4-8468

when answering ads . . .

Say You Saw It in Billboard

Exclusive Vending Headquarters for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

← VENDORAMA

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1¢, 5¢, 10¢ and 25¢ play.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

Member National Vending Machine Distributors, Inc.
GRAFF VENDING SUPPLY CO., INC.
 2817 W. DAVIS ST. DALLAS, TEXAS

VENDING HEADQUARTERS for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

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 5¢. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

LOGAN DISTRIBUTING CO.
 1850 W. Division St. Chicago 22, Ill.

25c CAPSULE VENDOR

Capsule Vendor

The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.

"GOLD MINE"

Tab Gum Selection

Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!

"ACORN"

All Purpose Vendor

The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.

OAK "400"

Holds 400 capsules for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.

BIG LEAGUE

Ball Gum Vendor

The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.

All Oak machines are equipped with 1c, 5c, 10c and 25c coin mechanisms, or combination 1c-5c coin mechanisms and optional slip handle.

time payments available on OAK Machines through all distributors

Buy OAK for your PROFIT LINE!

AMERICAN MUT 1021 Townsend St. Boston 25, Mass.	MARK SISTE CO., INC. 115 Monroe St. Parsippany, N. J.	SANUEL J. PHILLIPS CO. 1701 Washington Ave. St. Louis, Missouri	OPERATORS VENDING 1022 South Grand Ave. Los Angeles 15, Calif.	SAVELL SISTE CO., LTD. 111 Yonge Street Toronto, Ontario, Canada
WINDINGHAM VENDING 445 2nd Ave. N.E. Birmingham 4, Ala.	H. B. HUTCHINSON CO. 1748 N. Wheeler Rd., N.E. Atlanta 7, Georgia	OAK SALES COMPANY 1021 Fifth Avenue Pittsburgh, Pa.	AAA'S COIN MACHINE EXCH. 209 Spring Garden Street Philadelphia, Pennsylvania	SOUTHERN ROYAL SALES 512 St. Bruno Avenue Charlotte 6, N. C.
WAC SCHROEDER 113 Lincoln Plaza Houston, Texas	WINDINGHAM VENDING INCLOSURE SUPPLY 100 West Road Grand Rapids, Texas	OAK SALES & SERVICE CO. 124 N. Washington Chicago 11, Ill.	CONFECTION PRODUCTS CO. 208 South Cherokee Ave. Columbus, Ohio	STANDARD VENDING MACHINE SUPPLY CO. 1515 East 12th St. Omaha 1, Neb.
	COIN VENDING CO. 917 West North Ave. Baltimore, Maryland	OAK SALES OF FLORIDA 1121-1123 Street Miami Beach, Florida	TYKAR VENDING SUPPLY CO. 1118 Vermont St. Omaha, Nebraska	SOVING VENDING SUPPLY 112 W. Carrollton Ave. New Orleans, La.

oak MANUFACTURING CO., INC. 11411 Knightsbridge Ave., Culver City, Calif.

Sandler Shows New Wurlitzer

MINNEAPOLIS—Despite severe cold weather during the week of its showing of new Wurlitzer models, the Sandler Distributing Company here reported a heavier turnout of buyers than a year ago, drawn from Minnesota and North and South Dakota.

Irving Sandler, president of the distributing firm, said the Model 2700, 100-selection version, received the strongest buying interest during the week-long show. Buyers were especially enthusiastic about the Ten Top Tunes feature of the model, he said.

The Sandler Company has scheduled additional shows of the new line at the Blackhawk Hotel, Davenport, Ia., and the Ft. Des Moines Hotel, Des Moines, before the end of January, with territory shows also set in Minot, N. D.; Sioux Falls, S. D., and Deadwood, S. D., with dates yet to be determined.

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EUROPEAN NEWS BRIEFS

OSCA 1963 Bows

AMSTERDAM—The Dutch electronics manufacturer, Jos Van Osch, has brought out a new model of his OSCA juke box, the first phonograph ever produced in The Netherlands. OSCA 1963 is a wall box in what the manufacturer says is a "prestige format." A 70-selection machine, the new OSCA is being promoted as "monarch of the wall phonographs." The OSCA is designed for Holland's snack bar and cafe trade, which places a premium on a compact machine. However, the manufacturer has been successful in exporting the original OSCA, and efforts will be made to expand export shipments.

