

Capitol Snags Dick Dale After Hot Bidding

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Billboard

The International Music-Record Newsweekly

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

Dean TV Will Open Door to Young Talent

NEW YORK — Bob Banner Productions has been set to handle the Jimmy Dean TV show next season. Banner's firm is one of TV's major production units, though this is the firm's first association with the ABC-TV network, which will carry the Dean show next season.

Jimmy Dean, who scored heavily on TV in stints on the old Jack Paar show and the Johnny Carson show on NBC-TV over the past six months, will be doing a comedy variety net TV show out of New York starting in the fall. The show is expected to be a prime showcase for both new and vet tal-

Continued on page 8



PAUL AND PAULA, whose "Hey Paula" has been sitting in the No. 1 spot on Billboard's Hot 100 for three weeks now, says hello and thanks to Morris Diamond, newly named national promotion chief for Mercury, during Chicago stopover. As national promotion head for Philips, Diamond was largely responsible for disk taking off. The folk-singing duo, who come north from the warm climate of their native Dallas, weren't prepared for Chicago freeze.

Victor Throws Weight Behind Caruso Revival

NEW YORK—A Caruso revival is in the offing on the occasion of the 90th anniversary of the singer's birth. RCA Victor Records, MGM films and publisher Simon & Schuster are sparking the co-operative campaign through release of an electrically processed stereophonic version of the Mario Lanza album "The Great Caruso," the re-issue of the Lanza film "The Great Caruso," and the publication of a new paperback called "Enrico Caruso: His Life and Death," by the tenor's wife, Dorothy Caruso.

The Victor album was issued this month and has a flock of point-of-sale merchandise and special dealer advertisements for its promotion of the album. The LP itself has been shipped to more than 1,500 disk jockeys around the country.

MGM has a major campaign scheduled on the flick, at the local theater level, and has set special screenings for deejays, and dealers and Victor distributes in various cities. The picture will play in 4,000 theaters by the end of the year.

The S. & S. paperback of Dorothy's Caruso's biography of her husband is a re-issue of the book originally published in 1945. It has been sent to every paperback reviewer in the U. S., with a special set of photographs from the book. The publishing firm, too, has launched

Continued on page 8

Will Put Out Coast LP Under Del-Tone

By LEE ZHITO

HOLLYWOOD—Capitol Records has signed Dick Dale, thereby winning one of the hottest battles for talent in recent disk history. As part of the deal, Capitol has acquired the Del-Tone record master of "Surfer's Choice" and masters to his Del-Tone singles, "Peppermint Man" and "Miserlou." The LP as well as the two singles have been this area's dominating chart entry and have grabbed much station play. Capitol will issue the LP immediately. It already has sold about 75,000 copies.

Unique part of the arrangement is that Capitol will distribute "Surfer's Choice" under the Del-Tone label, the first time in the firm's history that it is handling an outside label.

Dale grabbed national attention on the strength of his sales record around Southern California. His "Peppermint Lounge" was this area's No. 1 singles seller. "Miserlou" was in No. 2 position. "Surfer's Choice" was the No. 2 best selling album, second only to "The First Family." It was one of the rare times that one artist rode the crest of the singles and LP charts here.

Promised Promotion

In wooing Dale into the fold, Capitol beat out virtually all the major and the top indies. Capitol won Dale on the basis of offering strong promotion to place him in full orbit as a national and international artist, as opposed to the heavy guarantees which have been the norm recently. Guarantee was estimated to be about \$25,000.

Deal was concluded last week between Capitol and Jim Monsour, Dale's father-manager, who also owns Del-Tone Records. Terms call for Monsour to serve as producer of Dale's Capitol records, with all future diskings to be owned by Capitol and to appear on its label.

New Firm

Agreement is between a newly *Continued on page 8*

New Approach Giving Zip to Juke Box Play

By NICK BIRO

CHICAGO — Following a five-year period of adjustment, juke box industry sales again appear headed up.

The biggest factor appears to be a broadening—or more accurately a realignment—of the industry's market. Operators have found new customers and new locations to take the place of those which have gradually been dwindling.

Manufacturers have also opened new doors with the introduction of the "album concept" in juke box programming. This has opened the door for acceptance of the juke box in adult and certain "class" locations heretofore closed to the industry.

In an effort to get an inside look at the industry's future—a manufacturer's look, if you will—Billboard has for the past several months conducted an in-

Continued on page 49



★ NATIONAL BREAKOUTS

No 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.

THE BIRD . . .
Dulones, Columbia 42657 (Paliro, BMI) (Baltimore, San Francisco)

MAMA DIDN'T LIE . . .
Fascinations, ABC-Paramount 10387 (Curtom, BMI) (Atlanta, Houston)

COOL WATER . . .
Blue Belles, Newtown 5009 (American, BMI) (Philadelphia)

PEPINO'S FRIEND PASQUAL (THE ITALIAN PUSSY-CAT) . . .
Lou Monte, Reprise 20146 (Romance-Sal, Songs, BMI) (New York)

MARLENE . . .
Concorde, Herald 576 (Wemar, BMI) (Detroit)

SEAGRAMS . . .
Viceroy, Bethlehem 3045 (Sonlo, BMI) (Chicago)

BABY DOLL . . .
Carlo, Laurie 3151 (Mirsula & Just, BMI) (Cleveland)

CLOSER TO HEAVEN . . .
Nick Noble, Liberty 55534 (Knollwood, ASCAP) (Chicago)

BOSSA NOVA WATUSI TWIST . . .
Freddy King, Federal 12482 (Sonlo, BMI) (Dallas-Fort Worth)

DON'T MENTION MY NAME . . .
Shepherd Sisters, Atlantic 2176 (Bobob, ASCAP) (Detroit)

I'M JUST A COUNTRY BOY . . .
George McCurn, A&M 705 (Folkways, BMI) (Seattle)

AM I THAT EASY TO FORGET . . .
"Little Esther" Phillips, Lenox 5560 (Four Star, BMI) (Houston)

Continued on page 8

BENNY FOUR TAKES A RIDE LIKE OLD DAYS

NEW YORK — Nostalgia filled the studio at the RCA Victor 24th Street building last week. Benny Goodman, Lionel Hampton, Gene Krupa and Teddy Wilson recorded as a quartet for the first time in some 25 years. For the jazz collector it was a misty-eye moment. The sessions were held at the end of last week (13 and 14) and BG and his ex-sideman stars cut a good many of the standards they used to play as well as some new tunes. Besides such well-remembered tunes as "East of the Sun," the BG quartet played modern jazz-type ones such as "Bernie's Tune."

Continued on page 8

NO. 1 AWARD



FIRST AWARD: From Editor-in-Chief Sam Chase to British Decca's Sir Edward Ted Lewis for "Telstar."

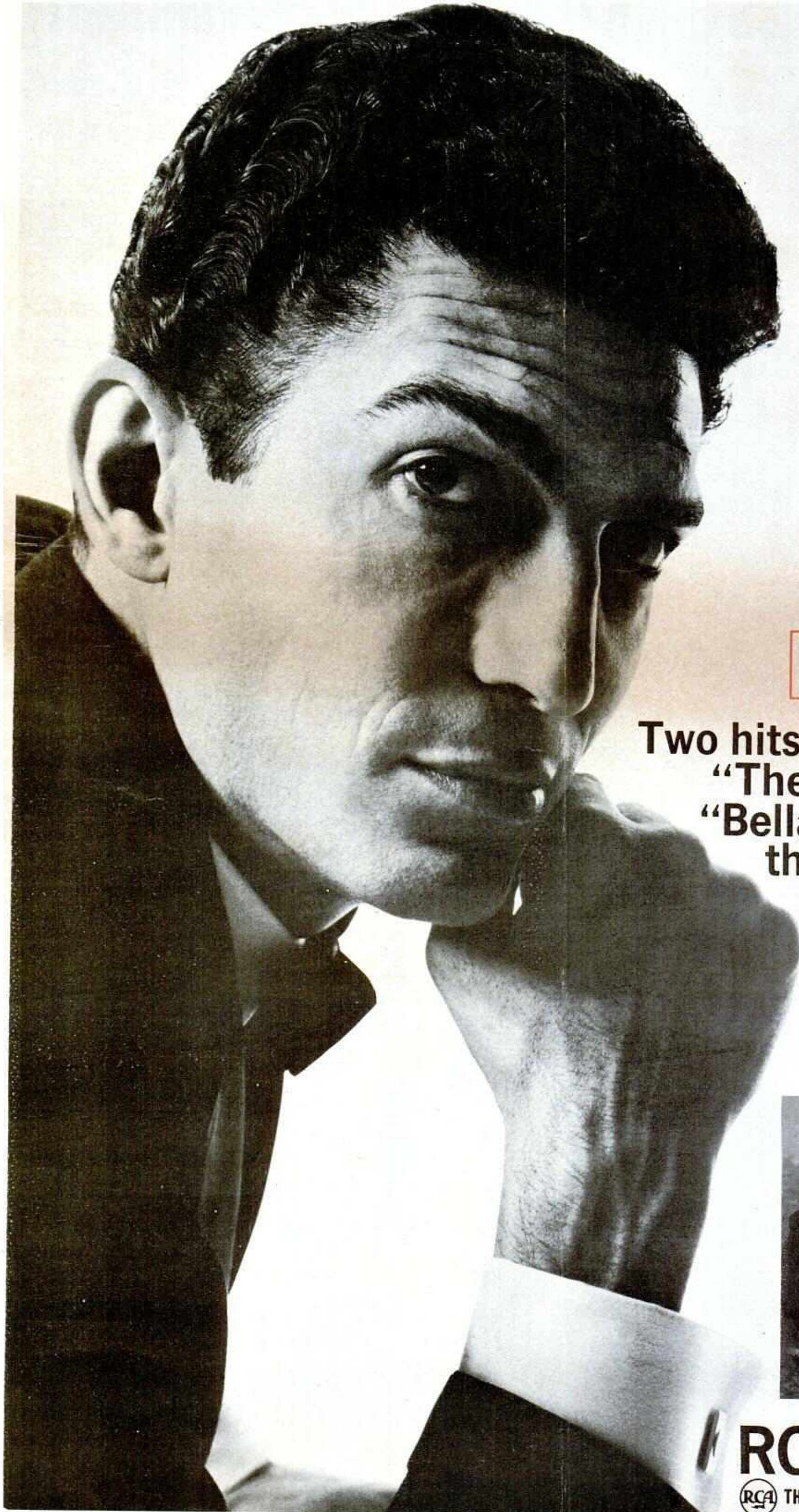
BILLBOARD SETS UP AWARD FOR NO. 1 HITS

NEW YORK — Billboard is presenting a special citation—the Billboard No. 1 Award—to every record hitting the No. 1 slot on the "Hot 100" chart. The award has been set up in recognition of achieving the top slot on the "Hot 100," an honor won among the thousands of releases by no more than 30 or 40 records a year.

The award has been won this

year by the Tornados on London for "Telstar," Steve Lawrence on Columbia for "Go Away Little Girl," the Rooftop Singers on Vanguard for "Walk Right In" and Paul and Paula's record of "Hey Paula" on Philips. The citations, in the form of framed hand-lettered scrolls, will be mailed or presented to the winning artists by the publication.

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



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'HONEST, BABY, THIS ONE'S HAPPENING, SO Y'GOTTA, JUST GOTTA'

NEW YORK—As a public service to the record industry, Billboard passes along the following list of handy phrases collected by industry veteran Frank Holland of Mutual Distributors, Boston. The phrases, according to Holland, are sure-fire persuaders when a record promoter or artists' rep is meeting with a deejay or music librarian who's convinced the record is a dog. Here's Holland's hypes:

- "You gotta play this record, sweetie, because it—
- "... has a blue dart in the Christian Science Monitor."
- "... is selling on the West Coast (of Africa)."
- "... was bought by Randy Wood."
- "... is being considered by Archie Bleyer's babysitter."
- "... actually came out before the original."
- "... has a teen sound with adult appeal."
- "... has been re-mastered with strings and bongos."
- "... is yours exclusive (until I can get to the station down the street)."
- "... was written by King-Goffin, Nevins-Kirshner and Rodgers-Hart."
- "... sold 5,000,000 in the first three days."
- "... is the pick of the week at every station in America, except one."
- "... is a big hop record with Murray the K (see below)."
- "... was written, recorded and published by Murray the K."
- "... has had 110 exposures on 'Bandstand' (1957)."
- "... is another 'Roses Are Red' (see below)."
- "... is titled, 'Another Roses Are Red.'"
- "... is a record I have faith in and believe in more than any other record I've handled in my career because you know I always level with you, sweetie, and if I don't make it with this I'm dead with the label, but with your help it can't miss and I wouldn't hype you on a dog, plus the national man is in town and I've gotta show him some lists."

Columbia to Scout Teenage Talent in Weekly Auditions

NEW YORK—Columbia Records is planning weekly teen talent auditions, beginning March 4. Dave Kapralik, East Coast pop a.&r. chief, said the auditions will be held for teen artists who have applied to and been approved by the label's newly created "Teen Talent Audition Department," of which Tom Scott is auditions director.

Young artists are advised to make application, including a photo, to Scott, who will handle initial screening. The actual auditions, which will be held on behalf of Columbia as well as its subsidiary labels, Epic and Okeh, will be attended by Kapralik and members of the a.&r., sales and publicity staffs, who will act as judges.

Kapralik said: "We believe there is more new talent in the country than ever before and we hope to bring it to light. The purpose of the live auditions is to evaluate talent in a recording studio."

Initial auditions will be in New York but future plans call for auditions in the Chicago studios as well.

CAROLINE'S PONY SONG CORRALLED BY DECCA

NEW YORK—Decca Records acquired the original version of a new instrumental tied to the topical tune, "My Pony, Macaroni," written and played by Bill Snyder. The label has also had a change of West Coast a.&r. directors.

The "Macaroni" single, which is already being rushed to deejays across the nation, got initial impetus in Washington. The Navy Band premiered the tune which brought widespread coverage from the wire services and local newspapers in the nation's capital. The tune, written and recorded as an instrumental by pianist Snyder, was inspired by and is dedicated to Caroline Kennedy and is published by B. F. Woods, a subsidiary of Mills Music.

On the West Coast, Charles (Bud) Dant has replaced Sonny Burke as West Coast a.&r. director. Burke, a composer with such tunes as "Midnight Sun" and "Black Coffee" to his credit, is retiring from the Decca post to concentrate on composing assignments. He has recently composed the score for the Jackie Cooper "Hennesey" TV show.

Dant is a veteran composer, arranger and conductor who has been on Coral's recording staff since 1955. For the past five years he has been chief of the Coral a.&r. set up on the Coast, and also has had specific assignments recording Decca Artists. He also recorded as an artist. As chief of the Decca-Coral operation on the West Coast, Dant will supervise the recording of

FTC Legal Roadshow Shoves Off to Chi for 3-Day Stand

By REN GREVATT

PHILADELPHIA—Mercury Records is the only licensor of product to the Columbia Record Club which finds itself in a directly competitive position with Columbia on the pressing plant level. Despite the firm's own manufacturing facilities in Richmond, Ind., the great bulk of its product destined for club release is pressed by Columbia. These were key points brought out in testimony here by Irving Green, Mercury president, during the final days of the Quaker City phase of hearings on a Federal Trade Commission complaint against the Columbia club.

Other witnesses heard during the six days of hearings held here included Alan Cohen of Cameo-Parkway Records, Sanford Wartell, owner of Allentown Records, an indie pressing plant in Allentown, Pa., and various dealers from the greater Philadelphia area. The Philadelphia sessions were concluded Wednesday (13). The legal caravan forthwith moved on to the next stop, Chicago, where three days of hearings were to begin Monday (18) in the FTC offices on West Jackson Boulevard.

In questioning by Commission counsel, Mort Needelman, Green said that the entire Mercury catalog is available to Columbia for club release. About 200 selections from the catalog have already been offered. Product on the related Philips label is on a "choose as you like" basis, Green noted.

He said that all product involving substantial quantities were, as in the case of most licensors, pressed by Columbia plants, though Mercury itself does the covers. Where only small quantities are needed, Mercury presses the disks, prepares jackets and delivers finished product to Columbia at 55 cents per unit.

Asked how this figure was arrived at, Green noted that the billings price includes cost of pressing, jacket and a fair markup, to which no tax or royalties are attached. The excise tax, according to Green, was not applicable (to Mercury) in this case.

Sharp Exchanges

Green's testimony was marked by frequent exchanges between Paul Kern, Mercury general counsel, who represented Green, counsel for the Commission and



KEELY SMITH returned to the wax scene last week with her first slicing for Reprise, "Going Through the Motions." It's grabbing a lot of deejay action and the Sinatra label is leaning on it with vigor.

Columbia, and hearing examiner Moore. This reached sharp proportions during Government counsel's attempt to pinpoint the actual corporate relationship between Mercury, the firm known as Consolidated Electronic Industries, and Philips Photographic Industries of Baarn, Holland.

This was not clarified beyond the point, made by Green, that Mercury has a cross-license agreement with Philips to rep-

resent its repertoire in the United States.

Alan Cohen, representing Cameo-Parkway, said his firm made its first deal with the Columbia club in December 1961 for certain twist records. Initially the deal was nonexclusive with no guarantee. Later, he said, the contract was amended to provide exclusivity and a \$40,000 guarantee. Cohen said the club deal was made to hit an adult market and to reach new areas of the country for sales.

The club has full choice of C-P product, he noted, but only after a given record has been in general release for at least

(Continued on page 4)

Little Richard Back to Sing

NEW YORK—Atlantic Records has signed Little Richard, onetime top-selling rock and roll artist. The singer has been inked to a long-term deal. Richard has returned to the pop recording scene after some years in ministry work. The artist had a string of hits in the mid-fifties, among them "Tutti - Frutti," "Slippin' and Slidin'," "Good Golly Miss Molly," "Long Tall Sally" and "Lucille," all on the Specialty label.

Billboard BACKSTAGE

The Jerry Dodson Award

The Jerry Dodson Award was presented recently to Bob Rolontz, our music editor, for his excellent in-depth reporting on the story behind Cadence Records' "The First Family" album.

The Award read as follows:—"To Bob Rolontz: . . . A medal is in order! This is the 'Time and Effort' Award you so richly deserve for your coverage of 'The First Family Story.' This is by far the most interesting (my lack of adjectives here leaves me at a loss) story I have ever read in my 11 years at Billboard. I read this last evening on my way home from work, missed my bus stop and finally came back to reality a mile beyond my home (I'm a slow reader). I insisted, when I finally did get home, that my wife and two oldest children read the story. They also agreed that it's a pulsating documentary on a fabulous record. My oldest boy (seventh grade) is going to write a report on your story to his English class, and hopes it will be printed in the school paper. All in all, Bob, it became apparent to me I had to show my enthusiasm in the story, to present to you this layout. The caliber of this story makes me proud to be a member of Billboard's staff. Well done! . . . Jerry Dodson."

Who is Jerry Dodson? He is one of the three staff artists who work "under the North light" here at Billboard to create advertising layouts, promotion pieces and other visual material required to produce a good newspaper.

This is another tangible demonstration of the interdepartment strength and spirit that enables our book to emerge as the industry's leading international music-record newsweekly.

Hal B. Cook

PUBLISHER

How to Build a Hit: Toss Rocks At the Big Boss

NEW YORK—Lloyd Leipzig, vet personal manager and press agent, man about town and aid to Mitch Miller on TV's "Sing Along With Mitch Show" has come up with an ace in his efforts to publicize his chief. His gag idea song, called "The Man Who Wouldn't Sing Along With Mitch," not only is grabbing action with deejays as recorded by the Halifax Three on Epic, but is getting some sales action as well. All of this is a pleasant surprise to the debonair flack.

Leipzig originally dreamed up the idea for the song when Mitch appeared on the Merv Griffin daytime TV show over NBC two weeks ago. Writers Fred Hertz and Charlie Greon were commissioned to write the anti-Mitch saga to surprise the affable Miller. The audience re-

(Continued on page 8)

DEPARTMENTS & FEATURES

- General
 - Talent 10
 - Country Music 14
 - Rhythm & Blues 16
 - Classical Music 20
- Music Pop Charts
 - Hot 100 28
 - Page 1 Singles 1
 - Top LP's 32
 - Page 1 Albums 34
 - Honor Roll of Hits 8
 - Hot Country Singles 14
 - Hot R.&B. Singles 16
- Record Reviews
 - LP Reviews 31
 - Singles Reviews 26
- International
 - Hits of the World 22
 - Int'l News Reports 24
 - Int'l Exchange 25
- Radio-TV Programming
 - Programming Newsletter 41
 - Ready-to-Go Programming 42
- Phono-Tape Merchandising
 - Equipment Newsletter 44
 - Best Selling Phonos 45
- Coin Machine Operating
 - Music Machine Programming 51
 - Double-Play Disks 51
 - Bulk Vending 56

Buyers & Sellers Classified Mart 46

Most Disk Execs Swear By (Not at) Chi's Dick Biondi

By NICK BIRO

CHICAGO—"If I had my choice of having a record played on one radio station in the country, and one station only, it would have to be Chicago's WLS. And the key jockey to me would be Dick Biondi."

The comment was made by a highly placed executive with one of the largest record companies in the country. In the room were officials of at least two other record companies, all majors, and promotion men that represented coverage for some two dozen labels around the U. S.

Everyone in the room agreed with the observation.

Reaches Far

"WLS, and particularly Biondi's show, reaches down as far as Texas and even Florida. It goes north to the Dakotas, west to the Rockies and east into Pennsylvania. This man (Biondi) puts on a fantastic show. He's a real disk jockey and he has a real following," were the follow-up remarks.

With this sort of sentiment supporting Biondi, it's not too surprising that a mention of his name should create interest, and often controversy.

And controversy is just a mild term for the explosive reaction that took place in the record industry, and among jockeys, here last week.

Pot Boiling

A week ago (Billboard, February 16) it was noted that the "pot was boiling between several record manufacturers and Dick Biondi" over the latter's alleged reluctance to play a new record if it had previously "broken" on competitive WYNR here.

If such a reluctance does exist, and if the "pot is boiling" between Biondi and "some" manufacturers, it obviously doesn't exist with a majority.

In any event, support for Biondi was spontaneous and overwhelming.

Plays Hits

General consensus among promotion men here was that "sure



GOOD BET to repeat as Academy Award song winner is Henry Mancini's "Days of Wine and Roses" score, Hollywood insiders say, and here Mancini, who won last year with his "Breakfast at Tiffany's" score, gets words of encouragement from RCA Victor's Harry E. Jenkins, right. Jenkins has just been named vice-president of marketing for the label.

WLS plays primarily the hits—it's their policy. But the station has not infrequently broken brand-new material. And besides, Biondi doesn't pick records. WLS' program director, Gene Taylor, makes up the playlist and Biondi plays whatever is on it."

Over-all consensus is that some record manufacturers may have an axe to grind; most others don't.

Typical among comments from promotion men who rose to defend Biondi, was that of Morris Diamond, a 20-year veteran of the business, newly named national promotion director for Mercury.

No Trouble

Said Diamond: "I've never had any trouble with Biondi or WLS dragging their heels on a record. One example is Paul and Paula's 'Hey Paula' on Philips. (Diamond had been national promotion director for Philips for a year before joining Mercury.)

"Dick Kemp (WYNR) was the first to play the record. In fact, Dick already knew about the group since his sister goes to school with Paul and Paula

in Dallas. WLS got on the record immediately and Biondi played it."

Other examples cited by Diamond that first broke on WYNR and were picked up immediately by WLS and Biondi were "Her-cules," by Frankie Vaughn on

Continued on page 8

Liberty Bringing Out Slatkin LP

HOLLYWOOD — Liberty Records is bringing out "Our Winter Love," the Felix Slatkin album which was prepared for release prior to the artist's sudden death. According to national sales manager Don Bohanan, the new album will be added to Liberty's February dealer program, now under way, with the same program terms applying. Liberty's national promotion director Bob Skaff has dispatched a complete promotional mailing of the album to all radio stations, while the publicity department is blanketing national newspaper and magazines in behalf of the release.

FTC Legal Roadshow Shoves Off

• Continued from page 3

three months. There was some discussion of such dance items as the so-called limbo rock and the mashed potato. Cohen said one current C-P club selection sold 175,000 copies through the club.

Questions asked of Wartell, of the Allentown Records pressing firms, were designed to elicit information on the going rates for LP pressings. An 86 per cent pure vinyl 12-inch platter costs about 29 cents today, Wartell said. Adding another 8 cents for jacket and laminated front cover, the figure comes to 37 cents for a finished product. An extra 2 cents should be figured for stereo, he added.

In further testimony, Wartell said the Columbia club had affected his business, because of the fact that the club wants its labels to press with Columbia.

Under cross-examination by Columbia counsel Asa Sokolow, Wartell confirmed that he had hired a New York sales representative, one Harold L. Friedman, indie disk consultant and one-time disk manufacturing exec and consultant to ARMADA. Sokolow produced a letter written by Friedman in the name of the Allentown firm to a number of indie manufacturers exhorting them to "cease pressing with RCA, Columbia and MGM."

"It makes sense to stop feeding the monster that's competing with you," Friedman's letter went on. "Work with Allentown or any independent presser."

Wartell said the letter went out without his knowledge but that he was aware of it "after the fact." He indicated, however, that he did not disassociate himself from the letter.

Questioning of Philadelphia dealers followed a pattern similar to that used with earlier dealer witnesses both here and in New York. Two of these, however, were dealers who had thrown in the sponge during the past year. Bill Barwis, who formerly operated a store bearing his name, said Columbia's club was "a factor but not the only factor," in his giving up the business.

Barwis singled out classical sales as one of the greatest losses suffered, owing to the clubs. "In my opinion, classical customers bought through the club and shopped the stores only for what they could not get through the clubs," he said.

In cross-examination, Sokolow traced the advent of Gimbels, Lit Brothers and E. J. Korvette as discount factors in the local scene and alluded to a late 1961 price war between Gimbels and Korvette's. Barwis admitted that these too were unfavorable developments for the small dealer.

Alan H. March of the S. H. March Center City store, said that "Music for Trumpet and Orchestra," a classical LP which Kapp Records acquired from the defunct Unicorn label, and later licensed to the club, used to be one of the best-selling classical records he ever had. March said he no longer handled much Columbia or Kapp product in depth.

Herman C. Sonnheim, who described himself as a factory representative, said he formerly operated the Newman Record Shop here. In his last three years of business, leading up to last year, he noted, his volume decreased annually. He detailed Columbia's earlier explanation of what the club was designed to do, as explained by "my local salesman, Joe Lyons" (now with Columbia headquarters in New York), to the effect that the club would produce more retail cus-

tomers. "They took customers rather than bringing them in," he added.

Morris Wilk of Penn Records, complained about Mercury's Maria Callas record of "Medea," made available through the club. He said that Callas was actually under contract to EMI (Angel Records) but that the Mercury release was a one-shot recording deal.

He discussed what he called "the artist monopoly" concept in which a label builds an artist to a point of great acceptance, under which each recording is a distinct performance and thus, in a sense, is a monopoly. The dealer does well with a product like this until a company comes along with one release and puts it right in the club while "the dealer sits on his haunches and looks at the records on his shelves."

Other dealer witnesses here included Leroy Freedman, Premier Records; Jack Rosen, the Record Shop; Sam Balaity, Mad's Discount Store, and J. W. Scathard, of J. W. Scathard Company.

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CORRECTION

Through an error, the Lou Monte Spotlight Single on Page 26, "Pepino's Friend Pasqual (the Italian Pussy Cat)" is under the Cadence label. Actually, the disk is on Reprise, as was its illustrious hit predecessor, "Pepino (the Italian Mouse)."



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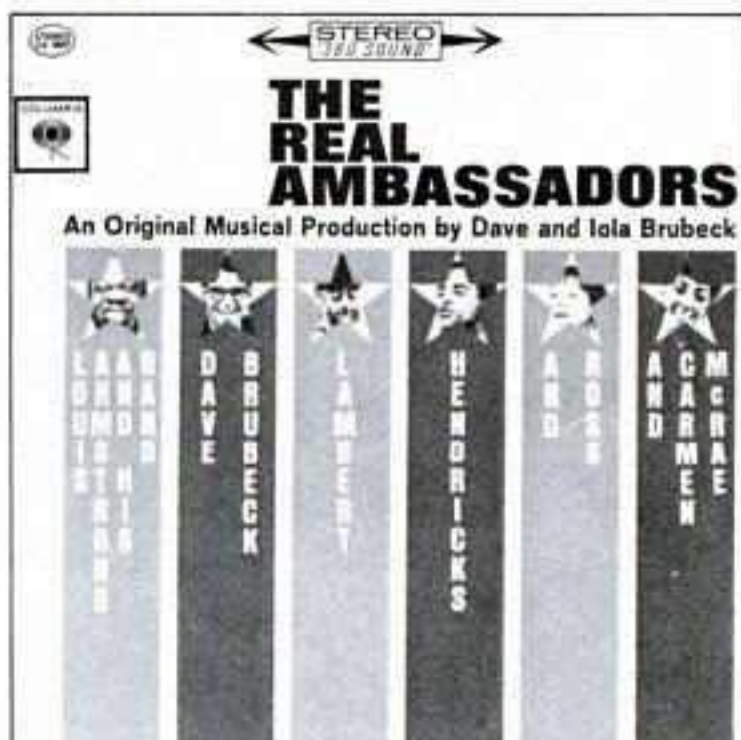
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COLUMBIA RECORDS

This One



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INDEX OF NEW REPRISE SINGLES

DEAN MARTIN	IN THIS ISSUE PAGE 19
SAMMY DAVIS JR.	PAGE 25
FRANK SINATRA	PAGE 36
ROSEMARY CLOONEY	PAGE 38
KEELY SMITH	PAGE 43
BARNEY KESSEL	PAGE 42
EDDIE CANO	PAGE 45
LOU MONTE	PAGE 47
NANCY SINATRA	PAGE 14
RAL DONNER	PAGE 16

the label of singles significance

reprise

... TO PLAY AND PLAY AGAIN



Panel Kicks Around Indies' Role

By JACK MAHER

NEW YORK — The second seminar in "The Art of Recording" once again continued the exploratory discussions instituted earlier on the use and development of talent. This second number in the course co-sponsored by New York University and the National Academy of Recording Arts and Sciences (NARAS) held Tuesday (12), covered three phases of the repertoire and producers.

The panel was composed of Joe Csida, Trinity Music executive, as moderator; Archie Bleyer, chief of Cadence Records, and Jerry Lieber, independent producer with Mike Stoller of disks by the Drifters, the Exciters, Mike Clifford, Ben E. King and other acts.

The points covered varied

from composition and material and a discussion of the singles selling problem. Both Lieber and Bleyer concurred on the importance of material as the backbone of a recording. They both felt that the composer should avoid rules and regulations, and should not imitate current hits when creating material for recordings.

Shakes 'Em Up

Jerry Lieber said that he thought independent producers made it much easier for everyone in the recording business. Lieber noted that the independent producer has brought wider diversity and prosperity to a great many musicians, composers, and publishers, as well as artists, because the indie producer broke up the tightly controlled cliques of talent and material users within major and

large independent companies. Eventually, Jerry believes, those indie producers that want to grow as a business, must have their own labels, much the way Nevins and Kirschner have.

In explaining what an indie producer does for a label, Lieber outlined some of his firm's own operations with labels. With Atlantic, for instance, Lieber and Stoller have arranged and recorded for specific artists on the Atlantic roster. With UA, however, the producers have built a line of artists, as well as fitting their talents to specific artists. They have produced new artists such as the Exciters as well as doing dates with Jay and the Americans and Ferrante and Teicher.

Bleyer noted that he has been particularly unsuccessful with independent producers. Even his "First Family" LP hit, he said, was more an idea than an independently produced disk ready for pressing and distribution.

Nothing Wrong

On the so-called singles problem, both execs stated that there's nothing wrong with singles sales that a smash couldn't cure—the oft repeated saw of the trade.

Bleyer did point out the nebulous quality of the disk industry, where product is produced not for utility but for emotional impact. He also outlined a particular phenomenon of the business in which an artist's value is continually changing. In general, Bleyer noted, an artist works on two levels, the group or night club level, and the intimate or disk level.

It is his experience, Bleyer said, that as an artist gains popularity on the night club or group circuit he changes his act to a point where he loses popularity on the intimate or disk level.

Felix Slatkin Dies at 47

HOLLYWOOD—Death came last week to Felix Slatkin, 47, virtuoso violinist, conductor, composer, arranger and Liberty Records artist. He died suddenly of a heart attack on Saturday (9). There had been no previous indication of a heart ailment.

Slatkin is remembered for his "Fantastic Strings" series of LP's for Liberty, and while at Capitol Records had founded the Hollywood String Quartet. He was presented with the Grammy award three years ago by the National Academy of Recording Arts and Sciences for a Hollywood String Quartet recording as a top classical album for the year.

At Liberty Slatkin had recorded more than 10 albums, of which his latest, "Hoe down" is currently among the top-selling LP's. Slatkin was a prodigy concert violinist, entering the Curtis Institute of Music at the age of 13. He later returned to his native St. Louis where he performed with the St. Louis Symphony Orchestra under Vladimir Golschmann for several years. He came to Hollywood where he served as concert master at 20th Century-Fox studios and later served with the Air Force Orchestra.

He is survived by his widow, Eleanor, a virtuoso cellist with whom he has appeared many times on records and in concert; two sons, Leonard, 18, and Freddy, 16; his mother, and a sister. Services were held on Sunday at the Hollywood Cemetery.

LATE SINGLE SPOTLIGHTS

Pop

JIMMY RODGERS

FACE IN A CROWD (Saloon Songs, BMI) (2:50)—Here's a fine new ballad in the heartbreak school, delivered meaningfully by Rodgers. Tune has a nice simplicity and it's performed to a lush arrangement with strings and chorus. Watch it. Flip is "Lonely Hearts" (Honeycomb, ASCAP) (2:55). **Dot 16450**

BOBBY VINTON

OVER THE MOUNTAIN (ACROSS THE SEA) (Arc, BMI) (2:26)
FADED PICTURES (Sherman-DeVorzon, BMI) (2:45)—Two stand-out new sides for Vinton. First up is a finely waxed reprise of an old hit for Johnny and Joe, while the flip is a delightful, medium-paced ballad, warmly delivered. Take your pick here. **Epic 9577**

PAUL PETERSEN

AMY (Aldon, BMI) (2:20)—Young TV star Paul Petersen is just coming off a solid hit, "My Dad," and he can repeat here. It's a good ballad, lushly arranged, with an impressive performance by the lad. Watch this. Flip is "Goody Goody" (Henderson, ASCAP) (1:49). **Colpix 676**

MARTY ROBBINS

CIGARETTES AND COFFEE BLUES (Marty, BMI) (2:41)—Robbins could click easily with this top-notch, country-styled tragedy ballad. He packs a lot of emotional punch into the tune, which he also wrote, and it has a chance to move out fast. Flip is "Teen-Ager's Dad" (Maricana, BMI) (1:49). **Columbia 42701**

Vee Jay Gets Free A.&R. Rein On Ifield in Paramor Deal

CHICAGO — Vee Jay will have complete a.&r. freedom with its English ace Frank Ifield, following a deal completed last week with Norrie Paramor, chief a.&r. director of EMI in London, Ifield's parent firm.

Vee Jay will be able to call the shots on Ifield's new recordings,

type material, arrangements and the like, an unusual deal in that the a.&r. activity would normally be directed out of England.

Vee Jay is also releasing this week Ifield's newest disk, "The Wayward Wind," currently No. 1 in England. The English artist is due for a promotion trip here next fall.

Paramor spent the week here in negotiations with Vee Jay. The English a.&r. chief was responsible for Ifield's "I Remember You" and has also guided the success of England's big-name pop singer Cliff Richard.

with 100 bought basis. The plan runs from February 15 through March 31.

Merchandising aids are being provided with each of the three rings. For the classical sale, a dayglo counter card and banner announce "Get an Album Free When You Buy Two Mercury LP's."

A light and motion rotating display features the Smothers Brothers' three albums. The display is operated by a heat motor and is compactly designed to fit in a window, counter or shelf.

For the Mercury Hootenanny collection there are six die-cut easel jackets with three header cards with copy such as "Mercury Hootenanny—A Real Folk Fest," and a brochure covering the entire Mercury folk music catalog.

Mercury Puts On Consumer Deal For LP Classics

CHICAGO—Mercury is featuring a classical album consumer sale, offering one album free with every two purchased, in its new "Three-Ring Circus" sales plan.


The classical sale, dubbed "Ring One," covers the entire Mercury and Mercury-Wing classical catalog as well as the new February 15 release of 10 albums (six Mercury and four Mercury-Wing).

"Ring Two" of the plan covers pop albums by the Smothers Brothers, Brook Benton and David Carroll, and jazz albums by Shirley Horn, Phil Moore and the Three Sounds.

"Ring Three" covers a Mercury Hootenanny collection of folk music. Rings two and three will both be sold on a 15 free

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FELIX SLATKIN


♥♥ **OUR WINTER LOVE** ♥♥

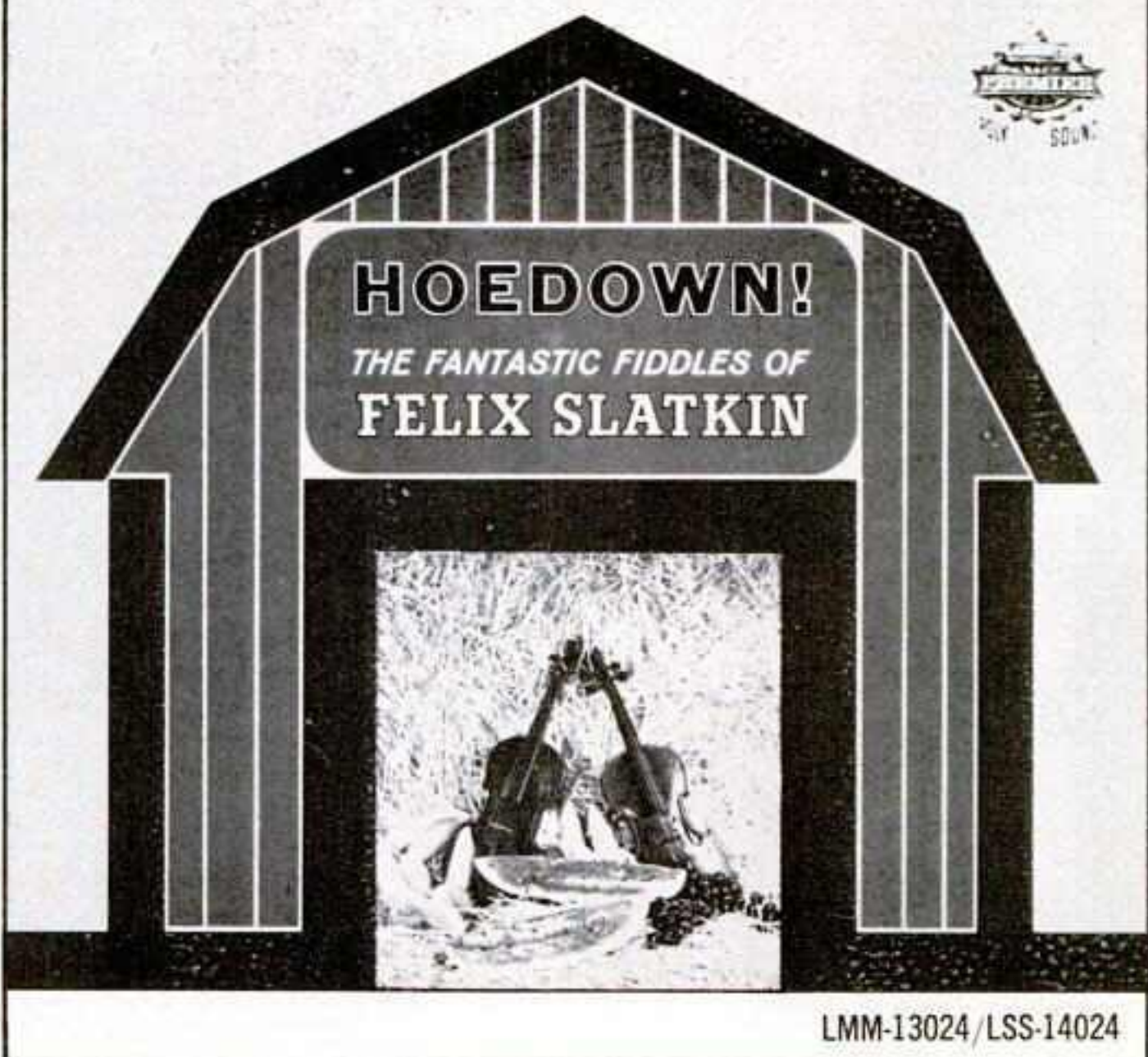
DAYS OF WINE AND ROSES ♥♥♥ MEDITATION
 I LEFT MY HEART IN SAN FRANCISCO ♥♥♥♥
 theme from "LAWRENCE OF ARABIA" ♥♥ GINA
 FLY ME TO THE MOON ♥♥ LOVE LETTERS ♥♥
 STRANGER ON THE SHORE ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥
 WHAT KIND OF FOOL AM I ♥ ♥ ♥
 THE TWELFTH OF NEVER ♥
 LOLLIPOPS AND ROSES




LRP-3287 / LST-7287

OUR SALES / CHART* LOVE: HOEDOWN





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 THE FANTASTIC FIDDLES OF
 FELIX SLATKIN



LMM-13024 / LSS-14024

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- 15% CASH DISCOUNT
- 100% EXCHANGE PRIVILEGE
- DEFERRED BILLING: ½ APRIL 10, ½ MAY 10

LIBERTY RECORDS

*See this week's charts for listing



a subsidiary of Avnet Electronics Corp.

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 23

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	HEY PAULA	By Hildebrand—Published by LeBill-Marbill (BMI)	6
2	4	RUBY BABY	By Lieber-Stoller—Published by Tiger (BMI)	4
3	3	WALK LIKE A MAN	By Crewe-Gaudio—Published by Saturday-Gavadema (ASCAP)	4
4	2	WALK RIGHT IN	By Darling-Svanoe—Published by Ryerson (BMI)	6
5	5	RHYTHM OF THE RAIN	By Gummo—Published by Sherman-DeVorzon (BMI)	4
6	7	FROM A JACK TO A KING	By Miller—Published by Dandelion (BMI)	5
7	13	YOU'RE THE REASON I'M LIVING	By Darin—Published by Adaris (BMI)	4
8	8	YOU'VE REALLY GOT A HOLD OF ME	By Robinson—Published by Jobete (BMI)	6
9	6	THE NIGHT HAS A THOUSAND EYES	By Weisman-Wayne-Garrett—Published by Blen-Mabs (ASCAP)	9
10	11	HE'S SURE THE BOY I LOVE	By Mann-Weil—Published by Aldon (BMI)	4
11	20	BLAME IT ON THE BOSSA NOVA	By Mann-Weil—Published by Aldon (BMI)	2
12	15	WILD WEEKEND	By Shannon-Todaro—Published by Shan-Todd & Tupper (BMI)	3
13	14	LITTLE TOWN FLIRT	By Shannon-McKenzie—Published by Vicki-McLaughlin (BMI)	6
14	17	FLY ME TO THE MOON—BOSSA NOVA	By Howard—Published by Almanac (ASCAP)	4
15	10	UP ON THE ROOF	By Goffin-King—Published by Aldon (BMI)	9
16	21	SEND ME SOME LOVIN'	By Price-Marascalco—Published by Venice (BMI)	3
17	18	MAMA DIDN'T LIE	By Mayfield—Published by Curtom (BMI)	3
18	9	LOOP DE LOOP	By Vann-Dong—Published by Tobi-Ann & Vann (BMI)	7
19	16	GO AWAY LITTLE GIRL	By Goffin-King—Published by Aldon (BMI)	12
20	26	WHAT WILL MARY SAY	By Vance-Snyder—Published by Elm Drive (ASCAP)	2
21	12	MY COLORING BOOK	By Ebb-Kander—Published by Sunbeam (BMI)	6
22	—	END OF THE WORLD	By Dee-Kent—Published by Summit (ASCAP)	1
23	30	CAST YOUR FATE TO THE WIND	By Guaraldi—Published by Friendship (BMI)	2
24	—	ONE BROKEN HEART FOR SALE	By Blackwell-Scott—Published by Presley (BMI)	1
25	—	IN DREAMS	By Orbison—Published by Acuff-Rose (BMI)	1
26	22	CALL ON ME	By Malone—Published by Lion (BMI)	3
27	28	LOVE (Makes the World Go 'Round)	By Anka—Published by Spanka (BMI)	3
28	—	ALICE IN WONDERLAND	By Sedaka-Greenfield—Published by Aldon (BMI)	1
29	—	OUR DAY WILL COME	By Hilliard-Carson—Published by Rosewood (ASCAP)	1
30	—	I WANNA BE AROUND	By Vimmerstedt-Mercer—Published by Commander (ASCAP)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **HEY PAULA**—Paul & Paula Phillips 35017.
2. **RUBY BABY**—Dion, Columbia 42662; Drifters, Atlantic 1089.
3. **WALK LIKE A MAN**—Four Seasons, Vee Jay 485.
4. **WALK RIGHT IN**—Moments, Era 3099; Rooftop Singers, Vanguard 35017.
5. **RHYTHM OF THE RAIN**—Cascades, Vallant 6026.
6. **FROM A JACK TO A KING**—Ned Miller, Fabor 114.
7. **YOU'RE THE REASON I'M LIVING**—Bobby Darin, Capitol 4897.
8. **YOU'VE REALLY GOT A HOLD ON ME**—Miracles, Tamla 54073.
9. **THE NIGHT HAS A THOUSAND EYES**—Bobby Vee, Liberty 55521.
10. **HE'S SURE THE BOY I LOVE**—Crystals, Philles 109.
11. **BLAME IT ON THE BOSSA NOVA**—Eddie Gorme, Columbia 42661.
12. **WILD WEEKEND**—Rebels, Swan 4125.
13. **LITTLE TOWN FLIRT**—Del Shannon, Big Top 3131.
14. **FLY ME TO THE MOON—BOSSA NOVA**—Eddie Gorme, ABC-Paramount 10383; Joe Harrell & His Ork, Kapp 497; Tony Martin, Dot 16361; Mark Murphy, Riverside 4526; Susan Raffey, Kapp 382; Felicia Sanders, Decca 31335; Rhoda Scott Trio, Tru Sound 418; April Stevens, Imperial 5907.
15. **UP ON THE ROOF**—Drifters, Atlantic 2162.
16. **SEND ME SOME LOVIN'**—Sam Cooke, RCA Victor 8129.
17. **MAMA DIDN'T LIE**—Jan Bradley, Chess 1845; Fascinations, ABC-Paramount 10387.
18. **LOOP DE LOOP**—Johnny Thunder, Diamond 129.
19. **GO AWAY LITTLE GIRL**—Steve Lawrence, Columbia 42601.
20. **WHAT WILL MARY SAY**—Johnny Mathis, Columbia 42666.
21. **MY COLORING BOOK**—George Chakiris, Capitol 4892; Kitty Kallen, RCA Victor 8124; Sandy Stewart, Colpix 669; Barbara Streisand, Columbia 42648.
22. **END OF THE WORLD**—Skeeter Davis, RCA Victor 8098.
23. **CAST YOUR FATE TO THE WIND**—Martin Denny, Liberty 55514; Vince Guaraldi Trio, Fantasy 563.
24. **ONE BROKEN HEART FOR SALE**—Elvis Presley, RCA Victor 8134.
25. **IN DREAMS**—Roy Orbison, Monument 806.
26. **CALL ON ME**—Bobby Bland, Duke 360.
27. **LOVE (Makes the World Go 'Round)**—Paul Anka, RCA Victor 8115.
28. **ALICE IN WONDERLAND**—Neil Sedaka, RCA Victor 8137.
29. **OUR DAY WILL COME**—Rudy and the Romantics, Kapp 501.
30. **I WANNA BE AROUND**—Tony Bennett, Columbia 42634.

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.

Most Disk Execs Swear by Biondi

Continued from page 4

Philips, and a current disk, "Yellow Bandana," by Faron Young on Mercury.

Picked Up

Dick Gassen, now with Columbia and formerly with Summit Distributing Company here, cited "The Bird," by the Duitones, as an example of a disk to break on WYNR and immediately picked up by WLS.

