

Billboard

The International Music-Record Newsweekly

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

Crazy Like a Fox



Billboard

PAGE ONE SINGLES

★ **NATIONAL BREAKOUTS**
No National Breakouts This Week

★ **REGIONAL BREAKOUTS**

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

RAINBOW . . .
Gene Chandler, Vee Jay 468 (Conrad-Curtom, BMI) (Washington, Cincinnati)

PARADISE . . .
April Stevens & Nino Tempo, Atco 6248 (Feist, ASCAP) (Los Angeles)

THE BOSSA NOVA (MY HEART SAID) . . .
Tippy & the Clovers, Tiger 201 (Trio, BMI) (Houston)

THE PICKUP . . .
Conway Twitty, MGM 13112 (Marielle, BMI) (Milwaukee)

YAKETY SAX . . .
Boots Randolph, Monument 804 (Tree, BMI) (Baltimore)

LONELY BABY . . .
Ty Hunter, Chess 18 (Kapa, BMI) (Miami)

RED'S DREAM . . .
Louisiana Red, Roulette 4469 (Frost, BMI) (Memphis-Nashville)

STICK SHIFT . . .
Raiders, Van 262 (Glad, BMI) (Houston)

DON'T FENCE ME IN . . .
George Maharis, Epic 9569 (Harms, ASCAP) (Boston)

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

Fontaine LP Sizzles Like a Meader Kill Excise Tax—RIAA

By LEE ZHITO

HOLLYWOOD—The Record Industry Association of America (RIAA) will push for outright appeal of federal excise tax on disks, it decided here in closed session last month.

Other issues covered during the association's annual Coast meeting, which was not open to the press, included the necessity for U. S. record firms to rewrite their contracts with European labels as a result of the Common Market plan, a report on compulsory copyright licensing, and the formation of a committee to study uniform music licenses.

Glenn Wallich, Capitol Records' board chairman, led the meeting. In discussing the RIAA drive to remove the disk excise tax, Wallich pointed out that a book of Shakespeare is not subject to excise, but the identical contents in disk form is taxed.

Sir Edward Lewis, head of

English Decca, among those on the dais, reminded American record manufacturers that once the Common Market is a reality, record firms will have to negotiate new contracts and register those agreements in Europe. Otherwise, he said, U. S. companies will not be able to do business in Common Market countries.

Ernie Myers, RIAA chief counsel, told the meeting that a proposal had been made for RIAA to study the validity of establishing a standard form of publishers' mechanical license contract. Reason for this, he said, is that each publisher uses different forms, and that uniformity in the agreements would

have a stabilizing effect on the industry. An RIAA committee (Continued on page 6)

H. Schwartz Dies at 73

WASHINGTON — Harry Schwartz, head of Schwartz Distributors here, died Friday (1) of a heart attack. Schwartz was head of one of the largest distributing firms in the United States, servicing the Washington area and covering parts of Maryland and Virginia. Schwartz, who was 73, was one of the founders of ARMADA, and was treasurer of the distributor association at the time of his death. He is survived by three sons in the business, Jim, Bertram and Stuart, and by his widow, Molly. Interment was scheduled for Sunday in Washington.

Widely respected as head of perhaps the best run distributorship in the nation, Schwartz came out of retirement after World War II to set up and head the company at the behest of his sons when they came out of the service. Prior to that time, Schwartz had been a successful haberdasher.

Teener Gets Shot at Fame—Thanks to Lenny



ANDRE WATTS

NEW YORK—Leonard Bernstein, who shot to fame as a conductor when he stepped in for an ailing senior some years back, this week gave a similar opportunity to a 16-year-old pianist who was totally unknown until mid-January. Andre Watts was named by Bernstein to substitute for Glenn Gould, who was reported indisposed, in the concerts of January 31 and February 1.

The latter concert was slated to be recorded and broadcast

on the CBS Radio network on February 2. Columbia Records signed the youth last week and recorded him on Sunday.

Thus, the national spotlight fell once more on the boy who on January 15 performed the Liszt Piano Concerto at a New York Philharmonic Young People's Concert and created a considerable furor when the videotape of the concert was rebroadcast a few days later. Young Watts played the Liszt Concerto on this latest national exposure as well as his forthcoming disk.