New Fanfare at ATE

LONDON — Loewen Automaten is beginning shipment to Britain of the parent NSM firm's new Fanfare Silver juke box, a 100-selection stereo box. The new Fanfare is being exhibited in the showrooms of Auto-Slot Sales Limited, 69 London Road, Croydon, Surrey. It will also be exhibited at the Amusement Trades Exhibition in London's Royal Horticultural Hall from Tuesday (29) to Thursday (31). Simultaneous with showing of the new Fanfare, Auto-Slot is conducting a campaign to expand its Fanfare distributor network throughout Britain. The firm is inviting inquiries from established firms with suitable showrooms and service facilities for appointment as area distributors.

Belgians Push Coin Pix

BRUSSELS — The Belgian trade is planning to promote Brussels as a European coin cinema film center for the production of attractions for the Scopitone, Cinebox, and Caravelle film phonographs. Trade experts believe the production of coin cinema box strips will become a large industry over the next decade, second only to the production of television films. Encouraging this belief is the fact that the Kessler Sisters, among Europe's top TV singing stars, have just made a film here for Scopitone. Trade reasoning is that the film phonographs can succeed only if they offer superior product rivaling TV, and this can be achieved only by organized production facilities.

Italian Tax Beaten

ROME — Italian operators have won a fight against efforts of local Italian communities to impose a consumer tax on phonograph operation. The Italian finance ministry sided with the operators, ruling that phonograph operation is not taxable by local communities in the sense of the consumer tax. Some local areas have been levying stiff taxes on outside operators, labeling such taxes as a "consumer tax" somewhat similar to liquor taxes. Operators protested that the tax is not only illegal but is used by some communities as a discriminatory weapon to discourage outsiders from entering the area for business purposes.

R & W Order Record

HAMBURG — Ruffler & Walker Ltd., distributor in Britain for Rock-Ola, have placed the largest phonograph order ever given by their firm for the new 1963 Rock-Ola line. It covers the full year in advance and includes the entire range of Rock-Ola 1963 models. The order was placed through Al Adickes in Hamburg.

British View Symphonie

LONDON—Symplay Limited is taking the new Bergmann S-100 series of Symphonie phonographs on a tour of Yorkshire and Northumberland with its mobile showroom. Symplay's mobile showroom is a large trailer specially fitted as a showroom. Aside from the phonographs, the Symplay trailer will display the full line of Bergmann games, including Atlantic pin tables, Derby and Joker Penny wall payouts, Jubilee fruit machines and the Arizona shooting gallery. The Symplay trailer will visit off-beat locations by appointment under the slogan "No place is too small or too far."

By OMER ANDERSON

COLOGNE — In connection with consideration by the 88th Congress of revision of the 1909 U. S. Copyright Act, West German juke box operators will approach their American counterparts with proposals for joint production of phonograph records for juke box play.

This proposal now commands overwhelming support from West German operators, and they believe it will be accepted by U. S. operators once Congress gets serious about eliminating the American juke box music royalty exemption.

In fact, German operator sources disclosed that they already have some American fi-

nancial backing for juke box disk production. "At this stage money is not the problem," a German source close to the disk scheme explained. "We are confident that we will be able to line up all the financial backing we need once we get American operators interested. For that matter we can raise the money ourselves."

German operators originally considered producing their own disks to exert pressure on GEMA, the German copyright organization which operators accuse of abusing its "monopoly power position" in steadily escalating royalties.

New Factors

Many new factors have arisen, however, and German operators

are now taking a much wider view of the project. Briefly, they believe, as one operator official put it, "that the whole trend of phonograph operation is toward expansion on a dizzy scale. Either operators, through their organizations, will join the trend or perish. The situation is more grimly competitive than most of us realize."

Contrary to what is generally believed, German operators are not proposing that the trade boycott copyrighted music, producing only uncopyrighted tunes and signing direct production agreements with composers and authors by-passing GEMA.