Harvey Goldstein, Liberty, cited three records that recently broke for him on WYNR and were picked up by WLS and played by Biondi: "Closer to Heaven," Nick Noble; "Two Thousand Pound Bee," the Ventures, and "The Night Has a Thousand Eyes," Bobby Vee.

Artist Rude

One promotion man cited an example where he had had dinner with Biondi and an artist. "The artist was unbelievably rude to Dick. I don't know how he kept his composure. Yet that evening he played the artist's record as if nothing had happened."

He went on to say that "a lot of guys who don't get their records played take it personally. If you cream out the cry babies, the poor promotion men, I think you'd eliminate any criticism of WLS or Dick. They play anything they feel is worthwhile."

More Comments

Other sample comments: "WLS plays proved hits, WYNR plays what they think will be a hit, the Chicago scene couldn't be better."

Biondi is "... one of the really great record personalities

on the air, he identifies with people, makes his audience a part of the show, reads letters and cards and takes phone calls. ..."

Still more names to support Biondi: Howard Budno, Allstate Distributors (conceded among experts as one of the "outstanding promotion men in the city"); Danny Driscoll, Mercury Eastern promotion man formerly in Chicago; Bill McCloud, Summit Distributing Company.

PAGE ONE SINGLES

Continued from page 1

KILLER JOE ... Rocky Fellers, Scepter 1246 (Mellin-White Castle, BMI) (Detroit)

I'M QUALIFIED ... Jimmy Hughes, Guyden 2075 (Fame-Dandelion, BMI) (Houston)

LIKE LOCOMOTION ... Tornadoes, London 9579 (Laurence-Ivy (PRS) ASCAP) (Hartford)

CAN'T GET USED TO LOSING YOU ... Andy Williams, Columbia 42674 (Brenner, BMI) (Dallas-Fort Worth)

I'LL RELEASE YOU ... Ted Taylor, Okeh 7165 (Four Star, BMI) (Houston)

Cap Snags Dale

Continued from page 1

formed corporation, Dick Dale Enterprises, Inc., and Capitol.

Capitol wasted no time getting behind Dale. It sent a recording crew to the Harmony Park Ballroom in Anaheim last Friday (15) for an on-the-spot recording of Dale and Del-Tones. Idea was to test sound at the location, but another possibility was release of the on-the-spot recording.

Monsieur plans to keep his Del-Tone label active, using it to introduce new artists.

Toss Rocks at Boss

Continued from page 3

action was strong enough to cause a record to be made.

At the moment, Leipzig is sitting back happily hoping the platter will turn into a hit. "Shows what a press agent will do when he hasn't any newspapers in New York to read," he says.

Caruso Revival

Continued from page 1

an extensive ad campaign for the Caruso book.

Caruso's original records, which have now been issued and re-issued many times, still continue to rack up steady sales, with about a dozen of his RCA Victor recordings currently available on LP's. These original Victor recordings date back to 1904.

Jimmy Dean

Continued from page 1

ent. Dean's solid record success last year helped him win the coveted Billboard Man of the Year award at the Nashville WSM—"Grand Ol' Opry"—Country Music Convention a few months ago.

Italian Move May Hit U.S. Disks There

By SAM'L STEINMAN

ROME — Reduced personal and TV appearances by foreign artists and lessened importation of foreign-made tapes are two of the seven points in the program of the newly organized Association of Light Music Artists which is affiliated with FULS-CISL, the Christian Democratic Union. Demands have already been served on RAI-TV and on AGIS, theater owners organization, and will most likely be demanded from SEDRIM, the disk group.

The entire program is hinged on the following points: (1) better treatment economically and personally for singing artists on television; (2) fixed minimum compensation on TV for singers and for arrangements made by orchestra conductors; (3) a national contract by AGIS to cover all areas of personal appearances; (4) reduction of number of personal appearances by foreign artists; (5) lowered importation of foreign tapes and increased emphasis on national artists instead of foreigners on phonograph records; (6) more Italian songs and recordings on Italian TV and radio; (7) a new pension fund with various fringe benefits.

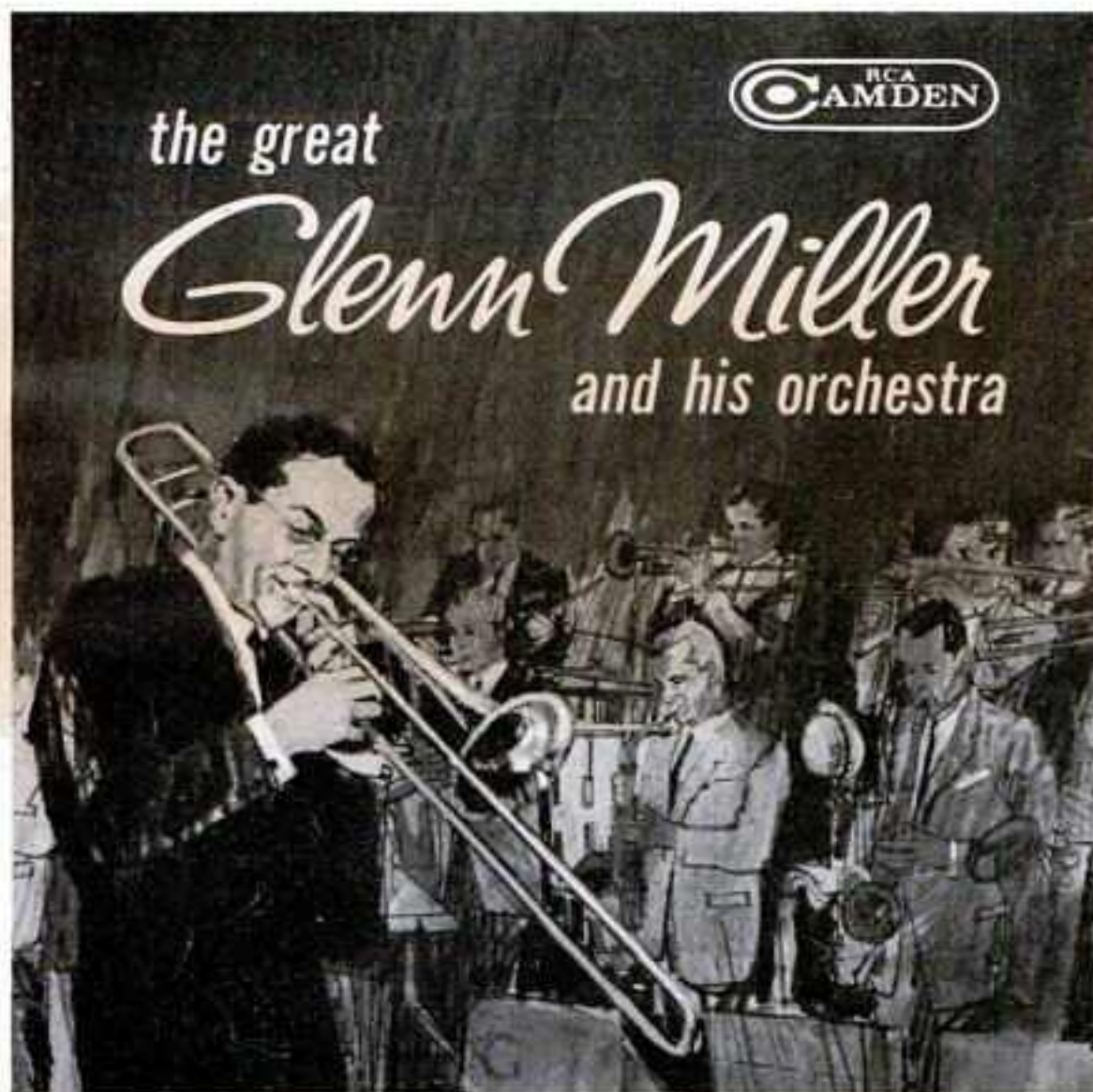
HOT! HOT! HOT! Chet Huntley

Presents "BEST OF WASHINGTON HUMOR" C 1044

THE BIG ONES ARE ON CAMEO/PARKWAY

A POEM OF PROFIT
FOR FEBRUARY

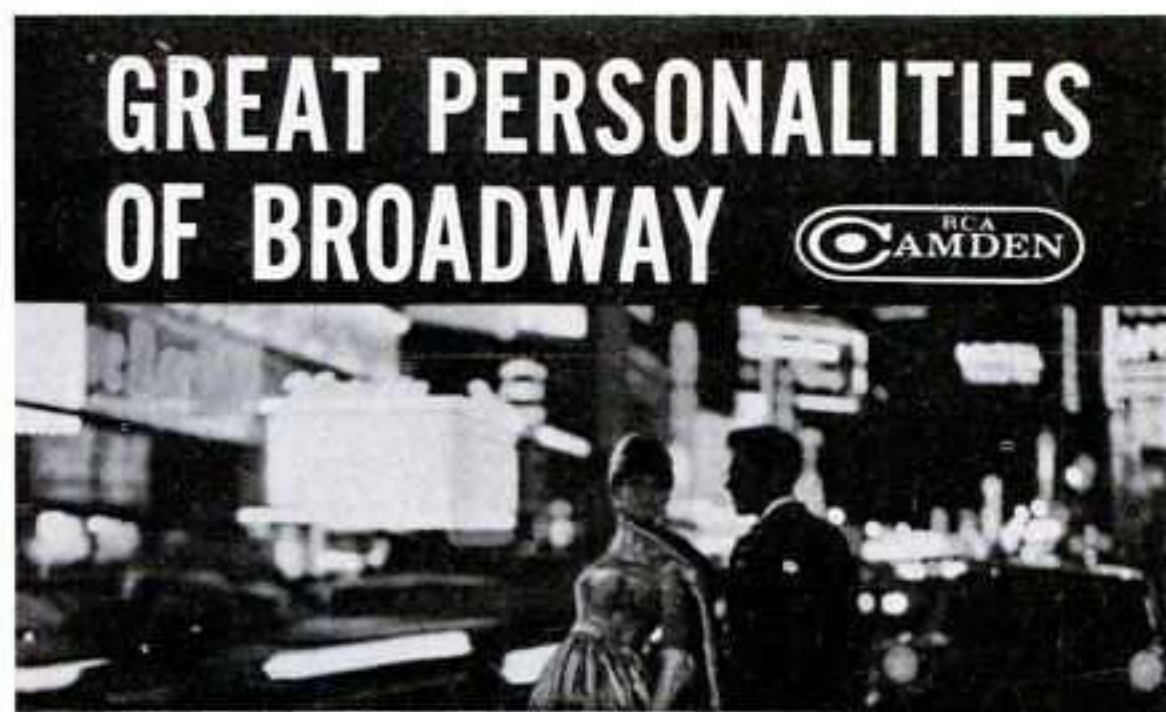
The Great Glenn Miller
Miss MacDonald sings
A Broadway galaxy
More "Living Strings"



Top collection of great Miller (electronically reprocessed in stereo). "Moon Love," "That Old Black Magic," 8 more. CAL/CAS-751 (e)

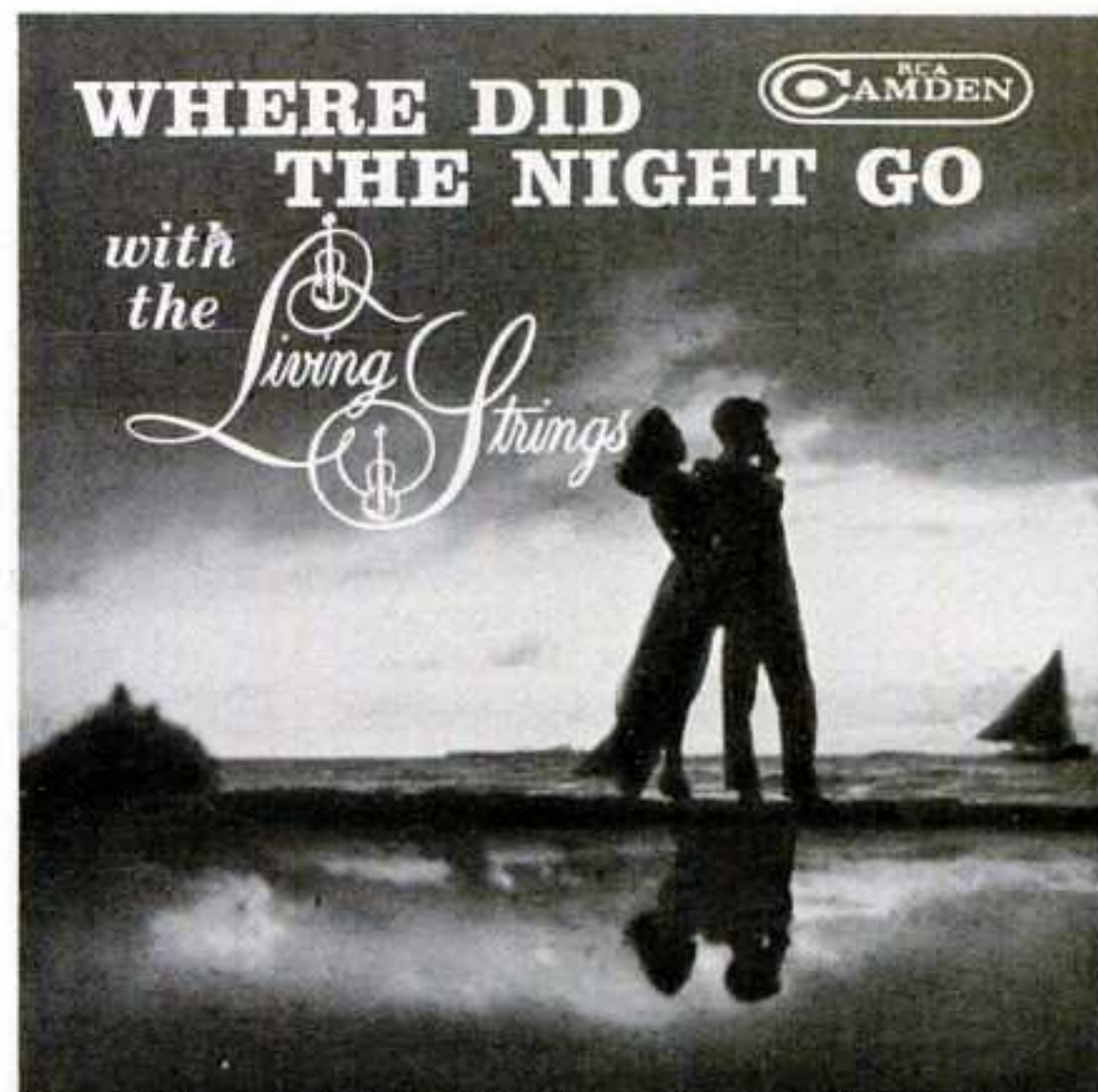


A fine group of favorite hymns including "Battle Hymn of the Republic," "Ave Maria," "Songs My Mother Taught Me," 7 more. CAL-750



AL JOLSON
GEORGE M. COHAN **ETHEL MERMAN**
BEATRICE LILLIE **SIR HARRY LAUDER**
HELEN MORGAN **EZIO PINZA**
FANNY BRICE **RUDY VALLEE**

Broadway's most unforgettable personalities. Helen Morgan sings "Bill"; Rudy Vallee sings "My Time Is Your Time"; 8 more. CAL-745



More of the great "Living Strings" sound and excitement. "Restless Heart," "One of These Fine Days," "Fanny," 7 more. CAL/CAS-738

RCA CAMDEN

FOLK MASS

All Right, Mill Around Everybody!

By JACK MAHER

If you like a spectacle, the Bitter End is the place for you. This non-alcoholic, Greenwich Village coffee house currently has an entertainment miracle on stage that rivals the best C. B. De Mille ever put on film. With a cast of what seems to be thousands, the Robert DeCormier Folksingers are making their first-time-ever night spot appearance and will continue to hold forth through February 25.

The DeCormier singers are 17 souls strong: eight of them are men, five of them are women, and four of them are musicians. On stage at the downtown mocha mansion, this group looks and sounds like a cross between the Mormon Tabernacle Choir and the Mitch Miller Sing-Along gang. When they move on the compact Bitter End stage it's like the chariot race from "Ben-Hur." But they really fracture the people.

On the night reviewed, Monday (11), the audience roared, chanted and applauded the group with obvious glee: Their robust, if not always exact, arrangements scored with the folk fanciers, and an "A" for effort goes to all members of the entourage.

Robert DeCormier was musical director and personal conductor for Harry Belafonte and the Belafonte Singers before forming this widely enthusiastic band of revelers of his own. He chose David Tihmar, a confederate with the Belafonte Singers, for the staging of this new folk yodeling group. Columbia Artists Management, Inc., has the Folksingers ready for a cross-country tour after the Bitter End date.

Material for the organization is folk in the broadest sense of the word. It stretches from "The Cuckoo Waltz" (a Polish folk song) to "Amen," the stylized Negro spiritual. This latter number wrapped up the group's half-hour on



Robert DeCormier Signals the Troops

stage neatly and had the audience clapping and stomping, on the threshold of salvation.

It is reported that the DeCormier Folksingers had only 30 hours of rehearsal prior to opening Thursday (7) and this might account for the few obvious goofs in arrangement and step. But this group is well on the way toward impact on the folk market—by sheer weight of numbers at the very least.

sidering material for a second album, but neither he, his manager nor his writers have determined just what it should be about. Except it will not deal with the Kennedys again.

During his engagement at the hungry i, scheduled through March 2, Meader is introducing fresh material and personalities. He does a sketch of "Famous Quotations of the 1962 Congressional Campaign," lampooning both winners and losers; he mimics a press conference or two by a cabinet secretary; he parodies an encounter between an ex-mayor of a small western town, one Dwight Dee, and a brash young man named Jack.

Meader also poked his satirical finger at Senator Keating, Secretary McNamara and their disagreement on whether Cuba is or is not armed. He tied in television shows with politics, and demonstrated a new children's feature with Uncle Welch and all his little Birchers.

The recording artist's three-and-a-half-week stint is netting him a mere \$750 a week, according to the contract written before that album. When he concludes, he will fly to Milwaukee (missing the NARM convention scheduled to begin in San Francisco that very weekend) to play for two weeks during another old commitment at the Holiday House there. Meader will not say what his salary will be, confessing only that "it is at the old figure."

On March 22 he will be in Los Angeles to tape a television show with Andy Williams, and on April 2 goes to the Sahara at Las Vegas for a four-week engagement paid for at a healthy figure.

When this ends on April 30, he comes back to the hungry i to fill out the balance of his original eight-week contract, but this time at a generous increase in salary to \$1,250 per week.

That engaging RCA Victor recording "folk singing" four-

(Continued on page 12)

LIVE REVIEWS

NIGHT CLUB

Meader Polls Well at the 'i'

By GODFREY LEHMAN

SAN FRANCISCO—Everything is wine and roses at the hungry i in San Francisco these days. Vaughn Meader has actually appeared, albeit about nine days late, and impresario Enrico Banducci is content.

The President's alter ego came into the theater night club

on February 6 and is proving that his term in office has not yet ended. No lame duck he, Meader has taken on a myriad of other lesser political lights with short sketches of almost all of the male members of the Kennedy family.

Wary of the possibility of an equally meteoric fall as well as a rise, Meader is preparing himself. At worst, he told Billboard during an exclusive post-act interview: "I'd become a wealthy bum instead of the poor bum I was before."

But perhaps this won't happen. Meader is currently con-

TALENT ON TOUR

(Top Record Talent in Top Record Towns This Week.)

EAST

Neil Sedaka in at the Copa, New York, February 23. . . . Gerry Mulligan back at the Village Gate, New York, for three days starting February 21. . . . The Lettermen play a campus date at St. Bonaventure College, Olean, N. Y., February 23. . . . Gene Pitney, on a series of one-nighters, stops at the Sports Arena, Syracuse, February 21; George S. Pavilion, Binghamton, N. Y., February 22; St. John's Church, Hudson, N. H., February 23.

SOUTH

Eddie Fisher headlines show at the Eden Roc Hotel, Miami Beach, February 22-March 3. . . . Brook Benton at Clemson College, Clemson, S. C., on February 22 and the Royal Peacock Club in Atlanta, February 23-25. . . . Count Basie continues his series of one-nighters: Maryville, Mo., February 20; Kansas City, Mo., February 21.

MIDWEST

Damita Jo at Sahara Inn, Chicago, February 22 through

March 2. . . . La Vern Baker plays the Regal Theater, same city, February 22. . . . Count Basie stops in Cincinnati same night for a one-nighter. . . . Stan Getz at the Missouri School of Mines in Rolla, Mo., on February 18.

WEST

Brook Benton at the Riverside Ballroom, Phoenix, Ariz., February 18. . . . The Chad Mitchell Trio makes first appearance at The Terrace, Salt Lake City, on February 23. . . . The Four Freshmen entertain the campus crowds at the Intercollegiate Winter Carnival in Bend, Ore., on February 23; Western Washington State College, Bellingham, Wash., February 26, and Sacramento State College, Sacramento, February 28.

CANADA

Gene Pitney plays two dates in the Dominion this week: February 24 at the Royal Hall, Montreal, and February 25 at the Quebec Coliseum, Quebec.

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.

FEBRUARY 18-24
(All Times Eastern Standard)

- MONDAY 18—CLANCY BROTHERS AND TOMMY MAKEM
The boys are guests on the Tonight show (NBC-TV, 11:15 p.m.-1 a.m.). Their latest Columbia LP is "The Boys Won't Leave the Girls Alone."
- TUESDAY 19—SANDY STEWART
The Colpix songstress guests again on the Merv Griffin show (Monday-Friday, 2-2:55 p.m.). Her version of "My Coloring Book" is still scoring on the Hot 100.
- TUESDAY 19—THE LETTERMEN
Trio entertains on Red Skelton's show (CBS-TV, 8:30-9:30 p.m.). Their current Capitol LP is titled "Jim, Tony and Bob."
- TUESDAY 19—CONNIE FRANCIS
The MGM thrush visits the Jack Benny show (CBS-TV, 9:30-10 p.m.). Her current chart single is "I'm Gonna Be Warm This Winter" b.w. "Al Di La."
- TUESDAY 19—CAROL LAWRENCE, JONATHAN WINTERS
Both perform on the Garry Moore show (CBS-TV, 10-11 p.m.). Miss Lawrence can be heard on the Choro LP "This Heart of Mine." Comedian Winters is busily plugging his new Verve album titled "Humor Through the Eyes of Jonathan Winters."
- WEDNESDAY 20—CAROL CHANNING
Miss Channing guests on the Andy Williams show (NBC-TV, 10-11 p.m.). Caedmon has recorded a "Gentleman Prefer Blondes" LP with the comedienne.
- FRIDAY 22—MAURICE CHEVALIER
The veteran entertainer is showcased in a special titled "The World of Maurice Chevalier" (NBC-TV, 8:30-9:30 p.m.). Chevalier has many recordings available on MGM, but his most recent LP is "In Search of the Castaways" on the Disneyland label from his picture of the same name.
- FRIDAY 22—SHELLEY BERMAN, FLORENCE HENDERSON
Both play the Jack Paar program (NBC-TV, 10-11 p.m.). Berman is still selling his "Personal Appearance" LP on Verve and Miss Henderson has numerous show albums available on RCA Victor.
- SUNDAY 24—CAROL LAWRENCE
Choro's Carol Lawrence is before the cameras for the second time this week. This time on the Ed Sullivan show.
- SUNDAY 24—MISCHA ELMAN, GABRIELLA TUCCI
Violinist Mischa Elman and Metropolitan Opera soprano Gabriella Tucci perform on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.). Elman has numerous recordings on the Vanguard label and Miss Tucci is represented on the London label with "I Pagliacci."
- SUNDAY 24—CAROL BURNETT, ROBERT PRESTON
Preston makes a rare TV appearance as a guest on the special, "An Evening With Carol Burnett" (CBS-TV, 10-11 p.m.). Preston is heard on the sound track (on Warner Bros.) and original cast (on Capitol) LP's of "The Music Man." Miss Burnett's recent album is "Julie and Carol at Carnegie Hall" on Columbia.

TALENT TOPICS

NEW YORK

Frank Sinatra Jr. in dramatic debut in "Sam Benedict" TV episode. . . . Roy Conniff, back from European tour, now hopping Eastward on in-person trip pushing his single "Popsy." Winds up in New York February 23. . . . Singer Al Martino off on tour of European Army bases through March 12. . . . Mike Clifford winding up at

LaConcha Club, Puerto Rico. . . . Night club debut for Johnny Tillotson: Mardi Gras, Baltimore, thence to Washington and Syracuse next month.

Peggy Lee at Latin Casino, Camden, N. J., for two weeks before her annual New York visit at Basin Street East, March 14. . . . Caedmon Records has signed Rex Harrison and Rachel Roberts (Mrs. Rex Harrison) for

(Continued on page 12)

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.

THE CASCADES
(Warner Bros.)

PERSONAL MANAGER:

Andrew F. DiMartino Jr.

BOOKING OFFICE:

William Morris. HOME TOWN:

San Diego, Calif. AGES:

Teens and early 20's. HOBBIES:

Mountain climbing, skin diving. BACKGROUND:

The voices of five young men combine to produce the smooth sound of the Cascades: John Gummoe, Eddie Snyder, Dave Stevens, Dave Wilson and Dave Zabo. Until their hot single, "Rhythm of the Rain," brought them to national attention, the boys had been featured at night spots in the Southern California area, chiefly at a local club called the Peppermint Stick. They're now planning a national tour to promote their record.

LATEST SINGLE: "Rhythm of the Rain" is high on the Hot 100 chart.

LATEST ALBUM: An album featuring, of course, "Rhythm of the Rain" will soon be released.



ARABIA

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- Godwin Record Sales Atlanta, Ga.
- Summit Record Dist. Chicago, Ill.
- Big State Dist. Dallas, Texas
- John O'Brien Milwaukee, Wis.
- United Record Dist. Houston, Tex.
- H. Lieberman Co. Minneapolis, Minn.
- Mutual Dist. Boston, Mass.
- Supreme Dist. Cincinnati, Ohio
- Davis Sales Co. Denver, Colo.
- Music Service Great Falls, Mont.
- Record Sales Los Angeles, Calif.
- Southern Record Dist. Nashville, Tenn.
- All-State, Inc. Newark, N. J.
- Oklahoma Record Supply Oklahoma City, Okla.
- Standard Dist. Pittsburgh, Pa.
- Commercial Music St. Louis, Mo.
- Eric of Honolulu Honolulu, Hawaii
- David Rosen Co. Philadelphia, Pa.
- Stone Dist. San Francisco, Calif.
- Garber Dist. Syracuse, N. Y.
- London Records Dist. New York, N. Y.
- Phoenix Record Sales Phoenix, Ariz.
- Stanley Dist. Seattle, Wash.
- Schwartz Bros. Inc. Washington, D. C.
- All-South Dist. New Orleans, La.

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Monument RECORDS
Hendersonville, Tennessee

TALENT TOPICS

• Continued from page 10

"Much Ado About Nothing" recording... **Lionel Hampton** to take band on six-week tour of Japan April 8... **Tony Lawrence**, West Indies-born bright new light, is back on home grounds this week, working Montego Bay and Ocho Rio, Jamaica,

before shooting to Montreal for a hotel date... **Patachou**, who may be greatest cabaret entertainer in France today, makes first U. S. concert stage appearance at Carnegie March 3. She'll be accompanied by **Jo Basile**, one of world's fine ac-

ordionists... **Izumi Yukimura**, the Japanese television, picture and recording star currently at the Persian Room, comes in at 89 pounds.

In addition to being welcome at the Attorney General's house, **Croft and Addiss** are set for concert dates with **Stan Getz**: February 20, Ford Auditorium, Detroit; February 21, Carlton College, Northfield, Minn.; March 5, St. Joseph's College, Collegeville, Ind., and March 15, Symphony Hall, Boston.

Pitcher **Don Drysdale** signed with **Frank Sinatra's** Reprise firm to do four singles, two new tunes and two standards. He thus follows **Dodger** teammate **Maury Wills**, the football Giant's **Rosy Grier** and **Wilt Chamberlain** from playing arena to recording studio—but since the Dodgers, the Giants and Chamberlain's San Francisco Warriors all are having troubles, some record people are asking: When do the winners get to make records? **JACK ORR**

Telephone Hour Gets Expanded Fall Schedule

NEW YORK — The "Bell Telephone Hour," long a showcase for record performers, will go on an every-other-week basis for a full year next season on NBC. The show was on eight times this season.

The program has an 18-year history of presenting celebrated instrumentalists and singers on radio. Since it turned to television in 1959, scores of performers, including **Birgit Nilsson**, **Carol Lawrence**, **Joan Sutherland**, **Robert Goulet**, **Leontyne Price**, **Fred Waring**, **Harry Belafonte**, **Rise Stevens**, **Pat Boone**, **Mischa Elman**, **Jane Powell** and **Margot Fonteyn**, have appeared.

The programs, to be in color, will be presented on alternate Tuesdays, 10 to 11 p.m., Eastern time, beginning September 24 and continuing until the following fall. It will mark the first time the show has been on during the summer.

Meader at the 'i'

• Continued from page 10

some, the Wayfarers, bring their own youthful vigor to the program, though they seem a little immature and still to be developed. And French disease **Ondine** completes the current bill with somewhat pedestrian talk-singing about shallow young lovers both required and un-

NIGHT CLUB

Mann a Credit To Bossa Race

Max Gordon and the Village Vanguard obviously believe the bossa nova will live a long, long time — at least another three weeks—for he has **Herbie Mann**, **Bola Sete** and **Sergio Ricardo** as his current show.

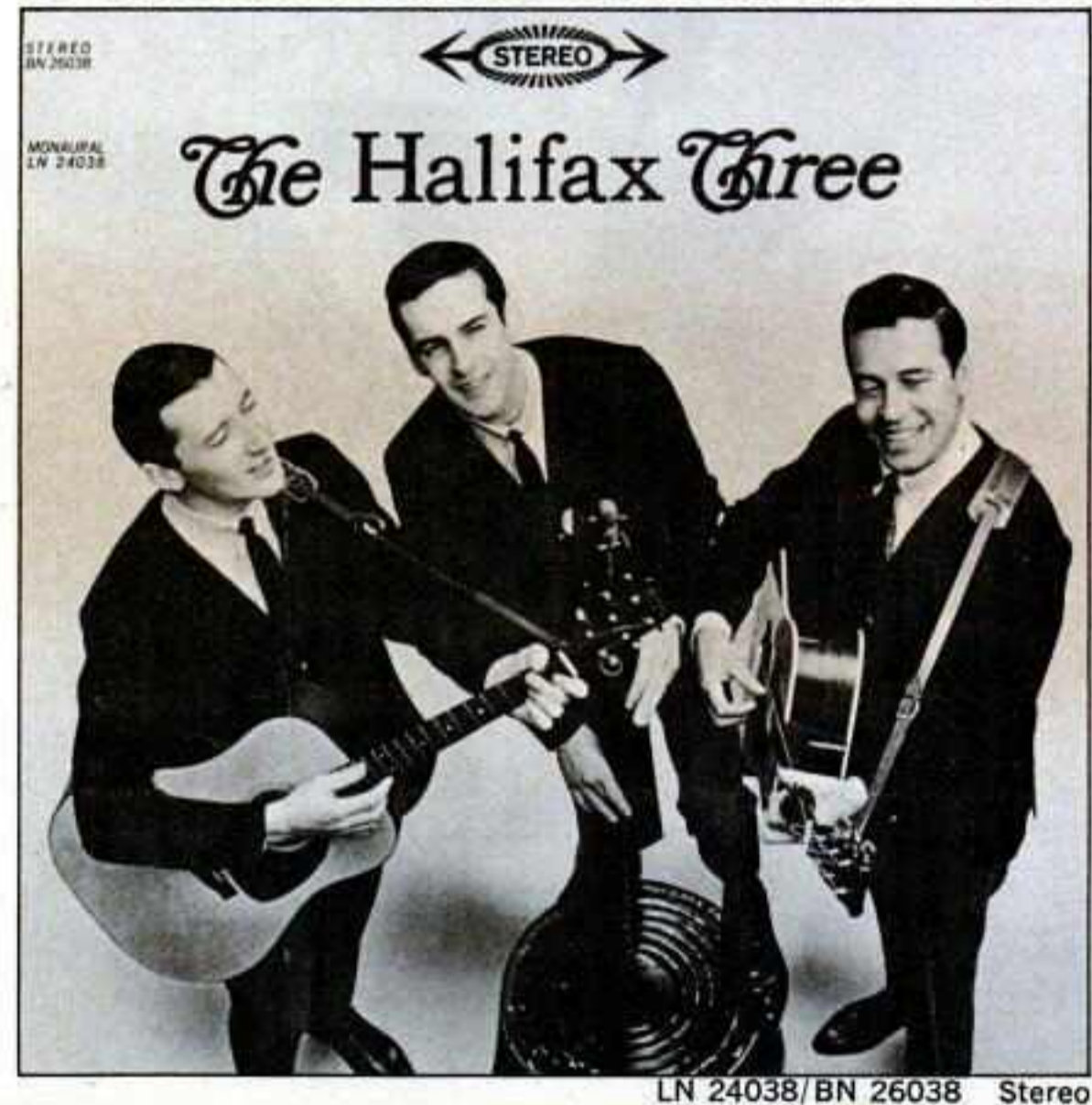
The Greenwich Village nitery had a healthy house opening night (12) for the Brazilian sounds, which would indicate that the bossa continues to catch the capricious public taste.

No small credit for the turnout was the excellent work of Atlantic Records' **Herbie Mann**. Mann has built an enviable sales track record over the past year and his solid, well-paced show holds the audience's attention throughout a set. Herb pipes the bossa, blues and down-home swingers on flute. Tight, explosive support comes from his quintet, which features light swingy solos from **Dave Pike**, vibes, and **Attila Zoller**, guitar. Zoller's work is deft and to the point. He's Hungarian-born, spends months at a time in Austria and Germany and plops into the Brazilian groove with calm delight. The UN should be so lucky.

Bola Sete is a displaced Brazilian. His work gleams with a hard, skilled and most expressive sound. On Spanish guitar he swings easily from Bach to bossa. His tight rhythm combination of bass and drums support him most skillfully. Rounding out the show is singer **Sergio Ricardo** who, like so many others from the South American bossa-land, sings with the Gilberto inflection. His work was adequate though undistinguished. **JACK MAHER**

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The Halifax Three
THE MAN WHO WOULDN'T SING ALONG WITH MITCH

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THEY'RE HOT!

<p>TONY ORLANDO "Shirley" 5-9570</p>	<p>ADAM WADE "Don't Let Me Cross Over" 5-9566</p>	<p>GEORGE MAHARIS "Don't Fence Me In" 5-9569</p>	<p>ROLF HARRIS "Sun Arise" 5-9567</p>
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JAY AND THE AMERICANS

STRANGER TOMMORROW

"WHAT'S THE USE"

UA 566



BILLBOARD: "TWO IN A ROW"

CASH BOX: "FANTASTIC DRIVER, SURE FIRE"

THE EXCITERS

"HE'S GOT THE POWER"

UA 572



BREAKING BIG FROM COAST TO COAST

THE HIGHWAYMEN

"PRETORIA"

UA 568



UNITED ARTISTS RECORDS • 729 SEVENTH AVENUE • NEW YORK 19, N. Y.

Bob Ferguson Goes Into Sheet Music

NASHVILLE — Bob Ferguson, president of Backwoods Music, has announced the printing and distribution of sheet music featuring the first of an autograph series on Chet Atkins guitar numbers.

Ferguson said the first sheet printed is "Trambone," and is to be followed with "Wildwood Flower" and "Hot Mockingbird."



"OPRY" SINGER: Ott Devine, general manager of "Grand Ole Opry," locates hit waxing of Marion Worth, "Shake Me, I Rattle," on chart which provides a preview peek as special service for the many "Opry" stars who gather in Nashville every Saturday. Marion, who records for Columbia, has been signed as a regular with the "Opry" unit.

ANOTHER SMASH HIT!
for
Ernest Ashworth
I TAKE THE CHANCE
HICKORY 1189

"SHERRY'S LIPS"
b/w
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David Houston
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COUNTRY MUSIC CORNER

By BILL SACHS

Webb Pierce made his first personal appearance in Houston in three years recently when he headlined Clyde Chessor's "Go Texan" show, along with Lefty Frizzell, Faron Young, Loretta Lynn, Cowboy Copas and Orville Couch. The SRO sign was up before show time, according to disk promoter Slick Norris. The show was booked by Chessor through Leroy Gloger, of Station KIKK, Pasadena, Tex.

... Toppa Records is shipping Wade Ray's new one, cut on a recent session in Los Angeles. Sides are "Have Yourself a Party" and "Country Boy." ... Slick Norris recently produced sessions for Glenn Barber and Adrian Roland at the Gulf Coast Studio, Beaumont, Tex. ... Bud Crowder and his combo are holding forth six nights a week at the Maverick Club, Las Vegas. Bud now has his own platter show five hours daily on KTOO, Las Vegas.

Rose Maddox opened February 14 at the Golden Nugget, Las Vegas, for a two-week stand, following an 18-day run at the Commercial Hotel, Elko, Nev., ended February 10. ... Jenny Jamison is back in her native St. Louis following a promotional tour with her newest Gateway release, "What Good Does It Do to Pretend," from the pen of Bill Anderson. ... A new weekly c.&w. jamboree show, "Bar-None Ranch Party," made its bow at Klamath Auditorium, Klamath Falls, Ore., February 15, with Columbia Records artist Skeets McDonald heading a cast of area talent. The show will be a regular Friday night feature. Gordon Terry heads the February 22 layout, with Johnny Bond inked for the March 1 feature slot. Producer of "Bar-None Ranch Party" are Eddie Wise, c.&w. deejay at KLAD, Klamath Falls, and his partner, Claude Shields. Wise was formerly for 21 years at WEBQ, Harrisburg, Ill.

Claude King plugged his new Columbia release, "Sheepskin

'OPRY' A SMASH IN COAST DATE

OAKLAND, Calif.—Concrete evidence of the resurgent popularity of country and western music was demonstrated recently by gate receipts at the one-night presentation of "Grand Ole Opry" at the Oakland Auditorium, sponsored locally by country and western music Station KSAY, San Francisco.

Whereas the last local live appearance of the production in 1957 brought a gross of only \$1,600, the 1963 show attracted more than 5,000 persons with a gross of \$10,342.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 2/23/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	DON'T LET ME CROSS OVER 12 Carl Butler, Columbia 42593	12
2	2	BALLAD OF JED CLAMPETT 12 Lester Flatt & Earl Scruggs, Columbia 42606	12
3	4	SECOND HAND ROSE 10 Roy Drusky, Decca 31443	10
4	3	RUBY ANN 12 Marty Robbins, Columbia 42614	12
5	5	FROM A JACK TO A KING 9 Ned Miller, Faber 114	9
6	6	T FOR TEXAS 1 Grandpa Jones, Monument 801	1
7	9	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND 12 Porter Wagoner, RCA Victor 8105	12
8	11	END OF THE WORLD 10 Skeeter Davis, RCA Victor 8098	10
9	8	SING A LITTLE SONG OF HEARTACHE . . 16 Rose Maddox, Capitol 4845	16
10	10	I TAKE THE CHANCE 9 Ernest Ashworth, Hickory 1189	9
11	7	DOES HE MEAN THAT MUCH TO YOU? . 12 Eddy Arnold, RCA Victor 8102	12
12	12	HELLO TROUBLE 14 Orville Couch, Vee Jay 470	14
13	16	CAN'T HANG UP THE PHONE 5 Stonewall Jackson, Columbia 42628	5
14	20	SHAKE ME I RATTLE (Squeeze Me I Cry) . 3 Marion Worth, Columbia 42640	3
15	17	ROBERT E. LEE 5 Ott Stephens, Chancellor 107	5
16	19	NOT WHAT I HAD IN MIND 3 George Jones, United Artists 528	3
18	13	YOU'RE FOR ME 9 Buck Owens, Capitol 4872	9
17	18	THE WAY IT FEELS TO DIE 5 Vernon Stewart, Chart 501	5
19	21	MR. HEARTACHE, MOVE ON 6 Coleman O'Neal, Chancellor 108	6
20	28	BETTER TIMES A COMIN' 5 Roy Godfrey, Sims 130	5
21	25	BAYOU TALK 9 Jimmy "C" Newman, Decca 31440	9
22	24	IS THIS ME? 3 Jim Reeves, RCA Victor 8127	3
23	23	FADED LOVE 6 Leon McAuliff, Cimarron 4057	6
24	—	I WANNA GO HOME 4 Billy Grammer, Decca 31449	4
25	—	A STRANGER WAS HERE 4 Darrell McCall, Phillips 40079	4
26	30	LEAVIN' ON YOUR MIND 2 Patsy Cline, Decca 31455	2
27	—	WALK RIGHT IN 11 Rooftop Singers, Vanguard 35017	11
28	15	I'VE GOT THE WORLD BY THE TAIL . . . 8 Claude King, Columbia 42630	8
29	—	STILL 1 Bill Anderson, Decca 31458	1
30	14	DOWN BY THE RIVER 10 Faron Young, Capitol 4868	10

NANCY SINATRA'S NEWEST LIKE I DO



b/w
TO KNOW HIM IS TO LOVE HIM

No. 20,045

reprise  a significant single from reprise

Antonio Livestock Show, according to word from Hubert Long, Nashville booker. Husky has a new Capitol release in "You Hurt Me."

CMA Officials Heavy for Plan

NASHVILLE — Officers and directors of the Country Music Association are almost 100 per cent in the association's new Accidental Death and Dismemberment Insurance program, Jo Walker, CMA executive director, announced this week.

The accidental death and dismemberment insurance of the CMA Group Insurance Plan becomes effective March 1, 1963. CMA members under age 65 who submit their application and check this month will be insured at savings of 40 per cent or more.

Details on the plan may be obtained by writing Jo Walker, Country Music Association, 801 16th Avenue South, Nashville.

Valley," on "Grand Ole Opry" in Nashville Saturday (16). Tune was penned by Claude in collaboration with Merle Kilgore. King stops off in Charlotte, N. C., for a personal this Saturday (23), and March 2 is skedded for a return on "Big D Jamboree," Dallas. ... Marty Robbins heads up Station KRAK's third country music spectacular at Memorial Auditorium, Sacramento, Calif., March 28. ... Durwood Haddock and band have been set for March 15-16 at the Sport Show and Exhibit at Ector County Coliseum, Odessa, Tex. Event is sponsored annually by the Odessa Jaycees. Last year's feature attraction was Roy Acuff and His Smoky Mountain Boys. Haddock is currently sporting his initial release on the United Artists label, "Big Night at My House."

The Ferlin Husky troupe played to an S.R.O. crowd at Joe Freeman Coliseum, San Antonio, February 8, in the first of five performances as a feature of the 14th annual San

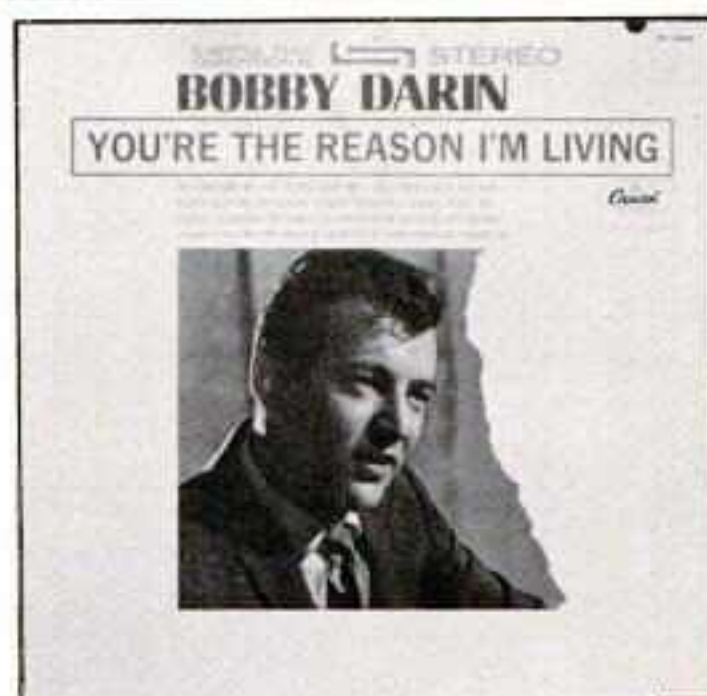
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R & B ROUNDUP

By NICK BIRO
(Chicago Office)

Dick Gregory is branching out in his material more than ever before. His new album, recorded live at Mr. Kelly's in Chicago for Vee Jay, deals with Gregory's trade-mark—the racial issue—but there's an even greater emphasis on national and international topics. Interesting thing about the Vee Jay-Gregory relationship. It's all a handshake between the comedian and E. J. Abner, the label's topper. The pair are good friends and work without a contract. Abner says there's still another album in the works after this. . . . Vee Jay's Barbara Gardner, newly named director of international product, made it back from her overseas trip in time to attend the Vee Jay-Big Town (Vee Jay's Chicago distributor) party to announce the new LP. . . . Tamla-Motown is readying a pair of LP's on two of its big names, Marvin Gaye and Mary Wells. Gaye's will feature his two single hits, "Stubborn Kind of Fellow" and "Hitch Hike," while Mary's will carry her currently hot singles, "Two Loves" and "Laughin' Boy." . . . United Artists' singing stars, Jay and the Americans, are set for a series of college dates in the East during the next two months. The group, whose latest single is "Strangers Tomorrow," will appear at the big motion picture industry's Communion Breakfast at the Waldorf-Astoria Hotel in New York Sunday (24).

Stations needing a rhythm and blues scrapbook to be used for internal promotion, giveaways,

and the like, can contact Thurston Moore, of Heather Publications in Denver. The firm is putting out a special edition that can also be personalized. Each station can have its own deejay personalities featured on the inside front cover. . . . Tony Von, of KTAE, writes, "Have the only r.&b. show in this Central Texas area and receiving most of the major labels. A lot of new labels and artists showing up, however, and having some trouble getting material on them. Don't know any way to remedy this situation and thought you may." We can, Tony, by printing your request. Good luck. . . . Nashboro topper Ernie Young has high hopes for "I'm a King Bee" by Jimmy Anderson, now getting good play in Atlanta. . . . Ted Adams, manager of Ernie's Record Mart, Nashville, says steady sales continue for Lightnin' Slim's "Winter Time Blues" on Excello.

K-ZAM's (FM) Seattle, Larry Braxton and Frank Barrow both pick "Laughing Boy" by Mary Wells as a hit. Chart toppers at the station are "Hitch Hike," by Marvin Gaye, and "Jive Samba," by Cannonball Adderley. K-ZAM is the only 24-hour r.&b. format station in the area. . . . Kent Beauchamp's Big Town Distributing Company in Chicago picked up the Prestige label. Kent took the line. Big Town also has United Artists and Vee Jay.