Gleason Plug Lights Fuse

By BOB ROLONTZ

NEW YORK — Another "left field" album is picking up sensational sales across the country, following the pattern set by the recent successes of the Allan Sherman and Vaughn Meader LP's. The album features comic Frankie Fontaine on his first ABC-Paramount LP, "Songs I Sing on the Jackie Gleason Show." In one week from Monday (28) to Friday (1) it has sold 117,000 albums, a close to record-breaking sales pattern, if you throw out the Meader and Sherman LP's.

The sock sales of the album, in large part, can be attributed to Jackie Gleason and his TV show. The LP, issued the week of January 7, had—until last week—moved slightly more than 45,000 copies in its first three weeks on the market. Last Saturday night (26), Gleason, on his TV show, gave a five-minute pitch for the Fontaine LP, displaying it (upside down yet) on camera.

'Crazy' Bit

Gleason, as everyone is aware, has been featuring Fontaine on his TV show, mainly as "Crazy Gugenheim," the character that the comic has been doing in clubs for many years. Fontaine usually sings one song at the

(Continued on page 8)

IT TOOK 5 YEARS, BUT

Firm Wins Court Suit Over LP Jacket Copy

NEW YORK—After chuffing its way through legal trackage for nearly five years in an unfair competition suit against High Fidelity Recordings, Inc., Sid Frey's Audio Fidelity label was highballing down the main line last week, having received a judgment of \$9,915.38 for Hi-Fi's "copying" of the jacket of Audio Fidelity's "Railroad Sounds" album.

Judgment was awarded when the United States Supreme Court denied a writ sought by Hi-Fi's Richard Vaughn, who had claimed there were questions of law in the case which had never been decided by lower courts.

The case is particularly important to the recording industry because it bears on the question of look-alike record jackets. As far as Audio Fidelity is concerned, the effort was worth it even though the judgment "cost us more than three times what we collected," according to Frey.

Hi-Fi, Audio Fidelity charged originally, had put out an on-location recording of railroad sounds which involved "deliberate copying" of the Audio Fidelity jacket and its lettering. "Likely to confuse and deceive the public," reported the Circuit Court of Appeals.

8 important musts for you from **DECCA-CORAL** for great business in February!

See Page 27

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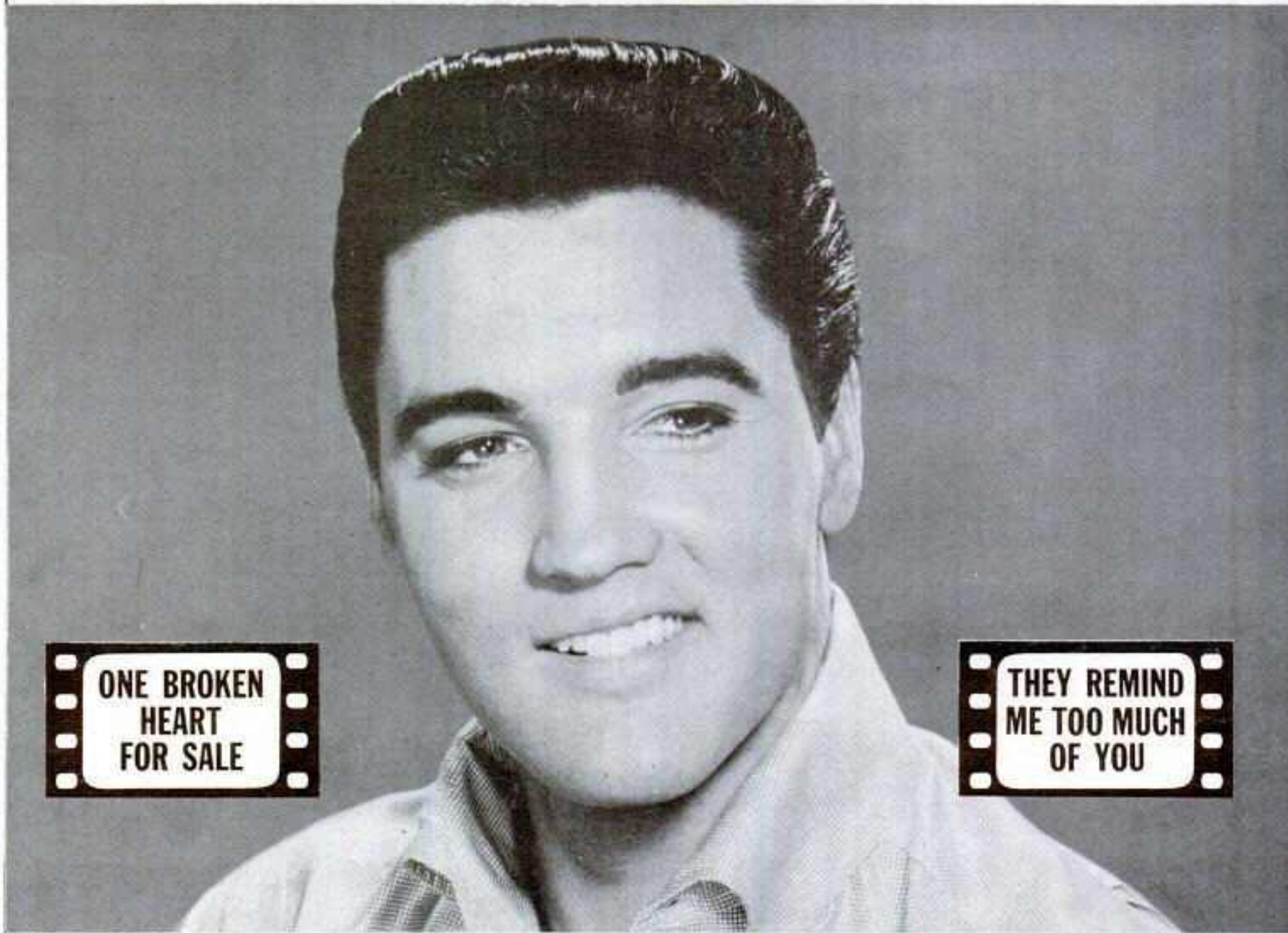
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London, Carlton, Kapp, MGM-Verve Heads Follow Distributors, Publishers to Stand in FTC Columbia Case