The thinking, rather, is to organize a phonograph trade-

(Continued on page 66)

Germans to U. S.: Let's Roll Own

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Trouble Welds Operator Unity

Continued from page 57

into effect it would virtually eliminate coin-operated pool tables from the State.

Pool table licenses are not

granted to premises where alcoholic beverages are sold. This provision, of course, knocks out most of the top locations.

They are also not granted to premises when minors under 18 are permitted without being accompanied by adults. This, of course, eliminates teen-age stops and restaurants.

Not Much Left

They are granted to premises which do not serve alcoholic beverage and which cater to adults only. About the only premises that fit this description are pool parlors, and these establishments don't need coin-operated tables.

Bone of contention is "What is a pool table?"

The New York State Coin Machine Operators Association maintain that the coin-operated Bumper Pool and its variants are not pool tables, and they have pretty strong evidence to support this statement.

ABC Ruling

Millie McCarthy, NYSCMA president and Hurleyville operator, has been sending letters to operators throughout the State. These letters call attention to a 1956 ruling of the New York State Alcoholic Beverage Control Board which holds that only six-pocket tables are considered pool.

The ABC ruling is based on a New York State Division of

Licenses opinion that coin-operated games smaller than regulation pool and with less than six pockets are not pocket billiards.

Copies of Mrs. McCarthy's letter have been distributed to State Police barracks throughout the State.

New York coinmen have accepted the previous ABC ruling that six-pocket games are not permitted in regular locations and generally have been careful to avoid such placements.

Police Survey

State Police are now conducting a survey to determine how many coin pool games are on location and what type games they are. They have uncovered a handful of six-pocket games and have ordered these removed.

So far, no action has been taken against Bumper Pool and similar games, with the operators being given a five to six-week extension until a final decision is reached.

Meanwhile the State association swung into action in a meeting at Albany. Lou Werner, Kingston attorney and NYSCM council, is gathering legal evidence to support the coinmen's contention that existing pool games—except those of the six-pocket variety—do not require pool hall licenses. Lending support to the New York operators at the meeting were two New Jersey distributors—Dave Stern and Irv Morris.

Local Session

The State association meeting was followed up by a session of the New York State Operators Guild, a local group with membership in the Hudson Valley.

Meeting at the Governor Clinton Hotel in Kingston, the local group voted to support the State association in its fight to limit the pool ban to six-pocket models.

Millie McCarthy, head of the State group, this week issued an appeal to all New York State operators to join the NYSCMA and save coin-operated pool in the Empire State.

Tenn. Cig Ops Concerned Over Proposal to Boost Tax

NASHVILLE—The Tennessee Legislature is considering a bill which would increase the State tax on cigarets from 5 to 6 cents a pack.

The action was met with concern by cigaret vending operators over the State.

The reaction of Drew J. Canale, Canale Enterprises, Inc., at Memphis, one of the larger cigaret vending operators in the State, seemed to be typical.

"If cigarets are taxed again, I don't know how we will approach the problem. There is already an 8-cent-per-pack federal tax, 5-cent-per-pack State tax in Tennessee, and 1-cent-per-pack local tax in Memphis.

14-Cent Tax

"That's 14 cents a pack, more than half the retail price. I am against any further taxes on cigarets. The industry is against it and I think our legislative delegation from Shelby County should be against it.

"There is such a thing as tax-

ing something to death. It is tough enough in the vending business already—we operate on penny margins.

"If the tax bill is passed, we may have to go to 35 cents a pack. Cigarets are 30 cents a pack in machines in Memphis now.

"Or the operator and location owner may have to leave the price at 30 cents and absorb the loss—which would be tremendous to us because our profit margin is so small already.

35-Cent Vend

"If cigarets are taxed, I hope it is 2 cents a pack instead of 1 cent so we will have no trouble in going to 35 cents. Penny packing is impracticable and I don't think any operator wants to go back to that.

"If cigarets are taxed, I expect a loss in sales of 25 to 30 per cent. Perhaps we can make up some of it with an increased price. But I think smokers have been taxed enough. I don't favor making people who smoke responsible for paying the way in taxes for the whole population."

Canale said he felt sure the industry would get up a committee to go to Nashville and enlighten legislators on the already highly taxed product and convince them another tax would be bad.