More news from Chicago: Al (Mr. Zeke) Durham lost his sponsors on WSBC and is looking for a new spot. . . . Also looking is Richard Stanz, who left WOPA. . . . Ditto David Williams who quit WSBC. He had the "In the Kitchen With the Baron of Swing" show. Big man at WSBC is Jimmy Dunlap, who hosts both a spiritual and r.&b. show. . . . Louise Watson, formerly Vee Jay, was joined Potter Distributing Company. . . . Jim Reece, who hosts the Jim Dandy Show on WBEE, is starting back to college to pick up an engineering degree. Jim is one of the top Negro jockeys in the city and his station is one of the top Negro stations in the area. Other names at the outlet include Larry Lynn, Enoch Gregory, Lon Dyson, Mike McClelland, and last, but not least, Program Director Bill German. . . . John and Ann Muse are expecting a new family addition in June. John is head of promotion for Potter Distributing Company. Ann works for Cosnat. And her maiden name is Leaner. That's

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 2/23/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	HEY PAULA Paul & Paula, Philips 40084	4
2	1	YOU'RE REALLY GOT A HOLD ON ME Miracles, Tamla 54073	9
3	4	THAT'S THE WAY LOVE IS Bobby Bland, Duke 360	6
4	5	WALK RIGHT IN Rooftop Singers, Vanguard 35017	5
5	2	TWO LOVERS Mary Wells, Motown 1035	12
6	8	CALL ON ME Bobby Bland, Duke 360	4
7	12	SEND ME SOME LOVIN' Sam Cooke, RCA Victor 8129	3
8	17	WALK LIKE A MAN Four Seasons, Vee Jay 485	3
9	6	LOOP DE LOOP Johnny Thunder, Diamond 129	6
10	10	UP ON THE ROOF Drifters, Atlantic 2162	12
11	16	RUBY BABY Dion, Columbia 42662	3
12	9	MAMA DIDN'T LIE Jan Bradley, Chess 1845	4
13	14	DON'T MAKE ME OVER Dionne Warwick, Scepter 1239	7
14	7	HOTEL HAPPINESS Brook Benton, Mercury 72055	12
15	11	TELL HIM Exciters, United Artists 544	10
16	-	RHYTHM OF THE RAIN Cascades, Valiant 6026	1
17	15	RAINBOW Gene Chandler, Vee Jay 468	3
18	22	GIVE HITCH HIKE Marvin Gaye, Tamla 54075	3
19	13	THE NIGHT HAS A THOUSAND EYES Bobby Vee, Liberty 55521	8
20	18	STRANGE I KNOW Marvelettes, Tamla 54072	9
21	20	ALL ABOUT MY GIRL Jimmy McGriff, Sue 777	4
22	-	THE DOG Rufus Thomas, Stax 130	2
23	28	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol 4897	3
24	24	IT'S UP TO YOU Rick Nelson, Imperial 5901	2
25	-	TELL HIM I'M NOT HOME Chuck Jackson, Wand 132	1
26	29	GO AWAY LITTLE GIRL Steve Lawrence, Columbia 42601	7
27	-	LET'S TURKEY TROT Little Eva, Dimension 1006	1
28	-	BOSS GUITAR Duane Eddy, RCA Victor 8131	1
29	21	SHAKE SHERRY Contours, Gordy 7012	4
30	27	YOU'RE GONNA NEED ME Barbara Lynn, Jamie 1240	6

George, she's the daughter of George Leaner, head of One-Derful Records here. . . . Potter, incidentally, is running with a Chicago product: "Autumn

Leaves" b/w "Love Is a Many-Splendored Thing." by Pat and the Empires. The label is owned by Stan Zucker, former owner of the Fickle Pickle here. . . .

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I LEFT MY HEART IN SAN FRANCISCO

TELSTAR

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BLAME IT ON THE BOSSA NOVA

WHO STOLE THE KEESHKA?

WRITE TODAY FOR DETAILS OF OUR
BIG 7 SHEET MUSIC RACK

HANSEN PUBLICATIONS INC.
1842 WEST AVENUE
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RAL DONNER'S NEWEST



I GOT BURNED

b/w

A TEAR IN MY EYE

No. 20,141

reprise
... TO PLAY AND PLAY AGAIN



a significant
single
from reprise

EXTRA INDUSTRY SERVICE

The March 9 issue of Billboard will be distributed at the

- National Association of Rack Merchandisers (NARM) Convention, Fairmont Hotel, San Francisco.
- Master Photo Dealers & Finishers' Association (tape, tape recorder and record buyers) Atlantic City, Convention Hall, March 3-9.
- National Educators Conference (College Buyers of Talent for Campus Appearances), White Sulphur Springs, Va.
- Salon de l'Automatique (Coin Machine Exhibition), Antwerp, Belgium.

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Billboard The International Music-Record Newsweekly

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CARRIE GRANT

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 b/w
"Tangleweed 'Round My Heart"
 Argo #5431

Lorez Alexandria
"Baltimore Oriole"
 b/w
"Mother Earth"
 Argo #5432

Sonny Stitt
"Rearin' Back"
 Parts 1 & 2
 Argo #5433

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"Haitian Market Place"
 b/w
"Montevideo Mal Macanudo"
 Argo #5434

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 Say You Saw It in
Billboard

MUSIC AS WRITTEN

Award to Arberg

A special award has been presented to Dr. Harold W. Arberg, affectionately known to the Army as "Mr. Music Man," for his yeoman service in launching the All-Army Entertainment contests among other feats in a decade of service to soldier music. Dr. Arberg, whose youth is always startling to those who know the long record of his accomplishments, is now with the Cultural Affairs Department of Health, Education and Welfare. He received the Meritorious Civilian Service Award from the Army's Adjutant General, Maj. Gen. J. C. Lambert, in a presentation also attended by Dr. Arberg's present chief, John G. Lorens, Acting Director of Continuing Education and Cultural Affairs in HEW.

NEW YORK

Atlantic Records has signed **Little Richard**. The singer is back in the pop music business after making his mark in the evangelical world. . . . **Jimmy Giuffre** appeared on the American Musical Theater TV'er Saturday (16) and played a concert at Town Hall Sunday (17). . . . Warner Bros. international director **Bob Weiss** is on another tour, this time through the Caribbean till February 24. He is visiting Mexico City, Nassau, Montego Bay and San Juan. . . . **Joe Cal Cagno** doubles in brass. He's manager for **Tommy Bruce** of RCA Victor and takes on art and fan column work as well. Tom just finished a tour with **Brian Hyland**. . . . Another dance is in the works, "The Drive" it's called and its available on the Johnson label as outlined in song and rhythm by the Shells.

HOLLYWOOD

Ernest Gold will compose the music for the **Richard Condon** play, "Lady Natasha Bocca, Detective." In addition to handling the score, Gold also will write the music for Condon's lyrics on songs used in the show. Deal was concluded in London, where Gold has completed an LP of his movie themes for London Records.

Johnny Green has completed conducting Columbia Pictures' "Bye, Bye Birdie" score and is in meetings with RCA Victor's West Coast operations manager, **Steve Sholes**, and a.&r. chief **Neely Plumb**, concerning that

Wanda Jackson
"BUT I WAS LYING"
 b/w
"SYMPATHY"
 Capitol 4917

CENTRAL SONGS, INC.
 1483 NORTH VINE STREET
 HOLLYWOOD 28, CALIF.
 HO. 9-2239

label's original sound-track LP of the film musical. . . . For the first time in the history of the Hollywood Foreign Press Association's annual awards, recognition will be given at this year's event to music used in films. Awards will be presented for the best song and best musical. **Bobby Darin** will handle this phase of the awards.

Ernie Farrell, Reprise Records' national promotion director, is recovering from serious injuries sustained in a car collision. He was in Hollywood West Hospital for 10 days and will be on crutches for 12 weeks.
LEE ZHITO

PITTSBURGH

The **Four Freshmen**, who played a concert on February 8 at Carnegie Music Hall for Carnegie Tech students, will be back here in May for a date at the Twin Coaches. . . . Preceding them at the Rose Calderone Club will be **Enzo Stuarti**, whose previous club dates have always been at the Ankara. **Joe Hiller** books both rooms. . . . **Peter Goyak Jr.** of Capitol in Hollywood and a former Pittsburgher, spent three days here visiting and working on company business.

Gateway Records has just released an LP, "Harold Betters Quartet at the Encore," recorded at the local Encore cocktail lounge. . . . **George Kirby** set for the Horizon Room for two weeks, starting May 27.

LEONARD MENDLOWITZ

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 (EL PECADOR)
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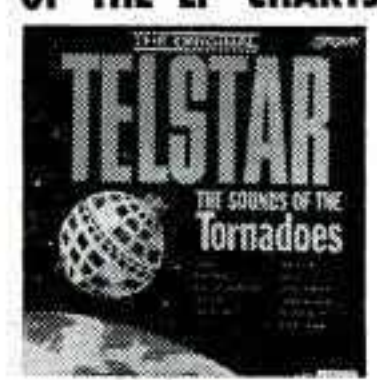


FACE IN THE CROWD

AIN'T GONNA TRY ANYMORE

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HEADING FOR THE TOP OF THE LP CHARTS

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 Say You Saw It in **Billboard**

ON ALL CHARTS

YAKETY SAX

BOOTS RANDOLPH  **MONUMENT RECORDS**
 Hendersonville, Tennessee

MONUMENT 45-804

Classical Record Hunter Prowls Both in Special & General Shops

NEW YORK—If the average record collector wants a copy of Vladimir Horowitz' strong-selling new piano recital on the Columbia label, chances seem to be about even that he'll head either for a record dealer stocking a selection of classical wax in addition to pop albums, or for the dealer who specializes in carrying large stocks of classical records.

On the other hand, if the collector is a fancier of such composers as Mahler, he's more likely to go to the dealer handling special lines. But, if he's looking for the "war horse" classics, such as the Tchaikovsky "1812 Overture," the balance swings toward the "general" dealer.

All this may seem obvious. However, one notable point for record merchandisers emerged in a recent nationwide study of classical-album sales conducted by the research department of Billboard: "general" dealers and "specialty" dealers are often closer than they are apart in terms of what classical platters are best sellers. A study of the charts on this page makes this point clear.

For example, the best-selling



VLADIMIR HOROWITZ

single-record albums are the same in both types of stores—the Horowitz-Columbia set. In the multiple-LP packages, the story's the same — Klemperer's "Brahms German Requiem" on Angel is the topper. The same conductor's "St. Matthew Passion" of Bach on Angel—a five-record package, by the way—does well in both "general" rec-

ord shops and in those carrying extensive stocks of classical wax.

Differences occur mainly in classics which have a more-or-less popular flavor about them, such as the perennial Richard Rodgers "Victory at Sea" albums (now in Vol. III issue). Such items do better at the "general" record retailers, whereas buyers shopping in a store heavily stocked with classics tend more toward "straight" serious music.

Twist on 'Oldies'

Collectors also go for "oldies-but-goodies" in the classical field, but again with interesting differences. Mercury's waxing of "Overture 1812," a hi-fi staple (complete with real cannon roar) for several years now, sells so well in most "general" record shops that it's in second place among single-unit packages (see charts). It doesn't even make the chart reflecting specialized buyers.

On the other hand, the re-issued (it was originally recorded in the 1930's) "Vladimir Horowitz Program" sells well in classically oriented shops, but not at the general-stock retailers.

Store Concerts Paying Off

CHICAGO—One way retailers can boost the sale of classical recordings is to turn the store into a concert hall.

This, in essence, is the policy being followed by Chicago's Carson Pirie Scott & Company,

which has been staging a series of concerts by the Chicago Chamber Orchestra, conducted by Dieter Kober, in the store's eighth-floor auditorium.

The concerts vary in content from Bach's "Brandenburg Concerto No. 3" to Portuguese composer Sousa de Carvalho's "Overture to L'Amore Industrioso." For the benefit of music lovers with busy schedules (and with something of an eye on store hours), CPS has been holding the concerts at 6 p.m. and 7:45 p.m.

"In presenting these concerts," said store officials, "Carson Pirie Scott & Company aims to assist the Chamber Orchestra in accomplishing its goal of becoming a permanent part of the cultural life of Chicago."

Epic Tags '63 Year for Szell

NEW YORK—Epic Records has called 1963 Cleveland Orchestra conductor George Szell's Golden Jubilee Year and has planned a major promotion effort based on this theme. Special advertising, promotion and merchandising aids are a part of the campaign, according to Epic sales chief, Len Levy.

Ivory Scouts Eye Young Pianists

By CHARLES SINCLAIR

NEW YORK—Concert managers and classical recording executives traditionally view the discovery of talented new pianists much as the manager of a big league ball club might view finding another Mickey Mantel in the minors. Pianists rank with (and often out-rank) violinists as top serious-music attractions on the concert stage or at record counters.

The longhair field has therefore lately begun to generate considerable excitement around a pair of talented keyboard artists who seem, on the basis of early reaction, to be headed for the musical big leagues.

One of these newcomers is Ivan Moravec, a young Czech pianist who's due for a Carnegie Hall showcase with the Cleveland Orchestra under George Szell next year. Brought to the U. S. by Alan Silver, head of the new Connoisseur Society label, Moravec has been hailed as "a new Hofmann" and even "another Horowitz" by knowledgeable insiders.

Moravec (see photo) is al-

ready on wax for Connoisseur, with a pair of albums of solo piano works by such composers as Beethoven, Mozart and Cesar Franck.

Not for the casual buyer, the albums are 12-inch, 45 r.p.m. LP's, made from two-track, half-inch high-speed tapes. For the serious music lover, they're quite a package.

George Szell, who is a major Moravec booster, didn't dig the Czech pianist at all when Con-

noisseur first sent Szell a test pressing of Moravec's new 45 r.p.m. albums. The music "sounded all much too slow and down in pitch," Szell fired back. Horrified, Connoisseur executives realized that Szell had played the 45-speed LP's at 33 r.p.m. the only speed on his super-fi turntable, and quickly cut 12-inch acetates at 33 and rushed them airmail to Cleveland. This time, with the speed

(Continued on page 38)



A new Czech pianist stirs trade.

BEST SELLING CLASSICAL ALBUMS

Billboard SPECIAL SURVEY for Week Ending 2/16/63

GENERAL STORES

Dealers Carrying a General Record Stock

1. VLADIMIR HOROWITZ, Columbia KL 5771
2. TCHAIKOVSKY: Overture 1812, Minneapolis Symphony Orchestra (Antol Dorati, Cond.), Mercury 50054
3. BARTOK: Concerto for Orchestra, Boston Symphony Orchestra (Erich Leinsdorf, Cond.), RCA Victor LM 2643 (M) - LSC 2643 (S)
4. SERGIO FRANCHI, RCA Victor LM 2640
5. TCHAIKOVSKY: Concerto for Piano and Orchestra, No. 1, in B-flat minor, Op. 23, Sviatoslav Richter (piano), Herbert von Karajan, Cond., Deutsche Grammophon LPM 18822
6. MY FAVORITE CHOPIN: Van Cliburn, Piano, RCA Victor LM 2576
7. GERSHWIN: Rhapsody in Blue/American in Paris, New York Philharmonic, Leonard Bernstein, Cond., Columbia ML 5413/MS 6091
8. RODGERS: VICTORY AT SEA, Vol. III, Robert Russell Bennett, RCA Victor LM 2523
9. PROKOFIEV: Concerto for Piano and Orchestra, No. 3, in C, Op. 26, Byron Janis, Piano; Moscow Philharmonic, Kyril Kondrashin, Cond., Mercury MG 50300
10. RACHMANINOFF: Concerto for Piano and Orchestra, No. 2, in C minor, Op. 18, Van Cliburn, Piano, Chicago Symphony Orchestra, Fritz Reiner, Cond., RCA Victor LM 2601

ONE UNIT LP'S

SETS (Two or More LP's)

1. BRAHMS: A German Requiem (2), Philharmonic Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3624 B/L
2. BEETHOVEN: Symphony No. 9 (2), Philharmonic Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3577-B
3. FRITZ KREISLER IN IMMORTAL PERFORMANCES (2), RCA Victor LM 6099
4. BACH: St. Matthew Passion (5), Philharmonic Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3599 E/L
5. FIRST PERFORMANCE LINCOLN CENTER FOR THE PERFORMING ARTS, PHILHARMONIC HALL, SEPTEMBER 23, 1962 (2), New York Philharmonic, Leonard Bernstein, Cond., Columbia L25 1008

CLASSICAL STORES

Dealers Carrying Large Classical Stock

1. VLADIMIR HOROWITZ, Columbia KL 5771
2. A WAGNER PROGRAM, Philharmonic Orchestra (Otto Klemperer, Cond.), Angel S 35947
3. BEETHOVEN: Sonatas, Artur Schnabel, RCA Victor LM 2654 (M), LSC 2654 (S)
4. BARTOK: Concerto for Orchestra, Boston Symphony Orchestra (Erich Leinsdorf, Cond.), RCA Victor LM 2643 (M) - LSC 2643 (S)
5. TCHAIKOVSKY: Concerto for Piano and Orchestra, No. 1, in B-flat minor, Op. 23, Sviatoslav Richter (Piano), Herbert von Karajan, Cond., Deutsche Grammophon LPM 18822
6. CANTOS DE ESPANA, Victoria De Los Angeles, Angel 35937 (S)
7. MAHLER: Symphony No. 1 in D Major ("The Titan"), Columbia Symphony Orchestra (Bruno Walter, Cond.), Columbia ML 5794 (M) - MS 6394 (S)
8. MY FAVORITE CHOPIN, Van Cliburn, Piano, RCA Victor LM 2576
9. A VLADIMIR HOROWITZ PROGRAM, Angel COLH 72 (M)
10. SPANISH SONG OF THE RENAISSANCE, Victoria De Los Angeles, Soprano, Angel 35888

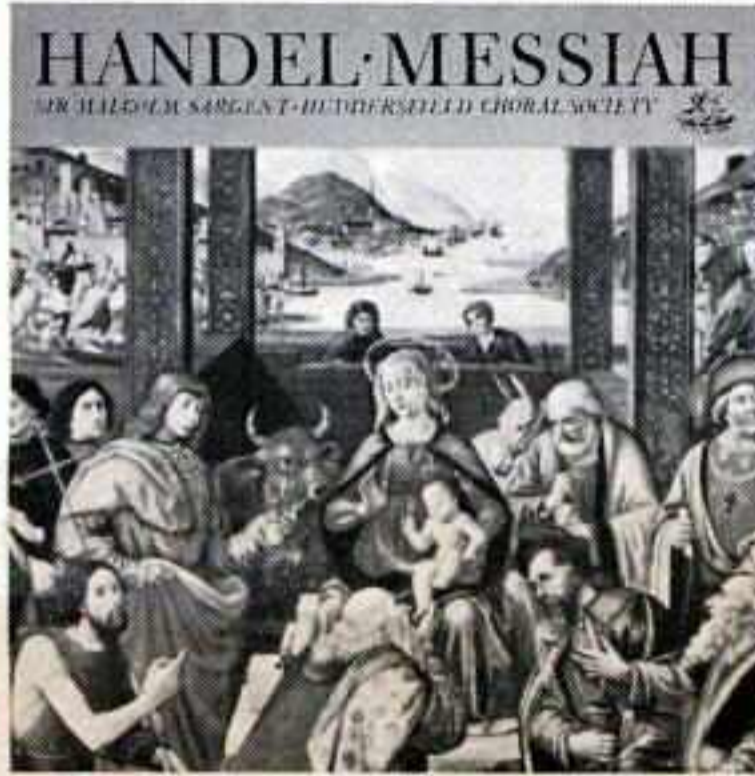
ONE UNIT LP'S

SETS (Two or More LP's)

1. BRAHMS: A German Requiem (2), Philharmonia Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3624 B/L
2. PUCCINI: IL TRITICO (Il Tabarro, Suor Angelica, Gianni Schicchi) (3), Renata Tebaldi and Various Artists, London OSA 1364 (S)
3. BEETHOVEN: Fidelio (3), Philharmonia Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3625 (S)
4. SCHUBERT: Die schone Mullerin, Op. 25 (2), Dietrich Fischer-Dieskau, Baritone; Gerald Moore, Piano, Angel 3628
5. ART OF THE PRIMA DONNA (2), Joan Sutherland, London A-4241
6. VERDI: Aida (3), Leontyne Price, RCA Victor LM 6158
7. WAGNER: Die Walkure (5), Birgit Nilsson, Erich Leinsdorf, Cond., RCA Victor LD 6706
8. BACH: St. Matthew Passion (5), Philharmonia Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3599 E/L
9. BEETHOVEN: The Late Quartets (5), The Budapest String Quartette, Columbia MSL 277
10. GILBERT AND SULLIVAN: The Mikado (2), The D'Oyly Carte Opera Company (Isidore Godfrey, Cond.), Richmond RS 62004

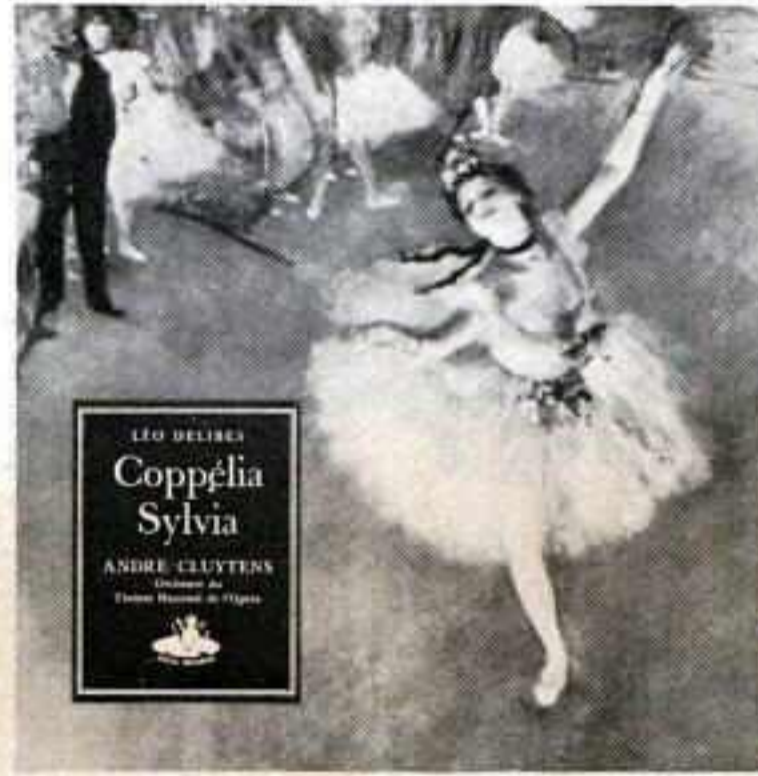
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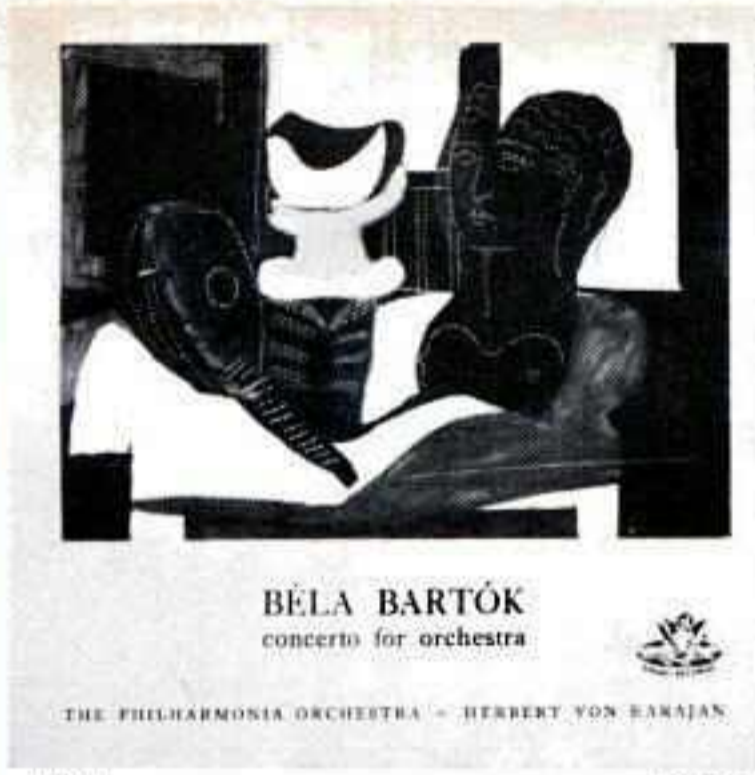
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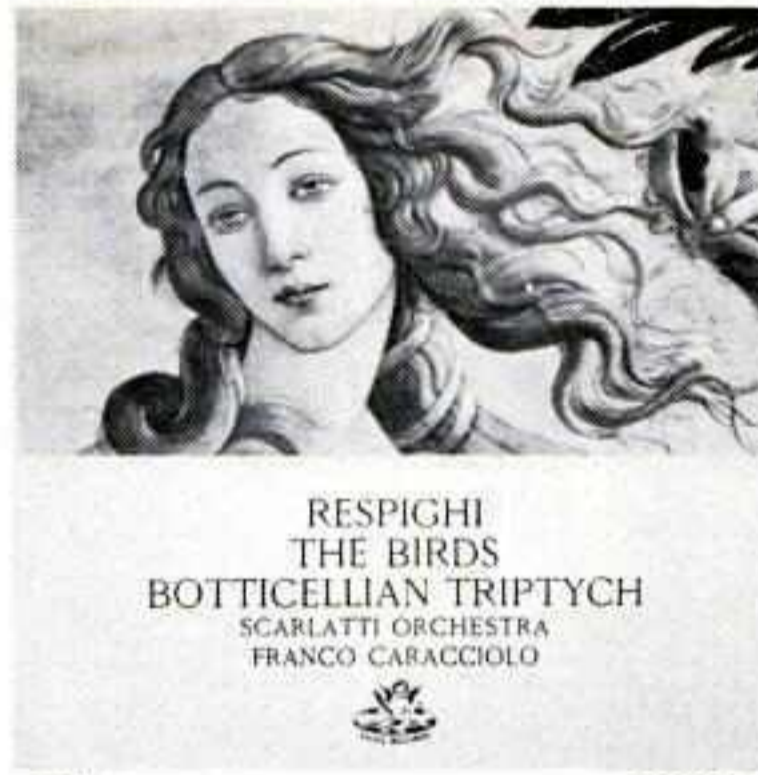
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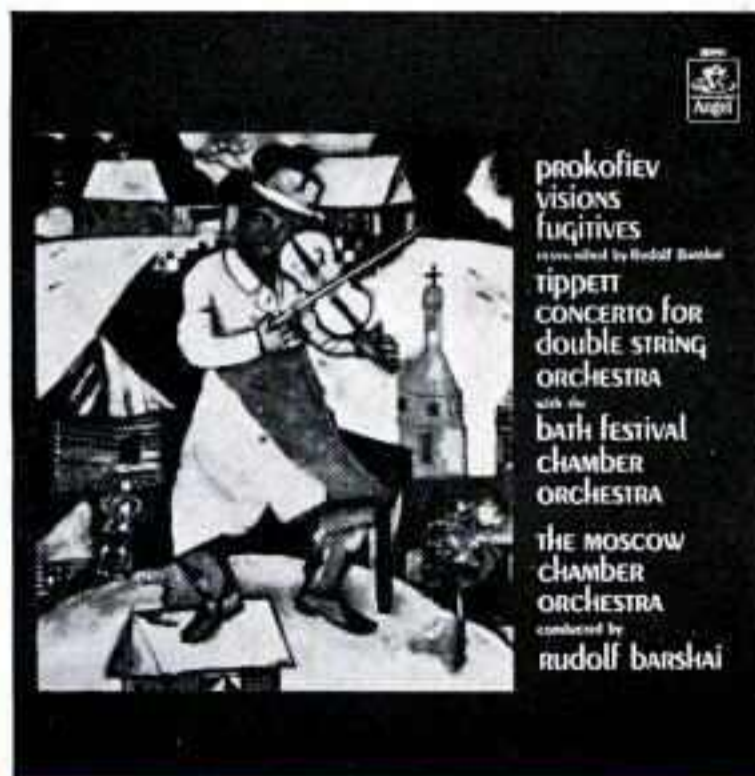
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CHAGALL

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THIS ANGEL AD APPEARS IN FEBRUARY 16TH NEW YORKER MAGAZINE AND IN MARCH 2ND SATURDAY REVIEW.

Billboard HITS OF THE WORLD

ARGENTINA

(Courtesy "Escalera a la fama," Buenos Aires)

This Week	Last Week	Title	Artist
1	4	LIMBO ROCK	Chubby Checker (Fermata); Jackie (CBS)—Mann-Fermata
2	1	DAME FELICIDAD	Enrique Guzman (CBS); Siro San Roman (Music Hall)—Korn
3	2	SPEEDY GONZALES	Pat Boone (Dot-Music Hall); David Dante (Victor); Jackie (CBS)—Pepino di Capri (Odeon)—Budd-Fermata
4	3	DARLIN'	Paul Evans (Kapp-Tonodisc)—Fermata
5	5	DI PAPA	Luis Ordonez (CBS); Siro San Roman (Music Hall)—Korn
6	6	EL BARQUITO	Joao Gilberto (Odeon)
7	7	PORQUE LA QUISE TANTO	Miguel Montero-Mariano Mores (Odeon)—Newman
8	10	ESO BESO	Paul Anka (Victor)—Spanka-Fermata
9	9	PORQUE ME DEJAS	Gilbert Becaud (Odeon); Lucho Gatica (Odeon); Los Cinco Latinos (CBS); Los Abries (Philips)—Smart
10	—	BABY ELEPHANT WALK	Lawrence Welk (Dot-Music Hall); Henry Mancini (Victor)—Newman

AUSTRALIA

(Courtesy Music Maker, Sydney)

This Week	Last Week	Title	Artist
1	4	WALK RIGHT IN	The Rooftoppers (Astor)—Davis
2	—	FROM A JACK TO A KING	Ned Miller (W & G)—Alberts
3	3	THE BOYS	The Shadows (Columbia)—Belinda
4	7	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
5	5	THE NIGHT HAS A THOUSAND EYES	Bobby Vee (Liberty)—Belinda
6	—	HALF HEAVEN, HALF HEARTACHE	Gene Pitney (United Artists)—No publisher
7	—	I SAW LINDA YESTERDAY	Dickey Lee (Philips)—No publisher
8	9	BOBBY'S GIRL	Marcie Blaine (London)—Alberts
9	1	SURFSIDE	"Digger Revell's" Denvermen (HMV)—Johnny Devlin Music
10	6	HE'S A REBEL	Vicki Carr (Liberty)—Johnny Devlin Music
11	—	BALLAD OF LOVER'S HILL	Teresa Brewer (Philips)—No publisher
12	10	WORKING FOR THE MAN	Roy Orbison (London)—Acuff-Rose
13	2	TELSTAR	The Tornadoes (Decca)—Reg Connelly
14	8	ALLEY CAT	Bent Fabric (Columbia)—Chappell
15	11	THE LONELY BULL	Tijuana Brass (Festival)—Alberts

BRITAIN

(Courtesy New Musical Express, London)

This Week	Last Week	Title	Artist
1	1	DIAMONDS	Jet Harris-Tony Meehan (Decca)—Francis Day & Hunter
2	9	THE WAYWARD WIND	Frank Ifield (Columbia)—Lafleur
3	2	GLOBETROTTER	The Tornadoes (Decca)—Ivy Music
4	7	LITTLE TOWN FLIRT	Del Shannon (London)—Vicki Music
5	17	PLEASE PLEASE ME	The Beatles (Parlophone)—Dick James Music
6	4	BACHELOR BOY	Cliff Richard (Columbia)—Elstree Music
7	18	LOOP DE LOOP	Frankie Vaughan (Philips)—Chappell
8	6	DON'T YOU THINK IT'S TIME	Mike Berry (HMV)—Southern Music
9	3	DANCE ON	The Shadows (Columbia)—Sydney Bron
10	5	LIKE I DO	Maureen Evans (Oriole)—Bourne Music
11	15	ALL ALONE AM I	Brenda Lee (Brunswick)—Leeds Music
12	10	THE NEXT TIME	Cliff Richard (Columbia)—Elstree Music
13	29	WALK RIGHT IN	Rooftop Singers (Fontana)—Southern Music

14	20	ISLAND OF DREAMS	Springfields (Philips)—Chappell
15	14	BIG GIRLS DON'T CRY	Four Seasons (Stateside)—Ardmore & Beechwood
15	26	SUKIYAKI	Kenny Ball (Pye)—Welbeck Music
17	—	THE NIGHT HAS A THOUSAND EYES	Bobby Vee (Liberty)—Aberbach
18	8	RETURN TO SENDER	Elvis Presley (RCA)—Manor Music
19	19	A TASTE OF HONEY	Acker Bilk (Columbia)—Ambassador Music
20	16	SOME KINDA OF FUN	Chris Montez (London)—E. H. Morris
21	21	LOO-BE-LOO	Chucks (Decca)—Peter Maurice
22	12	UP ON THE ROOF	Kenny Lynch (HMV)—Aldon Music
23	11	COMIN' HOME BABY	Mel Torme (London)—Meltone
24	13	GO AWAY LITTLE GIRL	Mark Wynter (Pye)—Aldon Music
25	23	MY LITTLE GIRL	Crickets (Liberty)—Crickets Music
26	—	HAVA NAGILA	Spotnicks (Oriole)—Leeds Music
27	—	TELL HIM	Billie Davis (Decca)—Mellin Music
28	24	CHARMAINE	Bachelors (Decca)—Keith Prowse
29	—	WHAT NOW	Adam Faith (Parlophone)—Downbeat Music
30	—	IT'S UP TO YOU	Rick Nelson (London)—Sydney Bron

DENMARK

(Courtesy Quam's Musikbureau, Copenhagen)

This Week	Last Week	Title	Artist
1	1	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
2	2	MONSIEUR	Petula Clark (Vogue)
3	6	PARADISO	Katy Bodtker (Polyphon); Grete Kiltgard (Tono)—Multitone
4	—	LOVERS LANE	Pat Boone (Dot)
5	9	BACHELOR BOY	Cliff Richard (Columbia)—Decapo
6	—	KING OF THE WHOLE WIDE WORLD	Elvis Presley (RCA)—Belinda
7	—	LESSON ONE	Russ Conway (Columbia)
8	6	BOBBY'S GIRL	Marcie Blaine (London)—Winckler
9	3	BABY TWIST	Buster Larsen (Polyphon)—Multitone
10	—	DANCE ON	The Shadows (Columbia)

EIRE

(Courtesy Irish Times Ltd., Dublin)

This Week	Last Week	Title	Artist
1	1	THE NEXT TIME	Cliff Richard (Columbia)—Elstree
2	6	DIAMONDS	Jet Harris & Tony Meehan (Decca)—Francis Day & Hunter
3	2	GLOBETROTTER	The Tornadoes (Decca)—Ivy Music
4	3	DANCE ON	The Shadows (Columbia)—Sydney Bron
5	—	LITTLE TOWN FLIRT	Del Shannon (London)—Vicki Music
6	4	RETURN TO SENDER	Elvis Presley (RCA Victor)—Manor
7	5	GO AWAY LITTLE GIRL	Mark Wynter (Pye)—Aldon
8	—	ISLAND OF DREAMS	The Springfields (Philips)—Chappell
9	8	RUBY ANN	Marty Robbins (CBS)—Acuff-Rose
10	7	IT ONLY TOOK A MINUTE	Joe Brown (Piccadilly)—Shapiro-Bernstein

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

This Week	Last Week	Title	Artist
1	1	COEUR BLESSE	Petula Clark (Vogue)—Acuff-Rose
2	2	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
3	3	ESO BESO	Paul Anka (RCA)—Spanka Music
4	4	EENZAAM ZONDER JOU	Will Tura (Palette)—Top Music

5	6	THE NEXT TIME	Cliff Richard (Columbia)—Leeds Music
6	5	LET'S DANCE	Chris Montez (London)—Chappell
7	9	ALL ALONE AM I	Brenda Lee (Brunswick)—Bens
8	7	LIMBO ROCK	Chubby Checker (Cameo-Parkway)—Belinda
9	10	BUONA NOTTE BAMBINO	Angelo Biondi (Moonglow)—Class
10	9	TELSTAR	The Tornadoes (Decca)

FRANCE

This Week	Last Week	Title	Artist
1	—	TOUS LES GARCONS ET LES FILLES/J'SUIS D'ACCORD	Francoise Hardy (Vogue)
2	—	TELSTAR	The Tornadoes (Decca)—Colette Dereal (Polydor)
3	—	ORANGE BLOSSOM SPECIAL	The Spotnicks (President)
4	—	J'ENTENDS SIFFLER LE TRAIN	Richard Anthony (Columbia)
5	—	L'IDOLE DES JEUNES	Johnny Hallyday (Philips)
6	—	CHARIOT	Petula Clark (Vogue)
7	—	LE BOSSA NOVA	Sacha Distel (RCA)
8	—	LOCOMOTION	Sylvie Vartan (RCA); Little Eva (Decca)
9	—	SHERRY	Henri Salvador (Salvador-Philips)—Les Chats Sauvages (Pathe)
10	—	SHEILA	Lucky Blondo (Fontana)—Sheila (Philips)

FRENCH (WALLOON) BELGIUM

This Week	Last Week	Title	Artist
1	1	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
2	2	MONSIEUR	Petula Clark (Vogue)
3	6	PARADISO	Katy Bodtker (Polyphon); Grete Kiltgard (Tono)—Multitone
4	—	LOVERS LANE	Pat Boone (Dot)
5	9	BACHELOR BOY	Cliff Richard (Columbia)—Decapo
6	—	KING OF THE WHOLE WIDE WORLD	Elvis Presley (RCA)—Belinda
7	—	LESSON ONE	Russ Conway (Columbia)
8	6	BOBBY'S GIRL	Marcie Blaine (London)—Winckler
9	3	BABY TWIST	Buster Larsen (Polyphon)—Multitone
10	—	DANCE ON	The Shadows (Columbia)

HOLLAND

This Week	Last Week	Title	Artist
1	1	PARADISO	Anneke Gronloh (Philips)—Editions Altona
2	—	LIMBO ROCK	Chubby Checker (Cameo-Parkway)—Bens
3	9	LET'S DANCE	Chris Montez (London)—Chappell
4	2	LAND OF HOPE AND GLORY	Vera Lynn (HMV)—Melodia
5	10	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
6	4	IT'LL BE ME	Cliff Richard (Columbia)—Belinda
7	3	THE LOCO-MOTION	Little Eva (London)—Basart L. C.
8	8	TELSTAR	The Tornadoes (Decca)—Basart L. C.
9	—	MONSIEUR	Petula Clark (Imperial)—Basart L. C.
10	—	DESAFINADO	Rita Reys (Philips)

HONG KONG

This Week	Last Week	Title	Artist
1	1	A LITTLE BIT OF SOAP	The Fabulous Echoes (Diamond)
2	7	I'M GONNA BE WARM THIS WINTER	Connie Francis (MGM)
3	5	DANCE ON	The Shadows (Columbia)

4	6	THE NEXT TIME	Cliff Richard (Columbia)
5	10	GO AWAY LITTLE GIRL	Steve Lawrence (UA)
6	9	MEXICAN JOE	Pat Boone (Dot)
7	8	IT'S UP TO YOU	Rick Nelson (Imperial)
8	—	RIDE	Dee Dee Sharp (Cameo)
9	3	A TRUE TRUE LOVE	Bobby Darin (Capitol)
10	—	I'M SO LONESOME I COULD CRY	Johnny Tillotson (Cadence)

HUNGARY

(All recordings on the Qualltone label)

This Week	Last Week	Title	Artist
1	—	SPEEDY GONZALES	Ines Taddio-Budd, N. Y.
2	3	KIT ERDEKEL	Janos Kocs—Editio Musica
3	—	RITMUS 1963	Koltai-Papp Combo
4	2	UGYE TE IS AKAROD	Katalin Sarosi—Editio Musica
5	—	SZERELMED LASSU VIZ	Lehel Nemeth—Editio Musica
6	1	TWIST	Thomas Balassa and his Band
7	—	RAJTA OREGEK	Katalin Sarosi—Editio Musica
8	—	MICSODA NO	Erzsi Szanto—Editio Musica
9	8	AVE MARIA NO MORRO	Lehel Nemeth—Sorró
10	7	PETITE FLEUR	Kormendy and his Band—Caroussel

ISRAEL

(Courtesy Kol Israel Broadcasting)

This Week	Last Week	Title	Artist
1	1	RETURN TO SENDER	Elvis Presley (RCA)—Presley/BMI
2	4	IT'S UP TO YOU	Rick Nelson (Imperial)—Four Star Sales
3	6	THE NEXT TIME	Cliff Richard (Columbia)—Elstree, M., Ltd.
4	2	BIG GIRLS DON'T CRY	The Four Seasons (Vee Jay)—Bobob Music
5	7	DANCE ON	The Shadows (Columbia)—S. Bron NCB
6	3	ALL ALONE AM I	Brenda Lee (Decca)—Duchess Music
7	8	FLOWERS AND GIRLS	The Nahal Group (Kol Israel)—ACUM
8	9	COMIN' HOME BABY	Mel Torme (London-Atlantic)—Meltone
9	—	IT ONLY TOOK A MINUTE	Joe Brown (Piccadilly)—Shapiro-Bernstein
10	5	SHEILA	Tommy Roe (ABC-Paramount)—Eager Music/Nitetime Music

ITALY

(Courtesy Musica e Dischi, Milan)

This Week	Last Week	Title	Artist
1	3	CHARIOT	Franck Pourcel (VdP); Petula Clark (Vogue); Betty Curtis (CGD)
2	1	ADDIO MONDO CRUDELE (DON'T PLAY THAT SONG)	Peppino Di Capri (Carisch)
3	5	LA PARTITA DI PALLONE	Rita Pavone (RCA); Cocks Mazzetti (Primary)
4	2	LA TERZA LUNA	Neil Sedaka (RCA)
5	6	SPEEDY GONZALES	Pat Boone (London); Peppino Di Capri (Carisch)
6	7	SI E' SPENTO IL SOLE	Adriano Celentano (Jolly)
7	4	PREGHERO' (STAND BY ME)	Adriano Celentano (Clan); Ben E. King (Atlantic)
8	11	CHIHUAHUA	Mina (Italdisc)
9	10	IL GIORNO PIU' LUNGO	Robert Pray (Durium); Mitch Miller (CBS)
10	8	ABAT-JOUR	Henry Wright (GC)
11	9	CONCERTO DISPERATO	Nini Rosso (Sprint)
12	14	VESTITO DI SACCO	Pino Donaggio (Columbia)
13	15	VOGLIO AMARTI COSI'	Henry Wright (GC)
14	—	IL RAGAZZO COL CIUFFO	Little Tony (Durium)
15	13	QUANDO, QUANDO, QUANDO	Tony Renis (VdP)

MEXICO

(Courtesy Audiomusica, Mexico City)

This Week	Last Week	Title	Artist
1	1	EL LADRON	Sonora Santanera (CBS)—Mundo Musical
2	10	AL DI LA	Pericoll (Warner Bros.)—Ricordi
3	3	AY CARINO	Javier Solis (CBS); M. A. Muniz (RCA)—Pham
4	5	COSAS (Things)	Oscar Madrigal (Gamma)—Publication Pending
5	7	BEYOND THE SEA	Ray Conniff (CBS)—Mills Music
6	9	ESO BESO	Paul Anka (RCA)—Brambila
7	8	CORRE SANSON	Run, Samson Run)—Rebeldes del Rock (Orfeon)—Brambila
8	2	EL NIDO	Sonora Santanera (CBS)—Pham
9	4	PA TODO EL ANO	J. A. Jimenez (RCA)—Pham
10	6	UN SUEÑO DE TANTOS	Amalia Mendoza and J. A. Jimenez (RCA)—Brambila

NEW ZEALAND

This Week	Last Week	Title	Artist
1	2	LOVESICK BLUES	Frank Ifield (Columbia)—Davis
2	3	THE NEXT TIME	Cliff Richard (Columbia)—Cop Con
3	4	SUN ARISE	Rolf Harris (Columbia)—Castle
4	1	BIG GIRLS DON'T CRY	The Four Seasons (Allied)—Cop Con
5	7	GO AWAY LITTLE GIRL	Steve Lawrence (Coronet-CBS)—Tucon
6	9	TELL HIM	The Exciters (UA)—Mellin
7	10	HOTEL HAPPINESS	Brook Benton (Mercury)—Alberts
8	6	BOBBY'S GIRL	Marcie Blaine (London)—Cop Con
9	6	DON'T HANG UP	The Orions (Cameo-La Gloria)—Cop Con
10	8	LIMBO ROCK	Chubby Checker (Cameo-La Gloria)—Allen

NORWAY

(Courtesy Verdens Gang)

This Week	Last Week	Title	Artist
1	1	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
2	3	DANCE ON	The Shadows (Columbia)—Bens Music
3	4	JEG VIL HA EN BLA BALLONG	Arne Bendiksen (Triola)—Egil Monn Iversen
4	5	FJERNE LAND	The Key Brothers (Triola)—Egil Monn Iversen
5	2	THE NEXT TIME	Cliff Richard (Columbia)—Musikk-Huset
6	8	MIDNATTSTANGO	Lars Lonn Dahl (RCA)—Musikk-Huset
7	7	MIDNATTSTANGO	Ase Wentzel/Jan Hoiland (Odeon)—Musikkhuset
8	—	REGNIGA NATT	Anna-Lena Lofgren (Metronome)—Manu
9	—	TANZE MIT MIR IN DEN MORGEN	Botho Timber (Polydor)—Musikk-Huset
10	6	GUITAR MAN	Duane Eddy (RCA)—Egil Monn Iversen

PERU

(Courtesy La Prensa, Lima)

This Week	Last Week	Title	Artist
1	4	EL TWIST DE LOS OJOS NEGROS	Tulio Gallo (Philips)
2	5	PERDONAME	Duo Dinamico (La Voz)
3	1	LA TOMBOLA	Mirla (Vel



REMEMBER... Remember "SAL 9020"? (Every salesman does!) This Capitol album, issued in the first days of "Hi-Fi", demonstrated and explained Capitol's Full Dimensional Sound. At a premium price, dealers sold over a hundred thousand copies in a few short months...and "FDS" became the symbol of SOUND with Hi-Fi enthusiasts.

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FOR "SOUND" SALES**

International NEWS REPORTS

Tony Renis' 'One for All' Wins 1st Place at San Remo

By SAM'L STEINMAN

SAN REMO—Tony Renis affirmed his position as Italian light music's "Golden Boy" by winning first place with his own song, "One for All" (Uno Per Tutte) which he wrote with Testa and Mogol. The other rendition of the winning song at the San Remo Festival at the Casino was by Emilio Pericoli.

Only a month ago Renis won the television competition, "Canzonissima," with his song "When, When, When" (Quando, Quando, Quando) which turned out to be the hit of 1962 after placing only fourth with the old week-long public voting system. This method was discarded this year in favor of the original system used during the first 10 San Remo festivals.

Second place was won by the trilingual titled song, "Amor, Mon Amour, My Love," written by Malgoni, Pallesi and Pinchi and sung by Claudio Villa, three-time winner of the as the probable winner. The festival, and Eugenia Foligatti, one of the two new voices of the

event. This tune had been tipped only twist tune in competition, "Young People, Young People" (Giovane, Giovane) sung by Pino Donaggio, one of the authors along Testa, and Cocky Mazzetti, took third place.

Wilma DeAngelis and Johnny Dorelli sang "It Doesn't Cost Anything" (Non Costa Niente) of Sciorilli and Calcagno to fourth with 48, while three less were cast for the fifth-place number "Remember." This was sung by Milva and Luciano Tajoli.

The final evening was televised on the Eurovision network and thus made available to 35,400,000 viewers throughout Europe.

Charity Payoff

Proceeds from the 13th San Remo Festival will be used for a show business charity to go toward the building of a rest home for veterans of theater, opera and light music. The home will be erected in San Remo. Tickets, which were sold out for this year's event well in advance, were priced at \$48 each, a record sum for an Italian event equaled only by opening nights at the La Scala and Rome operas.

two from Epic and United Artist and one each from Chess and Kapp.

Castle Music has the Australian rights to the new Patsy Ann Noble single "Don't You Ever Change Your Mind," recorded recently in London. . . . Slim Dusty's "Sweet Talkin' Gal," composed by Joy McKean, is controlled by Castle.

One of the biggest surprises of 1963 is the success of the HMV single, "Surfside," written by music publisher Johnny Devlin and played by the instrumental group the Denvermen. EMI has arranged for its release in England.

BELGIUM

Success Story Not Typical

By JAN TORFS
Stuivenbergvaart 37, Mechelen

A couple of Belgian record companies phoned us wondering how it is possible to announce an increase of 10 per cent with the year-end sales, while they have lost at least 10 per cent compared to last year. It seems we have taken an exceptionally good record dealer.

The Polyjazz club magazine, sponsored by S.A. Polygram, is offering all its members the album, "Cannonball Adderley's

PALMEN DUTCH PRIX CHOICE

AMSTERDAM — Vocalist Annie Palmen will represent Holland in the London showing of the Eurovision Song Festival. The "Grand Prix" test will feature the singer performing the entry from this country, "Speel-doods." There are three recorded versions of the tune on the Dutch market by Miss Palmen (Philips-Phonogram), Ellen Craamer (Imperial-Bovema), and Sandy Fort (MMP/C.N. Rood, L.C.).

Greatest Hits," at the price of 225 fr. (\$4.50), instead of the usual 295 fr. (\$6). The record is available at the dealer shops. . . . S.A. Ardmoores and Beechwood report that they have the publishing rights for the following records in Belgium: "Mon copain" recorded by Les Chats Sauvages on Pathe, the Flemish version of Acker Bilk's "Lonely" entitled "Eenzaam" and recorded by Rita Dee on V.S.M., the Flemish version of "Sioux Serenade," also recorded by Rita Dee on V.S.M., but here entitled "Oh, Grote Totem." Ardmoores and Beechwood also have the rights to "Crier ton nom," sung by Adamo, which will be distributed throughout the world. Finally, they are taking care of the distributing rights in Belgium and Luxemburg for a Dutch record, "Venus," recorded by the Hurricane Strings.