Distributors Add Words On Transshipping

NEW YORK — Several distributors who frankly admitted they were transshippers, and a parade of dealer representatives who roundly attacked the Columbia Record Club, were among the witnesses heard last week at hearings here on FTC charges against the club. The Commission has charged the club with practices leading toward monopoly and unfair pricing of record offerings.

Among the witnesses last week were distributor-rack jobber Leonard Smith of Albany, N. Y., who characterized the distribution of Caedmon, Warner Bros. and Liberty records through the Columbia club as "detrimental to our sales." He explained that "a record is something you buy one of. When consumers buy a record through the club, they don't buy it from a retailer."

Under cross-examination, Smith admitted transshipping Warner Bros. and Liberty records, among others. Asked if he sees Columbia club ads, he replied, "Yes, I see too many of them." He was also asked which Caedmon records were offered through the club and whether Allan Sherman's "My Son, the Folksinger" album had been a

club offering. To these questions he replied that he could not specifically recall.

Pioneer Racker

In reply to another query, Smith said that he believed himself to be "the father of rack jobbing." At another point, he noted that record stores in the New York State capital (Albany) district had dwindled from a high of about 140 in 1957 to about 40 now, tracing this decrease to the fact that "people don't buy records in stores any more."

Other witnesses heard during the week included Irwin Fink, All-State Distributors, Newark, N. J.; Larry Goldfinger of Abraham and Strauss stores, New York; Paul Kutscher, Chambers Record Shop, New York; Benjamin Press, Downtown Music Masters, New York; Sam Stolon, Goody's New York; Norman Sarkisian, Record and Tape Sales Corporation, New York; Robert Bialek, Discount Record Shops, Washington, and Fred Hartstone, Krey's and the Disk Shops in Boston and suburbs.

Kutscher indicated that he doesn't sign members to the Columbia club because, "I believe the club is harmful to our busi-

(Continued on page 6)

Publishers Say Club OK With Them

NEW YORK — Two leading publisher executives appeared as witnesses last week for the government in hearings being held here on a complaint lodged against CBS and the Columbia Record Club by the Federal Trade Commission. Mickey Scopp, head of the Big Three, affiliated with MGM, Inc., and Herman Starr, chief of Music Publishers Holding Corporation, a subsidiary of Warner Bros. Pictures, were heard Thursday (31).