Ask Congress to Hypo Minting

WASHINGTON—There is a serious coin shortage in the nation and Congress has been asked to increase the mint facilities to produce an annual turnout of at least 5 billion coins of all denominations.

Rep. Wright Patman (D., Tex.) told House members recently that America's hunger for coinage is a good business indication and the government should be only too happy to keep it supplied. However, all of the present mint facilities working around the clock seven days a week could produce only 4,100,000 coins annually, and the Bureau of the Mint hasn't appropriation for such overtime operations.

Actual production is nearer 3,370,000 coins, far short of the country's present needs. Patman said that a firm of independent experts has warned the bureau that facilities of the mint must be increased.

Joe Ash Recovering

PHILADELPHIA—Joe Ash, head of the Active Amusement Company here, is recovering from an eye operation at the University of Pennsylvania Hospital. He is expected to be out for several weeks. During his absence, Marty Brownstein is in charge of the distributorship.

Nick Gallo Dies

HARTFORD, Conn. — Nicholas M. Gallo, 67, operator of the Local Amusement Company, Stamford, Conn., died recently at Stamford Hospital after a brief illness. He had been in the coin machine field in Connecticut for more than 20 years.

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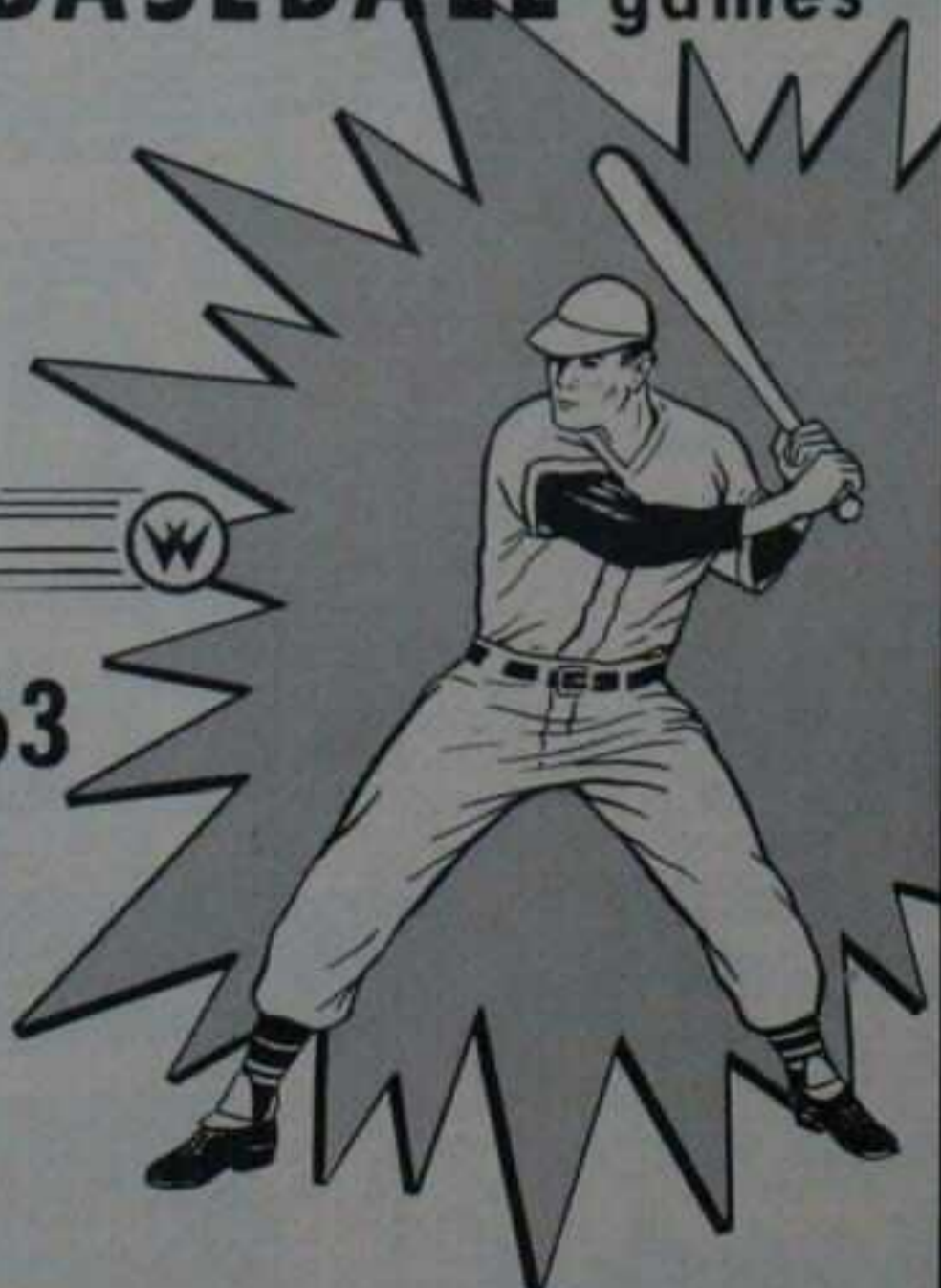
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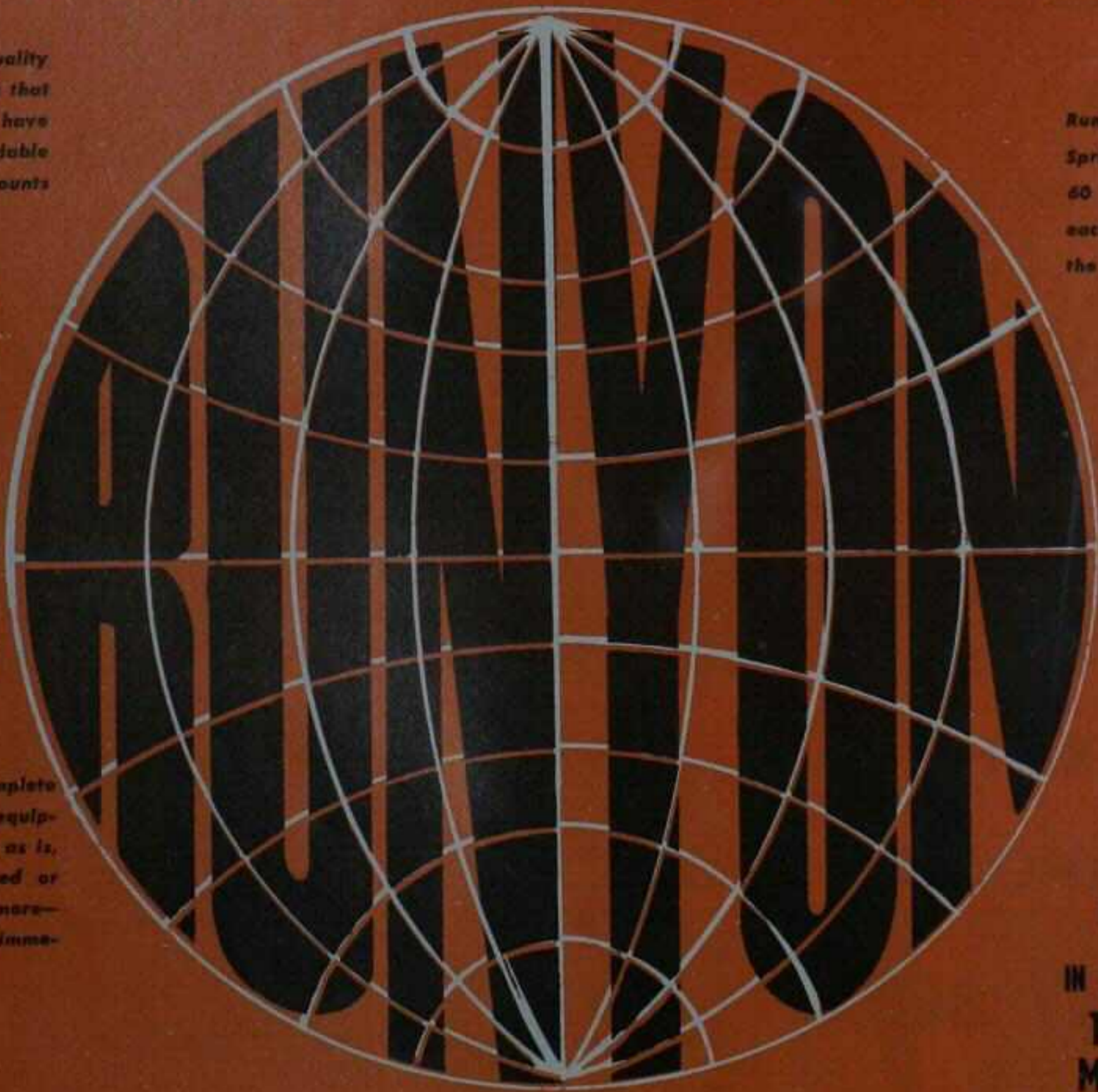
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Common Market Suited for U. S.