Robert Cogoi is going to record the French version of Will Tura's big smash "Eenzaam zonder jou." Johnny Tillotson may also record it. . . . Cliff Richard's latest album, "Summer Holiday," has just been released through Gramophone.

'Lady,' Other Notes

"My Fair Lady" is currently playing in Antwerp. Polygram S.A. has recorded the Flemish version of this musical under the Philips label. This recording is the original cast set with all the stars appearing in the show, including Denise De Weerd, Alex Van Royen and Johan Kaart. More than three million copies have been sold of the English version and the German as well as the Dutch recordings have reached high sales records in these countries.

Rocco Granata has made his first Flemish recording: a re-



JUST FOR LAUGHS: Mina and Tony Renis break up prior to scene in forthcoming Italian movie, "Appointment on the Riviera," which stars the two hit disk acts. Renis had even more reason for joy; he won the San Remo Festival last week. (See separate story).

make of the old Esterella success, now some 10 years ago, "Voor een kusje van jou." . . . Two big releases this week. The Tornados and Chris Montez with "Globetrotter" and "Some Kinda Fun."

Paul Anka's latest recordings "Love Makes the World Go Round" and "Crying in the Wind" have been released this week.

BRITAIN

Disk Retailers Association Meet

By DON WEDGE
News Editor
New Musical Express

The Gramophone Record Retailers Association holds its annual meeting and convention in London April 21 and 22. There will be an associated trade fair with many record firms and fringe organizations expected.

In an important talent agency move, Vic Lewis and Alan Blackburn have combined their interests in London and will represent General Artists Cor-

poration here. They take over from the Grade Organization, GAC's long-term affiliate.

In London with an act which he manages, Johnny and the Hurricanes, Irving Micahnik set up an April tour for another client, Del Shannon. Both artists record for Micahnik's Twirl Records, being leased to Big Top Records (in turn to Decca's London label here). Micahnik said that his current world distribution pacts end in the fall and he was having preliminary discussions about his future disk outlets here.

Visitors

Frank Chalmers of EMI's overseas division flew to Amsterdam for meetings with Geery Oord of Bovema, EMI's Dutch licensee; they were being joined by John Kirsch of S.A. Gramophon (EMI Belgium). . . . Harvey Schein, of CBS Records' international department, was coming into London for talks with EMI following the French launching of CBS; Schein was joining other CBS execs here. . . . Shapiro Bernstein's British topper, Cyril Shane, left for Germany and talks with affiliates there.

Helen Shapiro, EMI-Columbia artist, returned to America February 12. She will be recording in Nashville for Epic, the U. S. label to which she is assigned. Al Kasha of Epic will produce the sessions with her British recording manager Norrie Paramor. Before going to Nashville, Shapiro was visiting Canada for more television. Shapiro has a host of overseas commitments ahead of her. On March 8 she will be in Holland for radio and television. She televisions in Paris on March 11 and broadcasts for Europe No. 1 from Paris Olympia the next day. She will probably visit South Africa from April 1. On May 3 she begins a series of concerts with Edith Piaf, Frank Pourcel, etc., in Austria and Germany.

Frankie Vaughan (Philips) plays a session at the Tivoli Gardens, Copenhagen, from May 16. Afterwards he visits Sweden. . . . Arthur Lewis, newly appointed managing director of Dorchester Productions, the firm which controls EMI's theatrical and show interests in partnership with Cy Feuer and Ernest Martin, has now taken up his post in London.

Paula Watson, American singer-pianist recorded by Oriole during a British visit, had her



MARILYN MONROE lives on in the 20th Fox album "Marilyn" (FXG-5000). The late artist sings songs from motion pictures in which she starred. Her album currently is enjoying tremendous success in Germany (Ariola). The 20th Century Fox Films firm will release the motion picture "Marilyn" in March, with a strong promotional tie-in campaign with the new album. (Advertisement)



GOLD WATCH AWARD: EMI Chairman Sir Joseph Lockwood presented Miriam Wang with a gold watch in recognition of her 25 years' service with the firm's Shanghai and Hong Kong branches.

first song "Love Me For Ever" on the label last month.

Record Industry

EMI acquired the British rights for its Stateside label of the Earls' American hit, "Remember Then," in a deal with the Old Town label. Also acquired for Stateside is Roberta Sherwood's recording of "You Always Hurt the One You Love" from Harmon. . . . Though an official announcement is awaited, it is clear that world sales of Frank Ifield's "Lovesick Blues" now exceed one million. . . . Philips' label Fontana has issued Sue Thompson's latest hit "Willy Can"; earlier Hickory issued here on Polydor label of DGG which is now financially tied to the Philips Records group.

two years ago with Danish winner and best seller "Angelique"; the Melody Mixers, with a Polyphon contract, and finally Preben Mahrt, well-known comedy actor with only limited record activity.

Contrary to other countries, the tunes in the Danish contest are kept secret until the finals.

Duke Ellington and his orchestra had a most successful start of their Scandinavian tour. They played in Copenhagen February 8 after opening in Swedish university town of Lund. . . . British lark Petula Clark has a hit with "Monsieur," and the Tono company, representing Vogue, has now released her LP "Petula."

EIRE

Singles, Albums Push for Ember

By KEN STEWART
Irish Times Ltd., Dublin.

Ember is giving greater concentration to single releases and using the full-color high-gloss lamination on all new albums. The label plans to rely on the development of teen-sound singles and will seek suitable material from leading indie producers. Some current Ember releases include sides by Gliss Anders, David Rose, Peggy Stuart, Earl Bostic and Benny Carter.

Patrick O'Hagan is thinking seriously of emigrating to Perth, Australia. He announced this shortly before leaving for a six-month U. S. tour during which he will give concerts and appear on TV.

DENMARK

Grand Prix TV Finalists Chosen

By ARNE HANSEN
11 Malerbakken, Holte

The soloists to present the selected eight tunes for the Danish Eurovision TV Contest "Melody Grand Prix" finals February 24 have now been chosen. They are: Grethe and Jorgen Ingmann in this contest for the first time; Gitte Henning, HMV teen-age artist; new comer Bjoern Tidmand, lately contracted to Odeon; Birthe Wilke, Philips artist, who represented Denmark at the European finals twice before; Grethe Soenck, Sonet artist and former Grand Prix participator; Dario Campeotto, Sonet artist whose career started rolling internationally

HONG KONG

Pirates Crimp Legitimate Sales

By CARL MYATT
27, A Estoril Court

The effects of record piracy in the Southeast Asian area and the lengths to which people in the business have gone to hinder the legitimate dealers in the trade were clearly emphasized when the official government trade figures for the first 10 months of 1962 were released this week. In 1961 Hong Kong imported 10,900 records from Taiwan valued at \$29,323. Yet, although records originating in Taiwan are easily available here, government trade figures show that not a single record was imported from Taiwan during the first 10 months of 1962.

Government trade figures for the first 10 months of 1962 show a definite upward trend in import figures as compared with 1961. Up to October, 1962, Hong Kong had imported gramophone records valued at

HK\$3,966,660, as compared to the HK\$4,213,416 which constituted the entire import figures for 1961.

Last year the United States was again the main importers, selling over HK\$1,912,744 worth of disks to Colony dealers in comparison to total imports from the U. S. in 1961 which were only HK\$1,857,256.

There was also an appreciable increase in the import of records from the United Kingdom. In 1961 Hong Kong purchased HK\$478,452 worth of disks. Up to October, 1962, the figures had already reached HK\$565,944.

Export figures, however, have slumped badly. The total in Hong Kong currency in 1961 was \$1,662,933. Up to October, 1962, only HK\$364,172 worth of records had been re-exported. Malaya was again the biggest buyer, taking HK\$263,504 last year. This compares with the HK\$1,432,772 she purchased in 1961.

New Hit

A record featuring a Hong Kong group looks like it's turning into the first big hit of 1963 in the Southeast Asian area. The Fabulous Echoes, a very versatile combo, have made

their own version of "Little Bit of Soap" into the hottest selling single here. In an area where singles sales never really reach astronomical proportions, "Little Bit of Soap" is selling fast for Diamonds.

Visitor

Sir Joseph Lockwood was in the Colony and met with top brass from EMI's representation here and presented Miriam Wang with an award for 25 years of service with the firm. She is much respected in this year and is repertoire and administration manager in recognition.

HUNGARY

Stravinsky Tops Concert Season

By PAUL GYONEY
Devekutca 6, Budapest

The winter and spring concert season in Budapest will have three of its biggest highlights when the Wiener Symphoniker

(Continued on page 36)



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SINGLES REVIEWS

BILLBOARD SPOTLIGHT PICKS

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



POP SPOTLIGHT

THE DUPREES

GONE WITH THE WIND
(Bourne, ASCAP) (2:34) Coed 576

The Duprees tackle the oldie to solid results sparked by a fresh and modern arrangement that will please their young fans. Danceable, singable and salable. Flip is "Let's Make Love Again" (Winneton, BMI) (2:58).



POP SPOTLIGHT

TRADE MARTIN

STRATEGY

(Winneton, BMI) (2:30) Coed 575

Bright hand-clapper is sold with warmth by Martin, over sock support from ork and chorus. The side is in the "Runaround Sue" groove, and could be a hot one with the teens. Other side, worth watching, is "Lucky Boy, Happy Girl, Lonely Me" (Four Star, BMI) (2:20).



POP SPOTLIGHT

RAY CHARLES

DON'T SET ME FREE

(Tee Lee, ASCAP) (2:35)

(Sherman-DeVorzon, ASCAP) (2:45) ABC-Paramount 10405
Two great sides by the master. First up is a frantic rocker on the order of his recent smash, "You Are My Sunshine," while the flip is slow, soulful and satisfying, in a treatment similar to his hit of a while back, "Georgia on My Mind." Both can go.



POP SPOTLIGHT

JOHNNY TILLOTSON

OUT OF MY MIND

(Ridge, BMI) (2:45) Cadence 1435

Johnny Tillotson's steady chart run should continue with this first-rate performance of a fine country-pop tune. Johnny wrote the pretty ballad and the backing is tasteful and warm. Flip is "Empty Feelin'" (Ridge, ASCAP) (2:22).



POP SPOTLIGHT

SOLOMON BURKE

WORDS

(Cotillion, BMI) (2:23) Atlantic 2180

There's a lot of the gospel feeling in this slow and soulful blues by Burke, highlighted by smart organ accompaniment. Percussive beats help the side build, as does a wild femme gospel chorus. Flip is "Home in Your Heart" (Progressive, BMI) (2:07).



POP SPOTLIGHT

DEE DEE SHARP

DO THE BIRD

(Kalmann, ASCAP) (2:12) Cameo 244

The gal had a big one in "Ride," and here's another smartly styled upbeat rocker, done to a basic twist beat but kicking off a new dance, The Bird. Watch this one. It has the winning touch. Flip is "Lover Boy" (Woodcrest, BMI) (2:22).



POP SPOTLIGHT

LOU MONTE

**PEPINO'S FRIEND PASQUAL
THE ITALIAN PUSSY CAT**

(Romance-Sal Songs, BMI) (2:52) Cadence 20146

Lou Monte continues his hilarious tales of Pepino the Italian Mouse, and his new friend Pasqual. Funny humor, solid for both the specialty Italian market and the pop market as well. Flip is "I Like You, You Like Me, Eh Paison" (Romance-Sal Songs, BMI) (2:52).



POP SPOTLIGHT

THE HALIFAX THREE

**THE MAN WHO WOULDN'T
SING ALONG WITH MITCH**

(Brookhaven, BMI) (2:09) Epic 9572

A real cute novelty here, in the folk idiom. The lyric tells the tale of the stubborn man who just wouldn't sing along with the bearded one. The number's a foot-stomper. Flip is "Come Down the Mountain, Katie Daly" (Leeds, ASCAP) (2:51).



POP SPOTLIGHT

MARY WELLS

LAUGHING BOY

(Jobete, BMI) (2:49) Motown 1039

The gal has another winner here and a fine follow-up to her recent hit, "Two Lovers." The tune and the treatment, in fact, are not unlike that of the recent entry. It can move fast. Flip is "Two Wrongs Don't Make a Right" (Jobete, BMI) (2:45).



POP SPOTLIGHT

LEROY VAN DYKE

THE OTHER BOYS ARE TALKING

(Acuff-Rose, BMI) (2:18)

BE A GOOD GIRL

(Four Star Sales, BMI) (2:03) Mercury 72097

Van Dyke could climb back on the hit list with these two strong sides. The topper, which is aimed at the pop market, could turn out to be a smash. Van Dyke sells the up-tempo effort with verve, sparked by bright guitar backing. Side II is the country deck, featuring a pleading but winning vocal by the chanter over country support.



POP SPOTLIGHT

DON GIBSON

IT WAS WORTH IT ALL

(Acuff-Rose, BMI) (1:59) RCA Victor 8144

Gibson turns in a soulful reading of a tuneful weeper over smooth backing by combo and chorus. The side should do mighty well in pop as well as country. Flip is "Head Over Heels in Love With You" (Peer, BMI) (1:55).



POP SPOTLIGHT

CONNIE FRANCIS

FOLLOW THE BOYS

(Francon, ASCAP) (2:40)

WAITING FOR BILLY

(Francon, ASCAP) (2:20) MGM 13127

Two fine sides by Connie, both from her new flick "Follow the Boys." Topper is a pretty ballad which she sings with heart. Flip, also a weeper ballad, is handed another solid go by the lass. Lush ork backing adds much.



POP SPOTLIGHT

THE EARLS

NEVER

(Maureen, BMI) (2:05) Old Town 1133

The Earls, just coming off their hit "Remember Then" should do it again with this zingy little rocker that shows off some bright harmony and stylish vocalizing. Sock teen wax. Flip is "I Keep a Tellin' You" (Maureen, BMI) (2:05).



POP SPOTLIGHT

JIMMY WICK

SEND FOR ME

(Chappell, ASCAP) Lenox 5561

Chanter sells this warm ballad in Roy Hamilton style over first-rate electric organ support. Side has a real sound and a good chance of taking off. Flip is "It's All Over Now" (Madchen, BMI).



POP SPOTLIGHT

DICKEY LEE

**DON'T WANT TO THINK
ABOUT PAULA**

(Jack Music, BMI) (2:08) Smash 1808

Here's a first-rate side by the chanter that could add up to his third hit in a row. He sells the medium tempo swinger with style as he tells of his heartbreak. Solid teen appeal here. Flip is "Just a Friend" (Big Bopper-Jack Music, BMI) (2:32).



POP SPOTLIGHT

JAMES GILREATH

LITTLE BAND OF GOLD

(Beak, BMI) (2:15) Joy 274

Tempo switches, from march to dance, are distinctive characteristics of this side. Vocal by Gilreath is multi-tracked in weeper sound with odd trumpet chorus adding to the novelty values. Flip is "I'll Walk With You" (Beak, BMI) (2:00).



POP SPOTLIGHT

IDALIA BOYD

HULA HOPPIN'

(Aldon, BMI) (2:29) Dimension 1007

This is a mighty cute teen side. The disk is patterned after "Hawaiian War Chant" and has hip, teen lyric that uses kids' idols' names as peg. It swings and has strong dance beat. Flip is "Some Kind of Wonderful" (Aldon, BMI) (2:35).



POP SPOTLIGHT

DION

SANDY

(Disal-Schwartz, ASCAP) (2:18) Laurie 3153

This side is out of the can from the chanter's old label but it's still a hot one with the driving beat and solid vocalizing that has made a number of hits for Dion in the past. Rocker has a real sound. Flip is "Faith" (Schwartz, ASCAP) (2:14).



POP SPOTLIGHT

DON DAY CURTIS

DON'T SIT UNDER THE APPLE TREE

(Robbins, ASCAP) (2:52) ABC-Paramount 10416

The Andrews Sisters would have trouble recognizing it, but it's the oldie wartime hit done up in smash Bob B. Soxx style. Dance beat is an undulating, medium tempo. Should be a hit. Flip is "The Story of Janie" (Unbelievable, BMI) (3:00).



POP SPOTLIGHT

WAYNE NEWTON

HEART

(Aldon, BMI) (2:12) Capitol 14920

This is the first side produced under the new Bobby Darin production firm. It features this new lad in a powerful Aldon tune that builds and builds with strings and crescendo production all the way. The second side is "So Long Lucy" (Aldon, BMI) (2:16).

(Continued on page 40)

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.

Sure bet for the charts

Capitol Records introduces

Wayne Newton

And The Newton Brothers

**from their recent smash appearance
on the Jackie Gleason show.**

His first Capitol single

So Long Lucy b/w Heart



#4920



Regional action:
Baltimore, Dallas,
Philadelphia, Seattle,
New Orleans,
and Atlanta.

STAR PERFORMERS—Selections registering greatest upward progress this week.

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.

Main chart table with columns for 'THIS WEEK', 'Wk. Ago', 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'. It lists 100 songs across three columns.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A through Z from the Hot 100 chart.

Table listing songs A through Z from the Bubbling Under the Hot 100 chart.

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Table listing songs A through Z from the Bubbling Under the Hot 100 chart.



the nation's best selling records

FOUR SMASH HIT ALBUMS

DAYS OF WINE & ROSES

Pat Boone
DLP 3504

1962'S GREATEST HITS

Billy Vaughn
DLP 3497

WALTZ TIME

Lawrence Welk
DLP 3499

FUNNY FONE CALLS

Steve Allen
DLP 3472

BREAKING FOR NATION-WIDE HITS

- #16421 **Boss** **The Rumlbers**
- #16440 **Pipeline** **The Chantays**

BIG HIT SINGLES

- #16425 **Go Home Girl / You're The Reason** **Arthur Alexander**
- #16439 **Meditation / Days Of Wine And Roses** **Pat Boone**
- #16451 **The End Of The World / Big City** **The Mills Bros.**
- #16450 **Face in the Crowd / Lonely Tears** **Jimmie Rodgers**
- #16428 **Afraid / I'll Never Stand In Your Way** **Jimmie Rodgers**
- #16393 **Matilda** **The String-A-Longs**
- #16436 **Release Me / My Smoky Mountain Home** **Billy Vaughn**
- #16420 **Zero-Zero / Night Theme** **Lawrence Welk**

HOT ALBUMS ON DOT

STEREO MONO
DLP NO. DLP NO.

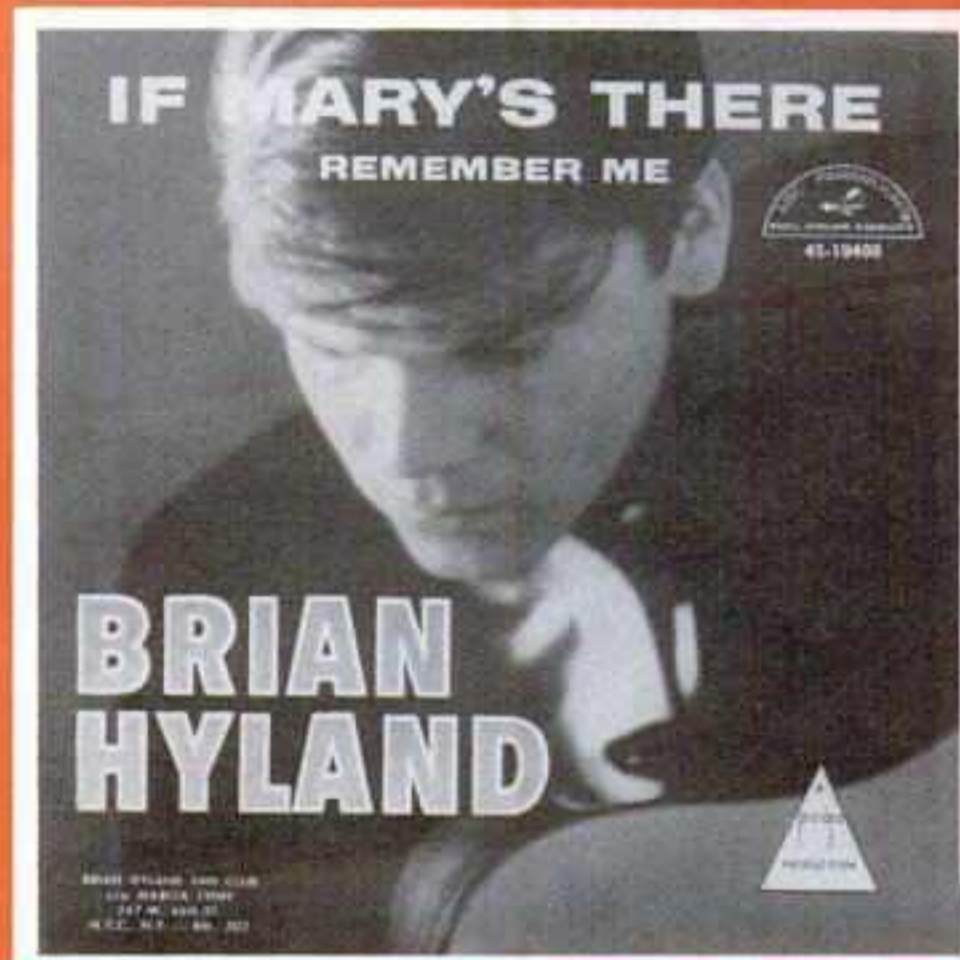
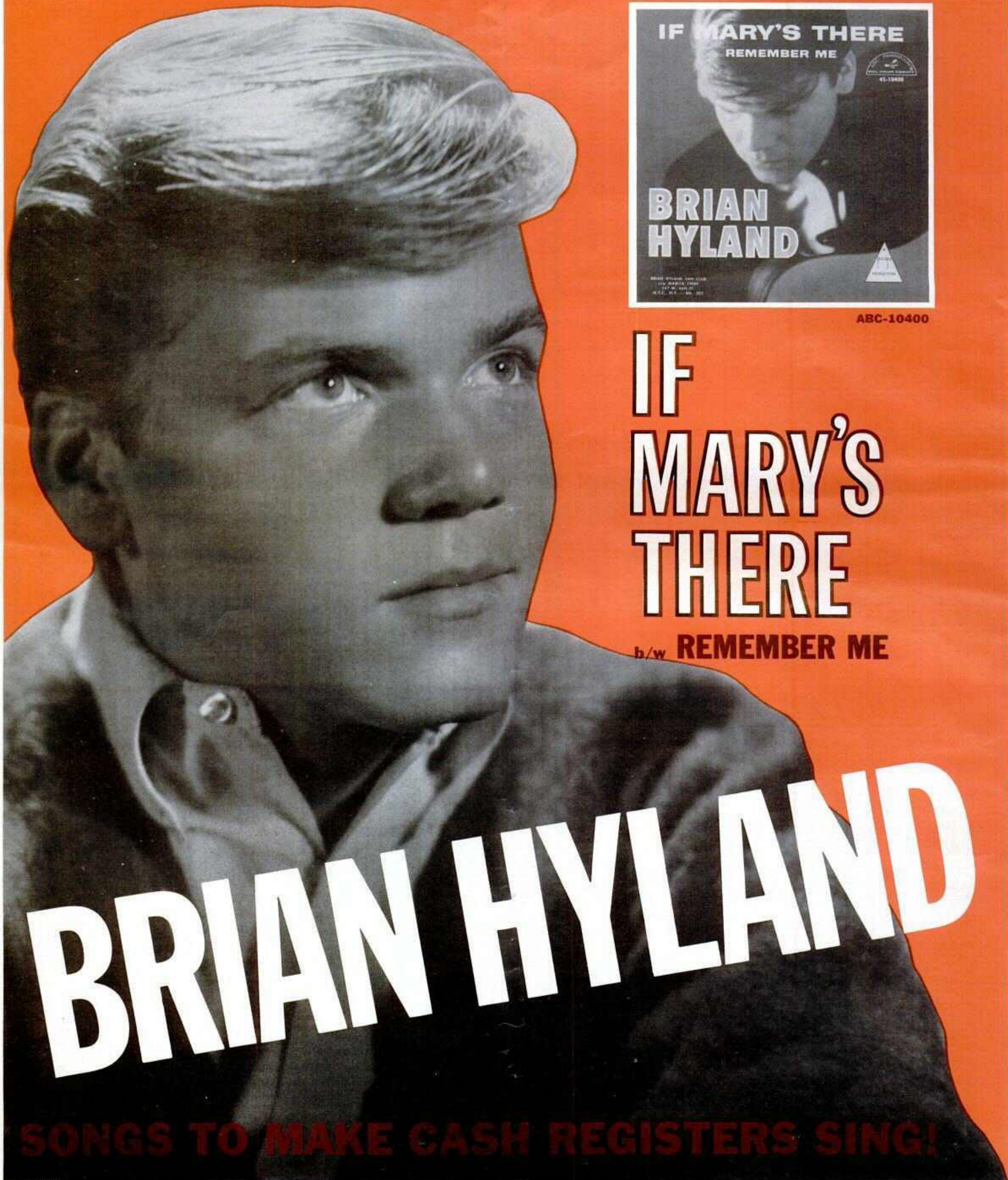
STEREO MONO
DLP NO. DLP NO.

25496	3496	JIMMIE RODGERS IN FOLK CONCERT
25492	3492	TAMMY & ELEVEN GREAT FOLK HITS Debbie Reynolds
25481	3481	THE LENNON SISTERS' FAVORITES
25480	3480	STEVE ALLEN PLAYS BOSSA NOVA JAZZ
25475	3475	I LOVE YOU TRULY Pat and Shirley Boone
25463	3463	MATILDA The String-A-Longs
25458	3458	A SWINGIN' SAFARI Billy Vaughn
25457	3457	BABY ELEPHANT WALK Lawrence Welk
25455	3455	PAT BOONE GOLDEN HITS FEATURING SPEEDY GONZALES
25453	3453	NO ONE WILL EVER KNOW Jimmie Rodgers
25452	3452	THE ANDREWS SISTERS GREAT GOLDEN HITS
25450	3450	GREATEST ORGAN HITS Jerry Burke
25447	3447	THE WRIGHT TOUCH George Wright
25442	3442	THE SHIFTING WHISPERING SANDS Billy Vaughn
25241	3241	BE MY LOVE Keely Smith
	3437	SO RARE Jimmy Dorsey

25433	3433	12 GREAT HITS IN RAGTIME Jo Ann Castle
25412	3412	MOON RIVER Lawrence Welk
25406	3406	THE ANDREWS SISTERS' GREATEST HITS
25359	3359	CALCUTTA Lawrence Welk
25318	3318	DOUBLE SHUFFLE Lawrence Welk
25292	3292	THE LENNON SISTERS SING 12 GREAT HITS
25249	3249	RAGTIME PIANO GAL Jo Ann Castle
25165	3165	BLUE HAWAII Billy Vaughn
25157	3157	THE MILLS BROTHERS' GREAT HITS
25119	3119	BILLY VAUGHN PLAYS THE MILLION SELLERS
25103	3103	MMMMMMM Mills Bros.
25100	3100	SAIL ALONG, SILV'RY MOON Billy Vaughn
25071	3071	PAT'S GREAT HITS Pat Boone
25068	3068	HYMNS WE LOVE Pat Boone
25054	3054	THE TEN COMMANDMENTS Sound Track—Elmer Bernstein
25016	3016	THE GOLDEN INSTRUMENTALS Billy Vaughn



NEWEST HYLAND FLING



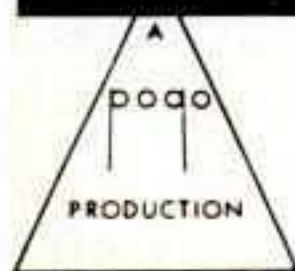
ABC-10400

IF MARY'S THERE

b/w REMEMBER ME

BRIAN HYLAND

SONGS TO MAKE CASH REGISTERS SING!



ABC-PARAMOUNT



ALBUM REVIEWS

Billboard



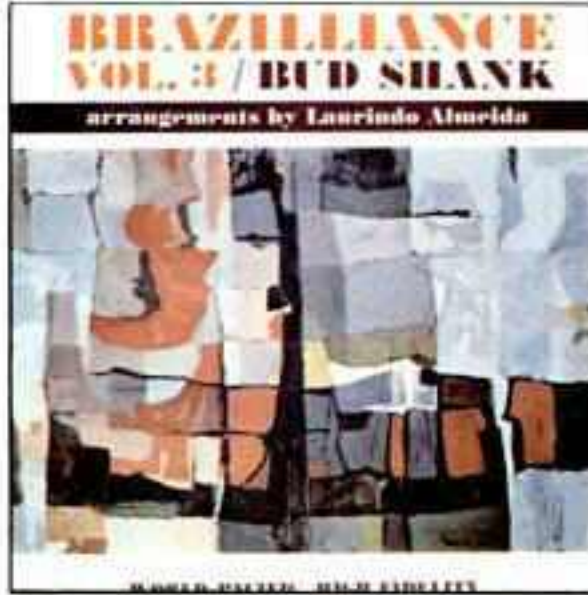
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



JAZZ SPOTLIGHT

BRAZILLIANCE, VOL. 3
Bud Shank. World Pacific
WP 1425

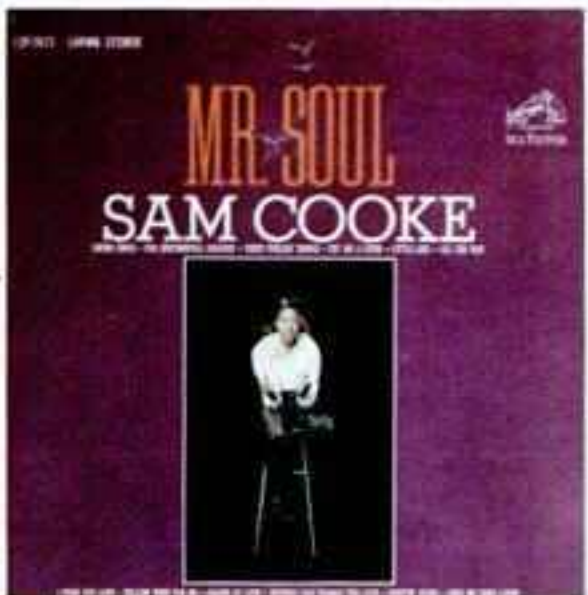
The Shank-Almeida team has been a potent selling one in the jazz market and this, their third album under this title, should continue the string. Sides are all pretty much timed for pop as well as jazz programming; many timed below or just a bit over three minutes. Besides the few bossa nova tracks the album has some particularly lyric material from ballads to solid swingers.



POP SPOTLIGHT

MR. SOUL
Sam Cooke. RCA Victor LPM
2673 (M); LSP 2673 (S)

Young Sam Cooke has rarely missed with singles hits in his tenure with Victor and this latest album should follow in the same groove. The sharp arrangements are by Horace Ott and the repertoire consists of standards, mixed with several Cooke hit re-issues and new items. The title of the set is apt indeed and fans will particularly like "I Wish You Love," "Send Me Some Lovin'" and "Chains of Love."



POP SPOTLIGHT

THE KEYS TO HER APARTMENT
Ferrante & Teicher. United
Artists UAL 3247 (M); UAS
6247 (S)

Dealers can't go wrong with this album; it's bound to become a favorite with the "Playboy" set as well as F&T fans, for it contains a smoothly arranged dozen "mood" standards such as "Love Walked In" and "Embraceable You." The title, incidentally, suggests the storyline of a romantic evening, concluding with "Goodnight Sweetheart." Sound is lush and dreamy . . . and successful.



POP SPOTLIGHT

PEOPLE WILL SAY WE'RE IN LOVE
Steve Lawrence. United Artists
UAL 3265 (M); UAS 6265 (S)

Steve Lawrence has some mighty fine singing performances with his former label affiliation. The arrangements are geared to the Lawrence singing style. The tunes are standards, for the most part, with an accent on the swinging side. "What Is This Thing Called Love," "Temptation," and the bossa nova-like "People Will Say" are strong sides.



CLASSICAL SPOTLIGHT
BACH: THE WELL-TEMPERED CLAVIER
Glenn Gould. Columbia ML
5808 (M); MS 6408 (S)

With the public fancy for both Canada's Glenn Gould and Bach on the ascendancy, this album—first in a series which will cover Bach's entire "Well-Tempered Clavier"—is sure-fire fare for keyboard fanciers. Gould is in fine, showy style throughout, and projects the baroque splendors of Bach's intricate musical designs in splendid fashion.



CLASSICAL SPOTLIGHT
BEETHOVEN: CONCERTO NO. 1
Leonard Bernstein, Piano; New York Philharmonic (Bernstein).
Columbia ML 5807 (M); MS 6407 (S)

As he has done during tours of the New York Philharmonic, Bernstein tackles the tricky task of conducting and performing a major piano work—and brings it off with style and authority, and a certain amount of the Bernstein briskness for which he's noted.



POP SPOTLIGHT
WALTZING IN THE DARK
Carmen Cavallaro. Decca DL
4356 (M); DL 74356 (S)

The old "poet of the piano" is as potent at the keyboard as ever. If anything, his style has taken on a few new dimensions. The new Carmen Cavallaro collection features some of his finest and most imaginative solo work on such evergreen waltzes as "My Buddy," "Paradise," "That Naughty Waltz," and "When I Grow Too Old to Dream." Strong dance or mood set.



POP SPOTLIGHT
THE MAJESTIC SOUNDS OF SEMPRINI
Capitol T 1836 (M); ST 1836 (S)

Semprini is the British keyboard whiz who formerly was piano soloist with the Melachrino Strings. This LP jumps squarely into the U. S. pop piano competition with these brilliant and exciting tracks, backed by his own band. Included are a thriller titled "Mariachee," themes from "Exodus" and "War Lover," and even Semprini's own variations on Schubert's song, "The Trout."



POP SPOTLIGHT
WANDERLUST
Frankie Laine. Columbia CL
1962 (M); CS 8762 (S)

Here's another solid set by Frankie Laine that should continue his best seller streak. The songs include "Wagon Wheels," "De Glory Road," "Serenade," and "Miserlou," all sung by Laine in his usual manful fashion. Strong wax, and strong ork work too.

POP SPOTLIGHT
ANNIE GET YOUR GUN
Doris Day & Robert Goulet.
Columbia OL 5960 (M); OS
2360 (S)

This is a combination that has sales written all over it. The singers are both hot, Miss Day and Bob Goulet, and the score is made to order for both of them. They do a fine job with the Berlin work, aided by sock ork and chorus work under Franz Allers. A natural.



POP SPOTLIGHT
BOSSA NOVA U. S. A.
Dave Brubeck Quartet. Colum-
bia CL 1998 (M); CS 8798 (S)

Dave Brubeck carries his current chart entry into the album field with this set destined to score on the pop LP charts. The album contains a good many bossa tracks as you might expect, but the "Trolley Song" a re-creation of a big jazz seller some time ago for the artist on another label, is a bright change of pace. First-class Brubeck all the way.



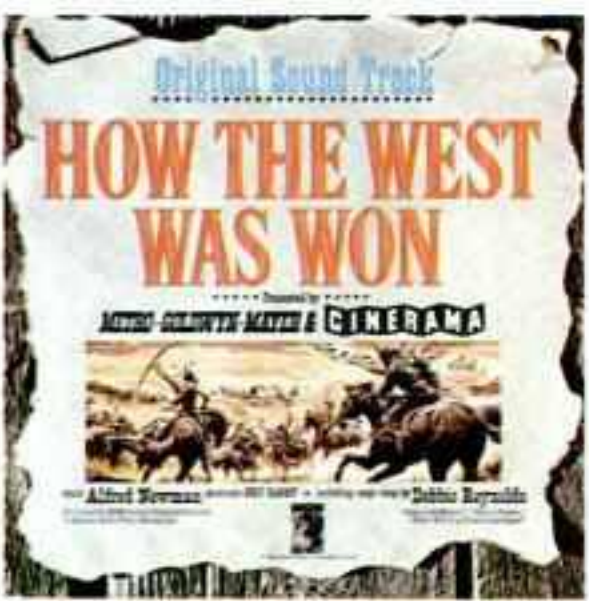
POP SPOTLIGHT
THE EXOTIC SOUNDS OF ARTHUR LYMAN AT THE CRESCENDO
Crescendo GNP 605

Here's more of the dreamy, misty "mood" settings for some new and old tunes as created by Arthur Lyman and his combo. His fans are bound to dig his treatment of "Days of Wine & Roses," "China Nights," "Song of Delilah" and others. Lots of Oriental percussion mixed skillfully into Lyman's easy-paced vibes.



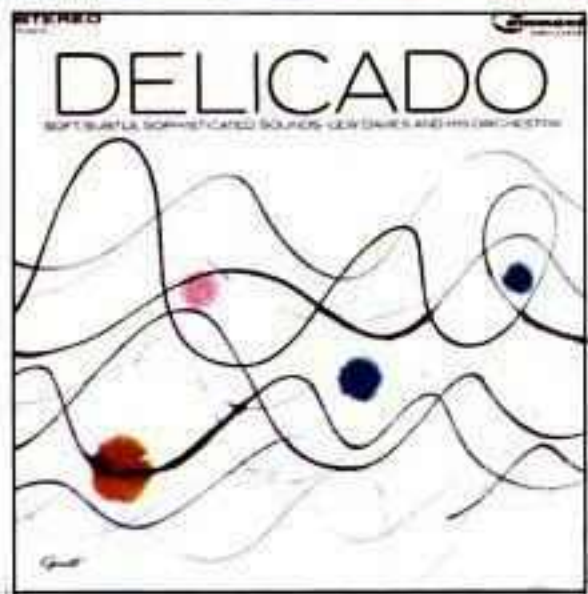
POP SPOTLIGHT
HOW THE WEST WAS WON
Sound Track. MGM 1E5 (M);
1SE5 (S)

This is a big picture and the score is big too. It's played here in hearty fashion just as presented on the screen, spotlighting the large ork and chorus under Alfred Newman and the voice of Debbie Reynolds on some of the tracks. It should make it big wherever the pic plays.



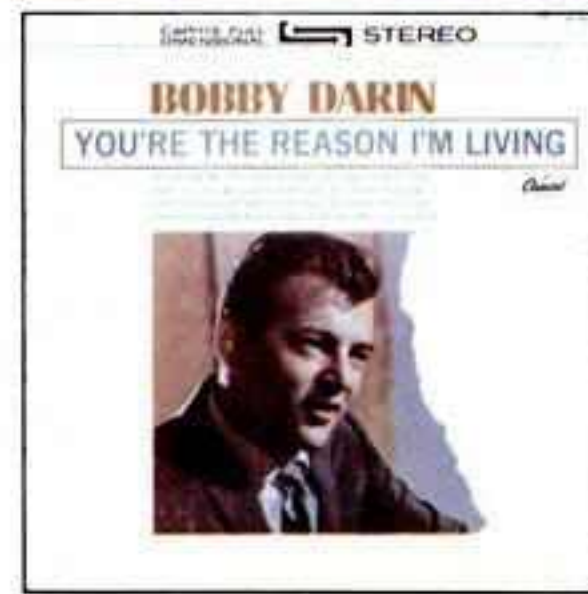
POP SPOTLIGHT
SITTIN' ON A RAINBOW
Andre Previn. Columbia CL
1933 (M); CS 8733 (S)

A dozen Harold Arlen tunes—some oldies (like "Stormy Weather") and some newies (like "Anya," written by Arlen for his wife)—are given the gently sophisticated Previn treatment, backed by well-arranged ork settings. A natural for Previn fans and deejays; strong wax for dealers.



POP SPOTLIGHT
DELICADO
Lew Davies & His Ork.
Command RS 846 (M); RS 846
SD (S)

Here's another fine and lovely sounding set from the label that made the "sound LP's" famous, Command. Set spotlights Lew Davies and ork, in soft and subtle versions of such items as "Alone Together," "C'est Si Bon," "Prelude to a Kiss," "What's New," "One for My Baby," and "Soft Lights and Sweet Music." Fine for listening or dancing.



POP SPOTLIGHT
YOU'RE THE REASON I'M LIVING
Bobby Darin. Capitol T 1866
(M); ST 1866 (S)

Darin's current winner leads off this powerhouse package. The album contains bright and soulful tunes sung with poignant backings, some containing chorus and ork with arrangements by leading jazz men. Country tunes carry the day with "Oh Lonesome Me," "Be Honest With Me," "Release Me" and the title tune just a few of the top items.



POP SPOTLIGHT
THE HAPPY BEAT
Ray Conniff, His Ork & Chorus.
Columbia CL 1949 (M);
CS 8749 (S)

Conniff seldom misses the album charts with his sock sets, and there's no reason why this one shouldn't follow all the rest. It's loaded with prime standard material played in that bright, bouncy style. Chorus of mixed voices make the most, with and without words, of "Volare," "I'll Walk Alone" and "Yellow Rose," among others.



POP SPOTLIGHT
COLLEGE STANDARDS
Lettermen. Capitol T 1829 (M);
ST 1829 (S)

The Lettermen have had their share of pop hits, some in the folk pop groove, and here they show another of their sides, a touch for the non-folk-oriented, college-associated ballad. The accent here is on smooth harmony and spare but effective arrangements. There are a number of fine tracks like "Halls of Ivy," "The Whiffenpoof Song," "It's Dark on Observatory Hill," "Sweetheart of Sigma Chi," and "Dream."



POP SPOTLIGHT
I'M A WOMAN
Peggy Lee. Capitol T 1857
(M); ST 1857 (S)

This is one of Peggy's most entrancing albums. The thrush tackles a collection of current pop hits and shows how they should sound in the hands of a finished singer like Miss Lee. Here are songs like "A Taste of Honey," "Mack the Knife," "The Alley Cat Song," "One Note Samba," "There Ain't No Sweet Man That's Worth the Salt of My Tears," and "I'm Walkin' plus the title tune. A lovely set.