Scopp said he originally made a special royalty arrangement with the Columbia club of 75 per cent of the normal statutory rate because "we had expectations that the club would increase over-all volume."

In cross-examination, Scopp was asked about the practice of record companies of not paying royalties on free records distributed for promotion and bonus purposes.

"Publishers try to turn away from this," Scopp said, "Because there is no provision for it." In concluding point on the cross examination, Scopp stated that the over-all volume has increased and that the ratio of

(Continued on page 8)

Manufacturers Hit Many Trade Angles

By REN GREVATT

NEW YORK — Testimony from more than a score of witnesses, representing manufacturers, distributors, dealers and music publishers, was taken as hearings on the Federal Trade Commission complaint against the Columbia Broadcasting Record Club entered their third week.

Manufacturers testifying represented widely varying attitudes with respect to the club. Witnesses included Lee Hartstone of London Records, which has never been a Columbia club licensor; Joseph Carlton, Carlton Records, a one-shot licensor last year; Dave Kapp, of Kapp Records, a current licensor, and Arnold Maxin of MGM-Verve, a former licensor which has since terminated its licensing arrangement with the club.

Hartstone appeared Friday afternoon (25) for completion of cross-examination by Columbia counsel, Asa Sokolow. Under Sokolow's questioning, Hartstone outlined meetings held with Columbia club officials in the Oak Room of the Hotel Plaza on March 18, 1960 in connection with the possible release of London opera product in the club. He said London's suggestion was that a separate Opera club be set up for the London releases with a guaranteed distribution of 1,000,000 recordings a year. He said that this was viewed as a means for London to compete successfully with RCA Victor and Angel record clubs.

Other Labels

Hartstone was queried on London's licensing arrangements with other labels. He outlined London's relationship with such firms as Dot, Monument, Pye, Durium, Oriola and CGD (of Italy). There was also considerable testimony on the prices at which such New York discount stores as Goody's and Korvette's offer London product, with certain New York newspaper ads being submitted as price evidence.

In connection with earlier testimony by Hartstone when he said that the Columbia club had helped "saturate" the market for standard classics, Sokolow asked whether the market was really saturated at any time—in view of the spectacular success of such artists as Van Cliburn and Vladimir Horowitz. Sokolow went on to ask whether Hartstone felt the classical catalog of such club-affiliated labels as Cameo-Parkway, Verve and United Artists had damaged London's business.

In concluding testimony Hartstone admitted the need of club distribution in view of the availability of Mercury and Kapp material in the club, and that one London answer to the club competition was the firm's Richmond re-issue line of popular classics.

In testimony taken Monday (28), Carlton explained the loss of Anita Bryant to Columbia by stating that he did not choose to meet Columbia's offer to the singer of a \$35,000 annual guarantee for three years plus

payment for recording dates. "We could have met that figure, but we didn't feel it was worth it," he explained.

Later Deal

Carlton outlined a later arrangement to sell 10 Bryant tapes to Columbia following her signing with that firm, four of which were to be released through the club on an album. When execution of this arrangement had to be delayed, he said, an agreement was made for the release of a Valjean "Ben Casey" album through the club. Asked about his interest in the four Bryant tapes, Carlton said, "We were the publisher of those four sides. That was our interest."

In connection with club releases of his material, Carlton was asked to explain a Carlton trade press ad of February 16, 1959, which declared, "Carlton Records are not and will not be sold through record clubs."

He explained that this was an attempt to court dealers and win their loyalty. "The campaign on the retailers was totally unsuccessful. The stores were indifferent," he asserted. Carlton was also questioned on the relative sales of the Valjean LP through the club as against retail dealer sales.

Indie Voice

An indication of the value of club affiliation to an indie manufacturer was brought out in testimony by Kapp Wednesday (30). Under examination regarding Kapp offerings, he said the Roger Williams album, known as "Maria," a club selection of the month in February, 1962, sold 180,000 through the club. He said a selection of the month in the "listening and dancing" category could be expected to produce over 100,000 sales. A so-called "alternate" selection of the month could be expected to produce anywhere from 2,000 to 15,000 sales, he noted.