• Continued from page 57

Relatively few European operators have found their way to America until the last few years, and the mass movement of European operators and distributors to America on study tours is only beginning. Even so, the results to date have been impressive.

Most Continental trade experts familiar with U. S. operating patterns and general trade formulas believe that U. S. firms on the Continent will expand and consolidate their operations on a Continental-wide basis, wiping out national barriers. They believe, moreover, that the firms will diversify heavily into vending as well as phonograph production.

Finally, and perhaps most significant, the Continental trade insiders see the major U. S. manufacturers expanding heavily into operating, as well as manufacturing and distribution. They see so-called "integrated operations" as very much the shape of things to come on the Continent.

Canteen Sets Pace

Pace-setter in this direction is Automatic Canteen Company of America. Canteen began its systematic acquisition of Continental properties in 1957 with purchase of the Tonomat Company of Frankfurt. Since then the U. S. trade giant has acquired firms in Switzerland, Sweden, Belgium, and additional properties in West Germany.

For example, Canteen acquired the Helmut Rehbock GmbH firm at Hamburg, one of the major coin machine firms in Europe. Rehbock, under Canteen's aegis, has expanded heavily into vending operation in the Hamburg area.

Wurlitzer has established a base for an "integrated" Common Market operation, if the firm chooses to move in this direction, with the founding of a German subsidiary and construction of a plant at Huellhorst, in north Germany. Wurlitzer is producing a juke box specifically designed for the European market in the Huellhorst plant, the "Lyric."

Adickes in Vending

Rock-Ola's chief Continental distributor, Al Adickes, is heavily involved in vending machine operation in the Hamburg area, and Adickes has the resources to take Rock-Ola into integrated

Chi Op Offers

• Continued from page 59

Sipiora reports good operator action on "Walk Like a Man," which, incidentally, looks like another big hit for the Four Seasons on Vee Jay. The record landed in the 40's on Billboard's chart for the first time and has every indication of being one of the group's biggest disks to date.

"Ruby Baby," Dion's first waxing for Columbia, is getting good operator action at Singer's, as is Seymour's new trumpet offering on Heartbeat: "You Made Me Love You."

MOA Attack

• Continued from page 59

MOA in its fight against the measure, allow the uninformed public to think the operator is getting something for nothing.

Allen pointed out that operators pay 4 cents on each record for mechanical royalties and that this amounts to about \$2,000,000 a year paid in royalties on 50,000,000 records.

operations from his present base.

Seeburg is pressing expansion of its vending machine sales in Europe parallel to its phonograph operation. As with its competition, Seeburg is well entrenched in the Common Market and capable of entering the operating field on short notice.

Operating companies are the rule in Switzerland, and in Denmark, EMI, through its Copenhagen diskery, has become the country's largest phonograph operator. In Belgium, a country

Germans to U. S.

• Continued from page 63

sponsored diskery which would be operated as a profit-making enterprise. It would cater primarily to the phonograph operator trade, and its primary aim would be to provide the trade with disks at reduced prices.

It would seek to develop sources of uncopyrighted music and it would work out direct royalty arrangements with composers, shortcircuiting GEMA and ASCAP where practical.

Vigorous Effort

"However, we also intend to deal with copyright organizations and to produce copyrighted music," a spokesman for the operator disk scheme said. "We also intend to make a vigorous effort to discover and develop distinctive phonograph music and to promote hit tunes on juke boxes.