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

150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	11
2	2	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	17
3	3	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	6
4	4	MOVING Peter, Paul & Mary, Warner Bros. W 1473	6
5	6	WEST SIDE STORY Sound Track, Columbia OL 5670	70
6	5	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	24
7	7	PETER, PAUL AND MARY Warner Bros. W 1449	44
8	9	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	34
9	8	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	12
10	10	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R 6058	10
11	12	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	42
12	55	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	3
13	15	OLIVER Original Cast, RCA Victor LCO 2004	16
14	29	RICHARD CHAMBERLAIN SINGS MGM E 4088	4
15	17	SINCERELY YOURS Robert Goulet, Columbia CL 1931	8
16	16	JOAN BAEZ IN CONCERT Vanguard VRS 9112	18
17	11	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	17
18	30	FLY ME TO THE MOON AND THE BOSSA NOVA POPS Joe Harnell & Ork, Kapp KL 1318	5
19	14	THE VENTURES PLAY TELSTAR, THE LONELY BULL AND OTHERS Dolton BLP 2019	8
20	13	LIMBO PARTY Chubby Checker, Parkway P 7020	11
21	24	NEW FRONTIER Kingston Trio, Capitol T 1809	11
22	23	ALLEY CAT Bert Fabric, Atco 148	18
23	20	SHIRELLES GREATEST HITS Scepter 507	5
24	18	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	45
25	25	GYPSY Sound Track, Warner Bros. B 1480	11
26	19	SHERRY AND 11 OTHERS Four Seasons, Vee Jay LP 1053	18
27	34	CHUBBY CHECKER BIGGEST HITS Parkway P 7022	9
28	27	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	14
29	22	I'VE GOT A WOMAN Jimmy McGriff, Sue LP 1012	13
30	32	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	120
31	26	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	166
32	70	DION SINGS HIS GREATEST HITS Laurie LLP 2013	11
33	28	CAMELOT Original Cast, Columbia KOL 5620	109
34	37	THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675	19
35	35	ROY ORBISON'S GREATEST HITS Monument M 8000	26
36	21	THE MUSIC MAN Sound Track, Warner Bros. B 1459	29
37	43	DEAR LONELY HEARTS Nat King Cole, Capitol T 1838	9
38	31	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	23
39	39	JOAN BAEZ, VOL. I Vanguard VRS 9078	52
40	72	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	4
41	33	TIME OUT Dave Brubeck, Columbia CL 1397	112
42	38	RUSTY WARREN IN ORBIT Jubilee JGM 2044	17
43	40	JOAN BAEZ, VOL. II Vanguard VRS 9094	65
44	45	LITTLE ME Original Cast, RCA Victor LOC 1078	6
45	48	TELSTAR Tornadoes, London LL 3279	8
46	50	THE BEST OF THE KINGSTON TRIO Capitol T 1705	38
47	61	YOUNG MEN, SI—OLD MEN, NO Mama Mabrey, Chess LP 1477	7
48	56	WARM AND WILLING Andy Williams, Columbia CL 1879	19
49	59	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	17
50	41	TWO OF US Robert Goulet, Columbia CL 1826	26

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	96	WALK RIGHT IN Roof Top Singers, Vanguard VRS 9123	2
52	52	MEMORIES ARE MADE OF THESE George Chakiris, Capitol T 1813	4
53	57	STEVE LAWRENCE WINNERS! Columbia CL 1953	3
54	49	THE "PRESIDENT" STRIKES BACK Marc London, Kapp KL 1322	7
55	44	MY FAIR LADY Original Cast, Columbia OL 5090	359
56	53	THE NEW CHRISTY MINSTRELS Columbia CL 1872	19
57	51	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	72
58	76	MR. PRESIDENT Original Cast, Columbia KOL 5870	13
59	60	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	251
60	54	A TASTE OF HONEY Martin Denny, Liberty LRP 3237	22
61	42	SUGAR 'N' SPICE Peggy Lee, Capitol T 1772	15
62	36	THE OTHER FAMILY Larry Foster & Marty Brill, Laurie LC 5000	9
63	78	ANN CORIO PRESENTS HOW TO STRIP FOR YOUR HUSBAND Scanny Lester and His Ork, Roulette R 23186	6
64	79	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	3
65	58	HATARI! Henry Mancini, RCA Victor LPM 2559	32
66	47	AT HOME WITH THAT OTHER FAMILY Various Artists, Roulette R 25203	9
67	87	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	70
68	92	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415	28
69	62	VIVA BOSSA NOVA Laurindo Almeida & The Bossa Nova All Stars, Capitol T 1759	11
70	75	BAD BOSSA NOVA Gene Ammons, Prestige PR 7257	10
71	77	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	177
72	68	ALWAYS YOU Robert Goulet, Columbia CL 1676	46
73	103	BEYOND THE FRINGE Original Cast, Capitol W 1792	11
74	67	RAapture Johnny Mathis, Columbia CL 1915	18
75	109	THE BEST OF JOELSON Al Jolson, Decca DXA 169	14
76	69	NO STRINGS Original Cast, Capitol D 1695	45
77	46	JUMBO Sound Track, Columbia OL 5860	8
78	101	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	3
79	94	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	35
80	86	OUR MEN IN SAN FRANCISCO Limelliers, RCA Victor LPM 2609	4
81	84	SURFIN' SAFARI Beach Boys, Capitol T 1808	14
82	85	VLADIMIR HOROWITZ Columbia KL 5771	14
83	120	ALL THE HITS FOR YOUR DANCING PARTY Chubby Checker, Parkway P 7014	18
84	66	RELEASE ME "Little Esther" Phillips, Lenox LX 227	8
85	89	SURFER'S CHOICE Dick Dale, Deltona LPM 1001	5
86	81	MUTINY ON THE BOUNTY Sound Track, MGM 1E4	8
87	83	JUDY AT CARMEGIE HALL Judy Garland, Capitol WBO 1569	82
88	97	ONLY LOVE CAN BREAK A HEART Gene Pitney, Musicor MM 2003	13
89	102	HEAVENLY Johnny Mathis, Columbia CL 1351	179
90	117	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	2
91	—	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 2497	1
92	99	BRENDA, THAT'S ALL Brenda Lee, Decca DL 4326	17
93	118	WEST SIDE STORY Original Cast, Columbia OL 5230	124
94	116	MANY MOODS OF BELAFONTE Harry Belafonte, RCA Victor LPM 2574	19
95	111	JAZZ IMPRESSIONS OF THE BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	4
96	80	BELAFONTE AT CARMEGIE HALL Harry Belafonte, RCA Victor LOC 6006	167
97	95	SNOWBOUND Ferrante & Teicher, United Artists UAL 3233	11
98	125	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	31
99	88	THE BUTTON-DOWN MIND ON TV Bob Newhart, Warner Bros. W 1467	25
100	122	HELLO YOUNG LOVERS Nancy Wilson, Capitol T 1767	13

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	74	BIG BAND BOSSA NOVA Stan Getz, Verve V 8494	10
102	63	THE LONELY BULL Herb Alpert & the Tijuana Brass, AAM 101	9
103	104	THEMES OF THE GREAT BANDS Glen Gray & Casa Loma Ork, Capitol T 1812	4
104	—	BACK TO THE BLUES Dinah Washington, Roulette R 25189	1
105	105	LENA . . . LOVELY AND ALIVE Lena Horne, RCA Victor LPM 2587	3
106	64	NEIL SEDAKA SINGS HIS GREATEST HITS RCA Victor LPM 2627	8
107	65	DANCE WITH THE GUITAR MAN Duane Eddy, RCA Victor LPM 2648	6
108	71	TENNESSEE ERNIE FORD SINGS FROM HIS BOOK OF FAVORITE HYMNS Capitol T 1794	8
109	130	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	154
110	—	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	1
111	98	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	138
112	110	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5005	37
113	113	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844	3
114	115	FOR THE HERO MINDED Peter Nero, RCA Victor LPM 2636	34
115	82	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	20
116	108	ANDY WILLIAMS BEST Cadence CLP 3054	29
117	132	BOBBY RYDELL'S GREATEST HITS, VOL. 2 Cameo C 1028	10
118	121	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	65
119	—	PHAEDRA Sound Track, United Artists UAL 4102	1
120	127	HYMNS Tennessee Ernie Ford, Capitol T 758	271
121	93	A SONG FOR YOUNG LOVE Latterman, Capitol T 1669	53
122	—	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	1
123	107	MR. PIANO Roger Williams, Kapp KL 1290	13
124	73	BUDDY HOLLY STORY Coral CRL 57279	111
125	—	PAUL & PAULA SING FOR YOUNG LOVERS Philips PHM 200078	1
126	136	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	7
127	—	BILL JUSTIS PLAYS 12 MORE BIG INSTRUMENTAL HITS Smash MGS 27030	1
128	90	THE BEST OF SAM COOKE RCA Victor LPM 2625	19
129	—	JOSE JIMENEZ—OUR SECRET WEAPON Bill Dana, Kapp KL 1320	1
130	112	SERGIO FRANCHI RCA Victor LM 2640	14
131	123	WHAT KIND OF FOOL AM I & OTHER SHOW STOPPERS Sammy Davis Jr., Reprise R 6051	19
132	131	WHAT'D I SAY Ray Charles, Atlantic 8025	68
133	114	PAT BOONE'S GOLDEN HITS Dot DLP 3455	11
134	140	CONNIE FRANCIS SINGS MODERN ITALIAN FAVORITES MGM E 4102	2
135	149	MARIA Roger Williams, Kapp KL 1266	38
136	129	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	27
137	106	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 3458	24
138	119	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	245
139	147	THE MUSIC MAN Original Cast, Capitol WAO 990	244
140	128	TRUMPET & STRINGS Al Hirt, RCA Victor LPM 2584	6
141	139	DESAFINADO St Zentner & His Ork, Liberty LRP 3273	3
142	133	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	27
143	137	GREEN ONIONS Booker T & the MG's, Stax 701	16
144	142	DEVIL WOMAN Marty Robbins, Columbia CL 1918	17
145	144	THE RAY CHARLES STORY Atlantic 2-900	29
146	100	ALL ALONE Frank Sinatra, Reprise R 1007	16
147	138	THE COLORFUL PETER NERO RCA Victor LPM 2613	4
148	91	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	64
149	124	JOSE JIMENEZ TALKS TO TEENAGERS OF ALL AGES Bill Dana, Kapp KL 1304	20
150	126	DINO LATINO Dean Martin, Reprise R 6054	5

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	67
2	2	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	21
3	3	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	6
4	7	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	39
5	5	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. WS 1475	16
6	6	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	29
7	4	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. WS 1487	5
8	9	PETER, PAUL & MARY Warner Bros. WS 1449	31
9	10	SINCERELY YOURS Robert Goulet, Columbia CS 8731	8
10	8	FIRST FAMILY Vaughn Meader, Cadence CLP 25060	11
11	11	OLIVER Original Cast, RCA Victor LSOD 2004	17
12	14	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	23
13	20	GYPSY Sound Track, Warner Bros. BS 1480	4
14	17	FLY ME TO THE MOON AND THE BOSSA NOVA POPS Joe Harnell & Ork, Kapp KS 3318	5
15	15	BIG BAND BOSSA NOVA Stan Getz, Verve V6-8494	9
16	19	THE VENTURES PLAY TELSTAR, THE LONELY BULL AND OTHERS Dolton BLP 8019	4
17	18	CAMELOT Original Cast, Columbia KOS 2031	109
18	16	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	154
19	22	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	3
20	12	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AMS 88001	14
21	13	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 SD	11
22	33	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LSP 2621	12
23	23	MY FAIR LADY Original Cast, Columbia OS 2015	144
24	21	ALLEY CAT Bert Fabric, Atco SD 148	10
25	40	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 25497	2
26	26	VIVA BOSSA NOVA Laurindo Almeida & The Bossa Nova All Stars, Capitol ST 1759	12
27	39	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CS 8634	3
28	28	NEW FRONTIER Kingston Trio, Capitol ST 1809	9
29	29	HATARI! Henry Mancini, RCA Victor LSP 2559	32
30	31	DEAR LONELY HEARTS Nat King Cole, Capitol ST 1838	9
31	34	MUTINY ON THE BOUNTY Sound Track, MGM 15E4	8
32	43	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	70
33	24	MR. PRESIDENT Original Cast, Columbia KOS 2270	13
34	41	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	2
35	35	RAMBLIN' ROSE Nat King Cole, Capitol ST 1793	22
36	42	WEST SIDE STORY Original Cast, Columbia OS 2001	86
37	27	A TASTE OF HONEY Martin Denny, Liberty LST 7237	21
38	30	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABCS 435	16
39	25	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	41
40	—	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	1
41	38	JUMBO Sound Track, Columbia OS 2260	5
42	36	VLADIMIR HOROWITZ Columbia KS 6371	16
43	37	THE LONELY BULL Herb Alpert & the Tijuana Brass, AAM 101	7
44	45	THE COLORFUL PETER NERO RCA Victor LSP 2618	3
45	46	MR. PIANO Roger Williams, Kapp KS 3290	20
46	50	CAROUSEL Alfred Drake & Roberta Peters, Command RS 843 SD	16
47	47	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	41
48	44	JUDY AT CARMEGIE HALL Judy Garland, Capitol SWBO 1569	82
49	32	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R9-6058	8
50	49	LORD'S PRAYER, VOL. II Mormon Tabernacle Choir, Columbia MS 6367	2

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NEW MUSIC FROM OLD ERIN

Vol. II—Radio Eireann Symphony Orchestra
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It's The Same Old Shillelagh c/w Who Threw The Overalls In Mrs. Murphy's Chowder	23786
Did Your Mother Come From Ireland c/w Where The River Shannon Flows	23787
Rose of Tralee c/w When Irish Eyes Are Smiling	23788
I'll Take You Home Again, Kathleen c/w Too-Ra-Loo-Ra-Loo Ral	23789
Eileen c/w How Can You Buy Killarney	24846
Danny Boy c/w Dear Little Boy of Mine	25415
St. Patrick's Day Parade c/w With My Shillelagh Under My Arm	27478
When You and I Were Young, Maggie (with Gary Crosby)	27577
Two Shillelagh O'Sullivan c/w That Tumble Down Shack In Athlone	28048
Galway Bay c/w Isle of Innisfree.	28195

GUY LOMBARDO

Sweet Rosie O'Grady c/w Sidewalks of New York	23550
MacNamara's Band, c/w Irish Medley: Wearin' Of The Green Harp That Once Thro' Tara's Halls, Irish Washerwoman	31213

JUDY GARLAND

It's A Great Day For The Irish c/w A Pretty Girl Milking Her Cow	25043
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PHIL REGAN

Little Bit Of Heaven c/w My Wild Irish Rose	23801
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ALBUM REVIEWS (continued)

PAGE ONE ALBUMS

★ NATIONAL BREAKOUTS

- MONO**
- 1962's GREATEST HITS . . .**
Billy Vaughn, Dot DLP 3497
- BACK TO THE BLUES . . .**
Dinah Washington, Roulette R 25189
- THE NEW CHRISTY MINSTRELS IN PERSON . . .**
Columbia CL 1941
- PHAEDRA . . .**
Sound Track, United Artists UAL 4102
- ARRIVEDERIC, ROMA . . .**
Jerry Vale, Columbia CL 1955
- PAUL & PAULA SING FOR YOUNG LOVERS . . .**
Phillips PHM 200078
- STEREO**
- SONGS I SING ON THE JACKIE GLEASON SHOW . . .**
Frank Fontaine, ABC-Paramount ABCS 442

★ 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**
- RUMORS . . .**
Johnny Crawford, Del-Fi DF 1224
- SURFBEAT . . .**
Challengers, Vault LP 100
- BRAZIL, BOSSA NOVA & BLUES . . .**
Herbie Mann, United Artists UAJ 14009
- MY COLORING BOOK . . .**
Kitty Kallen, RCA Victor LPM 2640
- JUST TURN ME LOOSE . . .**
George Maharis, Epic LN 24037
- SAMMY DAVIS JR. AT THE COCOANUT GROVE . . .**
Reprise R 6063/2
- BEST SELLERS BY RICK NELSON . . .**
Imperial LP 9218
- LET'S GO! WITH THE ROUTERS . . .**
Warner Bros. W 1490
- FROM THE HEART . . .**
Hank Crawford, Atlantic 1387
- LAWRENCE OF ARABIA . . .**
Sound Track, Colpix CP 514
- BIG GIRLS DON'T CRY . . .**
Four Seasons, Vee Jay LP 1056
- OUR MAN AROUND THE WORLD . . .**
Paul Anka, RCA Victor LPM 2614
- DO THE BOSSA NOVA WITH HERBIE MANN . . .**
Atlantic 1397
- BLOOD, SWEAT & TEARS . . .**
Johnny Cash, Columbia CL 1930
- THE MADISON AVE. WEREWOLF . . .**
Stan Freberg, Capitol T 1816
- STEREO**
- A LAWRENCE WELK SING-A-LONG PARTY . . .**
Dot DLP 25432
- OUR MEN IN SAN FRANCISCO . . .**
Limeliters, RCA Victor LSP 2609
- ARRIVEDERIC, ROMA . . .**
Jerry Vale, Columbia CS 8755
- OUR MAN IN BOSTON . . .**
Arthur Fiedler & Boston Pops, RCA Victor LSC 2599
- RICHARD CHAMBERLAIN SINGS . . .**
MGM SE 4088



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



CLASSICAL SPOTLIGHT
MOZART: CONCERTOS NO. 26 & 27
Robert Casadesu, Columbia Symphony Orchestra (Szell). Columbia ML 5803 (M); MS 6403 (S)

Robert Casadesu gets tasteful backing from the orchestra conducted by George Szell in beautifully performed versions of Mozart's last two piano concertos. They bring out fully the lightweight, cheerful quality of No. 26, and the noble, complex emotions of No. 27. Since these are among Mozart's most popular works, this is a solid classical package.



CLASSICAL SPOTLIGHT
LEHAR: THE MERRY WIDOW (2-12")
Various Artists. Angel 3630 B/L (S)

Yes, the "Merry Widow" waltzes again—this time in a stereo-planned performance which won't be topped for a long time, if ever. Under the baton of Lovro von Matacik, the production fairly glitters. Elisabeth Schwarzkopf in the title role is well-nigh perfect, and Eberhard Wachter is a splendid "Danilo." It's a melodic delight from start to finish; packaging is de luxe; libretto and notes are comprehensive.



COUNTRY SPOTLIGHT
HARD TRAVELIN'
Lester Flatt & Earl Scruggs. Columbia CL 1951 (M); CS 8751 (S)

This fast-paced album is a natural for the current upbeat sales trend in bluegrass music. Several of the tunes—"Bound to Ride," "Wreck of the Old 97," etc.—are used by Flatt & Scruggs in recent or current stage appearances. Sure-fire material for country stations.



SACRED SPOTLIGHT
KEEP YOUR EYES ON JESUS
Louvin Brothers. Capitol T 1834 (M); ST 1834 (S)

Ira and Charley are among their best in their own favorite milieu, the sacred and gospel song, and this collection is true to that rule. They exhibit much faith and devotion in these songs and they are neatly abetted by another outstanding group, the Jordanaires. The titles, five of which were penned by the boys themselves, include the title song, "Kneel at the Cross" and "He Set Me Free," among the dozen. Good set that's sure to please fans.



SACRED SPOTLIGHT
THE MYSTERY OF HIS WAY
The Statesmen Quartet with Hovie Lister. RCA Victor LPM 2546 (M); LSP 2546 (S)

The wonderful, long-running bass of "Big Chief" Wetherington dominates this as most all the fine LP's by the Statesmen, a fact which should be enough to impel the buyers. The group is in top form, with director Hovie Lister holding forth on piano. An organ adds to the colorful accompaniment. Notable stereo effects are also created between the bass lead and the group itself. Selections include "God Can," "He Will Pilot Me," "What Love," and "Love So Divine."



POLKA SPOTLIGHT
WHO STOLE THE KEESHKA?
Walter Solek & His Ork Dana DLP 1226

A rousing set of polkas and a couple of oerks by Walter Solek, including an "original" version of "Who Stole the Keeska?" Latter is a cutie for deejay spins, and the album should do nicely with the polka trade.



LOW PRICE CLASSICAL SPOTLIGHT
TCHAIKOVSKY: VIOLIN CONCERTO
Campoli; London Symphony Orchestra (Argenta). Richmond B 19085 (M); S 29085 (S)

A really first-class performance of this standard opus has been moved onto London's low-priced Richmond line, making this one of the true bargain items in the classical catalog. Campoli's unabashed romantic approach is steadily suited to the work. This disk stands up even to most regular-priced competitors technically, musically and sonically. As such, it becomes a real best buy.



LOW PRICE CHILDREN'S SPOTLIGHT
OFFICER GUNTHER TOODY OF CAR 54, WHERE ARE YOU? TELLS TOODY TALES
Golden LP 91

"Car 54, Where Are You?" is one of the more popular TV serials for the small fry set these days and Officer Gunther Toody (Joe E. Ross), a hero in the series, is featured on this new album telling three tales that will be of interest to the moppets. "Oliver the Owl," "The Trial of Brewster the Rooster" and "Sidney the Flying Sailfish" are the titles and each is preceded by the familiar siren sound and the wailing intro, "Car 54, Where Are You?" A natural for sales.

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.



LOW PRICE CHILDREN'S SPOTLIGHT
SNOW WHITE & THE SEVEN DWARFS
John Allen, Golden Ork & Chorus. Golden LP 93

The story of Snow White is one that never grows old. It's always a new thrill for a new crop of kiddies and this happy revival should be a real pleaser for that group. The overture and all the songs are here from the original Walt Disney score with a running narration of the tale by John Allen. Golden Ork and chorus are fronted by vocal soloists Ray Charles and Rose Marie Jun. Wax can easily score.

POP SPECIAL MERIT
NIGHTTRAIN OF MELODIES
Various Artists. Arrawak LP 100

DeeJay Fredericks has been holding forth on his "Nighttrain" Saturday night show of old rock group vocal hits for several years on New York's WADO Radio. These hits from the past have a special New York kind of sound, the kind that the Times Square record shop is famous for, and in the Manhattan area, particularly, the set is likely to grab good action, especially among Fredericks' own disciples of old-time rock. Groups include the Shells, Elchords, Bonnevilles and Chantels.

POP SPECIAL MERIT
A GERSHWIN HOLIDAY (2-12")
Various Artists. RCA Victor VPM 6011 (M); VPS 6011 (S)

A de luxe, two-LP sampler of Gershwin, packaging the contributions of seven different Victor artists into an attractive book-fold set. Frankie Carle, Morton Gould, Al Hirt, Hugo Winterhalter, Norman Luboff, Peter Nero and the Three Suns have all performed medleys of Gershwin's memorable pop tunes, while inside are extensive liner notes by Edward Jablonski, author of several books on the composer, plus a group of photos taken from various stages of the short but productive career. Sales and spins indicated here.

POP SPECIAL MERIT
SURF CRAZY
Bob Vaught & the Renegades. Crescendo GNP 83

The "surfer" tag on anything with an applicable beat seems to sell pretty well, especially on the West Coast. This LP of solid teen dance instrumentalism in the "surfer" groove can be expected to do a similar job, especially in the L. A. area. Good guitar, sax and drums sound comes across with "Surfin' Tragedy," "Delano Soul Beat," "Malibu Mash" and "Tor-chula."

POP SPECIAL MERIT
PIANO STRINGS AND BOSSA NOVA
Lalo Schifrin. MGM E 4110 (M); SE 4110 (S)

Lalo Schifrin's concept of bossa nova in this showcase of a dozen of his keyboard-against-strings arrangements is a fairly slick, commercial one, almost as if Victor Young had written bossa novitas. Lalo's jazz work with Gillespie shows through in some free-wheeling piano passages in "Lalo's Bossa Nova" and "Maria." Strong waxing for deejays.

POP SPECIAL MERIT
STATION J
Al White Ork. Capitol T 1832 (M); ST 1832 (S)

This album can get a good deal of action on the Pacific Coast. It was recorded live in the former electric company substation and now popular night spot Station J. The sound of the Roaring '20's is carried off with excitement by the White Ork. "Yes, Sir, That's My Baby," "Tiger Rag," "Five Foot Two" and "Wabash Blues" are only a few of the nostalgia and humor-filled tunes included.

JAZZ SPECIAL MERIT
WILD ABOUT BASIE!
Joe Bucci. Capitol T 1840 (M); ST 1840 (S)

Here's a new organist with a swing and a singleness of sound. The album showcases Bucci with drummer Joe Riddick in 12 tunes culled from the Basie book. Organ and Basie are a natural team and "Li'l Darlin'," "Shiny Stockings," "Topsy" and "Jumpin' at the Woodside" are some of the Basie standards included. A sharp, swinging debut.

JAZZ SPECIAL MERIT
BOSSA NOVA BACCHANAL
Charlie Rouse. Blue Note 4119

This album is probably one of the most marketable ever cut by tenor saxist Rouse. His playing is liquid and simple, the material very much in the syncopated, melodic bossa groove. The album also features strong guitar work from Kenny Burrell and Lord Westbrook. "Back to the Tropics," "Samba de Orpheus" and "Aconteceu" are best for radio jazz and pop play.

CLASSICAL SPECIAL MERIT
MILHAUD: LES CHOEPHORES
Leonard Bernstein, New York Philharmonic. Columbia ML 5796 (M); MS 6396 (S)

Darius Milhaud's polytonal, emotion-driven adaptation of Aeschylus' "Oresteia" (a story more familiar to most Americans as the basis for O'Neill's "Mourning Becomes Electra") is given an exciting, rapid-fire production under the baton of Leonard Bernstein. Vera Zorina narrates the last half of the work. For special tastes, but worthy of attention.

(Continued on page 47)

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GNP 79



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GNP 604



THE HEART OF TRINIDAD • Calimbo-Steel Band
GNP 62

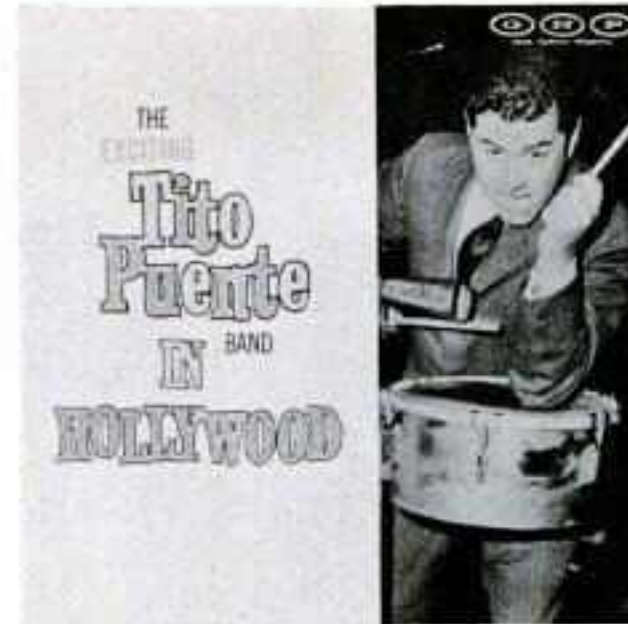
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RENE TOUZET "GOES TO THE MOVIES"
GNP 81



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GNP 77



TITO PUENTE IN HOLLYWOOD • Exciting Big Band
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International News

• Continued from page 25

Orchestra conducted by **Wolfgang Sawallisch** appears in February. The Philadelphia Chamber Orchestra and the Hungarian State Concert Orchestra hold a Stravinsky Concert, conducted by **Igor Stravinsky** and **Robert Craft**. Both concerts will be in May.

The musical "Irma la Douce" (Irma Te Edes) scored in the Petofi Theater with **Irene Psota Siegel**, the West Berlin disk jockey-producer-publisher takes three Hungarian hits when he visits the USA in February. "The Wurlitzer Is No Barrel Organ" by **M. Tamassy**, "I Take Your Glance With Me" by **M. Fenyes**, and a waltz-ballad by **Paul Gyongy**.

Only six western songs have been published in Hungary in 1962 by the state publishing house Editio Musica: **Celentano's** "24,000 baci" Edizione Musicali E.A.R. Milano; **Donida's** "Al Di La" Fono Film Ricordi, Milano; **Gietz'** "Capitano d'Amore" Edizione Rialto Hans Gerig, Cologne; **Libano's** "Bambina Bambina" Edizioni Flaminia, Milano; **Malgoni's** "Tango Italiano" Edi-

zioni Southern Music, Milano, and **Wenrich's** "Sail Along Silv'ry Moon" Francis-Day, Paris.

ITALY

Anka Recording Italian Sides

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

Having reached a sale figure of 508,000 disks with his Italian record, "Every Day," **Paul Anka** will do some 10 recordings in the language during a six-day visit here. Since he doesn't have a speaking knowledge of Italian, he will be given special coaching for it. While here, he will appear on RAI-TV's "Studio One" and tape a TV special for later showing. **Robert York**, who is here from RCA Victor to supervise the start of the recordings, will go to Brussels and London before returning to New York.

Paul Marshall, director of

Transglobal Music, Inc., visited with **Francois Minchin**, director of Voce del Padrone in Milan, for an exchange of views and plans. . . . The French Barclay label has joined RCA Italiana for its releases as of January 1. . . . **Ben E. King** and **Tony Dallara** were featured on a special TV program this week. . . . Columbia has issued four records as a group, "Jazz Sounds of the Twenties." . . . **Milva** has received an offer to do the Leoncavallo opera, "French Serenade." . . . **Arturo Benedetti Michelangeli**, Italy's leading pianist, is being featured on a series of TV programs in his varied repertory. . . . CBS Records has come up with more releases than any other companies in an effort to build up its new catalog.

MEXICO

Peerless, D.G.G. Form Disk Firm

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

A new company, Discos Universales, has been formed by

Peerless Records, Mexico, and Deutsche Grammophon, Hamburg. Beginning July 1, the new company will press locally and distribute the catalogs of DGG, Archive, Polydor, Philips, Fontana and later on possibly Verve and MGM.

Discos Universales will also build up a catalog of Mexican music and promote recordings in the world through the Polydor organization. Sales and promotional manager for the firm is **Guillermo Burckle**, up to now co-ordinator and promotional manager of Peerless Records. In connection with the plans for the new company, **Constantin Th. Metaxas**, manager of DGG's Berlin office and the company's liaison officer with Eastern Europe, spent 10 days in Mexico and studied the potentialities of the local market.

Disk News

Mexican drummer **Leo Acosta**, who was active for eight years in the U. S. with different orchestras, made an RCA Victor Mexicana LP with a newly formed orchestra. . . . Audiomex issued six LP's from the Decca catalog. . . . In view of the big success of **Pericoli's** "Al di la," Musart Records will issue two LP's from the Warner Bros. catalog: the sound track of the film "Roman Adventure" and "Golden Hits of Italy," starring **Pericoli**. The same company will also locally press **Martin Denny** and **Ernie Freeman**, Liberty LP's and sets by **Pepe Jaramillo** on English Parlophone, and the Brazilian orchestra of **Irany**, Odeon.

Michel Stillman, director of Monitor Records, signed a contract for distribution of his catalog with Disco Importadora. . . . **David Crump**, general man-

ager of RCA Victor Mexicana, visited his Puerto Rican distributors, Splendid, Inc., in San Juan.

NEW ZEALAND

Chances Against Viking-Roulette

By **FRED GEBBIE**
Box 5051, Auckland, N. Z.

Viking Records probably will not get the Roulette franchise for Australia and New Zealand. Viking director **Ron Dalton** told Billboard that the bid for the label when he was in the U. S. last year was successful, but his company could not economically release material in Australia. They felt, however, that the New Zealand side of the deal would have paid off.

New Zealand's own internationally famous show band the **Hi-Fives** will return to their native land to tour for the Kerridge Odeon organization, in Auckland March 2. They left their latest record in No. 7 spot in the Swedish hit parade.

A Jazz Festival which could be of interest to overseas artists in the future will take place shortly in the tourist town of Tauranga. . . . **Chubby Checker** packed them in here and could be the biggest yet act for **Harry Miller**. . . . Many New Zealand artists are flying to New Caledonia for night club appearances, and local boy **Ricky May** is making a name for himself in Sydney and has appeared in the well-known night spot, the Latin Quarter.

TÜRKIYE'DE GENCLİK AMERIKAN MÜZİĞİNDEN HOŞLANIR

(Young Turkish people like American music)



The Turks are a music-loving people. But they do not confine their interest to their own music—they go for American jazz and rock and roll in a big way. The rising sales of American recordings demonstrate this. We know—we have been selling records there for many years.

The E.M.I. company in Istanbul is called **Gramofon Limitet Sirketi**,

and it operates a factory (pictured below) to cope with the ever-growing demand for records in that part of the world.

Many of the records that it sells are recordings of other than Turkish origin—and a surprisingly high proportion of these are from America.

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



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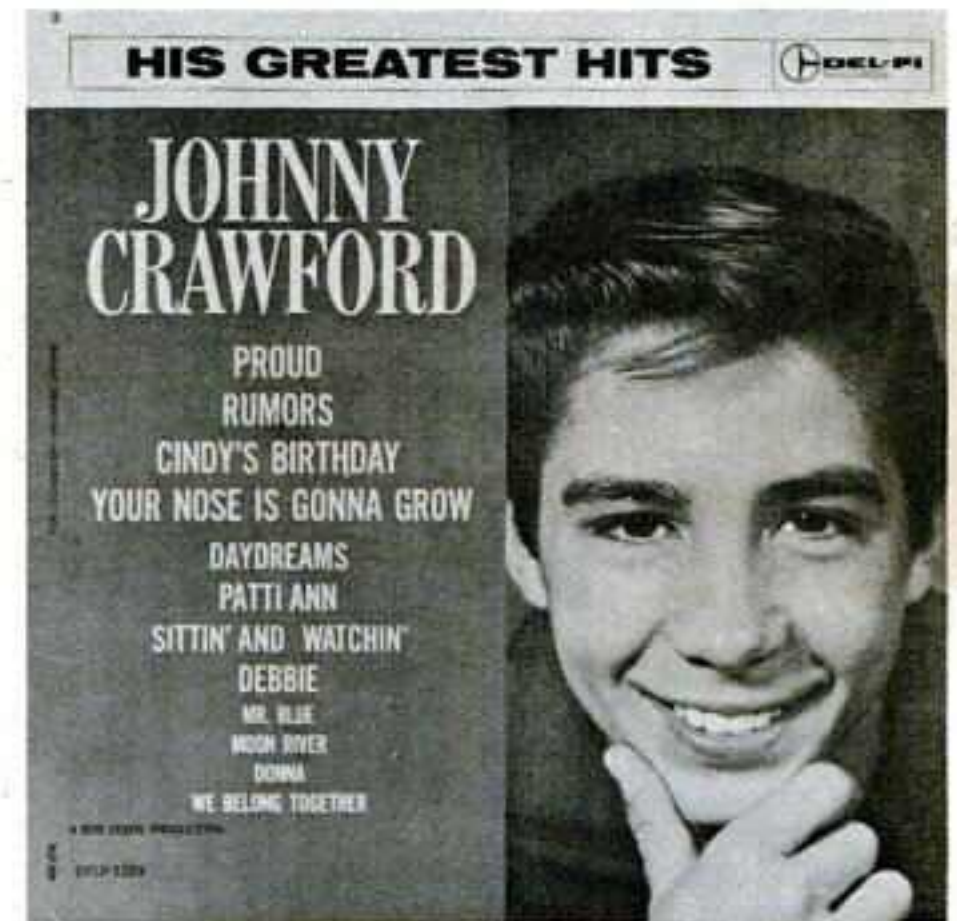
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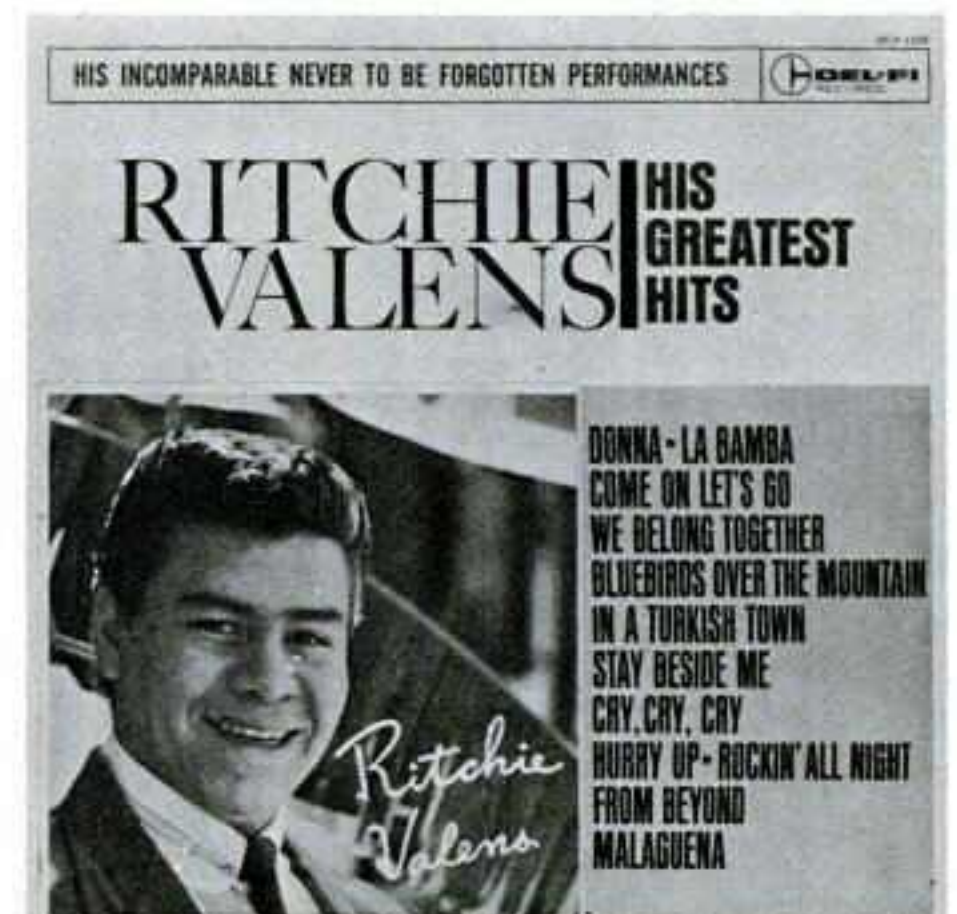
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DFLP 1229
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16 ALL TIME GREAT
ORIGINAL RARE OLDIES



VERY BEST OF THE OLDIES •
Jesse Belvin, Goodnight My Love;
Rochell & The Candles, Once Upon A
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Etta James, Dance With Me Henry;
Ritchie Valens, Come On Let's Go;
Ron Holden, Love You So;
Marvin & Johnny, Cherry Pie;
Big Jay McNeely, Something On
Your Mind; Ritchie Valens, Donna;
The Pentagons, To Be Loved;
Jesse Belvin, Girl Of My Dreams;
The Cadets, Stranded In The Jungle;
B B King, Sweet Sixteen; Little
Caesar & The Romans, Those Oldies
But Goodies; The Teen Queens,
Eddie My Love; The Jacks,
Why Don't You Write Me
DFLP 1227

FOR THE FIRST TIME—ALL HIS
GREAT HITS IN ONE ALBUM



**RITCHIE VALENS—
HIS GREATEST HITS** •
Donna; La Bamba; Come On
Let's Go; We Belong Together;
Bluebirds Over The Mountain;
In A Turkish Town; Stay Beside
Me; Cry, Cry, Cry; Hurry Up;
Rockin' All Night; From Beyond;
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Chess #1847

THE ORIGINAL VERSION

✓ "MAMA
DIDN'T LIE"

by

JAN BRADLEY
Chess #1845

✓ "EVERY DAY I
HAVE TO CRY"

by

STEVE ALAIMO
Checker #1032

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2120 S. Michigan Chicago 16, Ill

NORWAY

'Midnight Tango' Registers Three

By ESPEN ERIKSEN
Verdens Gang, Oslo

Three versions of the same tune have for the second time in record history reached the Norwegian Top 10 as compiled by the newspaper Verdens Gang. The tune is "Midnight's Tango," and the three renditions are sung by Swedish singer Lasse Lonndahl on RCA, Norwegian Ase Wentzel and Jan Hoiland on Odeon and by German Botho Timber on Polydor.

Best selling LP in Norway is still "West Side Story," the sound track, on Philips, with another sound track, Elvis Presley's "Girls! Girls! Girls!" on RCA runner-up. Third is "Jazz Samba" by Byrd/Getz on Verve, fourth "Hi-Fi Companion" by Ray Conniff on Philips.

The Storyville Jazz club in the coastal Norwegian town of Molde will arrange the third international jazz festival during August 1-4 this year. The club celebrates its 10th anniversary February 26. . . . Rondo, the municipal non-alcoholic youth restaurant in Oslo, will stage a large amateur talent competition during the spring with a big final early summer this year.

PHILIPPINES

Cultural Life In Full Bloom

By LUIS M.A. TRINIDAD
264 Escolta, Manila

The Korean conductor Won Sik Lim was guest conductor of the National Philharmonic orchestra February 5. In another cultural move, the Philippines plan to create a permanent ballet company. Any qualified teacher of classical ballet in the Philippines who wants to help the organization is requested to contact either of the two chairmen: Anita Kane or Totoy de Otyeza.

The Munchner Nonett was presented here by the German Cultural Center (Goethe House) January 27. . . . Mrs. Evangelina Macapagal and her daughter headed the list of social guests at the "Work a Year With the People" committee's repeat performance of Jazz for a Cause. The second such jazz presentation for charity was held at the Philamlife Auditorium Sunday (3). Special dance numbers choreographed by the country's leading dance troupes interpreted the story of jazz through dance.

SPAIN

Soap Opera Hero Records for RCA

By RAUL MATAS
32 Av. Jose Antonio, Madrid 13

A 15-year veteran of soap opera is the new singing star of RCA. Pedro Pablo Ayuso, several times cited as the best radio actor in Spain, cut his first EP for the label. Ayuso sings four tangos, the Argentinian beat making a great comeback in Europe.

"Quinientas millas" (500

miles), the Spanish version of "J'entends siffler le train," can be named as a new hit in Spain. . . . Marpar, the only Paraguayan label, is trying to sign local agreements for release of its material. . . . Jorge Closas, deejay in Buenos Aires, visited. . . . Gilbert Becaud did a special show before flying to America.

SWEDEN

Dellert, Larson In Top Roles

By HENRY FOX
Kungsgatan 56, Stockholm

"Lock Up Your Daughters" opens at Oscars on February 20 and the leading roles are played by Kjerstin Dellert and Egon Larson. Miss Dellert, who once sang pop songs, is now in the Royal Opera.

A new group, Gals and Pals, made their first record "Va e de" (What's That). . . . Siv Malmkvist's latest release is "Happy Oscar," a song written many years ago by Anders Burman and then called "Smorgasbord Rag." . . . Merit Hemmingsson returned from U. S. A. . . . Visitor in town of Gyllene Cirkeln has been Coleman Hawkins, sold out every night.

In the Columbia picture "Just for Fun," Little Gerhard will appear and he has now recorded the song he sings in the picture "Dankeschon, Bitteschon Wiederschen'n." The title is in German, but the lyric is in Swedish. . . . Bibi Johns will return this summer from Germany to make a tour in the Swedish Folkets Parker. . . . Alice Babs is up in the list again with "En Herrskapstrall" and old Swedish song published by Lunquist Musikforlag.

Many years ago Lasse Dahlqvist wrote "Skank en slant till en fattig speleman" (Give a Penny to a Poor Musician). Carli Tornehave has recorded the song and dressed it in a new rhythm. . . . There will be an exchange between England and Sweden of singers. Jerry Williams will go to England and Michael Cox will come here.

Young Pianists

• Continued from page 20

problem solved, Moravec hit the jackpot.

In addition to next-season appearances with the Cleveland Orchestra in its home city, on tour, and in New York, Moravec is, at last report, being eyed by both Hurok and Columbia Artists Management.

On another keyboard front, Leonard Bernstein's new discovery, 16-year-old Andre Watts, is making news. When Glenn Gould fell ill just before the January 31 and February 1 Philharmonic concerts at Lincoln Center, Bernstein—who once got a comparable break when he replaced Bruno Walter—picked Watts as a replacement.

Watts was an overnight sensation, with nationwide audiences able to hear Watts during the CBS Radio network coverage of the February 1 concert playing the Liszt Piano Concerto No. 1 in E Flat. Watts, who hails from Philadelphia, had previously played the same work, also to enthusiastic reviews, in a CBS-TV, "Young People's Concert" January 15 with Bernstein conducting. Now, it's due shortly from Watts and Bernstein as an album on the Columbia label.

HITS OF THE WORLD

• Continued from page 22

7	7	ESO BESO—Paul Anka (RCA); Alberto Cortes (Virrey); Jorge Botteri (MAG)	3	3	PATCHES—Dickey Lee (Philips)—Aldon Music
8	6	EL AMOR ES LA FUERZA MAS PODEROSA—Dean Reed (Phillip)	4	6	DANCE ON—The Shadows (Columbia)—Sidney Bron Music
9	10	TU PERDICION—Los Morunos (Sono Radio)	5	3	MIDNIGHT SNACK—Bert Kaempfert (Polydor)—Gema-Belinda Music
10	9	EL PECADOR—Antonio Prieto (RCA)	6	4	THE LOCO-MOTION—Little Eva (London)—Aldon Music
			7	7	TELSTAR—The Tornados (Decca)—Ivy Music
			8	5	LIMBO ROCK—Chubby Checker (Continental)—Sidney Bron Music
			9	9	THEME FROM DR. NO—John Barry Seven (Columbia)—United Artists
			10	8	SPANISH HARLEM—Jimmy Justice (Parlophone)—Progressive Music

PHILIPPINES

This Week	Last Week	Title	Label
1	1	FROM THE BOTTOM OF MY HEART—Jerry Vale (Columbia)—Mareco	
2	2	TELL HIM—The Exciters (UA)—Mareco	
3	8	RETURN TO SENDER—Elvis Presley (RCA)—Filipinas	
4	4	LIMBO MAN—Ivy Pete and His Limbomaniacs (Pioneer)	
5	5	WISHING IT WAS YOU—Anita Bryant (Columbia)—Mareco	
6	10	GINA—Johnny Mathis (Columbia)—Mareco	
7	7	RED RIVER TWANG—The Strings-a-Longs (Pioneer Records)	
8	9	WIGGLE WOBBLE (Watusi)—Les Coopers (Alpro Records)	
9	—	POCKETFUL OF MONEY—Little Cheryl Williams (Kapp)—Mareco	
10	—	GUITAR MAN—Duane Eddy (RCA)—Filipinas	

SOUTH AFRICA

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

This Week	Last Week	Title	Label
1	1	BACHELOR BOY—Cliff Richard (Columbia)—Elstree Music	
2	2	RETURN TO SENDER—Elvis Presley (RCA)—Belinda Music	

SPAIN

(Courtesy Discomania, Madrid)
*Denotes local origin

This Week	Last Week	Title	Label
1	1	BALADA GITANA—*Duo Dinamico (Voz Amo)—Del Sur	
2	2	ESO BESO—Paul Anka (RCA)—Hispavox	
3	3	A STEEL GUITAR AND A GLASS OF WINE—Paul Anka (RCA)—Hispavox	
4	7	SPEEDY GONZALES—Pat Boone (Columbia)	
5	5	I CAN'T STOP LOVING YOU—Ray Charles (Hispanavox)—Hispanavox	
6	9	PERDONAME—*Duo Dinamico (Voz Amo)—Del Sur	
7	8	ET MAINTENANT—Becaud (Voz Amo)—Armonico	
8	4	CUANDO CALIENTA EL SOL—Hnos. Rigual (RCA)—Del Sur	
9	6	EL DIA MAS LARGO—Orq. Barclay (Columbia)—Del Mundo	
10	—	MARIA—Andy Williams (Hispanavox)	

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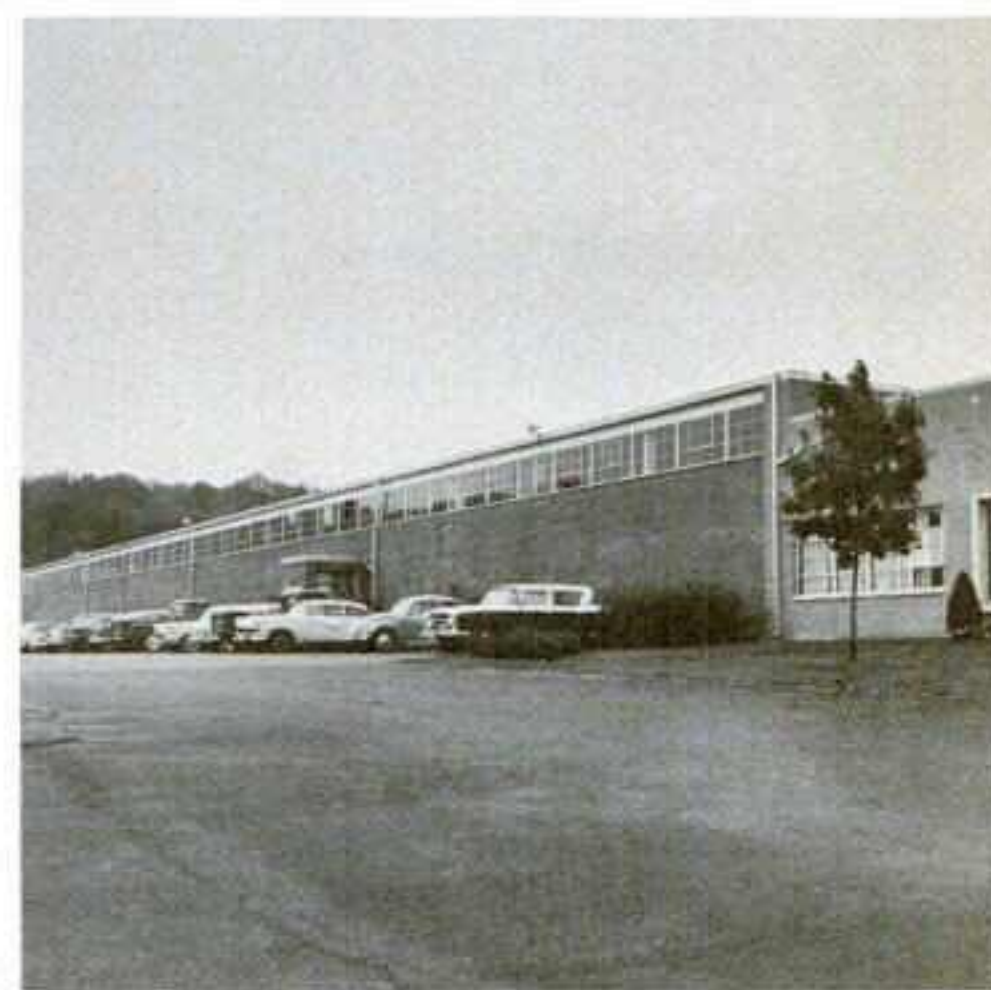
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SINGLES REVIEWS

Continued from page 26



SPECIAL MERIT-POP
DISK JOCKEY PROGRAMMING

GEORGE SHEARING
LILA'S THEME FROM
"THE STRIPPER"

(Hastings, BMI) (2:28) Capitol 4921

Shearing has a potent side that deserves exposure. The pianist is cast in a hip production piece that has sound, build and powerful strings. The second side is "Fairy Tales" (Bayes Music, BMI) (2:07).



C.&W. SPOTLIGHT

MARGIE BOWES

WITHIN YOUR CROWD

(Pamper, BMI) (2:47) Mercury 72090

This is another ballad with an overtone of social significance. It's a weeper that spells out the "worlds apart" idea in no uncertain terms. The flip is "Think It Over" (Gleam, ASCAP) (2:36)



SPECIAL MERIT-POP
DISK JOCKEY PROGRAMMING

THE SHADOWS
DANCE ON

(Walden, ASCAP) (2:20) Atlantic 2177

This one was a big hit in England. It's in the groovy middle tempo that appeals to teens. With exposure could go the route for the melody lingers on. The flip is "The Rumble" (Concertone, ASCAP) (1:52).



C.&W. SPOTLIGHT

BUDDY CAGLE

YOUR MOTHER'S PRAYER

(Hit Way, BMI) (2:43) Capitol 4923

Attention seems to center on these heartbreak mother songs. This one is sung with much pathos by the country singer. The second side is "One Again" (Lejean Music & Bowie Music, BMI) (2:00).



C.&W. SPOTLIGHT

CLAUDE GRAY

HEARTBREAK EVE

(Tree-Champion, BMI) (2:29) Mercury 72088

Tragedy in the weeper motif marks this poignant love song about the girl that goes back to her old love. Gray sells it simply and well. The flip is "First Love Never Dies" (Golden West Melodies, BMI) (2:36).



JAZZ SPOTLIGHT

JACK McDUFF

HE'S A REAL GONE GUY
PARTS I & II

(3:00) Prestige 232

Jazz and r.&b. markets will go for this cooking organ instrumental version of the Nellie Lutcher hit of many years ago. Both sides really pop along, but Part II has the edge.