In a question bearing on the exclusivity issue (a key point in the FTC case) Kapp said, "It is true I have agreed to stay out of the club market through my own or anybody else's resources other than Columbia." He said the entire Kapp catalog is avail-

(Continued on page 6)

Verve Gets Jimmy Smith

NEW YORK—Verve Records picked off one of the high-priced top selling jazz acts when this week it signed organist Jimmy Smith. The star, a long-time solid seller in jazz, hit with two big singles and albums this past

year. He moved to Verve from Blue Note Records.

Smith signed a long-term pact with Verve for a figure believed to be well over \$50,000. Though he would not divulge the contract guarantee, Creed Taylor, a.&r. supervisor at Verve, did say that Smith and his manager Clarence Avant decided on Verve though other labels had offered more money for the organist's services.

Taylor also revealed that Smith's next album for Verve will be "Bossa Nova Meets Country and Western." The organist's first set on the label was "Bashin' — the Unpredictable

Jimmy Smith," which contained the hit single "Walk on the Wild Side." This album was done on a loan while the artist was still with Blue Note. Smith's other hit of 1962, "Midnight Special," in both LP and single form, was issued on his former label.

Jimmy Smith, young pioneer of modern jazz on the electric organ, first came to the Blue Note label in 1956. He was a steady seller with the firm for years until pop sales on "Midnight Special" sent him into national prominence this past summer. "Walk on the Wild Side" followed closely on the heels of the "Midnight" success.



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THE STORY OF THE \$1.90 LP

NEW YORK — The FTC hearings brought an answer to one question that often has plagued industry observers: How can a discount house sell an LP record for under \$2?

The answer, according to one witness: transshipping.

Sam Keenholz, operator of Ideal Records in New York and a one-stop called Raymar Sales, said: "Through Raymar I'll transship to anyone anywhere in the world. I'd say the 49 states are transshipping to the 50—and New York is the 50th. Transshipped prices average \$2 to \$2.47, but if we're slightly distressed or loaded, it might go to \$1.90 or \$1.80."

Jenkins Gets New Victor V.-P. Post

NEW YORK—Harry Jenkins has been named to a newly created post at RCA Victor Records as division vice-president of marketing. As of this week he will take over full responsibility for the new marketing activity of the record firm.

Division vice-president and operations director Norman Racusin, who named Jenkins to his new position, said that the marketing activity was a streamlining and strengthening of Victor's marketing area. Object of the new position is to integrate sales, merchandising, advertising and tape marketing functions into one entity, said Racusin. It

also permits Jack Burgess, division vice-president, commercial sales, to concentrate on day to day operations with distributors, according to Racusin. Burgess handles all external operations in the marketing activity structure, including field sales, rack merchandising, and syndicated sales, radio-TV relations and field promotion, and record distributor relations.

Simultaneously with the Jenkins promotion, Irwin Tarr was upped to the position of manager, planning and merchandising, a function formerly supervised by Jenkins. Tarr will oversee internal operations at Victor encompassing sales and product planning, educational sales, premium records, and market research services.

Bill Alexander continues as manager, advertising promotion publicity, and Ed Welker remains manager, tape marketing.

Jenkins has been with Victor since 1941, leaving to serve in the Air Force in World War II. He became manager of planning and merchandising in 1960.

Finley Quits Tops for Dot

HOLLYWOOD — Dot Records President Randy Wood last week appointed Larry Finley to the newly created position of director of premium sales. Finley resigned as president of Precision Instruments, Inc. (Tops Records) to accept the Dot boost. His appointment is effective immediately.

Wood told Billboard that Dot will "aggressively pursue premium business with tailor-made product for clients. Finley is a natural choice to head up this operation, based on his achievements in this highly specialized field."

While at PRI, Finley is credited with having concluded more than two and a half million dollars in premium sales for that firm.

In his new position, Finley will report jointly to Wood and to Dot's vice-president in charge of sales, Mrs. Christine Hamilton.

Big Social Card For NARM Meet

PHILADELPHIA — There'll be plenty of social events and music industry entertainment at the forthcoming NARM convention, to be held in San Francisco March 3-7, according to NARM executives.

Cocktail parties sponsored by Columbia, Warner Bros. and Liberty Records are scheduled, starting March 3. A special recording session featuring the Homer & Jethro team has been slated for March 4 during an RCA Victor-hosted party.

Also on the agenda are a fashion show and city tour for the ladies attending the convention, hosted by Ambassador Records and Miller International. Such record personalities as the Kingston Trio, Tony Bennett, Allan Sherman and Peter Nero will be on hand at the awards banquet winding up the convention.