"You might say the enterprise we had in mind, and in which we are offering a partnership to American operators, would be a diskery 'of, by, and for' juke box operators—a diskery producing and presenting music through the juke box."

The Germans will try to sell the proposed trans-Atlantic venture as a hedge against runaway ASCAP royalties, when and if the juke box exemption is removed from the Copyright Act. But the proposal also will be presented as a great deal more—as a potentially lucrative business.

The juke box diskery, the trade here has in mind, would bridge phonograph operation in North America and on the Continent and in Scandinavia. It would seek to command resources big enough to offer the trans-Atlantic trade specialized juke box play disks at greatly reduced prices and music programmed for phonograph play.

Trade sources will not divulge details of their planning, but it is understood that the Mandolino label, which is financed by the German trade, would provide the base for the proposed trans-Atlantic diskery.

hostile to the independent operator, Decca, through its Belgian firm, is pushing into operation of the Scopitone film phonograph.

The independent operator appears on balance to be losing ground in Europe. He is still the dominant force in the German industry and is strong in Britain. But location ownership is the rule in Austria, Belgium, over much of France, and increasingly in Holland.

However, neither independent operators nor locations seem likely to grasp the challenge and opportunity of the Common Market as effectively as can the Canteen-type colossus. West Germany's operator trade, bulwark of the Continental independent operator ranks, is stagnating under the price-cost squeeze, and even trade optimists foresee at best a long period of "consolidation" before independent phonograph operation resumes expansion.



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Every time a half-dollar coin is deposited, the Golden Bar glows brilliantly, displaying the message "Press for Top Tunes." The Golden Selector Bar gives new appeal to an already proven extra income feature.



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Amplifier rests on free-floating mounts. Release a single spring-loaded screw latch and it can be pivoted out so entire pan is accessible for circuitry check or tube changing. If, for any reason, it is desirable to remove the amplifier, merely pull the plugs, lift up a quarter inch, and it's free.

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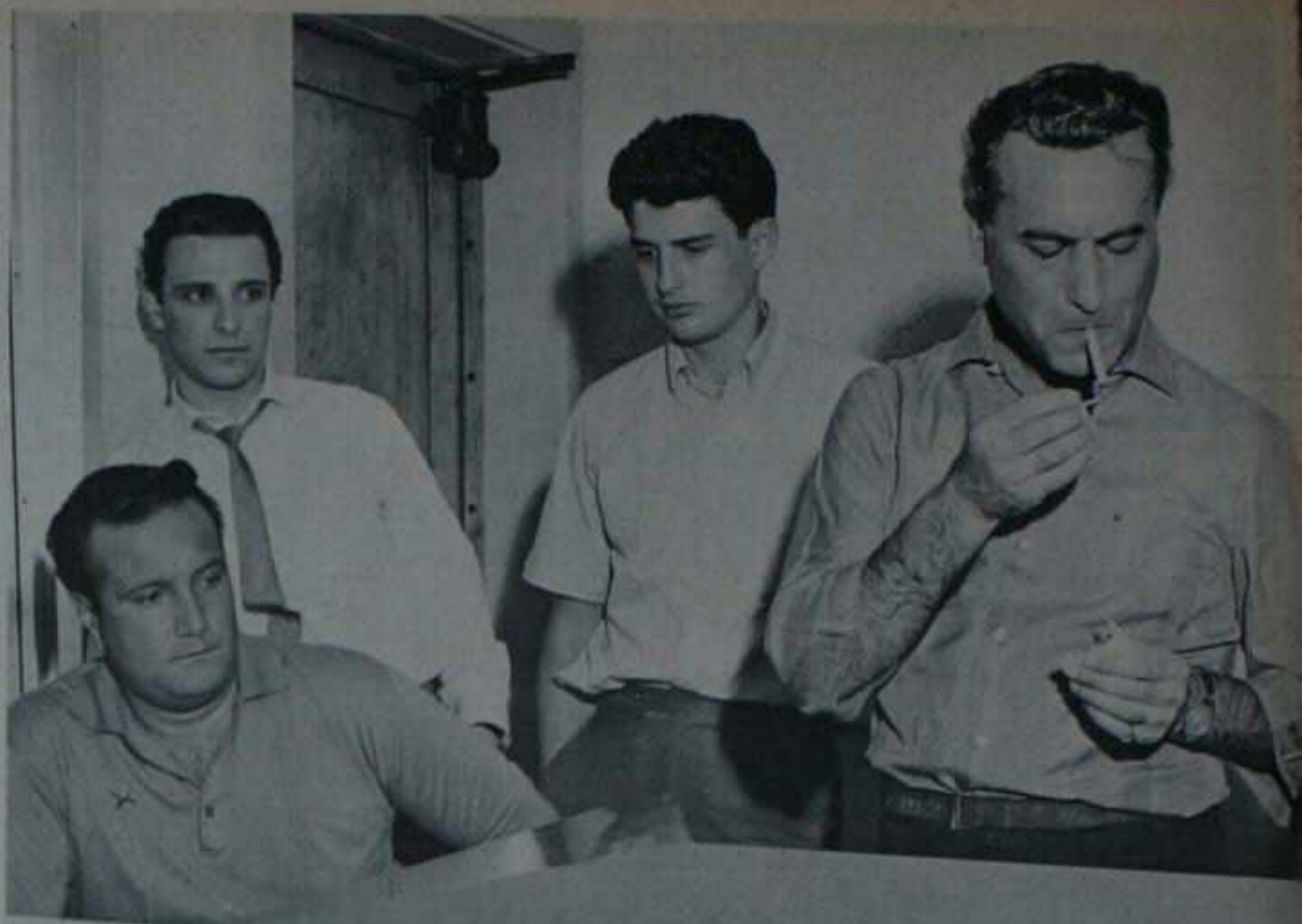
PHOTO GALLERY OF Newsmakers