FOUR STAR SINGLES

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

POPULAR

JOHNNY PRESTON

★★★★ The Day the World Stood Still (Hall-Clement, BMI) (2:20)—
★★★★ This Little Bitty Tear (It's Gonna Dry) (Hall-Clement, BMI) (2:42). IMPERIAL 5924

JACKIE WILSON

★★★★ Baby Workout (Merrimac Music, BMI) (2:50)—★★★★ I'm Going Crazy (Gotta Get You Off My Mind) (Merrimac Music, BMI) (2:35). BRUNSWICK 55239

BEN E. KING

★★★★ How Can I Forget (Arrowhead, BMI) (2:20)—★★★★ Gloria Gloria (Cotillon-Milky Way, BMI) (2:20). ATCO 6256

RAY ELLIS AND HIS ORK

★★★★ Rubia (Roosevelt, BMI) (2:05)—★★★★ Anything, Anywhere (Roosevelt, BMI) (2:05). RCA VICTOR 8150

THE VIBRATIONS

★★★★ Since I Fell for You (Famous, ASCAP) (2:14)—★★★★ May the Best Man Win (Chevis, BMI) (2:07). CHECKER 1038

SONNY CAMPBELL

★★★★ I Built My Own Prison (Pambill-Armore, ASCAP) (2:28)—
★★★★ Goodbye Hellen, Hello Heartbreak (Bright-Tunes, BMI) (2:02). CARLTON 585

BOB LUMAN

★★★★ You're Welcome (Acuff-Rose, BMI) (2:26)—★★★★ Interstate Forty (Acuff-Rose, BMI) (2:20). HICKORY 1201

RICK AND THE MASTERS

★★★★ Let It Please Be You (Keel, BMI) (2:13)—★★★★ I Don't Want Your Love (Farwood, BMI) (2:29). CAMEO 247

JACK RENO

★★★★ Blue (2:19)—★★★★ Nine Stitches (2:00). FONON GRAF 1243

LLOYD PRICE

★★★★ Who's Sorry Now (Mills, ASCAP) (2:17)—★★★★ Hello Bill (Lloyd-Logan, BMI) (2:26). (ABC-PARAMOUNT 10412

DIANE JORDAN

★★★★ Set 'Em Up Pop (Aldon, BMI) (2:17)—★★★★ Come on and Dance With Me (Cedarwood, BMI) (2:39). ABC-PARAMOUNT 10396

INMAN AND IRA

★★★★ Green Green Rocky Road (Cherry Lane, ASCAP) (1:58)—★★★★ Jimbo (Forster, ASCAP) (2:03). MERCURY 72093

WEE GARRY AND HIS PIPER CUBS

★★★★ Bagpipe Bomp (Burlington, ASCAP) (2:18)—★★★★ The Journey (Burlington, ASCAP) (2:30). LONDON 4501

THE BACHELORS

★★★★ Charmaine (Miller, ASCAP) (2:35)—★★★★ Old Bill (Piccadilly, BMI) (2:40). LONDON 9584

CHARLES PENNYWELL

★★★★ Web of Love (Heads Up, BMI) (2:02)—★★★★ It's So Funny I Could Cry (Marks, BMI) (2:05). SMASH 1794

VINCE HOWARD AND THE VIN-ETTES

★★★★ The Wayward Wind (Bamboo-Hillary, BMI) (2:04)—★★★★ Return to Me (Southern Music) (2:30). BIG R RECORDS 340

THE DELCOS

★★★★ Araba (Combine, BMI) (2:23)—★★★★ Those Three Little Words (Mishawaka, BMI) (2:43). SHOWCASE 2501

THE TARRIERS

★★★★ Casey Jones—★★★★ Mary Anny (Ludlow, BMI) (2:37). DECCA 31470

NINO AND THE EBB TIDES

★★★★ Nursery Rhymes (Monument, BMI) (2:17)—★★★★ Tonight (I'll Be Lonely) (Monument, BMI) (2:23). MR. PEEK RECORDS 9093

IMPERIALS

★★★★ Bermuda Wonderful (Spectacular Ludik, BMI) (2:47)—★★★★ I'm Still Dancing (Vogue, BMI) (2:25). CAPITOL 9424

ROD BERNARD

★★★★ Wedding Bells (E. H. Morris, ASCAP) (2:32)—★★★★ I Had a Girl (Hall-Clement, BMI) (2:18). HALLWAY 1806

(Continued on page 47)

the groovy sound that sells JIMMY SMITH on BLUE NOTE

HIS NEWEST HIT ALBUM

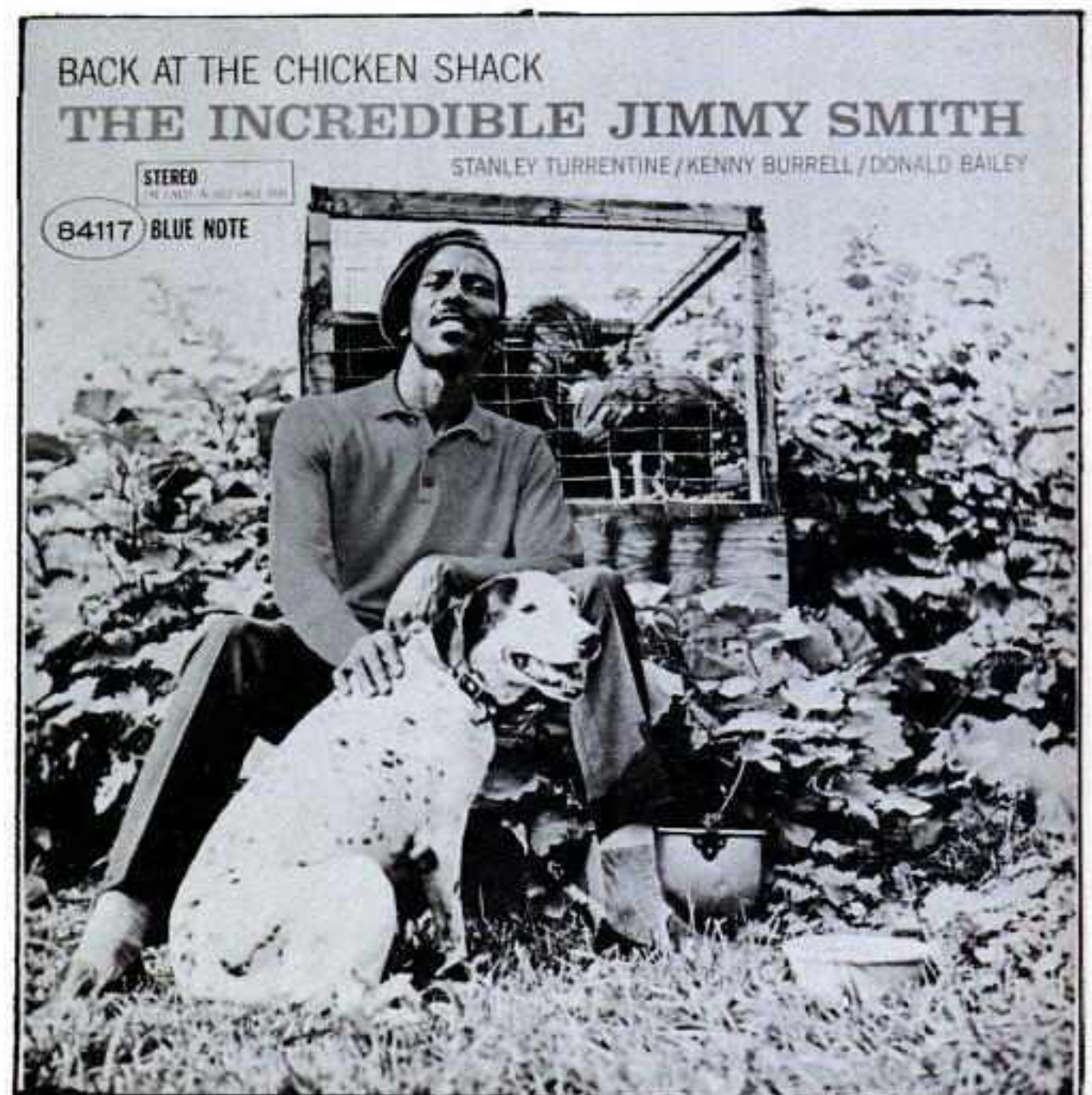
BILLBOARD JAZZ SPOTLIGHT OF THE WEEK

BACK AT THE CHICKEN SHACK

WITH STANLEY TURRENTINE, KENNY BURRELL AND DONALD BAILEY

BLP 4117 (Stereo BST 84117)

(From the same down to earth session as the hit album "Midnight Special!")



THE BIG SINGLE FROM THIS ALBUM—BACK AT THE CHICKEN SHACK

BILLBOARD PICK OF THE WEEK

BLUE NOTE 45 x 1877



BLUE NOTE 43 West 61st Street
New York 23, N.Y.

PROGRAMMING NEWSLETTER

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



"BEST SIDE STORY" . . .

New Orleans (Ken Elliot-WNOE): Much excitement over "Goodnight My Love" from the Fleetwoods' new LP "Lovers by Night" has resulted from WNOE plays. There's also growing interest in "Half a Man" (Willie Nelson-Liberty) and in "How Can I Forget?" (Jimmy Holiday-Everest).

Seattle (Pat O'Day-KJR): Pick—"Face in the Crowd" (Dean Martin-Reprise). Gaining fast—"So Long Lucy" (Wayne Newton-Capitol). Taking off—"Brightest Smile in Town" (Ray Charles-ABC-Paramount), "Preacherman" (Charlie Russo-Diamond), "Puff the Magic Dragon" (Peter, Paul & Mary-Warner Bros.), "Mr. Bass Man" (Johnny Cymbal-Kapp). Pat says that WB will release "Puff" as a PP&M single from the album.

Minneapolis (Red Jones-WDGY): Top request—"Young Lovers" (Paul and Paula-Philips), from the duo's new LP. Good phone response—"I Don't Wanna Think About Paula" (Dickey Dee-Smash) and "Don't Be Afraid Little Darlin'" (Steve Lawrence-Columbia). Battle winner—"Here I Stand" (The Rip Chords-Columbia).

Milwaukee (George Michael-WRIT): Instant discovery—"Pins and Needles" (Dean and Mark-May). Big phone response—"Sandy" (Dion-Laurie) A pick-the-side vote on the new Marty Robbins Columbia release gave a slim victory to "Cigarettes and Coffee" over "Teen-Ager's Dad."

Chicago (Gene Taylor-WLS): Picks: "Sun Arise" (Rolf Harris-Epic) and "Yellow Bandana" (Faron Young-Mercury).

Miami (Dick Stambaugh-WFUN): Battle winner — "Little Orphan Girl" (Carlo-Laurie).

Washington (Larry Justice-WPGC): Pick—"It Had to Be You" (Gary Paxton-Garpax) Taking off—"Our Love Will Last" (Arthur Prysock-Old Town) Big Sales — "Yakety Sax" (Boots Randolph-Monument).

Top Tips Around the Nation: "Baby Workout" (Jackie Wilson-Brunswick), "Tonight I Met an Angel" (Tokens-RCA Victor), "I Can't Get Used to Losing You" (Andy Williams-Columbia), "Follow the Boys" (Connie Francis-MGM) and "Heart" (Kenny Chandler-Laurie).

SMALL-TOWN DEEJAYS: The problems of radio station personalities in smaller cities are in many ways quite different from those of their big brothers in metropolitan areas. DJ's work long hours for small pay. Record companies and distributors often neglect to furnish them free records. They are frequently in competition with 50-kw powerhouses from a neighboring city. They log few, if any, national advertisers. The manager is frequently in social contact with most of his local advertisers; thus he is exposed to constant criticism of his programming.

A letter from Darryl Davison, deejay and music director of WIGM, Medford, Wis., underlines some of the characteristics of small market operation. He writes:

"I have been in radio as announcer, salesman, copywriter and p.d. for four years. I have always had an air shift and included popular music in it. I've always gone by the Hot 100, plus, of course, a few records that do well when nobody else is playing them. Yet I have never been able to get the records the listeners want without having to buy many of them out of my own pocket.

"We don't print a Top 40 sheet, because we don't have time. I now work 44 hours a week on the air, and so it's hard to tell distributors what's happening here. We play at least a few times almost every single we receive. I also run record hops. I think we give very good exposure for any record.

"I work from 12:30 p.m. 'til 7 p.m., Monday through Friday, two nights a week until 10 p.m., plus every other weekend. We try to do our best even on these long shifts, and the station shows a good profit. Maybe it sounds as if we are really 'in the sticks,' but that's where a lot of stations are."

MEDFORD is a city of about 8,000 in north central Wisconsin, a little more than 100 miles northeast of Eau Claire. It's near the Chequamegon National Forest—good farming and dairy country—and, as I recall, some pretty good fishing, too. WIGM is 1,000 watts at 1490 kc. Programming includes five-minute news on the hour, headlines at the half hour, sports news at 5:45, religion 6:45 to 7:00. The rest is mostly recorded music, including pop singles and albums, polkas and country music.

There are hundreds of similar operations all across the country. Their problems vary, but most of them voice the same complaint: We need records.

The fact that the need for records exists is not entirely the fault of the record companies and distributors. I personally don't know of a single distributor who refuses to service any station in his territory where he is reasonably certain to receive favorable consideration and consistent play for the best of his wares.

PROBLEM: The main trouble seems to be lack of communication between station and distributor. Like Darryl Davison, most of the music directors are just too busy to put out charts and news letters and otherwise to keep the record world informed of what they're playing.

There are, of course, programming services that offer regular shipments of top pop singles and LP's for a reasonable charge. Most major labels offer special subscriptions for their LP's. Trouble is, the necessity for a low overhead in the small station often precludes a budget for records. Some managers have found, however, that by spending enough money to obtain a regular supply of records, their competitive position has prospered.

Some day the smaller stations are going to get together and realize that jointly their audience greatly outnumbers that available in any big city. Then, if they can adopt some continuity of programming policy, they'll get all the records they can use.

'OTHER BOBBY' SHOWS HEART & WALKS 50 MILES

BOSTON — Cross-country hikes, for the benefit of charity, are the latest deejay promotion stunt in the wake of Attorney General Robert Kennedy's forward-with-vigah 50-miler not long ago.

In fact, air personality Bob Kennedy (known as "the other Bob Kennedy") of WBZ, Boston is one of the pioneers in this new field. On February 16, for the benefit of the Heart Fund, Kennedy hiked 50 miles from the Framingham Shopper's World, via Wayland, Dorchester and Roxbury to the WBZ transmitter, arriving footsore but fit.

Local civic and Heart Fund officials and loyal fans turned out to cheer him on.

Hot FM Interest Delays Comment Deadline Again

WASHINGTON—The white-hot interest in the future of the FM service and FM stereo broadcasting has prompted the Federal Communications Commission to delay the deadline for comment on revamp of the service to March 18, 1963. Original due date for comment was February 15. Reply comment will be due April 17, under the change.

The FCC is particularly anxious to get fullest comment in the area of allocation and technical standards in its proposed revision of the FM broadcast rules. The agency's own proposed table of allocations, assigned on a market by market basis, for the FM service, and its original proposal to limit all stations to certain power and antenna height was the source of anguished outcry from FM broadcasters. The high-power FM stations already in existence will be grandfathered under any changes in the rules, FCC has promised.

Can Those Days Be as Remote As All That?

CLEVELAND — Remember those wonderful old radio days of the "live band remote," when announcers tossed around phrases like: "and now, coming to you from the beautiful Pomegranate Room in the Hotel Whoosis only 45 minutes from downtown Oshkosh, for your listening or dancing pleasure, here's our genial maestro . . .?"

Well, those days are back—at least in Cleveland. Currently renewed and running its second 13-week cycle on WJW is "Saturday Night at the Green Tree," a real, genuine, live, late-night remote band show.

The series originates in the Green Tree Restaurant and Lounge in nearby Parma, Ohio, and is featuring dance music of the Harry Hershey orchestra, with Ed Fisher as announcer.

WWRL Talent Hunt Will Air 300 Acts

NEW YORK—Starting February 23, listeners to WWRL will be hearing the first contestants in a major musical talent hunt being sponsored by Ward Tip-Top Bakers and
 (Continued on page 43)

Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
 • PROGRAMMING NEWSLETTER

VETERAN SAYS:

Ask Not If DJ Popular; Ask If He Sells Product

By **CHARLES SINCLAIR**

NEW YORK—Too often, there's too little contact between Madison Avenue strategists who spend millions annually in spot radio billings in deejay shows and the deejays themselves. In fact, if agency men and advertisers took the time to listen to demo tapes or unedited airchecks of deejays in all major markets, the process would take only about three weeks, and be well worth it.

And, according to Dan Ingram, air personality and platter-spinner at network-owned WABC, New York, "this investment in time would give the advertiser at least twice the ad impact he is presently getting, if the listening is done objectively and the criterion is not 'Do I like him?' but rather 'Can he sell?'"

Ingram, who's had a decade of big-city radio salesmanship to backstop his opinions, voiced a number of suggestions to Billboard which deejays, broadcasters and admen would do well to consider.

Contradiction

Here are a few:
 "If there is any secret ingre-
 (Continued on page 42)



DAN INGRAM

TURNTABLE TIPS

By **MIKE TURNTABLE**

CLASSIC LINES YOU HEAR ON RECORD ROW—"Was business bad this week?" "It was so bad I had to lay myself off"—"Are things tough?" "So tough I have to save up to weigh myself." . . . A West Coast promoter is crying "The Surfers Blues." Seems that for the past year he's been the man promoting all the dances where **Dick Dale** has been the big hit of the ball. Now it seems that Dale is about to make that big \$\$\$\$. This poor promoter should have had a piece of Dale—or so he had been promised. He has nothing to show for his effort except broken promises.

Attention promotion men: In Detroit something new has been added—**Lee Allen** and **Joel Sebastian** are doing a teen-age dance party on Sundays from 3 to 4. The affair is turning out to be like BIG BIG BIG with the kids in the Detroit area. . . . In New York City this week Tamla Records said good-bye to Superior and hello to Alpha as their distrib. . . . **Ray Charles** is due to make a series of one-night stands in the East in April. Promoter will be the genial West Coaster, **Hal Zeiger**. . . . A memo to Mickey: Please leave a note on my desk to write an editorial directed to radio stations. It came from a line we heard a New York City promotion man use: "You're selling news on your air—good news. News records are news—play 'em!"—I like that line as a title for an editorial.

The other evening at the Six Happiness we were discussing the fact that payola is an old, old way of life. We were talking about a well-known late night orchestra leader of recent vintage. Back in the old days when he played the Park Sheraton, it was a great thing to get your tune on the network. One fellow told how he finally reached the piano-playing leader through a \$6 bottle of perfume for his wife. . . . Look who is about to go into the record biz—none other than **Lucille Ball**. She's conducting confidential talks with people on the Coast to determine which gentleman in the trade shall receive an appointment as general manager of said company. . . . We hear that 20th Century Records does not yet have a firm commitment to the sound-track album of that very, very famous lady called "Cleopatra," Elizabeth, that is. . . . Is it true that there will be a private showing for the trade of the uncensored, uncut version of "Cleo"—if so we hope that we're lucky enough to get an invitation.

Memo to the front office: Please look into the story that one of the major record companies has ordered a complete report on two top-taping deejays and the effect that their taped shows are having in the markets where they are exposed. (Confidentially, **Dick Clark** and **Hound Dog**). . . . By the way, if you listen to the new **Solomon Burke** recording of "Words" you might notice there is a real strong drum beat and playing those drums is none other than Atlantic exec Jerry Wexler.

Speaking of odd things that happen at recording sessions, there's a new release due out by the **Drifters** called "On Broadway." Some of the guitar work, which is pretty wild, is by none other than **Phil Spector**, who heads up a record company of his own. Could this be a trend in the biz—card-carrying execs acting as sidemen on the big sessions? Or another thought—perhaps things are a little tough and they need the spare change for coffee money?

Ask DeeJay If He Sells Product

• Continued from page 41

dient that the good radio sales personality has," said Ingram, "it is that he doesn't obviously sound like a salesman. The golden-throated voice of yore usually sounds too artificial, too lacking in feeling to be believable. That's one reason so many character actors are being used in transcriptions today. They sound 'for real'."

A deejay who has learned the art of selling a sponsor's product without seeming to do so "has the ability to relate the product to the audience at the moment he is selling, whether it be references to the weather, the housewife's preparations for lunch, the traffic situation, or some other common denominator."

Adds Ingram: "Sometimes he will tie in the commercial with the news or some event that occurred that day. When you listen to tapes, you'll be sur-

prized how many radio salesmen do not use them."

Live Copy

One way to couple the selling power of local personalities with the production facilities available in major centers like New York is through the use of transcriptions plus live copy. Such tactics work well. Ingram feels, when the e. t. uses "music and sound devices to attract attention and/or graphically tell something about the product," and when it allows "the personality to relate the product to the audience." Ingram's favorite example of such a campaign: Schaeffer Beer's jingle plus live announcer spots.

Ad-lib live commercials also have an important place in selling via a well-rated deejay, Ingram believes. From his own experience, however, he cautions that "many advertisers who would not think of placing a salesman on the road without completely familiarizing him with the product and the market, send a fact sheet which is poorly prepared, overlong, confusing or does not include vital data."

What's the best route an ad man planning to use ad-lib radio commercials should follow? "Ideally, a representative of the advertiser should meet with the personality to discuss the commercial," Ingram told Billboard. "There is nothing equal to personal contact for establishing a good working relationship and making clear what you want to accomplish through, and expect of, the personality. Remember the importance of giving the personality enough time to prepare his commercial."

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

MR. SOUL—Sam Cooke (RCA Victor LPM 2673, LSP 2673) "Chains of Love" (BMI) (2:46)

PEOPLE WILL SAY WE'RE IN LOVE—Steve Lawrence (United Artists UAL 3265, UAS 6265) "People Will Say We're in Love" (ASCAP) (2:27)

THE KEYS TO HER APARTMENT—Ferrante & Teicher (United Artists UAL 3247, UAS 6247) "What More Can I Say" (Arlou, ASCAP) (2:57)

ANNIE GET YOUR GUN—Doris Day & Robert Goulet (Columbia OL 5960) OS 2360) "I Got Lost in His Arms" (Irving Berlin, ASCAP) (2:35)

I'M A WOMAN—Peggy Lee (Capitol T 1857, ST 1857) "Mack the Knife" (ASCAP) (2:42)

BOSSA NOVA U. S. A.—Dave Brubeck Quartet (Columbia CL 1998, CS 8798) "Trolley Song" (Leo Feist, ASCAP) (3:04)

THE HAPPY BEAT—Ray Conniff, His Ork & Chorus (Columbia CL 1949, CS 8749) "Volare" (Robbins, ASCAP) (2:44)

YOU'RE THE REASON I'M LIVING—Bobby Darin (Capitol, T 1866, ST 1866) "Oh Lonesome Me" (2:29)

WANDERLUST—Frankie Laine (Columbia CL 1962, CS 8762) "Wagon Wheels" (Harms, ASCAP) (2:37)

HOW THE WEST WAS WON—Sound Track (MGM 1E5, 1SE5) "Home in the Meadow"

SITTIN' ON A RAINBOW—Andre Previn (Columbia CL 1933, CS 8733) "One for My Baby" (Morris, ASCAP) (3:52)

COLLEGE STANDARDS—Lettermen (Capitol T 1829, ST 1829) "Dream" (ASCAP) (2:18)

THE EXOTIC SOUND OF ARTHUR LYMAN AT THE CRESCENDO—(Crescendo GNP 605) "Days of Wine and Roses" (Witmark, ASCAP) (2:30)

WALTZING IN THE DARK—Carmen Cavallaro (Decca DL 4356, DL 74356) "When I Grow Too Old to Dream, (ASCAP) (3:30)

THE MAJESTIC SOUNDS OF SEM-PRINI—(Capitol T 1836, ST 1836) "Mariachee"

DELICADO—Lew Davies & his Ork. (Command RS 846, RS 846 SD) "C'est Si Bon" (2:46)

JAZZ

BRAZILLIANCE VOL. 3—Bud Shank (World Pacific WP 1425) "Sunset Baion" (2:04)

COUNTRY

HARD TRAVELIN'—Lester Flatt & Earl Scruggs (Columbia CL 1951, CS 8751) "Hard Travelin'" (Ludlow, BMI) (2:39)

SACRED

KEEP YOUR EYES ON JESUS—Louvin Brothers (Capitol T 1834, ST 1834) "He Set Me Free" (2:24)

THE MYSTERY OF HIS WAY—The Statesmen Quartet with Hovie Lister (RCA Victor LPM 2546, LSP 2546) "I've Got the Corners Turned Down (In That Hymn Book of Mine)" (SESAC) (2:11)

POLKA

WHO STOLE THE KEESHKA?—Walter Solek & his Ork. (Dana DLP 1226) "Who Stole the Keeshka?"

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
1	1	WALK RIGHT IN, Rooftop Singers, Vanguard 35017	8
2	2	RHYTHM OF THE RAIN, Cascades, Valiant 6026	7
3	3	FROM A JACK TO A KING, Ned Miller, Fabor 114	9
4	6	FLY ME TO THE MOON—BOSSA NOVA, Joe Harnell and Ork, Kapp 497	9
5	4	THE NIGHT HAS A THOUSAND EYES, Bobby Vee, Liberty 55521	12
6	8	WHAT WILL MARY SAY, Johnny Mathis, Columbia 42666	5
7	5	GO AWAY LITTLE GIRL, Steve Lawrence, Columbia 42601	16
8	13	THE END OF THE WORLD, Skooter Davis, RCA Victor 8098	5
9	10	CAST YOUR FATE TO THE WIND, Vince Guaraldi Trio, Fantasy 563	12
10	15	OUR WINTER LOVE, Bill Pursell, Columbia 42619	4
11	—	GREENBACK DOLLAR, Kingston Trio, Capitol 4898	5
12	12	YOUR USED TO BE, Brenda Lee, Decca 31454	5
13	16	I WANNA BE AROUND, Tony Bennett, Columbia 42634	7
14	7	IT'S UP TO YOU, Rick Nelson, Imperial 5901	11
15	9	MY DAD, Paul Petersen, Colpix 663	10
16	14	MY COLORING BOOK, Sandy Stewart, Colpix 669	9
17	18	DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120	5
18	17	SHE'LL NEVER KNOW, Brenda Lee, Decca 31454	5
19	11	MY COLORING BOOK, Kitty Kallen, RCA Victor 8124	10
20	19	SETTLE DOWN, Peter, Paul and Mary, Warner Bros. 5334	6

YESTERYEAR'S HITS

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

POP—5 Years Ago

February 24, 1958

1. Don't, E. Presley, RCA Victor
2. Get a Job, Silhouettes, Ember
3. Catch a Falling Star, P. Como, RCA Victor
4. At the Hop, Danny & the Juniors, ABC-Paramount
5. Sail Along Silvery Moon, B. Vaughn, Dol
6. Short Shorts, Royal Teens, ABC-Paramount
7. Sugartime, McGuire Sisters, Coral
8. Stood Up, R. Nelson, Imperial
9. You Are My Destiny, P. Anka, ABC-Paramount
10. Oh, Julie, Crescendos, Nasco

POP—10 Years Ago

February 21, 1953

1. Till I Waltz Again With You, T. Brewer, Coral
2. Don't Let the Stars Get in Your Eyes, P. Como, RCA Victor
3. Tell Me You're Mine, Gaylords, Mercury
4. Anywhere I Wander, J. LaRosa, Cadence
5. Have You Heard, J. James, MGM
6. Doggie in the Window, P. Page, Mercury
7. Why Don't You Believe Me, J. James, MGM
8. Side by Side, K. Starr, Capitol
9. Hold Me, Thrill Me, Kiss Me, K. Chandler, Coral
10. Oh, Happy Day, D. Howard, Essex

RHYTHM & BLUES—5 Years Ago—February 24, 1958

- Get a Job, Silhouettes, Ember
At the Hop, Danny & the Juniors, ABC-Paramount
Short Shorts, Royal Teens, ABC-Paramount
Don't, E. Presley, RCA Victor
I Bog of You, E. Presley, RCA Victor

- Don't Let Go, R. Hamilton, Epic
Maybe, Chantels, End
Oh, Julie, Crescendos, Nasco
The Stroll, Diamonds, Mercury
Sweet Little Sixteen, Chuck Berry, Chess
La Dee Dah, Billy and Lillie, Swan

Headed for Chartsville!
"CONTACT ON LOVE"
LITTLE STEVIE WONDER
Tamla #54074
TAMLA/MOTOWN RECORDS
2648 West Grand Blvd.
Detroit, Mich.

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

BARNEY KESSEL'S NEWEST DIAMONDS



b/w TV COMMERCIALS

No. 20,152

reprise
... TO PLAY AND PLAY AGAIN



a significant
single
from reprise

Adler to ASCAP Post

NEW YORK—Richard Adler has been named to the seat on the ASCAP board left vacant by the recent death of Otto Harbach. Adler is writer or co-writer of "The Pajama Game," "Damn Yankees" and "Kwamina," and has such hit tunes to his credit as "Hey There," "Heart," "Hernando's Hideaway" and "Rags to Riches."

Headed for the Top!

"COOL WATER"
THE BLUE BELLES
Newtown #5009

NEWTOWN RECORDS
Harold B. Robinson
6600 N. Broad St., Philadelphia, Pa.
Livingstone 8-5010

'SHOOK UP OVER YOU'

by
DEE CLARK
VJ 487

RECORDS
1449 S. Michigan Ave.
Chicago 5, Ill.

An Instant Smash!

THE GOOD LIFE
Kathy Keegan

Malibu 1219

Nationally distributed by
JAY-GEE RECORD CO., INC.
318 W. 48th St., N.Y. 36, N.Y.

Pop Smash!

JOE HINTON

"YOU KNOW IT AIN'T RIGHT"

Backbeat #537

DUKE PEACOCK RECORDS
2809 Erastus St. Houston, Texas

LITTLE BAND OF GOLD

James Gilreath
JOY 274

JOY RECORDS
1619 B'way, N.Y. 19, N.Y.

MAURICE CHEVALIER and HAYLEY MILLS
take you to...
TEEN STREET
DOUBLE FEATURE MOVIE NOW
ANNETTE
BILLY STONE
THE BLUE BELLES
CARMARATA

Focus on the DeeJay Scene



CANADIAN SPINNER: David B. Simmons, known to listeners of CHED, Edmonton, Alta., as "Jolly David B.," has taken the teen audience in that city of 300,000 by storm with his Sunday afternoon "Teenville" show. A former WPGC, Washington, deejay, he also holds down a daily 4-8 p.m. record segment on CHED. Station's format has been revised and ratings are climbing. Special promotions for record artists like the Brothers Four, Earl Grant, Ray Price, et al., are frequently staged at CHED.

VOX JOX

By CHARLES SINCLAIR

VERSATILITY: Spinning records is only part of a deejay's routine around a station, to judge from recent Vox Jox mail. Here are a few examples of the versatility of the country's platter spinners:

In Phoenix, Ariz., what started off as a sand-lot gridiron grapple between staffers at the KPHO radio and TV stations has ballooned into a big-time charity bash. The players' roster for the event now includes a few semi-ringers like **Tiny Putnam**, formerly of the Chicago Cardinals, and **Dick Curran** formerly of the Green Bay Packers. KPHO staffers still set for the game may well be wondering if it isn't safer behind the turntables.

In Cincinnati, WSAI staffers have formed a swinging basket-

ball squad known as "The Freakish Five" and are tackling all kinds of tough opposition, such as faculty members of local high schools and a group of gals from the "Operation Prom" group. Such WSAI-ites as **Dusty Rhodes**, **Ron Britain** and **Mike Sherman** are involved in the project.

In Ogden, Utah, KLO's morning deejay, **Bruce Holland**, donned track shoes and walked from Brigham City (about 30 miles away) to Ogden, as part of a fund-raising promotion for the March of Dimes. Listeners were offered prizes for guessing his correct time for the event, and nearby Weber College sent a contingent of cute pompon girls to cheer him across the finish line.

In Middletown, N. Y., **Bud Robinson**, evening air personal-

ity on WALL, joined 100 students and 50 civic officials and adults in spending the night in the dusty labyrinth of the sub-basement of the local high school.

WWRL Talent Hunt

• *Continued from page 41*

hosted by Hal (Dr. Jive) Jackson. The contest will run for 13 weeks on the New York area independent, with an expected 300 acts to be aired in two 15-minute daily segments of Jackson's afternoon show.

Finals will be conducted early in June at the Apollo Theater, with contestants drawn from all parts of the metropolitan area. The talent contest is open to amateur singers and musicians, groups or singles. An engagement at the Apollo and a recording contract is offered as top prize.

KEELY SMITH'S NEWEST



GOING THROUGH THE MOTIONS

b/w

WHEN YOU CRY

No. 20,149



a significant

single

from reprise

MR. DICK McMICHAEL, Program Manager

Radio Station WRBL, Columbus, Georgia

is a

pleased programmer

"WRBL 'Refreshing' Radio recognizes the necessity of being alertly select in programming music which is in good taste and has universal appeal. We have a music policy of playing bright familiar selections. We find that Record Source International's pop album service gives us the variety of bright selections that keeps our station sounding fresh and up to date even when we are playing some thirty-year-old songs."

Thank you, Mr. McMichael. While more than 750 radio stations utilize RSI services, there are still many who probably have programming problems with which RSI can help. This message is directed to them.



For details on the record programs available from RSI for broadcasters, write: MISS CAROLINA COLLETT, General Manager



RECORD SOURCE INTERNATIONAL
1564 Broadway New York City 36

one in a series

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Variety of Approaches Often Clinches the Sale

By BOB LATIMER

DENVER—Having several different approaches ready for clinching a tape recorder sale has skyrocketed volume at Fan Fair Discount City here, according to department manager Gene Rouse.

No two prospects have the same needs in mind when they shop for a recorder, according to Rouse. One, for example, may want top-level music and the ability to record stereo as well as monaural. He's not as much interested in price as in what the recorder can do. By displaying top-quality units in the \$450 to \$650 bracket, capable of stereo recording and playback and keeping stereo input equipment available for recording, such customers can be sold quickly. This has meant keeping a handy list of true FM stereo programs being broadcast in the area, and being ready to record and play back the results at any time.

Fan Fair uses a high-quality tuner to pick up FM stereo and to pipe it into the stereo recorder while the customer listens. Playing the same music back after a sufficient amount has been recorded to illustrate its capability has actually sold customers "on the spot" on stereo recorders.

Selling Tools

For the customer interested in the versatility of a tape recorder, the store keeps a battery of useful selling tools in the form of a foot switch, which quickly converts a recorder into a handy dictating machine; "conference microphones" which make it possible for several people to record through several microphones at once, patch cords for undistorted pick-up of radio, television or phonograph music, and similar accessories. If the customer is interested in getting the most possible uses and enjoyment out of his machine, demonstrating each of these points simultaneously often pays off.

In selling from either of these approaches, salespeople point to a huge mass display of raw tape, carried alongside the table display of recorders, ranging in price from \$2.48 up to \$4.98. Low prices on tape, combined with the appeal of being able to record from any source, registers solidly with music lovers.

Fan Fair also maintains a wide choice of demo tapes, all the way from stereo opera to "Everyday Sounds," many of them recorded right in the department. A teacher addressing her class, a motorcycle going by, the sound of a cash register and snatches of a party being recorded parade by, one after the other, to build appreciation of the all-round recording usefulness of the machine. If a music lover's wife is along, the playback of children's voices, the crying of a baby, and other homey sounds can easily win the distaff side's approval.

Show Differences

Carrying six well-known lines, plus many low-priced "starters," Fan Fair will cheerfully demonstrate them all, pointing out what the higher price of each successive model buys and demonstrat-

(Continued on page 46)

STEREO WIT

Snappy Sayings Lure Customers

PHOENIX, Ariz. — A rare combination of humor and information combined into a newspaper column under the heading, "Sound Enjoyment," is selling a lot of stereo phonographs, tape recorders and components for Hack Metz, of Audio Specialists, here.

Metz, who started out in the field with an old home as his showroom and office, becoming the city's biggest dealer in the process, uses a thoroughly different advertising approach to his market.

Each day, a five-inch by two-inch column space, similar to standard display ads, is occupied instead with a picture of Metz himself, and a witty discussion of the subject of stereo in general.

A typical column, devoted to the home fidelity enthusiast, points out:

"Stereo has shaken up not only the home hi-fi enthusiast but studio sound engineers as well. The disks which White-man recorded in Liederkranz Hall were great—then. Today? Liederkranz!

"No longer does it suffice to hang a couple of boom mikes over the musicians' heads and tell the maestro, 'Okay, George, wave your wand.' Maestros know what stereo does for them.

"Stokowski once insisted that he wouldn't record the Philadelphia Orchestra anywhere but in the Academy of Music, known for its acoustics. Today, he records in a hotel ballroom. He knows stereo instrument separation polishes the Stokey legend."

Remaining copy points out how fine music is recorded with the musicians strung out in a straight line, then follows with the information "It's getting so that stereo won't hardly let a laurel rest any more!" Metz's comment is "Or record prices either—we take a buck off each album!"

In this way, steadily cracking jokes, getting out an epigram or two in every column, and always making sure that the reader enjoys what he has perused, Metz has created a steady stream of visitors who want to meet him, suggest a gag or two for the column, and later become actual buying customers.

Phono Sales Hit All-Time Peak in '62

WASHINGTON — Factory and distributor sales of phonos hit a boom level last year according to final 1962 sales tallies prepared by the Electronics Industry Association. Total sales moved close to the 5,000,000 units mark.

Factory sales hit a record 4,954,434 units, close to a million above the 1961 figure of 3,988,680. Distributor sales hit 4,841,810 units as against 3,981,651 the previous year.

Both stereo and monaural sales were well ahead of 1961 totals as well. December was the top month for distributor sales of both types, with monaural tabbed at 232,373 and stereo sales reaching 632,596.

Webcor Ups Dwyer

CHICAGO — Charles Dwyer has been named sales manager of the Webcor Division of Webcor, Inc., according to Titus Haffa, board chairman of the firm. During his 15 years with Webcor, Dwyer has held various sales spots, most recently the post of sales manager of the Chicago branch.



FILM STAR NATALIE WOOD is fairly stepping out of this frame as a living promotion for the Warner Bros. sound-track album of "Gypsy." The window was a highlight display at Saybette's store in Port Credit, Ont., a Toronto suburb, during the film's showing there. Display was arranged through Phil Rose of the Compo Company, Canadian Warner's distributor.

Product to Get Call Over Entertainers at Audio Show

SAN FRANCISCO—Live entertainment will get the soft pedal at the High Fidelity Music Show scheduled for March 5-7 at the Cow Palace here. The annual audio clambake, sponsored by the Magnetic Recording Association (MRIA), will stress product instead.

According to show manager James Logan, the people who come to the show will be there whether live entertainment is part of the program or not.

"In past years we felt names from the entertainment world had plenty of draw," Logan told Billboard. "In a sense, we were right. The trouble was the entertainment drew people from the exhibits themselves. It's not our function to entertain in the strict sense of that word. We do want to expose people to high-fidelity sound reproduction."

The show will not be entirely devoid of live music, however. An a capella choir contest will be held with two choral groups from local high schools and colleges competing every day of the show. The winners will be broadcast over WPEN-FM, stereo-FM outlet in the Bay City, on the last day of the show. The prize, a complete stereo record/playback unit donated by Ampex, will go to the director of the winning choir group.

In addition to the choir contest, this year's MRIA show will feature a number of decorator
(Continued on page 45)

RCA Posts For Pair of Old Hands

NEW YORK—Henry Bechtold and Ben French have been promoted to new positions within the Radio Corporation of America, according to Sid Roberts, RCA staff vice-president for news and information.

Bechtold, formerly a staff writer in the RCA department of public affairs, will supervise and co-ordinate news and information of RCA's divisional product operations.

French, who joined the RCA firm in 1955 as a staff writer in the department of information, has risen successively to co-ordinator, RCA editorial and press services, Cherry Hill, and manager, press and information, RCA Sales Corporation. He will now supervise and co-ordinate all RCA news and information for the trade press.

equipment newsletter

By DAVID LACHENBRUCH • Billboard Contributing Editor • Managing Editor, Television Digest

WHITHER COMPONENT HI-FI? In case you missed it, there was a lively discussion of the future of the high fidelity component business January 24 at the convention of the Electronic Representatives' Association in San Francisco. We weren't there, either, but we've read some excerpts from the panel on "Where Is the Audio Industry Going?" They contained some conflicting views, and quite a bit of harmony.

For example, there was general agreement that the market for audio components will continue to expand—by at least 12 per cent yearly. Since this was a meeting of reps, there was little indication that the hi-fi component business would forsake its traditional pattern of one-step distribution.

There was some disagreement on what types of retail outlet will provide the soundest basis for the industry's growth—for example, between San Jose, Calif., audio-TV retailer Al Limberatos (Alco-Paramount, Inc.) and Martin Borish, national high fidelity sales manager of H. H. Scott Company. Calling for all members of the audio component industry to recognize and fulfill their merchandising responsibilities, Limberatos said:

"The selling of high fidelity components to so-called mass merchandisers could deter the growth of our industry. If audio components are not presented and demonstrated properly, it could harm the public acceptance of these products and cause a loss of sales for the established dealers in the area. Price and price alone will not make this industry grow. Quality merchandise and quality merchandising will."

BORISH, ON THE OTHER HAND, pointed out that some

mass merchandisers are quite well versed in sales of components. As quoted in Electrical Merchandising Week, he made these predictions about the present and future of the ever-changing audio component market:

"The principle outlets for retailing audio components for the largest part of the market—the non-technical music lover, not the audiophile—will be the large dealers who have made significant inroads during recent years. These are department stores such as Korvette's, J. L. Hudson and Bamberger's. These merchants have either hired experienced audio salesmen to run their departments or they are leasing to experienced audio shop operators." These operators, he continued, "know how to set up a store, how to train salesmen, how to advertise, how to demonstrate, how to buy properly."

As to "the small specialty hi-fi shop," Borish believes it has had its day as a primary purveyor of audio components. Its principal hope, he stated, lies in specialization—carrying the latest and the most de luxe equipment, not carried by department stores and other large outlets.

It must appeal primarily to the perfectionists among audio purchasers, with top quality products and top quality service. It simply can't compete with discounters—and shouldn't try. Both the small hi-fi dealers and audio departments in large stores, he said, will continue to insist on 30 per cent mark-up on hi-fi components.

One of the major changes in components distribution was noted by Borish: "The wholesale parts jobber with little interest or ability for merchandising is out as a factor in audio component retailing. The electronic-hardware junk shop is becoming a relic."

Just as the day is past when consumers bought hi-fi components primarily in electronic parts depots, so the day is past when these components look like electronic parts. Said Borish: "Customers



**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 \$151 and \$200

POSITION				
This Issue	11/24/62 Issue	8/25/62 Issue	BRAND	% OF TOTAL POINTS
1	1	1	Magnavox	33.3
2	6	4	Voice of Music (V-M)	9.8
3	3	—	Zenith	8.9
4	—	—	Phonola	7.6
5	3	3	Motorola	5.8
6	—	5	Symphonic	5.3
7	7	—	Webcor	4.9
7	5	2	RCA Victor	4.9
9	2	—	Masterwork	4.4
9	—	—	Admiral	4.4
			Others	10.7

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 parenthesis.

11/24/63 Issue: All brands represented in current chart.

8/25/62 Issue: Philco (6); Curtis Mathes (7).

NEW DEALER PRODUCTS

**All-Transistor
Teletone Phono**

Teletone Corporation of America has introduced a line of all-transistor portable phonos. Feature unit of the new group is model 9592, a stereo automatic portable with a swing-down changer design. Unit contains eight transistors and four speakers and lists at \$129.95.



want equipment that looks good in their homes and doesn't occupy a lot of space. They want integrated, compact component systems that are in or can easily be put in cabinets. They will still buy kits, but these now have to be easy to build and practically foolproof."

EXPRESSING THE AUDIO DEALER'S VIEWPOINT, Limberatos told how he felt manufacturers, dealers and reps can contribute to the growth of the component industry. The manufacturer, he said, has the responsibility for producing a quality product, appointing qualified reps, promoting and advertising "and spending more money at the local level through dealers who have the know-how to promote wisely," avoiding spiffs and other incentives to dealers' salesmen without the dealer's consent, helping dealers stimulate sagging sales through occasional special buys, getting out of the service business and setting up dealer-oriented warranty programs, familiarizing himself with his dealers and their problems.

The dealer, in turn, has the responsibility to stock merchandise in depth without "cherry-picking," display and demonstrate equipment properly, hire experienced personnel and hold regular sales meetings, maintain an expert service department, keep adequate records and set up proper credit facilities, and "remain flexible—be able to diversify intelligently if necessary."

The rep's duty to the industry, he said, is to create better liaison between factory and dealer, fight for more ad dollars to be spent at the local level, hire men who are qualified for their representative job, keep his line out of every retail store in the area, arrange with dealers for product knowledge" meetings for retail salesmen, keep cost sheets out of the hands of the dealer's personnel and avoid overloading his dealers.

**DISPLAY CAN
WIN CASH IN
MGM CONTEST**

NEW YORK—MGM Records has initiated a national "Follow the Boys" window display contest for dealers, in connection with the forthcoming release of the film, starring thrush Connie Francis.

Dealers, according to MGM promotion chief Sol Handwerker, are urged to plan a co-op window display with local exhibitors featuring prominently the cover of the film sound-track album. Next the dealer should take a photo of the window or windows he puts together and send it to Handwerker. Contest will close next August 31.

First prize is an even split of \$200, \$100 each to the winning dealer and theater manager. Second and third prizes involve similar splits of \$100 and \$50. MGM albums of the track will also be distributed to 25 theater managers receiving honorable mentions.

**Spelled-Out Quips
Spell Out Patrons**

MEDFORD, Ore.—A real sense of humor is helping Purucker Music House here to sell more stereo phonographs, tape recorders, records and tape.

Jack Strong, manager, takes advantage of a white lucite plastic billboard type sign, over the entrance of the store, to spell out catchy, attention-getting messages at every opportunity. During November, paraphrasing the popular Christmas message, he blandly posted a sign which read "Only 36 More Days To Beethoven's Birthday."

Similar "birthday" signs have been used with Wagner, Johann Strauss, and others. There is always some such quip on the board, which helps to fix the location of the Purucker store in the passersby's mind.

Another unique stunt involves the hiring of college boys to comb specific neighborhoods of the city. Purucker asks each to ring door bells, and ask the homeowner of the lady of the house what the next major purchase is going to be for the family. This is a completely disarming approach, and since nothing is immediately offered for sale, the person queried usually doesn't mind answering the question.

If the item is something which Purucker's carries—ranging all the way from musical instruments to color TV—the prospect is sent a catalog on what the store carries in this line, a letter with some of the background of the Purucker store and its policies, and an invitation to call in for a salesman whenever the product is needed. This simple plan has produced a lot of extra volume in the stereo and high fidelity departments.

Product Gets Call

• *Continued from page 44*
rooms. Participating in this aspect of the show will be about 15 of the area's leading interior designers and their suppliers. From an exhibitor point of view, this year's show will be bigger and better. There will be more exhibitors—at least 10 per cent more by Logan's count—than last year. Some of these exhibitors are major firms who never exhibited before. Others are firms that haven't participated in the past two or three years but who believe it desirable in 1963.

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.

ANGEL—Expires February 28, 1963. Started January 31, 1963. Dealers are offered one free set of the new production of "The Merry Widow" for every two purchased. See page 8, February 16 issue, for details.

ATLANTIC-ATCO—Expires February 28, 1963. Started January 15, 1963. One-for-seven on catalog plus new releases.

CAMEO-PARKWAY—Expires February 28, 1963. Started February 7, 1963. Twelve and one-half per cent discount on new releases and catalog. See separate story, current issue, for details.

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 distributors 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 distributors and dealers 3 for 10 on 120 specified items from catalog.

LIBERTY-DOLTON—Expires March 15, 1963. Started February 15, 1963. A 15 per cent discount on complete catalogs plus new releases.

SMASH-FONTANA—Expires March 15, 1963. Started January 15, 1963. A 10 per cent discount on both complete catalogs.

ORIGINAL SOUND—Expires March 15, 1963. Started February 1, 1963. Label is offering one-for-five on entire LP catalog plus new release.

DIAMOND—Expires March 31, 1963. Started January 25, 1963. One-on-seven on Johnny Thunder LP "Loop De Loop."

ABC-PARAMOUNT—Expires March 31, 1963. Started January 3, 1963. Label is offering 12½ per cent discount on complete catalog plus new releases.

KAPP—Expires March 31, 1963. Started January 21, 1963. Ten per cent discount on catalog plus new releases.

**EDDIE
CANO'S
NEWEST**



**OUR DAY
WILL COME**

b/w

**DAYS OF WINE
AND ROSES**

No. 20,147



a significant

single

from reprise

D.C. Hi-Fi Show Breaks Records

WASHINGTON—The seventh Washington High-Fidelity Music show broke all records here during its three-day showing at the Shoreham Hotel, according to Teresa Rodgers, producer of the show. Attendance was in excess of 15,000 visitors and 50 exhibit rooms on two floors were "crowded to capacity throughout every hour of the show." Attendance was reported 35 per cent above that of the last one to be held here in 1961.

The Fine Arts Quartet was a smash, and had to give four performances of its "Live versus Stereo" concerts, in addition to the 12 originally scheduled. People waited in line up to an hour to enter the hall. On the final day of the show, Sunday, February 10, ticket sales had to be suspended for periods when the exhibit rooms were unable to accommodate the crowds.

The caliber of the attendance was high-buy, in this city which has been called the No. 1 market in the world for per-capita sales of home hi-fi equipment. Industry representatives said they were delighted with the length of time the visitors took in studying the equipment exhibited by manufacturers and local dealers.

Clinches the Sale

Continued from page 44

ing the difference rather than merely talking about it.

Often a prospect whose appearance indicates that he is looking for economy will wind up buying an expensive model

because good music turns out to be his all-consuming interest.