Bill Mikels Returns To Capitol Int'l Side

HOLLYWOOD—Bill Mikels returns to Capitol Records after a year's absence to serve as the firm's International Marketing Manager. He reports to Bud Fraser, Marketing Director for Capitol's International Division.

Mikels left Capitol a year ago to become a partner in Artists Management Association, resigning his post as National Album Sales Manager.

COL'MBIA AIN'T AFRAID OF HER

NEW YORK—Columbia Records, for years a leader in the original-cast album field, has acquired the cast rights to the hit Broadway straight drama, "Who's Afraid of Virginia Woolf?"

Columbia President Goddard Lieberson will supervise the recording of the Edward Albee drama. It will be done early in February. The cast includes Uta Hagen, Arthur Hill, George Grizzard and Melinda Dillon. Lieberson recently completed recording of the off-Broadway production, "Brecht on Brecht," for early March release.

'Alley' Sheet Sales Zoom Into Orbit

NEW YORK—The Bent Fabric "Alley Cat" hit has racked up a remarkable U. S. sheet music sales mark of 200,000. Hansen Publishing gave precise figures in a letter to Metorian Music, the original Danish publisher.

Sheet music sales figures of the title are noted in a letter to Claes Dahlgren, U. S. agent for Metorian. A Hansen spokesman said that total sheet music sales of "Alley Cat" hit the 202,724 mark as of December 31, some 162,672 in piano solo version and 40,052 in the vocal version.

In addition to sheet music sales in piano and vocal style, the tune has been included in a Bent Fabric folio. This folio includes songs played in the "Alley Cat" album on Atco. The "Alley Cat" hit was originally recorded and released in Europe on the Metronome label. "Alley Cat" has also been issued in arrangements for marching band and orchestra.

Solomon in Deal For Below Border

HOLLYWOOD — Bernie Solomon last week concluded a distribution deal for the Everest and Challenge labels in Mexico and Central America with Discos Importadora, S.A., of Mexico City. Solomon, president of Everest and secretary of the Challenge firm, agreed to take Mexico's Tizoc label for worldwide distribution, exclusive of Central America.

Solomon is forming a new label, Mexicana, which will be used to release the Latin fare here, and will serve as a subsidiary firm to Everest. Other Everest subsidiaries are the Alcor and Terri-Ann labels. He expects to kick off Mexicana with a 10-LP release next month.

Frank Abramson Quits Goodman

NEW YORK—Frank Abramson is anklng the Gene and Harry Goodman music publishing firms to take over as Eastern rep for the Lawrence Welk music catalogs, Harry Von Tilzer Music and Vogue Music. Welk purchased the Vogue catalog from E. H. Morris a few weeks ago. The Welk office on the West Coast will be repped by Paul Weirick. Abramson was with Sammy Kaye's music firms prior to joining the Goodmans.

Sir Joseph Gets VIP Treatment

HOLLYWOOD — Sir Joseph Lockwood, EMI chairman, will stop in Hollywood and New York next month en route to London following an around-the-world tour of EMI operations.

He will be squired around on both coasts by Capitol President Alan Livingston. There will be a cocktail party for him here Wednesday (6), a reception Friday (8), and the following week he will continue on to New York, accompanied by Livingston, who will be joined by his wife, actress Nancy Olson, for a cocktail party at the Hampshire House February 14.

Decca Special Meeting Points Up February LP's

CHICAGO—Top Decca executives visited Chicago last week for a special national division manager meeting meant to stimulate interest and step up promotion on the new line of product introduced for February.

Decca believes it has one of its strongest product releases in some time with this eight-LP output because the artists involved include Brenda Lee, Burl Ives, Pete Fountain, Earl Grant,

the late Buddy Holly, Carmen Cavallaro, Tiny Little and Lenny Dee.

There are five Decca and three Coral LP's in the release. The Brenda Lee holds special interest for it is the first set she has done pointedly for adult consumption. Seven evergreen standards and three modern standard type tunes are included in the set. Among the modern type standards are the current hit "My Coloring Book" and another current revival "Fly Me to the Moon."