BEAR FACTS: The singing LaGarde Twins, Tom and Ted, whose "Twincereely Yours" album is in Canadian release under the Capital banner, admire animatronic Australian bear, a prize in contest on CTV tied in with album.



COMEBACK: One-time child star Little Esther smiles at party celebrating her strong comeback, 600,000 copies sold so far with "Release Me" on Lenox label. With her, at right, Bob Gans, Lenox president.



AWARD WINNERS: Donnie Kirshner (left) and Al Navins (right), of the hot Nevins-Kirshner, Aldon Music firms, are seen with two of their top writers, Gerry Goffin and Barry Mann, who snagged three awards each at the BMI dinner held in New York Wednesday (23). Aldon Music picked up 10 publishing awards of the shindig attended by some 300



LUMAN-ARY: Hickory Records' Bob Luman cut his first for the label in Nashville recently. Joining him for chat are Wes Rose, left, who directed session, and Mark-Clark Bates, Our Man in Nashville. Guitarist Harold Bradley, who played date, is seated.



KING IS QUEEN: Carole King, at left, received quartet of BMI awards at dinner held last week. Performing artist in her own right, Carole is the wife of Aldon writer Gerry Goffin. Another Aldonite, Howard Greenfield, tied Carole with four awards.



HAREM HYPE: Pretty Harem-clad model, at right, was hired to deliver deejay album copies of new Colpix soundtrack release from "Lawrence of Arabia" movie. Here she turns charm on William B. Williams of WNEW, New York.

ATCO PACT: Singer Barbara Greene, whose first waxing on Atco is "Long, Tall Sally" b/w "Slippin' and Slidin'," signs her recording contract with the label. Pleased onlooker is Atco executive vice-president Jerry Wexler, who handled artist negotiations.



ON IMPULSE: Jazz-scene artist Charlie Mingus, at piano, has signed with Impulse Records and is working with the label's a.&r. chief Bob Thiele on new album.



NEW TEAM: Singer-actress Ann-Margret and trumpeter Al Hirt enjoy break during RCA Victor session on "Beauty and the Beard" album. They'll introduce numbers from it on Ed Sullivan's show.

CHAK CHAT: George Chakiris, far left, discusses new arrangement with Capital's Curley Walter and Dave Cavanaugh and session conductor Van Alexander.