A highly unusual feature which permits the sort of extensive demonstration which Rouse feels is essential to sell better priced recorders, are "Sunday appointments." Where the prospect or the salesperson is simply too occupied with every-day operations to devote sufficient time to the

subject, Fan Fair sets up an appointment for Sunday, at the customer's choice, when, of course, the store will be much more lightly trafficked and a full-scale demonstration can be carried out. About 90 per cent of such later demonstrations, which began with a contact at the recorder display, result in the desired sale.

Billboard Buyers & Sellers

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

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BURNING DESIRE

Wade Ray—Fabor

DON JUAN

Starr Bros.—Cortland

I'M JUST A COUNTRY BOY

James McCurdy—A & M

TOPPS DISTRIBUTING CO., INC.

NEW ADDRESS:
2222 N.W. Fifth Ave., Miami 37, Fla.
Code 305, FRanklin 4-8166

HAYDN SOCIETY RECORDS

ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

Send for current catalog

ESOTERIC, INCORPORATED

P. O. BOX 1799
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National Distributors for
HAYDN SOCIETY RECORDS

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

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RELIGIOUS RECORD INDEX offers

FREE up to date index service on new releases; where to order assistance, to subscribers of the OFFICIAL RELIGIOUS RECORD INDEX.



Your religious record department is more efficient with 2,055 Protestant, Catholic and Jewish recordings cross-indexed according to title (over 6,200) and artist (over 750) on 54 labels. A complete record department for less than 1/2 cent per indexed album. For information write

RELIGIOUS RECORD INDEX
2223 N. Main St., Box B
Dayton 5, Ohio

BUSINESS OPPORTUNITIES

NEW PRODUCTS NEW PROFITS

Bulk and sanitary machine operators. Send for pictures and prices of our new 25c and 50c sanitary vendors. (New PM-10 Hand Lotion Vendor just put on market, no competition, high profit.) All Parts and Merchandise. Flat packs, vials, matching coins, combs, gum ball, capsules, etc.

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THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-mp

MISCELLANEOUS

BROADCAST COMEDY IS LISTED in the new "Comedy Guide" of "Talk" comedy material offered for Dee Jays, Emcees, Comics, etc. Write for free 24-page booklet. Show-Biz Comedy Services, 65 Parkway Court, Brooklyn 35, N. Y. mh2

HAVE YOUR OWN BUSINESS

Show Folks: Ask about our successful plan to put you in business for yourself on Costume Rentals. If you're tired of traveling, retired or disabled . . . you can operate this business from your home or a store. We'll show you how to get customers among other things. Write or call Mr. Stomel.



1113 Walnut St., Philadelphia 7, Pa.
WAlnut 3-1395

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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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Contact

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Telephone:

MURrayhill 2-4020

EMPLOYMENT SECTION

HELP WANTED

MECHANIC WANTED—ARCADE WORK. Must be good. Must prove himself on Panoram Movie Projector repair, including film care. Also Ball Machine maintenance and repair. (\$150 per week.) Call collect, 9 to 12 a.m., 447-2487. Sportsman Fun Center, Inc., C. Sugarman, 816 J St., Sacramento, Calif. fe23

SALESMAN WANTED

EXPERIENCED SALESMAN to sell top vending line in State of Florida. Salary, expenses. Call

MR. TARAN
ME 5-2531
Miami, Florida

UNUSUAL OPPORTUNITY FOR QUALIFIED Salesmen. Handle outstanding line of promotional budget LPs. Good salary plus commission, expenses, bonus arrangements, etc. Write or call George Alpert, Buckingham Records, 630 9th Ave., N. Y. JU 2-0670. ch-mh23

SITUATIONS WANTED

IN DISTRIBUTOR SALES. STOCK OR order clerk or beginner with opportunities. 26, married, one child. Knows all labels, artists, stock numbers. References. Salary secondary. Los Angeles area. Pat Israel, 918 Arcadia Ave., Arcadia, Calif. Hillcrest 6-4922.

The Company that REALLY goes after more business CAN get more business . . . by consistent advertisements in Billboard's

Buyers and Sellers' CLASSIFIED MART

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard . . . see what others are doing . . . then see what you should do to meet and beat the competition.

CLASSIFIED RATES Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____
 Set regular classified style. Set boxed classified style.
 Amount enclosed _____
Copy: _____

Company Name _____ Authorized by _____
Address _____
City _____ Zone _____ State _____
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

Unsurpassed in Quality at any Price

Made in the famous studios and laboratories of James J. Kriegsmann

GENUINE 8"x10" GLOSSY PHOTOS

7¢ EACH IN 1,000 LOTS \$9.88 per 100

GENUINE HIGH-GLOSS POST CARDS, \$32 per 1,000 Copy Negatives \$1.95

MOUNTED ENLARGEMENTS

Size: One: 2 or more:
20"x30" . . . \$4.85 . . . \$3.50 ea.
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100 JUMBO SIZE \$22.50
100 8"x10" at 1.10 ea.

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America's Largest & Oldest ONE-STOP RECORD SERVICE!

45 RPM 60¢

ALL LP's—REGULAR DISTRIBUTOR WHOLESALE—NOTHING OVER

SAME DAY SERVICE

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The Musical Sales Bldg.
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FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

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RELIABILITY—QUALITY RECORD PRESSING

Originators of the Patented rim drive; thick-thin type record

RESEARCH CRAFT CO.

1011 NORTH FULLER HOLLYWOOD 46, CALIF.

ALBUM REVIEWS

Continued from page 34

CLASSICAL SPECIAL MERIT

BARTOK: SYMPHONY NO. 1; PROKOFIEV: CONCERTO NO. 4
Rudolf Serkin; Philadelphia Orchestra (Ormandy). Columbia ML 5805 (M); MS 6405 (S)

Two unusual and practically off-beat piano works are given firm-but-understanding readings by Serkin, who shows his versatility in the percussive, jagged Bartok work and the little-known Prokofiev work written for the one-armed, left-handed pianist Paul Wittgenstein.

CLASSICAL SPECIAL MERIT

STRAUSS: DEATH AND TRANSFIGURATION; METAMORPHOSEN
Philharmonic Orchestra (Klemperer). Angel S 35976 (S)

The moody Strauss tone poem has been a frequently recorded work, and by some of the biggest names, yet this new version, sporting above average sound and the name of the beloved maestro, Otto Klemperer, on the podium, also must be reckoned with. The cover, incidentally, sports an eye-catching ornamentation in the form of a reproduction of Rubens' painting, "The Fall of the Damned." The package certainly has merit.

CLASSICAL SPECIAL MERIT

ROSSINI: LA SCALA DI SETA (2-12")
Graziella Sciutti. RCA Victor LM 7020

Opera buffs looking for an interesting addition to their collections may savor this two-LP package. The opera is one of the composers least known works and has actually had a checkered career since it was written in the early 19th century, languishing in obscurity for most of the years since. The plot is comic farce in content and the music is tuneful if not notable. This version is from a sound-track performance of the Cine Lirica Italiana.

CLASSICAL SPECIAL MERIT

MUSIC OF OLD RUSSIA
Nathan Milstein. Angel S 36002 (S)

Short, popular selections by five Russian composers provide Milstein with material for a fine disk. He makes more than most fiddlers of the compositions by Rachmaninoff, Moussorgsky, Glazounoff, Tchaikovsky and Rimsky-Korsakoff, which range in mood from exuberant thru happy to introspective. Milstein's attack and performance is more than equal to every mood and demand.

CLASSICAL SPECIAL MERIT

SONGS OF DEBUSSY
Maggie Teyte. Angel COLH 134

These are famous performances of Debussy songs by the great Maggie Teyte, accompanied at the piano by Alfred Corto and Gerald Moore. Reissued by Angel from 78-r.p.m. masters cut between 1936 and 1944, this LP is part of the "Great Recordings of the Century" series. It will have appeal to fans of the art song, of Debussy and of Dame Maggie Teyte. The sound, by the way, is exceptionally good.

CLASSICAL SPECIAL MERIT

FAURE: REQUIEM
Victoria de los Angeles, Dietrich Fischer-Dieskau (Cluytens). Angel S 35974 (S)

The gentle and mysterious "Requiem" by Faure is poles apart from other such works in mood and music. Andre Cluytens is one of its foremost interpreters, and this new stereo version replaces his old but outstanding mono rendition on the same label. This time his soloists are Dietrich Fischer-Dieskau and Victoria de los Angeles, a formidable combine that gives this issue added commercial glamor.

SINGLES REVIEWS

Continued from page 40

THE VALENTINES
★★★★ Mama I Have Come Home (Ludix, BMI) (2:22) — ★★★ Johnny One Heart (Ludix, BMI) (1:52). LUDIX 102

PAT THOMAS
★★★★ Where There's Love There's Hope (Hellos, BMI) (2:25)—★★★ Home in the Meadow (Hellos, BMI) (2:25). MGM 13124

COUNTRY

GOLDIE HILL
★★★★ Baby Go Slow (Cedarwood, BMI) (2:11)—★★★★ Pretending I'm a Fool (Cedarwood, BMI). DECCA 31466

JENNY JAMISON
★★★★ What Good Does It Do to Pretend (Tree, BMI) (2:07)—★★★★ Half a Mind (Tree, BMI) (2:17). GOLDEN GATEWAY 1004

COMEDY SPECIAL MERIT

STEVE ALLEN'S FUNNY FONE-CALLS
Dot DLP 3472 (M)

One of the highlights of Steve Allen's syndicated TV show is the segment in which he calls numbers of people who don't expect the call, as in answering classified ads, and then commencing some outrageous conversation. Eight such calls are preserved on this LP, and these include some truly hilarious moments. Will certainly appeal to fans of the show, and has a chance of spilling over into a much broader audience.

SPOKEN WORD SPECIAL MERIT

GOETHE: URFAUST (2-12")
Various Artists. Folkways FL 9571

Goethe's dramatic and poetic version of the Faust legend is rendered here in the original German in a two-LP set. Students of German as well as those fluent in the language will enjoy the fine performances, especially that by Walter Reyer as the tortured protagonist. The set is released in the U. S. by Folkways in a deal set with the original producer, Amadeo Records of Vienna.

BLUES SPECIAL MERIT

CABBAGE GREENS
Champion Jack Dupree. Okeh OKM 12103 (M)

These records were made in 1940 and 1941 when Jack Dupree had just started his career. Here are his early hits, like "Chain Gang Blues," "Cabbage Greens #1," "Big Time Mama," "Bad Health Blues," "Heavy Heart Blues," and "Cabbage Greens #2." Blues fans should be interested in these early waxings by Champion Jack Dupree, one of the last of the barrelhouse pianists.

INTERNATIONAL SPECIAL MERIT

IRISH (and proud of it)
Ruby Murray. Capitol T 10327 (M); ST 10327 (S)

The attractive Irish thrush, Ruby Murray, has enjoyed her share of big pop singles hits in the British best seller charts in recent years. Here, however, she turns her eyes toward home, in a manner of speaking, with good results. These are the tunes of her native Ireland and in her clear, light voice, she hands them the kind of appealing treatment that will please the Irish and win her pop fans as well. "Peggy O'Neill," "Cockles and Mussels," and "Forty Shades of Green" are samples.

FOLK SPECIAL MERIT

AMERICAN FOLK SONGS
Raun MacKinnon. Parkway P 7024 (M); SP 7024 (S)

Newcomer Raun MacKinnon has a gentle, sweet soprano and a sense of phrasing admirably suited to the folk idiom, and her album debut with this waxing is worth hearing. She plays her own guitar accompaniment, backed by bass and banjo. Most of the tunes are in the Anglo-Saxon folk vein, or are drawn from Negro spirituals.

LATIN AMERICAN SPECIAL MERIT

BESOS BRUJOS—KISSES OF SORCERY
Blanca Mooney. Columbia EX 5041 (M)

This is a debut, and an auspicious one, for Blanca Mooney, a velvet-voiced Latin-American thrush on the Columbia label. She's warm and fiery, but can slide into a gentle mood with ease. The album's bound to find admirers among Latin buyers and stations programming to Spanish-speaking listeners.

CHILDREN'S SPECIAL MERIT

RHYTHMS OF CHILDHOOD
Ella Jenkins. Folkways FC 7653

Ella Jenkins' album is a dandy for parents with small youngsters, or teachers who are conducting classes in which the moppets can join in the singing or simply make rhythmic noise. Aided by a trio of singer-instrumentalists, Ella sings simple songs about trees, birds, the Old West and far-away lands. She has infectious charm and the album is praiseworthy.

CHILDREN'S LOW PRICE SPECIAL MERIT

A GOLDEN TREASURY OF POETRY
Alexander Scourby. Golden LP 84

An outstanding "first record" of poetry, read convincingly and dramatically by Alexander Scourby. It is apt to arouse the interest of youngsters in poetry, what with such colorful standards included as "Paul Revere's Ride," "Gunga Din," "The Highwayman," "Annabel Lee" and "I Hear America Singing." A brief introduction written by Louis Untermeyer aptly explains the close relation between poetry and daily speech.

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

★★★★ TONY MARTIN SINGS DAYS OF WINE AND ROSES AND OTHER GREAT THEMES
CRC CLM 100

★★★★ FOLK SONGS
Jimmie Rodgers. Roulette R 25199 (M); SR 25199 (S)

★★★★ GUITAR SPECTACULAR
Speedy West. Capitol T 1835 (M); ST 1835 (S)

★★★★ ROMANTIC THEMES FOR PIANO & ORCHESTRA
Various Orks. Capitol T 1833 (M); ST 1833 (S)

★★★★ SAVOY STOMP
Van Alexander. Capitol T 1712 (M); ST 1712 (S)

★★★★ LENNY DEE DOWN SOUTH
Decca DL 4365 (M); DL 74365 (S)

★★★★ PARADISE VILLAGE
Al Calola & His Islanders. United Artists UAL 3263 (M); UAS 6263 (S)

★★★★ DIAMONDS BY THE DOZEN
Various Artists. RCA Victor LPM 2632 (M); LSP 2632 (S)

★★★★ THAT RIGHTEOUS FEELIN'
Jonah Jones. Capitol T 1839 (M); ST 1839 (S)

★★★★ BILLY BARNES' L. A. ORIGINAL CAST
Original Cast. BB 1001

★★★★ KINDA GROOVY!
Jimmie Rowles. Capitol T 1831 (M); ST 1831 (S)

★★★★ BILL JUSTIS PLAYS 12 SMASH INSTRUMENTAL HITS
Smash MGS 27031 (M); SRS 67031 (S)

★★★★ THE GOLDEN WALTZES OF BROADWAY
The Broadway Strlags Ork. United Artists UAL 3253 (M); UAS 6253 (S)

★★★★ ALL ABOUT GOOD LITTLE GIRLS & BAD LITTLE BOYS
Pearl Bailey. Roulette R 25195 (M); SR 25195 (S)

JAZZ

★★★★ THE BEST OF BIRDLAND VOLUME I
John Coltrane, Lee Morgan & Various Artists. Roulette R 52084 (M); SR 52084 (S)

★★★★ GEORGE WEIN & THE NEWPORT ALL-STARS
Impulse A-31 (M); AS-31 (S)

★★★★ COLUMBIA—THE GEM OF THE OCEAN
Muggsy Spanler & His Huge Dixieland Band. AVA A 12 (M); AS 12 (S)

★★★★ REACHING FOURTH
McCoy Tyner Trio. Impulse A-33 (M); AS-33 (S)

★★★★ MAYNARD '63
Maynard Ferguson & His Ork. Roulette R 52090 (M); SR 52090 (S)

★★★★ SINGLETON PALMER AND HIS DIXIELAND BAND AT THE OPERA HOUSE
Norman NL 106 (M); NS 206 (S)
★★★★ JOHNNY SMITH PLAYS THE SONGBOOK OF JIMMY VAN HEUSEN
Roost LP 2250

CLASSICAL

★★★★ BRAHMS: SYMPHONY NO. 2
Berlin Philharmonic (Kellberth). Telefunken TC 8054 (M); TCS 18054 (S)

★★★★ DVORAK: SYMPHONY NO. 5
Bamberg Symphony Orchestra (Kellberth). Telefunken TC 8053 (M); TCS 18053 (S)

★★★★ KODALY-GOTOVAK-TCHAIKOVSKY
Vienna Philharmonic Orchestra (Kempe). Angel S 35975 (S)

★★★★ BIZET: SYMPHONY NO 1 IN C MAJOR
L'Orchestre de la Suisse Romande (Ansermet). Richmond B 19088

★★★★ MUSIC FOR THE VIRGINAL
Stewart Robb. Folkways FM 3321

★★★★ HELGE ROSWAENGE IN OPERA
Telefunken TY 97014

★★★★ ROMANTIC MASTERPIECES FOR THE KEYBOARD
Ivan Davis. Columbia ML 5806 (M); MS 6406 (S)

★★★★ FRANCK: THREE CHORALES PASTORALE
Frenando Germani. Angel S 35962 (S)

★★★★ BRAJLOWSKY PLAYS CHOPIN MAZURKAS
Columbia ML 5802 (M); MS 6402 (S)

INTERNATIONAL

★★★★ PECADO DE AMOR
Sarita Montiel. Columbia EX 5092 (M)

★★★★ MEXICAN MARIACHI
Padodobles. Capitol T 10331 (M); ST 10331 (S)

★★★★ IRELAND'S BIRDIE GALLAGHER
Capitol T 10332 (M); ST 10332 (S)

★★★★ RARE SONGS OF OLD IRELAND
Leo McCaffrey. RCA Victor FPM 112 (M); FSP 112 (S)

COMEDY

★★★★ DAVE TURNER THE FUNNIEST NEW COMIC SINCE THE LAST NEW COMIC
Roulette R 25201 (M); SR 25201 (S)

★★★★ THE LUSTY TRUSTY BUSTER
Peggy Lord. Stereoditties C 1903

POLKA

★★★★ ANOTHER ROUND OF POLKAS
Lou Prohut. ABC-Paramount ABC 436 (M); ABCS 436 (S)

INSTRUCTIONAL

★★★★ HOW TO WRITE AN EFFECTIVE COMPOSITION
Folkways FL 9106

SPECIALTY

★★★★ HERE AT THE WATERS' EDGE
Folkways FX 6161

SPOKEN WORD

★★★★ OSCAR WILDE: THE HAPPY PRINCE AND THE DEVOTED FRIEND
Claire Luce. Folkways FC 7731

FOLK

★★★★ THE LOWDOWN BACK PORCH BLUES
Louisiana Red. Roulette 25200 (M); SR 25200 (S)

RELIGIOUS

★★★★ FOREVER FAITHFUL
Doris Akers. RCA Victor LPM 2644 (M); LSP 2644 (S)

LATIN AMERICAN

★★★★ MACHITO PRESENTS FLUTA NOVA
Mauricio Smith. Tico LP 1089

CHILDREN'S

★★★★ AMERICAN GAME AND ACTIVITY SONGS FOR CHILDREN
Pete Seeger. Folkways FC 7002

LOW PRICE CLASSICAL

★★★★ TITO SCHIPA SINGS NEAPOLITAN SONGS
Richmond B 20111

LOW PRICE CLASSICAL

★★★★ WINE, WOMEN AND STRAUSS
Vienna Philharmonic Orchestra (Krauss). Richmond B 19090

LOW PRICE LATIN AMERICAN

★★★★ TANGO MAGIC
Frank Chacksfield & His Ork. Richmond B 20110 (M); S 30110 (S)

LOU MONTE'S NEWEST PEPINO'S FRIEND PASQUAL



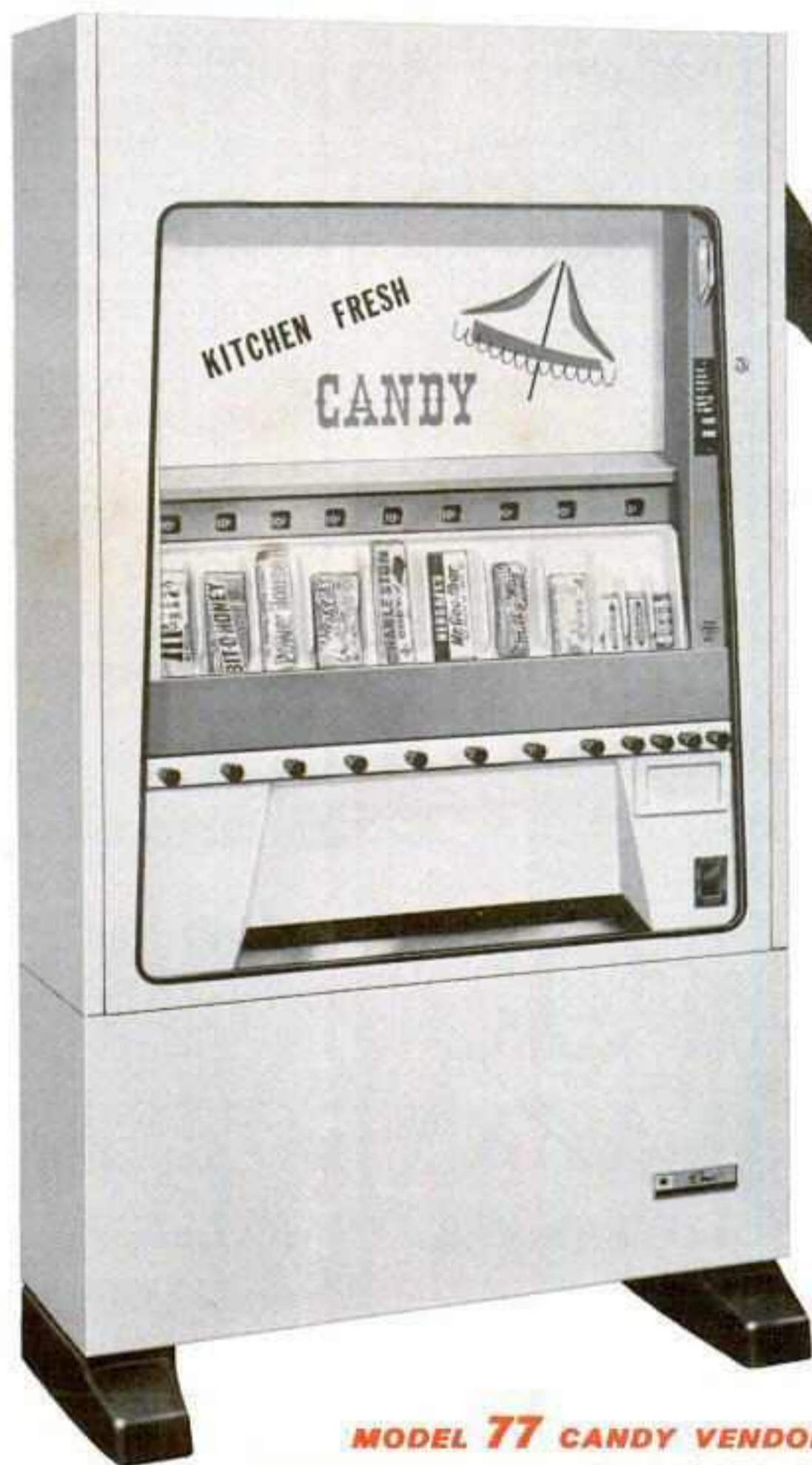
b/w
I LIKE YOU, YOU LIKE ME, EH PASQUAL

No. 20,146

reprise  a significant single from reprise

**They're Rowe! They're unconditionally guaranteed for 3 full years!
Get both now at a low combination price!**

**WHAT
A DEAL!**



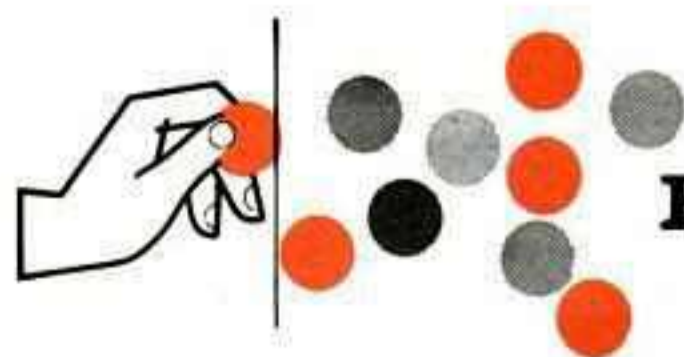
MODEL 77 CANDY VENDOR
MORE CAPACITY FOR BIGGER PROFITS
11 selections. Vends 340 items—190 candy,
150 gum and mints. Lighted display panel,
quarter changer standard equipment.



MODEL 86 CIGARETTE VENDOR
MORE CAPACITY FOR BIGGER PROFITS
14 selections. Vends 510 packs—regular, king-
size, soft-pack or box-type cigarettes. Auto-
matic match dispenser.

Standard Rowe vendors—not stripped-down models. Both vendors have all the features found on more expensive machines. The Model 77 Candy Vendor has 11 columns; the Model 86 Cigarette Vendor has 14 columns. Both are up-to-the-minute in blue-and-white Celebrity colors.

Look, shop, compare—then ask your Rowe AC Services distributor for his new, low combination price. You'll be pleasantly surprised. Ask him, too, about his special discounts for quantity purchases. He's got a profit-making opportunity here for you.



ROWE AC SERVICES

18 South Michigan Ave.
Chicago 3, Ill.

Coin Machine OPERATING

• MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
• RECENT STEREO RELEASES • BULK VENDING

EUROPEAN NEWS BRIEFS

Citation Push On—

HANOVER, W. Germany—The Hanover firm of Hermann R. Volbracht Nachf. is beginning intensive promotion of Chicago Coin's new pin game Citation, with six play variations. Volbracht believes Citation will win a bigger share of the German market than did even the highly successful Chicago Coin game Starlite. Citation's chrome and neon is popular with German taverns, which are engaged in a campaign to brighten their normally drab premises. Volbracht is aiming Citation at the West German mini-bowling boom which has come to encompass any game with bowling pins.

Eye German Market

PARIS—French juke box and disk producers are gearing for stepped-up sales efforts in the German market, aimed at exploiting the just-signed Franco-German friendship pact. This treaty pledges the two governments to promote cultural and trade links between their countries.

Drop Targets Win 'Specials' In New Game



BIG DEAL

CHICAGO—Players shoot at four drop targets to win "special" games in Williams' new Big Deal pinball game.

Hitting all four drop targets lights a joker and a playing card in the "Royal Flush" on the backglass. When both jokers are lit, the center lane gives "specials."

Big Deal has a carryover feature in that cards in the Royal Flush remain lit from game to game until completed.

Completing the Royal Flush also registers "specials," as does hitting all four drop targets after completing the Royal Flush. Big Deal has five rollover lanes, three jet bumpers, two flippers, two rebound kickers and features Williams' Plasticote finish on the playfield.

French disk producers anticipate a big jump in the demand for French music in Germany, from juke box operators as well as disk retail trade outlets. French phonograph producers, long dissatisfied with their almost invisible share of the German market, will drive for increased German purchasing of French phonographs.

The French hope to work out a reciprocity arrangement, whereby the Bonn government will facilitate the entry of French phonographs into West Germany in return for relaxation of restrictions on the export of German phonographs to France. Since the German market is substantially larger than the French market, such a reciprocity agreement would work to French advantage.

GEMA Suit Denied

WEST BERLIN—The Federal Cartel Court in West Berlin has rejected a suit brought by GEMA, the German ASCAP counterpart, to have the Central Organization of German Coin Machine Operators declared a monopoly and made subject to federal regulation. GEMA's suit was a tactical move in the legal war being waged by the copyright society and the phonograph operators.

ZOA, the operator organization, has a suit pending against the copyright society for "abuse of monopolistic power." ZOA claims GEMA has clamped a stranglehold on the juke box trade and is making unreasonable royalty demands on the trade. GEMA's tit-for-tat suit charged ZOA has organized operators into what amounts to a monopoly in restraint of trade.

Favor French Disks

FULDA, W. Germany—The Army is encouraging juke box operators with locations near Army barracks to program more French music as a contribution to Franco-German understanding. A key section of the recently signed Franco-German treaty provides for increased military co-operation between the two countries.

The Army is taking a series of (Continued on page 58)

SPELLMAN CLUB GETS A PHONO

NEW YORK—The Atlantic-New York Corporation recently donated a new Seeburg juke box to the Cardinal Spellman Servicemen's Club here, replacing one which had been previously donated by Meyer Parkoff, Atlantic-New York president. For the last five years juke boxes at the USO center have been serviced free of charge by Frank Brehenny of the La-Salle Music Company. In a letter to Parkoff this week the Very Rev. Msgr. John P. Kelly, executive director of the club, cited the distributor for his "great spirit of patriotism and charity on behalf of the Armed Forces of the United States."

New Patrons, Stops Give Zip to Juke Box Action

• Continued from page 1

formal poll among key industry leaders.

The talks have of necessity all been off the record. Figures have been kept to a minimum. Those received must necessarily remain confidential.

But the use of totals is permissible and these give an insight into the revolution the industry has undergone.

To resort to advertising terminology, the best "guestimate" for total domestic juke box production during 1962 is 29,000 phonographs.

48,000 Production

Add to this an export total of some 19,000 and you have a total U. S. production of 48,000 juke boxes.

The 29,000 domestic machines are bought annually by an estimated 6,000 juke box operators who serve some 375,000 to 425,000 locations. It should be noted that the largest discrepancy among industry leader estimates was in the area of juke box locations, thus accounting for the 50,000 spread.

Comparing these figures to

five years ago, we come up with a definite drop all the way around. In 1957, best estimates place domestic juke box production at some 45,000.

(One difficulty is that in that period several manufacturers lumped export shipments in with their domestic production so the 45,000 figure should be cut slightly—though not enough to cause too much of a variance.)

Large Variance

In that same year, there were an estimated 7,500 operators serving 450,000 to 500,000 locations. Again a large variance exists in the estimate of locations and the feeling of this reporter is that the 50,000 figure tends to be high.

In any event a comparison of the figures in the five-year period shows that domestic production dropped to roughly two-thirds of what it had been. The number of operators is down by one-fifth. The number of locations is down by about one-ninth.

The drop in locations appears to be slight in comparison to the drop in juke box production and the lesser, though still substantial, drop in number of operators.

Urban Renewal

The significant thing, though, is that the locations that disappeared were the so-called big money or hot locations. These in many cases were the lower-class honky-tonk spots, many of which disappeared in the face of slum clearance and other urban renewal projects.

Operators were forced to find new locations to augment their revenues and this is where the "new juke box look" comes in.

The better taverns and cocktail lounges felt that the juke box was anathema to their type operation. The juke box industry felt something had to change, and change it did.

Machines were streamlined, modernized, stereo was introduced, and perhaps most im-

portant—the juke box was sold to the more affluent adult.

Album Sales

Since some 85 per cent of the record industry's sales were going into albums, why shouldn't this fact be utilized by the juke box operator, reasoned the industry.

The concept of album programming was introduced and a new market was tapped. Today, all four major U. S. juke box manufacturers utilize some form of album programming appeal.

But a still more important factor accounts for the optimism voiced by manufacturers and other industry leaders for an expected growth in juke box sales in the future.

The drop in cream juke box locations was accomplished almost simultaneously by the introduction of higher priced equipment. First there was the 100-selection machine, later the stereo concept.

Higher Expenditure

Each, though very worthwhile, necessitated a higher expenditure than operators had been accustomed to making. In the face of a dwindling market, it was an

(Continued on page 60)

Reverse Twist On Marbles Is Bally Feature



SPINNER

CHICAGO—According to Bally's Bill O'Donnell, players have been trying to put marbles into pockets for years. With Bally's newest amusement game, Spinner, the object is to get them out.

O'Donnell described Spinner as the "first basic innovation in skill-appeal in many long years."

Marbles are propelled into pockets in the Spinner playfield by a rapidly revolving rotor. Each player controls a bank of five pockets, pressing buttons to kick out marbles not wanted in order to clear pockets for marbles which will improve the score.

Players may play for high score or for poker hands. The marbles are colored red, orange, blue and purple to represent the four suits and each marble is numbered from A (ace) down to nine in six places on the surface.

Each game takes about one minute, and two, three or four may play for a dime. The game occupies 29½ inches of floor space.

Top Continent & U. S. Execs Met During British Show

LONDON—While the recent Amusement Trades Exhibition here was billed as primarily an English coin show with the accent on payout machines, some of the top Continental and U. S. coin machine executives held conferences here during the trade show.

Wurlitzer and Seeburg, while not exhibiting at the New Royal Horticultural Hall, maintained hospitality suites at a nearby hotel and provided transportation to tradesters between the hall and the hotel.

Heading the Seeburg contingent was William C. Prutting, recently named export sales director. Until recently, Prutting had been in charge of Seeburg sales in the Eastern U. S.

Seeburg Personnel

John B. Henderson, general manager of Seeburg (Great Britain), was host at the suite. Other Seeburg personnel there included Michael Kogan, Taito Trading Company, Ltd., the firm's Tokyo distributor, and Thomas Tapala, manager of Nordator Company, Finland, the Helsinki distributor.

Henri Herbosch, director gen-

UJA COINMEN CARD MEETING

NEW YORK—The Coin Machine Division of the 1962 United Jewish Appeal's drive holds its organizational dinner meeting Wednesday (20), 6 p.m., at the UJA headquarters, 220 W. 58th St. here, Irving Holzman, local United distributor, is chairman of the event. The meeting will be held to discuss possible dates for the annual banquet, the 1963 quota and the guest of honor. All coinmen in the New York area are invited to attend.

eral of Seeben S. A., the firm's European subsidiary, played host to many of the Continental operators present.

Wurlitzer's Hans Scheidigger flew in from Zurich, and another Swiss visitor, Paul Hunger, who directs Automatic Canteen's European subsidiary from Geneva, was also on hand.

Rock-Ola Brass

Rock-Ola's key European distributor, Al Adickes, of Hamburg, spent considerable time with British and European operators, and Bob Fisher, Spanish Rock-Ola distributor, was also in evidence. Fisher, who is a major operator as well as a distributor, is opening up offices in Paris.

J. H. Keeney was well represented, with Harold T. Baker coming in from Chicago and Sid Fellman flying up from Frankfurt.

Maurice Sykes, a native of Baltimore, who operates a factory in Bermuda, was on hand with his new European general sales manager, Jim Cherry.

Cherry left after the show to set up permanent headquarters on the Continent, probably in Antwerp.

LOCATIONS COAST TO COAST ALL REPORT

MORE PLAY! MORE EARNINGS! MORE PROFIT! WITH

Chicago Coin's 2 PLAYER ANIMATED

"All Star"



BASEBALL



The Game That's Got Everything!

SKILL - APPEAL - COMPETITION!

THE FIRST AND ONLY BASEBALL GAME WITH
CHICOIN'S ORIGINAL "CANCEL-AN-OUT" *
FEATURE!

* When player hits all targets—one out is cancelled on scoreboard—and bonus of 5 runs register!

- 4 WAYS TO SCORE "EXTRA" RUNS!
- PLAYERS RUN BASES AS HITS ARE MADE!
- CHOICE OF REGULAR OR FREE PLAY!
- EXCITING PITCH AND BAT BALL PLAY!

MISSED TARGET
REGISTERS 1 OUT!

SINGLES, DOUBLES, TRIPLES
AND HOMERS SCORE RUNS
JUST LIKE "REAL" BASEBALL!

PLAYER SHOOTS
UNTIL 3 OUTS
ARE MADE!

2 TEAM COMPETITION—
1 OR 2 PLAYERS
CAN PLAY!

OPTIONAL COIN
CHUTE!
10c PER PLAYER
3 GAMES FOR 25c

COLORFUL BACKGLASS,
PLAYFIELD AND
CABINET STIMULATE
CROWDED STANDS!

STAINLESS STEEL
COIN ENTRY PLATE
AND PITCH AND BAT
CONTROLS!

SEE YOUR DISTRIBUTOR FOR THE COMPLETE LINE OF Chicago Coin PROFIT-MAKING GAMES!

CITATION

1. STRAIGHT 10c PLAY
2. TWO NICKELS, DIME & QUARTER
3. TWO NICKELS, DIME, QUARTER & HALF DOLLAR!

THE BIG CHANGE
IN CABINET DESIGN!

One game for 2 nickels—1 dime
or Three games for 1 quarter.
Six or Seven games
for half dollar.

ROYAL CROWN BOWLER

- EXTRA FAST SCORING!
- OPTIONAL COIN CHUTE!
- LARGE ILLUMINATED SCORING DRUMS!

STRAIGHT 10c PLAY
1 GAME—2 nickels
or 1 dime
3 GAMES—25c
6 or 7 GAMES—50c

BIG HIT

- NEW 15 TO 30 BALL PLAY
- A NEW TWIST
- 11 TARGETS TO HIT

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

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.

SEND ME SOME LOVIN'
SAM COOKE, RCA VICTOR 8129
BABY, BABY, BABY
ONE BROKEN HEART FOR SALE
Elvis Presley, RCA Victor 8134
THEY REMIND ME TOO MUCH OF YOU
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
LET'S LIMBO SOME MORE
CHUBBY CHECKER, PARKWAY 862
TWENTY MILES
ALL ABOUT MY GIRL
JIMMY McGRUFF, SUE 777
M.G. BLUES
ALL I HAVE TO DO IS DREAM
Richard Chamberlain, MGM 13121
HI-LILI, HI-LO
I REALLY DON'T WANT TO KNOW
"Little Esther" Phillips, Lenox 5560
AM I THAT EASY TO FORGET
I'M IN LOVE AGAIN
RICK NELSON, IMPERIAL 5910
THAT'S ALL
DON'T SET ME FREE
RAY CHARLES, ABC-PARAMOUNT 10405
BRIGHTEST SMILE IN TOWN
DAYS OF WINE AND ROSES
ANDY WILLIAMS, COLUMBIA 42674
CAN'T GET USED TO LOSING YOU

Recent

STEREO RELEASES

for Music Operators

SEEBURG ARTIST OF THE WEEK

JIMMY McGRUFF—I've Got A Woman
Sue (Rhythm and Blues)

M. G. Blues/That's the Way I Feel • I've Got a Woman/On the Street Where You Live • Satin Doll/After Hours • All About My Girl/Flying Home • Sermon/Round Midnight

All titles listed above are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

Take Chance, Hub Op Says

By CAMERON DEWAR

SOMERVILLE, Mass.—“You have to live a little dangerously to run a successful music route,” says Sam Baker, who manages a route of some 400 juke boxes in the Greater Boston area. In other words, you have to take some chances, asserts the man who has for 15 years operated successfully the music end of Melo-Tone Vending, Inc., with headquarters in this Boston suburb.

Baker's idea of taking chances means going on personal judgment to the extent of buying 300 copies of one record at a time. He listens to the radio a lot, follows the Billboard charts and does pay some attention to what is being sold in one-stops, but he feels that the final choice must necessarily be up to the manager.

Moment of Truth

At the same time he is not unmindful of the fact that the operator today gets a great deal more help than ever before, but to Baker it's still the moment of truth when he puts down his money for a big order.

This personal judgment system isn't quite as hit or miss as it might seem at first glance. He believes in making close friends with the location

owner and is not averse to reminding them that they'll make more money if they'll go along with his method.

In certain locations he leaves a request from which gets attention both from the location owner and the customer. This has rarely failed to boost the gross.

Baker's route has an abundance of locations frequented by young people. “You might think kids don't know their own minds,” he says. “But they sure know the records they want.”

Quite a few locations are good for old r.&b. numbers, and he often has requests to sell some of the all-time favorites that have gone out of print. He occasionally throws in one of these in unlikely locations and has been surprised at the mounting play they get.

Popularity Meter

But the final answer is the popularity meter and in these days when a hit can fade in two or three weeks the meter is the key to successful programming, according to Baker.

But most of all, Baker has faith in the music business and believes that if an operator is willing to give it his full attention and work hard he can't fail.

If Take Dips, Do You Cut Buying?

By NICK BIRO

CHICAGO—An age-old programming argument is again being waged here: When collections are down, do you buy more and attempt to boost play or do you buy less and keep your costs in line?

Juke box play has been off for some weeks in the Windy City and environs. Bad weather seems to finally have taken its toll and operators are reporting drops anywhere from 10 to 25 per cent from the same period last year.

As a result, two different things are happening. Some operators are putting more money into records than they would normally. The theory is to spur play by having some interesting new merchandise to offer.

Cutting Back

Other operators are pulling in their horns and cutting back on record purchases. Many route men are governed by a flat percentage figure for their record expenditures. Thus when collections improve, they have more to spend—when they're off, less.

A spot check of operators shows that the results are far from conclusive. One North Side operator reported he was able to boost collections in several sluggish stops by putting a variety of new merchandise on the machine.

“The location normally prefers slower, adult type music,” he noted, “but I tried some novelty tunes, some polkas and some twists, and it was surprising how the people responded. They thought it was fun for a change and played the juke box much more than they normally do.”

Slow Period

Another operator — on Chicago's Southwest Side—had dif-

ferent results. “We tried everything — new records, different records, album displays, even tent-cards. Nothing worked. Collections are just off, and there's nothing to be done. The taverns are having a slow period and the juke boxes suffer along.”

A large West Side operator said he had cut back his record purchases because of the drop in collections and felt it was the only way to handle his route. “You can't boost collections when the people aren't out. We have to cut our buying to keep our costs in line.”

Another large North Side operator, however, said that he was keeping his record buying up, even though collections are off. “It's the only way I know to spur business and if I drop off on buying new records, I'm afraid collections would be even worse.”

Whatever the operators' philosophy—more new records or less—there were a lot of hot new sides around.

Williams Ballad

Both Fred Sipiora of Singer One Stop and Russ DiAngelo of Music Box reported good operator reaction to Andy Williams'

new Columbia ballad, “Can't Get Used to Losing You.” Ballad-type standards by a hot artist like Williams are usually a prime operator item in that they're almost universally acceptable in all types of locations. Operators feel they receive maximum exposure.

Some other hot operator sides from Singer include: “Blame It on the Bossa Nova,” Eydie Gorme, Columbia and Western type tune that is now going pop, and “Who Stole the Keesha,” Matys Brothers on Select.

Operator Action

At Music Box, DiAngelo noted a lot of operator action on a large number of teen-age-oriented records. (Evidently the youngsters are getting out while their parents stay home.)

Among these are: “Linda,” Jan and Dean, Liberty; “South Street,” the Orlons, Cameo; “Let's Turkey Trot,” Little Eva on Dimension, and “What Does a Girl Do,” Marcie Blane, Seville.

Two more records are going well with both kids and adults, DiAngelo said: “Our Day Will Come,” Ruby and the Romantics, Kapp, and “Out of My
(Continued on page 58)

Elvis' Single Runs Away in Home Town

MEMPHIS — Hottest selling single to phonograph operators in Memphis and the Mid-South last week was “One Broken Heart for Sale” and “They Remind Me Too Much of You,” with Elvis Presley.

One of the biggest attractions for an Elvis Presley record in Memphis, of course, is that he lives here and comes home for visits between films.

A check of one-stop and operators showed that another fast breaking seller is by another old pro at selling a song—Fats Domino's “Hum Diddy Doo” and “Those Eyes.”

Local Releases

Two new local releases are also beginning to break good in this market and have a chance for national chart recognition.

They are Ace Cannon's new single on the Hi label, “Love Letters,” backed with “Since I Met You, Baby,” and “Carroll County Blues” and “Ballad of

Jed Clampett” on the MOK label. Both are distributed by London Records.

Cannon, a local saxophone artist who made good when “Tuff” hit high on the charts a year or so ago, has a big following in the South. The MOK single is by a new instrumental group called the Beverly Hotshots.

Another Winner

Another single climbing real good here is one which has been out several weeks—Joe Harnell's “Fly Me to the Moon Bossa Nova” on Kapp.

A survey of Poplar Tunes Record Shop, one-stop, and key operators Drew Canale, Canale Enterprises, Inc.; Parker Henderson, Rainbow Amusement Company; Charles McDowell, general manager of Southern Amusement Distributing Company, and Robert Harbin, Harbin Amusement, disclosed these singles were going best at this time.

ROSEN SPECIALS FROM THE WORLD'S LARGEST INVENTORY

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Euromat Revival To Include U. S.

By OMER ANDERSON

BRUSSELS—European Common Market coin machine trade leaders are reviving the "Euromat" scheme as a formula for extending Common Market benefits to the "Anglo-Saxon"—as General de Gaulle phrases it—trade. The plan is to add the U. S. and Canadian trade to the original Euromat concept, which embraced Britain (in the assumption—mistaken, as event proved) that Britain would be admitted to the Common Market.

Under the expanded concept, Euromat would be not a European grouping but primarily an Atlantic trade organization. It would bring together the trade on both sides of the Atlantic, and would seek to promote the coin machine trade's welfare on the basis of an "Atlantic Community."

It would necessarily lack official character, but trade leaders here tend to regard this as a blessing in view of the political bickering which has come to encase the Common Market.

Uniform Tariffs

The reborn Euromat project would work to promote uniform tariffs on coin machine exports throughout the "Atlantic area"—the six Common Market states (Germany, France, Italy, Belgium, Holland, and Luxembourg) plus Britain, the U. S. and Canada. It would strive for uniform trading regulations and uniform regulatory legislation throughout the area.

It would embrace free trade (of coin machine equipment and products) within the area, and would oppose vigorously any national discrimination against a member of the community.

In practice, this would mean: The Common Market Six would oppose restrictions affecting the trade in Britain, the U. S. or Canada, and would work for the free competition of United Kingdom and North American firms in the Common Market area.

Equal Basis

In return, U. S., British and U. K. members would work to open up the British and North American markets on an equal

basis to Common Market producers.

Euromat would view the trade in the Atlantic area "as a single trade, indivisible in all respects."

There would be increased exchange of technical information and co-operation and an organized exchange of visits by the various national trade groups.

The German trade, a strong backer of the original Euromat plan, visualizes an Atlantic coin machine community dedicated "to promoting trade throughout the area by co-operation and healthy competition."

Euromat is based on the premise that protectionist practices and restrictive legislation produce stagnation, whereas wide-area co-operation develops markets and expands trade.

Develop Markets

A principal aim of Euromat would be co-operation among European and North American producers to develop markets in the underdeveloped countries. These areas require considerable technological assistance before they can absorb substantial phonograph imports.

The French believe there is a tremendous potential market in the former French colonies. West Germany is already doing moderately well in Africa and the Middle East, and Belgium has hopes for a large future market in the former Belgian territories in Africa.

West Germany and the United States are dueling for the South American trade, but the Germans believe both countries could do better in Latin America by co-operating to expand the entire market rather than engaging in knife-edge competition for the present restricted market.

State Att'y Thinks He Can Convict After Test Decision

WASHINGTON — A case lost against three Maryland gaming pinball machine operators recently was trumpeted as a victory in principle by State's Attorney Arthur A. Marshal Jr. A technicality canceled out conviction for the three, but the trial determined, in Marshal's view, that "convictions could be made under the (State) law without evidence of actual pay-offs. We now know we can convict."

People's Court Judge William H. McGrath freed the three operators of the Tick Tock Restaurant after a recent trial here, on the grounds that although they had violated the law, the warrant in question was for the wrong date.

The pick-up of the three operators was part of Marshal's crusade to rid Prince George's County of multiple-odds pinball machines. Prince George's is not one of the four Maryland coun-

ties which permit gambling devices. Presumably, the Wheatley law forbidding the machines per se, regardless of evidence of pay-off, applies in this county. However, previous court tests have all failed to obtain convictions under the Wheatley Law, which has been been termed too loose by previous Maryland State's attorneys. (Marshal's predecessor, William Kahler, incidentally, now represents the pinball operators.)

Now, however, the State's Attorney's office says the law has been shown to have a full set of teeth, and its validity has been upheld by the court. The technicality which cost the legal victory in this case was a failure to prove that the pay-off cards given out for free games on the machines in question were given out on the day of the warrant, when the raiding party arrests were made, January 7.

The Prince George's legislative delegation is working for a stronger State anti-gambling bill which will outlaw all machines requiring a \$250 Federal gaming stamp. They hope for passage in the near future.

Wurlitzer Ups Alfred Dietrich



A. F. DIETRICH

NORTH TONAWANDA, N. Y.—Alfred F. Dietrich, former credit manager for the automatic phonograph division of the Wurlitzer Company, has been named assistant manager of sales. He will report to Robert H. Bear, manager of sales.

Dietrich has been with the sales department since August 1961, after several years as credit manager.