Kicking off the new product release which will receive intensive promotion from the label were a group of executives including Sydney N. Goldberg, vice-president of sales; Claude Brennan, national sales manager; Lou Sebok, assistant national sales manager; Jack Kierman, sales promotion, and Lenny Salidor, director of promotion and publicity.

Paul Siegel Back From Berlin for Meeting With Dot

BERLIN—Paul Siegel, who left the United States in 1958 to make his home in Berlin, will make his first trip back when the publisher-producer-deejay flies to Los Angeles on February 13 where he will meet with Randy Wood of Dot Records on the forthcoming release of some Siegel-produced sides.

Siegel also will seek to pick up some new material for recording in Germany on the German Decca label, for which he functions as producer.

Dot is preparing soon to release a single featuring Siegel's Oederland Orchestra recording of "Atlantis" and the "The Minuteman," the latter a special arrangement of "Stars and Stripes Forever" which drew a letter of commendation from President Kennedy last month. Since moving his family to Berlin, Siegel came up with "Itsy Bitsy Bikini" as German publisher, and on the other hand, found a German song, "Tivoli Melodie," which became a smash in the United States with Lawrence Welk's recording under the title of "Calcutta."

TOPS' PARENT FIRM IN DEBTORS' PETITION

HOLLYWOOD — Precision Radiation Instruments, parent firm of Tops Records, last week filed a debtors' petition under Chapter 11, listing an excess of several million dollars it owes creditors. On the heels of this action, it offered the court a plan whereby Cy Leslie, head of the Pickwick international group of budget labels, will manage

the Tops operation during an interim period during which the firm can become financially stabilized. Tops wants to continue to do business and fulfill its production commitments during this period.

As part of the plan, the James E. Talcott factoring firm agreed to make finances available to Tops to see it through the reorganization. The Talcott company is PRI's largest secured creditor, with Tops owing the factoring firm more than \$1,400,000. Largest unsecured creditor is Collins, Caldwell, and Dauge, milling firm supplying Tops with biscuits.

Leslie's Pickwick international group includes Pickwick, Design, Bravo and Cricket labels, among other budget lines. Leslie was here to attend a meeting of the PRI board and sit in during the Tops creditor sessions. His attorney, Seymour Stradfeld, told Billboard the interim period will be for 21 days, in which "Leslie has agreed to provide sound management to enable Tops to keep its obligations to its customers and maintain continuity of product."

After that period, a plan whereby Tops management will be able to satisfy its creditors will be presented to the court for its approval so that the firm can get back on its financial feet.



BLUEGRASS SERENADE: Earl Scruggs and Lester Flatt are caught in a scene from the upcoming (February 6) CBS TV show, "Beverly Hillbillies." Granny (Irene Dunn) obviously approves the team's performance. The show marks Flatt and Scruggs' TV acting debut. The Columbia stars are now riding pop and country charts with "The Ballad of Jed Clampett."

(Advertisement)

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Vol. 75 No. 6

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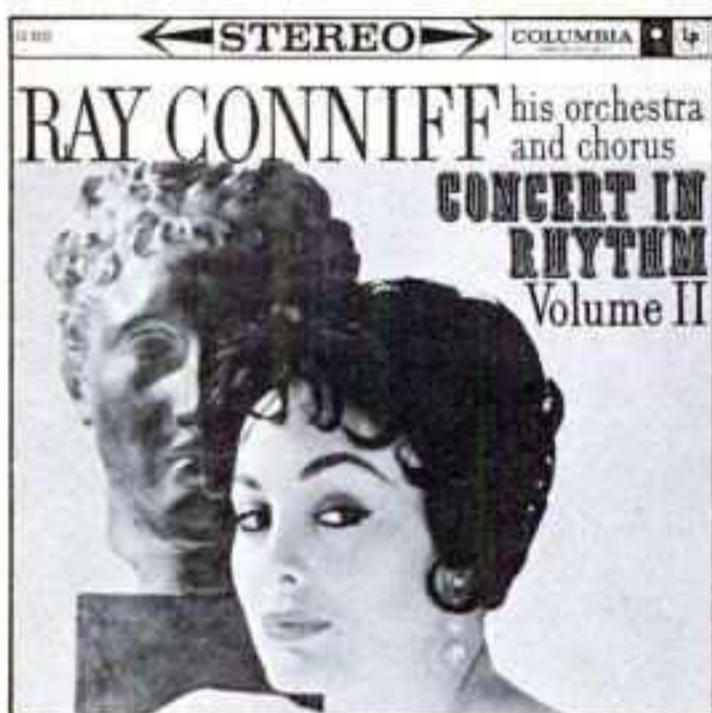
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CL 1334/CS 8143*