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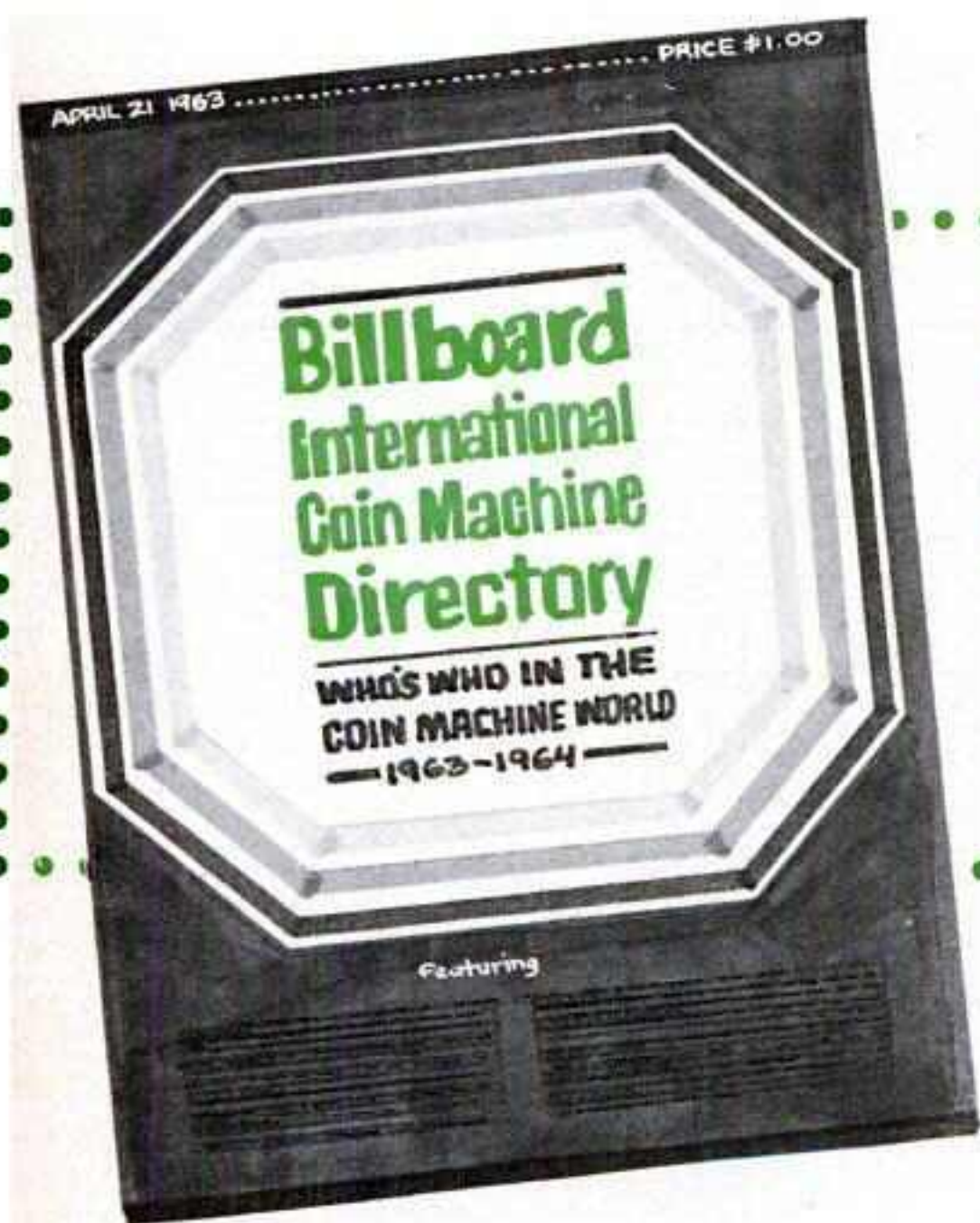
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Country by Country listing of U.S. and International juke box and amusement machine manufacturers and distributors. Sources for parts, supplies and services.

Coin Machine Trade Associations, by country, for the world.

Who's Who Internationally. Pictures and biographies of U.S. and foreign coin machine industry leaders, manufacturing executives, heads of associations.

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AND . . . FOR YOUR FREE LISTING IN THE DIRECTORY—Manufacturers, Distributors, Suppliers and Officers in Operator Associations—send the following information:

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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.

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New Antwerp Headquarters For Game Firm

ANTWERP — The Belgian Amusement Company will move into its new headquarters at Lange Leem Straat 187 here in two weeks.

The building, a remodeled furniture factory, has indoor parking for customers, a show room, personnel offices, spray room, music machine and game repair rooms, and a spare parts department.

Belgian Amusement is affiliated with the International Amusement Company in Philadelphia, with Sam Froenteman in charge of the Antwerp operation and Hank Grant running the U. S. office.

Grant left Monday (18) for a seven-month stay in Antwerp and will attend the Antwerp Fair March 8-12. BAC will exhibit at the coin machine show.

The firm intends to set up a game manufacturing operation in the Antwerp plant in the near future.

DeGarmo Switches

DENVER — Ben DeGarmo, who recently sold his route in Boulder, Colo., to Elton Deines, has purchased a phonograph, amusement machine and cigarette vending route from Carl Duton, who operated as Duton Cigarette Company in Limon, Colo., 90 miles east of Denver.

Rood Returns

NEW YORK—Morris Rood, sales manager for Runyon Sales, local Rowe-AMI outlet, returned this week from a Florida vacation. During his absence, Irving (the Kissing Salesman) Kempner minded the shop.

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Shaffer Ohio School to Draw 40



"YOU MUST KNOW COMPONENTS," said Seeburg Field Service Engineer Bob Zeising (left) to Willard Krouse of L. & N. Music Company and Bill Miller of J. B. Music Company at a service school held at Shaffer Music Company, Cleveland.



CENTER OF ATTENTION is Seeburg Field Service Engineer Bob Zeising at service school held at Shaffer Music Company of Cleveland (7). The first of two schools on the Seeburg LP Console drew 40 servicemen from nearly 20 Ohio firms.

CLEVELAND — About 40 servicemen representing nearly 20 Ohio operators are expected at Shaffer Music Company's night school course conducted on the Seeburg SC-1 Console Thursday (21) at 7 p.m.

Shaffer Music's meeting this week is the second session delving into the functional aspects of this unit, according to Shaffer manager Larry Hornbeck.

Bob Zeising, Seeburg field service engineer, will conduct the session which is a follow-up

from a school conducted Thursday (7). At the earlier session, 40 servicemen from 18 companies attended from as far away as Toledo and Youngstown.

Officials present were Al Gange, regional vice-president for Seeburg; Larry Hornbeck; Joe Stone, Shaffer salesman; Walter Demeduk, service director; Clarence Sorber, service manager for Shaffer; Ernst Boles, of Shaffer's service department, and John Rothman, of Shaffer's parts department.

Firms to be represented this

week are Acme Music Systems, Niles, Ohio; Roy George Music, Painesville; Alco Music, Youngstown; Bell Music, Akron; Western Music, Lakewood; Gordon Music, Williard; Elum Music, Massillon; Swartz Music, Wellington; Castle Music, Akron; Cleveland-Chicago Amusement, Elyria.

Attending from this city will be J. B. Music, L & N Music, Cadillac Music, American Automatic Vending, Advance Music, J & W Music and J.C. Music.

Ops Fret at Tax-Policing Duty

CHICAGO—The Internal Revenue Service's new stand on compulsory filing of form 1099's has produced an unhappy situation among operators here—if not throughout the country.

The new regulations were a prime topic of discussion as some 75 operators turned out for the regular quarterly meeting of Recorded Music Service Association, the local juke box operator group.

Briefly, the government regulation states that operators must file an informational return on any location that earns \$600 or more per year (location's share).

Verbal Opinion
 Though a law since 1957, operators had up to now been exempt through a verbal opinion given by the government.

This year, however, the government indicated that it would consider juke box operators covered under the regulation.

Recorded Music Service Association is one of the largest coin machine associations in the country with 115 members representing some 7,000 juke boxes in Chicago.

Embarrassing Position
 Operators feel the regulation puts them in an embarrassing position both with the government and their locations. As one operator said, "We file our own taxes. Why shouldn't the locations take care of their own?"

Though no one would say so in so many words, operators feel they are put in a position of being a watchdog for the government. They

feel it's up to the location to report its income if it goes over \$600.

Another problem is the additional bookkeeping involved. Operators have to list not only the location, but the name of the owner (licensee) and the owner's social security number.

No Actual Contact
 As a practical matter, operators often have no idea who the location owner is and care less. They may deal with a manager or official of the firm and have no actual contact with the licensee.

In many cases, locations resent giving the name and social security number of the licensee. Operators report this has created an awkward situation in more than one case.

Another provision in the regulation states that the individual licensee is liable, not the location itself. In other words, if a tavern or restaurant changes hands during the year, each licensee—the buyer and the seller—must have had to earn over \$600 from the juke box before the operator has to file a 1099 form.

The provision is particularly cumbersome in a city like Chicago with a large number of turnovers during a year.

Though an operator would ordinarily keep just one set of records for the location, he now has to start a new record if the location changes hands.

Penalty for failure to file a 1099 form is \$1 per unit (location) with a maximum fine of \$1,000. However, willful intent to evade is punishable by a jail sentence.

35-Cent-a-Pack Era Looms For Cigaret Venders in Philly

PHILADELPHIA—If a proposal by the Board of Education for new taxes is approved by the State Legislature, it appears that local operators will have to start charging 35 cents for cigarettes.

The school district is in dire need of new revenue—and has turned to cigarettes to help provide it. A plan being offered by school officials would add a

penny to the tax on each pack of smokes sold in this city.

The five-year program would also add another cent—for a total of two—to the cigarette levy in 1966.

At present, a pack of cigarettes sells here in machines for 30 cents and across the counter for 27. It is apparent that the operator will not pay the extra 2 cents tax per package out of his share. He will have no other

course than to raise the selling price.

But such a new tax could be a blessing in disguise. The operator would be taking in an extra 5 cents a pack but paying out only two of these pennies for taxes. He would net three more cents a pack. And the "blame" could be passed along to the school board—without any mention of the extra three pennies.

Not many operators would look favorably upon the old method of inserting change in each pack vended. This is said to be too time-consuming and costly.

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NVA Gears for Parley

CHICAGO — National Vendors Association appears headed for one of the most successful conventions in its history mirroring a banner year for the bulk vending industry.

Some 17 exhibitors have already been signed for the NVA conclave to be held March

28-30 in Chicago's Sheraton Hotel. Jane Mason, executive secretary, said that the association will have more than 30 on the roles by convention time.

Rolfe Lobell, convention chairman, said that reservations to date indicate that the association may well set a new attendance mark.

Biggest Event

The annual NVA conclave, which features machine and supplier exhibits plus business sessions and an active social program, is the bulk industry's biggest annual event.

It traditionally attracts around 400 operators plus a strong representation of distributors, and virtually every manufacturer and supplier of importance.

In addition to the formal sessions, much of the business is conducted at informal meetings, talks, cocktail hours and other gatherings. Much of the groundwork for what happens in the bulk vending industry next year will be settled at the March meeting.

This year, the NVA convention will have particular significance in that the bulk vending industry enjoyed one of the best—possibly the best—years in its history.

Dime Capsule

The advent of the dime capsule plus the opening of new locations has broadened the horizons for bulk operators. Where before bulk machines were placed singly or in pairs in small stores and on street corners, today, operators think in terms of large batteries of eight or more machines and in such new marketing centers as super markets, shopping centers and large

discount-vending-type establishments.

Diversification is another bulk vending byword. Operators of candy, nut, ball gum and charm machines are now exploring the use of packaged candy vending, cigaret vending, and even major equipment like hot and cold drinks and food.

Bulk vending operators are more cognizant now than ever before about such problems as public relations, legislation, health measures, and the necessity of conducting their operation along modern business lines.

Large Operations

Where previously bulk vending operators had small, haphazard routes, today's business is marked by large operations that go into numerous states. Routes of several thousand or more machines are not common.

Where operators before seldom knew one another, today they are members of city and State associations and of course the national association, NVA.

Strides have been made in getting public acceptance of the bulk industry as one efficiently operated by legitimate, enterprising businessmen.

In effect, bulk vending has become big business. So have bulk vending operators, distributors, and NVA's national convention.

House Organ Celebrates 10th Anniversary

FREEPORT, L. I., N. Y.—Plastic Processes, Inc., manufacturer of charms for the bulk vending industry, this week began the 10th year of publication of its house organ, "Charming News."

The eight-page paper carries illustrations, descriptions and price listings of various charms available.

Among the new items listed in the periodical are a big series for 5-cent capsule vending and a jewelry and trick line for 10-cent vending.

Other new items listed are boats, scooters and racing cars, with the two last-named charms having moving wheels.

Collector's Brother Killed in Fracas

COLUMBUS, Miss. — The brother of a juke box serviceman was killed by an airman who beat him about the head in a night spot fight last week.

Dead is James A. Thompson, 37, employee of Mississippi Highway Department.

Thompson's brother, Ollie Thompson, went to his brother's aid and was injured in the melee.

James A. Thompson had accompanied his brother, Ollie, serviceman for Fairway Amusement Company, owned by A. B. Fort, when Ollie went on a service call to the location.

County Prosecutor J. O. Sams Jr. said words were passed between Airman Albert J. Schroer Jr., 29, stationed at Columbus Air Force Base, and the Thompsons, which resulted in a fight. Schroer was charged with murder.

Seeks Cough Drop OK

HARTFORD, Conn. — State Senator Miller, has issued a measure into the Legislature to authorize sale of cough drops in vending machines. Public hearing on the submitted bill is yet to be designated.



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Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.63
Cashew, Butts	.45
Peanuts, Jumbo	.35
Spanish	.57
Mixed Nuts	.32
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.30
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey's	.47
Rain-Blo Gum, 72 ct.	\$.32
Maltette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all	.34
Adams Gum, all flavors, 100 ct.	.45
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COINMEN IN THE NEWS

DENVER DOINGS

This column was recently embarrassed when it identified **Pete Geritz**, of Mountain Distributing Company, as an AMI man. Pete was an AMI distributor for many years before switching over to Rock-Ola, his current banner.

Charlie Cousins, who owns the 715 Club in Denver's Five Points along with complete phonograph routes, is carrying out a complete remodeling program which will include stereo phono-

graph facilities. . . . **Zoltan Gancz**, Cheyenne operator, is enthusiastic over the completion of huge missile-firing facilities near Cheyenne, which brought a large number of new military personnel into the area. Collections on all routes, games and music alike, have been excellent.

An unusual brother act has developed in the southern border area, where **Gene Bouche** runs a complete phonograph and amusement route from Raton, N. M., while his brother **Paul** duplicates the same activities from Alamosa, Colo., just across the border. The Bouche brothers frequently run into each other in servicing locations in the same town. Both have expanded considerably now that the Colorado fishing season has been extended to a year-round proposition.

Modern Amusement Company has moved its offices in Colorado Springs to a new shopping center location. Since purchase by Acme Cigarette Service of Amarillo, Tex., the former **Pete Vandenberg** operation has become one of the biggest cigarette-vending companies in the world, with 20,000 machines on location in a broad band of States from Texas to Colorado.

A serious new problem has reared its head in early 1963, as Denver bowling alleys, faced with taxes, are being closed up right and left. The city is considerably overbuilt with bowling alleys a few years ago, with more than 30, where there had only been five before, and several of them operating in the red during all of 1962, may be forced out of the picture. Since bowling alleys are excellent locations for phonographs, amusement machines, and vending equipment of all types, some Denver operators face the loss of a dozen earning sources at once.

Draco Sales Company is getting an interior face-lifting. New paint, new partitions, drapery backgrounds, etc., are being installed for the 1963 Wurlitzer showing, plus, of course, all-year displays.

Bill Burbank, Montrose, Colo., operator, invariably leaves a pleasant remembrance on his visits into Denver. Everybody gets several dozen apples from the big apple orchards which surround the city of Montrose—and quite naturally they are Burbanks!

From Colorado Springs comes word of several changes at Acme Cigarette Service, which was formerly Modern Music Company. **Leo Marshall** has been appointed manager of the Colorado Springs' office, including a music route of approximately 150 phonographs. There is also



GATHERED IN CONFERENCE at New York's Americana Hotel recently was this group of enthusiastic Rowe-AC distributors and sales executives (clockwise from left): **Joseph Bendas**, **Herbert Karson** and **Bill Hendrix**, of Rowe-AC; **Arthur Frates**, **Irwin Marigold** and **Marshall Caras**, of Trimount Automatic Sales Corporation, Boston; **Art Seglin**, of Rowe; **Irving Kempner** and **Barnett Sugarman**, of Runyon Sales Company, New York; Rowe-AC vice-presidents, **Tom Sams** and **Fred Pollak**; **John Cooper** and **Leroy Bergman**, of Sheldon Sales Distributing Corporation, Buffalo; **Jerry Marcus**, **Richard Gluck**, **Sal Sparacino** and **Al Panuzzo**, of Rowe-AC; **David Bond**, Trimount; **Jack Harper**, Rowe-AC president; **David Rosen** and **Andy Chaplin**, of David Rosen, Inc., Philadelphia, and **Dean McMurdie**, Rowe executive vice-presi-

a like number of games. **Charles Turner** has taken over management of the cigaret routes, which are under the subsidiary title of Acme Cigarette Service, through Acme Vending Company. With the addition of Modern Music Company's cigaret machines to its established routes, Acme Cigarette Service, throughout the Rocky Mountain and Southwestern States reportedly has more than 20,000 venders in operation.

Roy and Don Kaiser, brother operators from Durango, Colo., narrowly escaped Denver's worst winter blizzard, with temperatures of 14 below zero, in mid-January, while buying equipment in Denver.

CHICAGO CHATTER . . .

The winter vacation season has started and Chicago operators are no exception in going south to escape the bitter cold weather that has been punishing the city for the past month.

Earl Kies, president of Apex Amusement Company and board chairman of Recorded Music Service Association, left with his wife for a two-week trip to the Caribbean area. . . . It was Florida bound for **George Bernard**, Ideal Coin Machine Distributors, and **Stanley Mack**,
(Continued on page 62)

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SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25c or 50c coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

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MARK AND VENDA TOYS
ANY COIN TO THIS SIZE

Caravelle's Shuffle Alley Features Read-Out Scorer

CHICAGO — United's new Caravelle six-player shuffle alley features a new read-out scoring indicator that shows players how much they get on each frame.

The score per frame is flashed in a rectangle on the shuffle alley hood and then transferred to the player's total score.

Caravelle has five different games to choose from: Dual Flash, Flash, Regulation, Strikes and Spares. The Dual Flash

game gives the player flashing lights after each shot as opposed to Flash where the lights stop after the first shot.

Deliveries on Caravelle began last week. United's sales manager, Bill DeSelm, said that factory field tests showed the read-out feature created an unusual amount of excitement in that it stimulated competition not only on the game total but on the frame total.

World Wide Sets Series of Schools

CHICAGO — World Wide Distributing Company held the first of a series of Statewide service schools in Rock Island's Fort Armstrong Hotel last week. World Wide President Nate Feinstein said that additional schools would be held around the State shortly. The next is scheduled for Springfield.

The session on the new Seeburg console was hosted by Feinstein, Newell Bellamy, World Wide's service engineer; Art Wood, district salesman for the distributorship, and Charles Gates, Seeburg field engineer.

Among the operators and servicemen to attend were L. R. Carr and Gail Dickey, Macomb, Ill.; Peter V. Langbehn and Floyd West, Moline, Ill.; Orma Johnson, Virgil Schnack, Virgil Johnson, Junios Myers an Ed Carlton, Rock Island, Ill.; Robert Stratman, Howard Harkins and Glenn Sears, Davenport, Ia.; R. W. Honts, Bettendorf, Ia.; Raymond (Red) Lucan and Richard Booth, Galesburg.

If Take Dips

• Continued from page 51

Mind," Johnny Tillotson on Cadence, a country-flavored tune that's going pop.

"Hazel Mere" is a good Dixie-land tune on Kapp by Kenny Ball, getting operator play according to DiAngelo. Other operator records include: "Let's Limbo Some More," Chubby Checker, Parkway, and a two-sided record by Richard Chamberlain on MGM, "All I Have to Do Is Dream" b-w "Hi Lili-Hi Lo."

European News Briefs

• Continued from page 49

measures to popularize France and the French military forces with German troops. It was pointed out to the operators that such programming can produce increased business as well as being a patriotic gesture. For example, the last war German pop hit "Lili Marlene" has become a French Army juke box favorite.

Spain in Hospital

MEMPHIS—Clarence Spain, 48, veteran music and game operator at Tunica, Miss., is in Methodist Hospital here unconscious and in critical condition from a cerebral hemorrhage. Spain has owned Spain Amusement Company for almost 25 years. His father was an operator before him.

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Basketball Champ ... 125	Lord's Prayer ... 175
Crane ... 125	Motorama ... 175
Candid Camera ... 95	Mercury Floor Grips ... 75
Chester Pollard Golf ... 85	Pro Basketball ... 375
Chester Pollard Football ... 85	Pull Donkey's Tail ... 195
Chin Tester, fl. model ... 195	Periscope ... 125
Ex. Hi-Ball ... 95	Pitch 'm & Bat'm ... 100
Cross Country Drivemobile ... 250	Peppy ... 195
Cross Country Drivemobile ... 250	Road Racer ... 325
Cross Country Drivemobile ... 250	Space Age ... 195
Cross Country Drivemobile ... 250	Sidewalk Engineer ... 125
Cross Country Drivemobile ... 250	Set Shot Basketball ... 195
Cross Country Drivemobile ... 250	Silver Gloves ... 125
Cross Country Drivemobile ... 250	Undersea Raider ... 125
Cross Country Drivemobile ... 250	Wms. Ten Pins ... 125
Cross Country Drivemobile ... 250	Cap. Midget Movies ... 110
Cross Country Drivemobile ... 250	Color Comic Peek w/sound ... 110
Cross Country Drivemobile ... 250	Capitol Panorams ... 275
Cross Country Drivemobile ... 250	Mills Panorams ... 325
Cross Country Drivemobile ... 250	Urban's Kiddie Kartoon ... 450

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EDITORIAL

Death Not an Issue

In 1958 the Kenosha, Wis., Common Council rejected a proposed ordinance to license juke box operators. The city's juke box operators had argued that such an ordinance singled out one type of businessman. Among the operators who helped defeat the ordinance was Anthony J. Biernat.

Last month Biernat's body was found in an abandoned farmhouse. His murderers are unknown and still at large.

By some bizarre process of reasoning, Kenosha Alderman George Fitchett has charged that "Tony Biernat might still be alive today" if the licensing ordinance had passed.

Fitchett is sponsoring a measure which would require the registration of every local juke box operator, with a \$5 annual fee for the operator and \$1 for each machine. In addition, the police would check on each applicant's background, and the Common Council Finance Committee would have to approve the application.

We hope that the passions aroused by Biernat's murder will not result in the passage of this ordinance. Biernat, a man with a clean record and a good reputation in his community, was abducted and killed. The fact that he was a juke box operator may or may not have played a role in the abduction and murder. We don't know.

But the registration of juke box operators will solve nothing and will prevent nothing. We don't think that any municipal agency has the right to make an arbitrary decision as to which citizens are entitled to enter a specific industry.

The Kenosha Common Council was right when it rejected the licensing ordinance in 1958. It will be right if it rejects the ordinance in 1963.

Billboard's 1963 INTERNATIONAL Coin Machine Directory AND Who's Who in the Coin Machine World

will be ready for distribution early this spring. We'd like your help in making this publication the most comprehensive coin machine directory ever released.

So if you're a manufacturer, distributor, supplier or officer of a coin machine association, we'd like you to fill out the following questionnaire.

Name _____ Title _____
Company or Organization _____
Address _____ Telephone number _____

Products made or lines distributed

If you have a photograph available, please send it along with the completed questionnaire. All information received will be included in the International Coin Machine Directory, and photographs of hundreds of coin machine personalities will be included in the Who's Who section.

Mail replies to

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

Thanks everyone...

for your wonderful, enthusiastic reception of Billboard's "New Look"

"Your new format and paper are excellent."
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Vice-Pres. Marketing
The Seeburg Corp.

"It was a real pleasure to receive my 1963 copy of Billboard. A tremendous improvement in format!"

Fred Pollak
Vice-Pres. Marketing
Rowe AC Services

"I can think of no pleasanter way to greet the New Year than finding one of my favorite publications, Billboard, with a slick new face and streamlined makeup for 1963."
Nat King Cole

"I am very enthusiastic about the new Billboard format. It is a great improvement and reflects the dignity that our industry should have."
George R. Marek
Vice-Pres. and Gen. Mgr.
RCA Victor Records

"I like the 'new look' of Billboard. Reads easier, the ads look more attractive and the beautiful color throughout the book adds the final touch."

J. A. Weinand, Vice-Pres.
Williams Electronic Mfg.

"New Billboard is best face-lifting of a news magazine, consumer or trade, that I have seen in years."

Jack Burgess
Vice-Pres., Commercial Sales
RCA Victor Records

"Delighted with the changes. Artist bios and pictures will be a great deal more useful to us as a result of the better quality."
J. R. Johnson, President
Southern Music, Ltd. (Juke Box Op.)
Calgary, Alberta, Canada

"Fabulous!"

Russell Sims
Cimarron-Sims Records

"The addition of color to all the other changes truly makes Billboard as visually exciting as it is informative."

Carl Haverlin
President, BMI

"Congratulations on new format, styling and color use in Billboard . . . sets new standard of readability and eye appeal. We are proud to have your publication tell our sales story."
A. D. Palmer Jr.
Wurlitzer Co.

"Billboard's 'New Look' is exciting and I congratulate you all on its appearance and new features."

Connie Francis

"Congratulations on Billboard's New Look. A tremendous improvement, and I have heard many fine comments about the use of color and the extended use of photos. This should result in better business for all of us."

Jo Walker, Executive Director
Country Music Association

"Tremendous betterment in all around readability and appearance of Billboard."
Ed Ruber, Sales Mgr.
Wico Corp.

"Congratulations on your new easy to read format!"

Ira L. Moss
Ambassador Record Corp.

"A pleasure to see the old name 'Billboard' back again in your new format . . . like meeting an old friend in a new dress."
Bernt Baune
Carl Gehrmans Musikforlag, Stockholm

"Congratulations on the new Billboard. It's great!"
Lou Simon
National Sales Dir.
Philips Records

"It's a great magazine, which gives the most information in the best way."
G. M. Oord Jr., Managing Dir.
Bovema, Holland

"Great! Congratulations."

Raul Matas
Radio Madrid

"Congratulations on Billboard's new look. All the best to the oldest and most respected of the trade papers."
Leon Fisher, Publisher
Open Mike

"The New Look of Billboard is nothing short of great. I'm sure the response from all quarters will be the same."
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Sun & Phillips International Records

"New format for Billboard absolutely exciting. Best to entire staff."
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"This revolutionary change of presentation of the 'Bible' of the record industry will, I am sure, be appreciated by your numerous subscribers all over the world."

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Gramophone Record Co., Ltd.
Johannesburg, So. Africa

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Mimi Weber Management, N. Y. C.

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Connie de Nave
Public Relations, N. Y. C.

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N. Melone
American Shuffleboard Co.

"May I personally say that I find the paper most informative and of great use to us."
Cyril Shane, Gen. Mgr.
Shapiro, Bernstein & Co., Ltd.
London

"Thank you for a fine magazine and excellent service."
Bob Chase, Program Dir.
Station WESC, Greenville, S. C.

"The new format is certainly a most comprehensive and welcome addition to what is already a weekly must for all members of our staff."
Jeffrey S. Kruger
Ember Records, Ltd.
London

Billboard

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New Patrons, Stops Hike Action

• Continued from page 49

expenditure many made reluctantly, if at all.

The result was that a new technique of stepping down machines developed.

Many operators broke their locations into two categories. Top machines were reserved for top locations. Cheaper machines—principally the 40 or so selection models—were retained on the second-class locations.

Where before operators stepped their machines down progressively, eventually trading their worst machines in on new models, they now had two trade-in categories.

A 100- or 200-selection machine was never stepped all the way down to the second-class

spots. After a 100- or 200-selection machine was run through the top locations, it was traded in on a new model. But the big machines were kept for top locations and the second-class locations suffered along with the older, 40-selection-type equipment.

It is surprising, one coin machine industry executive noted, just how many 40 and even less-selection machines are still around.

The past five years, however, have seen the operator retrench his position. Many of the marginal operators were forced to get out. Mergers also accounted for a lot of belt-tightening.

Industry leaders now feel the operator is ready to go back to the one-category concept in stepping down his machines. They feel the top equipment is now on its way to being stepped all the way down and that the old-time 40-selection clunkers are being permanently retired.

The big question is: Will the introduction of 100 and 200-selection machines with stereo improve the collections in the second-class spots?

Though strictly conjecture, consensus is in the affirmative.

Manufacturers feel their sales will be improved by the operators buying more new equipment. Distributors feel their position will be improved by the removal from the trading block of the 10-year clunkers.

Virtually the entire industry is betting that operators will also improve their position by way of increased collections.

If these factors all work, and the betting is that they are well started, the juke box industry is in for a rebirth.

California Operators View New Seeburg At AMCO



THE PREMIERE of the new Seeburg phonograph in Los Angeles at AMCO Music & Vending was an occasion for old friends to meet. William R. Happel Jr. (left), whose Badger Sales was bought by AMCO, chats with Jack Simon, of Simon Distributing Company, also Los Angeles.



ARNE SILVERMAN, left, is happy over the unveiling of the new Seeburg phonograph at AMCO Music & Vending in Los Angeles. Joining with him in the festivities were, left to right: Bill Adair, Seeburg vice-president in charge of sales; Don Ross, AMCO president; Nick Montt, Seeburg factory representative, and Stu Auer, Seeburg representative in charge of background music.



THE AMCO Music & Vending parts department was well represented at the showing of the new Seeburg by that company in Los Angeles. Left to right: Jack Leonard, head of the parts department, and his wife Dorothy; Lydia Lloreda, parts department secretary, and Sherry Arps of the department. They admired the orchid arrangement sent by Fischer Manufacturing Company.



OPERATORS and recording artists joined AMCO Music & Vending to show the new Seeburg phonograph in Los Angeles. Among those on hand were, left to right: Henry Dunsing, Santa Ana operator; Norman Resnick, Los Angeles operator; Til Dieterle, whose new album release is "Til We Meet Again" on Strand, and Marshall Ames, AMCO sales.



BILL WEIKEL, of Fischer Manufacturing Company, center, is welcomed to California by Arne Silverman, left, and Don Ross, right, of AMCO Music & Vending in Los Angeles.



SAL CAPAGNA, center, Fontana, Calif., operator, chats with Dave Yates, of the parts department at AMCO Music & Vending, during the unveiling of the new Seeburg phonograph. Betty Yates listens with interest.

Photos by Sam Abbott

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SEEBURG 800-E2 Cig.\$200
ROWE L-1000, 4 Flavor 575
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APCO 6-Dr. Coffee Shoppe, FB. 345
APCO Instant, MSR 175
STONER 500-D Instant 195
STONER 160 CANDY, G/M, 25c Changer 175

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Lunday, Laird Named Regional Sales Managers for Rowe AC



DONALD A. LUNDAY



HARRY C. LAIRD

CHICAGO—Donald Lunday and Harry C. Laird were named to regional sales manager posts last week by Rowe AC Services. The move was a part of the firm's new decentralization program begun late last December.

Both men will be assigned to the national office and will cover the country. Lunday will handle music, concentrating in Rowe AC's Custom (background) music program. Laird will specialize in vending.

Rowe AC has regional sales managers for both music and vending in each of six regional sales districts in addition to its central executive staff.

In addition to Jack Harper,

president, and Dean McMurdie, executive vice-president, Rowe's AC's marketing set-up is as follows.

Fred Pollak is vice-president and marketing manager, Tom Sams is vice-president and sales manager, Jerry Marcus, controller, plus Laird and Lunday, regional men covering the country.

The six regions are broken down as follows: (1) George Klersey, music, and Dick Gluck, vending, covering Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island and New Jersey.

(2) Paul Huebsch, music, Robert Edinger, vending, cover-

ing Pennsylvania, Ohio, Indiana, Michigan, Kentucky, Virginia and West Virginia.

(3) Jack Dunwoody is in charge of vending and is temporarily handling music for North Carolina, South Carolina, Alabama, Georgia and Florida.

(4) Robert MacGregor, vending and Paul Huebsch, music, covering North Dakota, South Dakota, Minnesota, Wisconsin, Illinois, Kansas, Nebraska and Missouri.

(5) Hans Von Reydt, music. The vending post is temporarily open. States include Louisiana, Mississippi, Tennessee, Oklahoma, Texas and Arkansas.

(6) R. F. Jones, company-owned distributor, is acting as music and vending regional sales manager for the 12 Western States plus Alaska and Hawaii.

Other national posts include Richard Ross, director of field services, and Louis Ribel, distribution manager.

Harper had previously explained that the Rowe AC decentralization program is aimed at having the various regional men work directly with operators and distributors.

He noted the present appointments of Lunday and Laird "are yet another step in Rowe's ambitious new program of supplying direct aid. By working out of the national office, they will both be in an excellent position to provide valuable sales, services and equipment assistance to field operations."

Lunday joined Rowe AC in



BETTY DAVIDSON GARVER, president of DAV-MAR Films, puts one of the Technicolor Magi film cartridges in the storage compartment of one of the company's 8m.m. Cine Fun coin operated machines, as Joe Valenti, chief engineer, lower right, inserts a cartridge in the Technicolor projector. Sam Martin, vice-president and general manager, stands by to watch the operation at the company's plant in Los Angeles.

—Photo by Sam Abbott

1961 and most recently was general manager in charge of background music. He is recognized in the industry for his widespread experience in background music.

Laird, who was formerly gen-

eral manager of Rowe's Canadian operation and before that general sales manager of Vendomatic, Ltd., Rowe's Canadian distributor, has had wide experience in vending sales and marketing.

FOR THE BEST DEAL GET

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1, 2, 3, 4 DROP TARGETS

the game of the YEAR

- Hit all 4 Drop Targets and lite a joker and next card in Royal Flush on backglass.
- Center Lane becomes "Special" when both Jokers are lit.
- Carryover Feature: Cards in Royal Flush remain lit from game to game until completed.
- Completing Royal Flush registers "Special".
- Hitting all 4 Drop Targets after completing Royal Flush scores "Special".
- 5 Rollover Lanes 3 Jet Bumpers
- 2 Flippers 2 Rebound Kickers
- Plasticote finish on playfield for long life.

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New 24 volt system • New "push-pull" latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New Relays • New "brushed nickel" front door and frame.

One Way to Beat Shipping Strike



THE RECENT EAST COAST dock strike forced Puerto Rico's Borinquen Music (Casa Wurlitzer) to ship by air. Mario Criscuolo, right, Borinquen sales manager, gives delivery instructions to his crew.



SIX BORINQUEN MUSIC trucks are ready to leave from Isla Verde Airport, San Juan, for Ponce, Mayaguez, Arecibo and Caguas with late-model Wurlitzers.

Draco Turnout Good

DENVER — Despite heavy snow, and subzero temperatures which kept thousands of automobiles stalled through the entire week, Draco Sales Company enjoyed excellent turnout for its

1963 Wurlitzer showing. Draco president Mike Savio put spice into the demonstration program with a Polaroid camera, shooting a 10-second picture of every guest, which went into a huge bulletin board display on the wall.

MOA Enroll Drive Clicks In New York

NEW YORK — The Music Operators of New York's drive to enroll game operators to date has resulted in 10 amusement machines operators joining the association, according to Nash Gordon, executive secretary of the group.

They are Apex Amusement Corporation, Automatic Operator, B&R Amusement, Inc., C&S Amusements, Capitol Amusement Corporation, Chipson Amusement Company, Clover Amusement Corporation, Empire Automatic Corporation, Jay Vending Corporation and M.J.L. Operating Corporation.

Originally founded as an association for music machine operators, MONY has recently adopted a policy of accepting for membership game operators as well.

In the late 1950's a New York game association was active, but this group was disbanded several years ago. MONY is currently the only music machine and game association in the city.

Guilty in Tax Case

NASHVILLE—A local pin-ball machine and juke box operator was found guilty by a federal jury here last week of filing a false income tax return for 1956.

Federal Judge Frank Gray Jr. has set February 11 as the time for sentencing of Allen E. Northern Jr., the operator.



FRED SIPIORA (right), head of Singer One-Stop, Chicago, chats with Dick Gregory following the latter's announcement that he will have a forthcoming album on Vee Jay, "Dick Gregory at Mr. Kelly's." Looking on are Billboard's Nick Biro and Jean Meredith, ardent Gregory fan.

EUROPEAN NEWS BRIEFS

Continued from page 57

Arrow Sales, both from Chicago. . . . Out-of-town visitors recently included Irving Kaye, New York pool table manufacturer, and Earl Feddick, Valley Sales, Bay City, Mich. Both were in town to exhibit at the National Sporting Goods Show. . . . Williams vice-president, Art Weinand, is off this week on a visit to his Canadian Distributor, Laniel Distributing Company. Art informs us he has no intention of getting involved in the governmental crisis up there; he's just interested in coin machine sales. . . . Dave Gottlieb continues with what he hopes will be a six-month vacation in Florida. His brother, Nate, and

son, Alvin, are back home tending to the Gottlieb plant and administering to the needs of the Gottlieb Memorial Hospital, one of the city's newest and finest. Knowing Dave, however, we doubt if he'll be able to take six months away from his business. . . . With the weather turning warmer, Chicago Coin's Harry Biedenkopf is again checking conditions at private airports here. Harry is a licensed pilot and an avid flyer. NICK BIRO

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



NEW 4-PLAYER MAGIC ! ALL NEW GAUCHO

- NEW EXTRA BALL FEATURE
- NEW COIN RETURN
- NEW PLAYBOARD AUTO-CLAMP
- NEW DOUBLE-SIZE CASH BOX
- NEW FRONT DOOR STYLING
- NEW MAXIMUM SECURITY DOOR LOCK

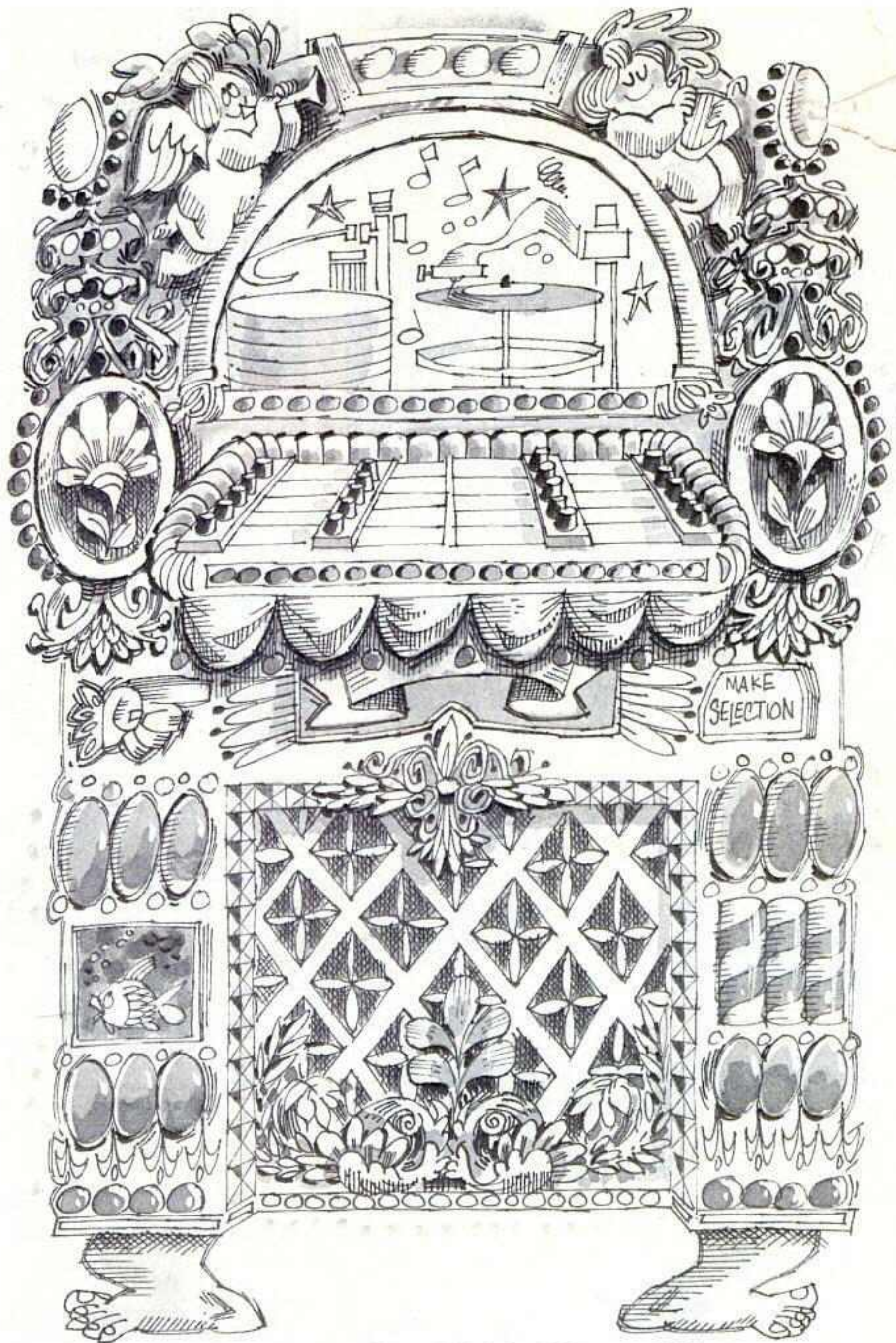
SEE YOUR DISTRIBUTOR ! SEE THE MAGIC OF THESE PLAY-MAKING, PROFIT-MAKING FEATURES:

- Extra ball feature made by hitting Roto-Star
- Making rollovers advances Roto-Target value
- Hitting Roto-Target scores indicated value; re-sets target values
- Bulls-eye targets turn pop bumpers on and off
- 4-places to spin Roto-Targets
- Stainless cabinet trim ■ All the deluxe Gottlieb features

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It's Always Profitable to Operate Gottlieb Games!

ARE
YOU
STILL
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THAT
KID
STUFF
IN
YOUR LOCATIONS ?



*Then you might as well drive a Maxwell. Today's public spends its money for the strictly up-to-date... from cars to music. Seeburg alone gives you the new phono-graph styling... and the new 33 $\frac{1}{3}$ stereo albums that people are buying for their homes. Perfect for your present top locations. Perfect to get you into new locations — the revolutionary **Seeburg LP Console***

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PHOTO GALLERY OF Newsmakers



NEW TRIO: Neil Sedaka, who is due to open at New York's Copacabana February 21, is part of a new trio act. He's co-starring with Rossano Brazzi and Rhonda Fleming in new movie in which he sings the title song.



ELLA ELATED: Reflecting her emotion is Ella Fitzgerald as she receives plaque from WLIB's Mercer Ellington, honoring her as "Outstanding Singer" at 10th annual festival of Negro Performing Artists held at Carnegie Hall, New York, February 10. Special three-hour show was carried by WLIB.



ONE FINE DAY: Leontyne Price, whose recording of Puccini's "Madama Butterfly" is due as an RCA Victor March release, is interviewed by critic Martin Bookspan for special hour-long "Premiere Showcase" program to be broadcast on QXR Network February 24. Album was recorded last summer in new Rome studios.



NONCONFORMISTS: New group, the Halifax Three, take musical potshot at you-know-who in new waxing on Epic label of "The Man Who Wouldn't Sing Along With Mitch." Group is currently on Canadian nitery tour.



CIN-CIN: Glasses clink as Milva and Claudio Villa greet each other at Milan party for waxings they made at San Remo Festival. Both record on Cetra label.



AMIGO: Andre Kostelanetz, during recent visit to Puerto Rico, discusses new Columbia LP with island composer Rafael Hernandez, left. Local Peer International manager Angel Fonrias is at right.



ASS: Jose Scatena, president of RGE Records of Brazil, signs contract with Producciones Fermata, which will represent firm in Argentina.



SPARKLING SPINNER: Germany's Conny Froboess, a top pop singer in Europe, guest-stars as doojay on Radio Luxembourg, powerful commercial outlet.



HORNBLOWER: Janear Hines, daughter of Earl (Fatha) Hines, blows daddy's trumpet with helping hand from proud parent. Mrs. Jane Hines watches father-daughter duo.



SIGN: Comic Buddy Hackett puts his "X" at gunpoint on contract for weekly hour-long program due to be heard on WNEU, New York, Sundays, at 6 p.m. Admiring Hackett's permanship: John Van Buren Sullivan, vice-president and general manager of station, and Verner Paulsen, right, program director. New audience exists for radio comedy, thanks to "The First Family."

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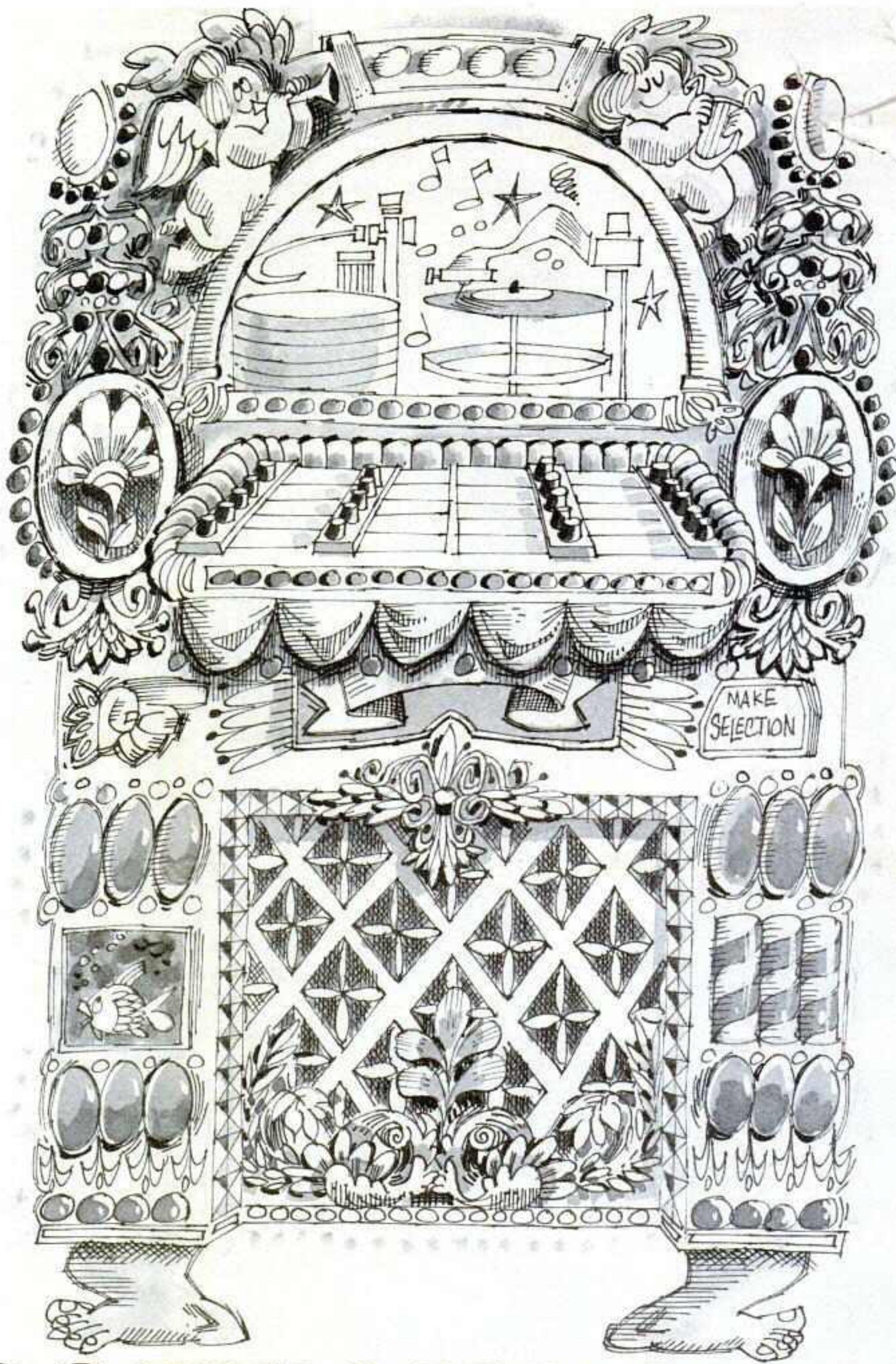


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