CL 1346/CS 8155*



CL 1415/CS 8212*



CL 1489/CS 8281*



CL 1490/CS 8282*



CL 1574/CS 8374*



CL 1642/CS 8442*



CL 1720/CS 8520*



CL 1776/CS 8576*



CL 1878/CS 8678*

COLUMBIA RECORDS

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Radio Makes an LP Rocket

NEW YORK—When an unknown album on an unknown label sells more than 50,000 sets in less than 60 days through radio exposure alone, that's news.

The news was made by the Mark-Fi label, through a successful radio spot mail-order campaign set up by vet record man Monte Bruce of the Metlis-Lebow Agency in New York. The album, which contains 20 oldie rock and roll hits, retailed for \$2.98.

Bruce set up the radio spot campaign in 20 U. S. cities, including such key markets as New York, San Francisco, Los Angeles, Detroit, Chicago, Pittsburgh, Philadelphia, Washington, Baltimore, Boston, Dallas-Fort Worth and Houston. Key jocks were used on key stations of many types, including Top 40, rock and roll, and r.&b.

More and more firms have been using radio spots to sell albums. Original Sound, pioneer label in the oldies but goodies groove, also pioneered in using

radio for old rock and roll wax, and has been eminently successful with it. Recently, many other labels have gone on big radio campaigns with striking results.

Bruce's campaign for Mark-Fi, however, is slightly different in that the records were sold by mail order after the orders came in as a result of radio spots.

Bruce told Billboard that radio and TV exposure was still a virgin market for LP sales, and that he was planning new campaigns for other labels using radio exclusively.

Colpix Winds Up 2d Distrib Meet

LAS VEGAS, Nev.—Colpix Records wound up its second national distributor meeting here over the weekend, with the label's key executives showcasing a midwinter sales program which offers 20 LP's with each 100 purchased.

Displays in keeping with the city's gambling activities were used to present eight new album packages to distributors, including waxings by Zoot Sims, Sandy Stewart, Paul Petersen, James Darren and other Colpix artists. The first group of singles in Colpix' "Torchlite" series—former releases still drawing plays from deejays and jukes—were also sampled.

Jerry Baker, Colpix general manager, and Ray Lawrence, national sales manager, headed the label's executive team present.

SON PUTS ON BLACK TIE FOR CAPITAL BASH

WASHINGTON — Record talent continues to be king in the entertainment of capital VIP's here. Allan Sherman, whose Sarah Jackman and Jerry Backman folk tunes are perched on top of the LP hit lists, was imported from his native New Yorkian hills to entertain notables at the National Press Club here last Saturday evening.

The occasion was the inauguration of NBC newscaster, Bryson B. Rash, as president of the National Press Club, at which time Supreme Court Chief Justice Earl Warren was to administer the oath of office.

Among the notables on hand were Vice-President Lyndon Johnson, White House Press Secretary Pierre E. Salinger and Senate Minority Leader Everett Dirksen.

Distrib Add Words on Transshipping

• Continued from page 3

ness. I've had customers tell me they get war horse items through the club."

Competitors

Among prime competitors listed by Goody's Stolon, were Korvette's, the Columbia, RCA Victor and Capitol record clubs and other dealers. He described the club as a competitor because it is a retailer and advertises extensively. "We cannot compete successfully with the club," he said, "because we can't meet their prices." Also, Stolon noted, "Our ability to compete is impaired as the Columbia club gets more and more outside labels."

Sarkisian, after outlining his average prices for LP's and the price at which he purchases them, admitted under cross-examination that his business had grown from \$800,000 in 1961 to \$1,200,000 in 1962. Identifying Korvette as a chief competitor, he said, "They've sold records at less than I pay for them."

Bialek, formerly the operator of Washington Records, outlined the arrangements made by him for that label for the release of the six-LP documentary package "FDR Speaks" through the Columbia club. The six-disk package regularly sold for \$2.78 per record, he said, but that finished records were sold to Columbia for club distribution at "about \$6.50 for a set of six." He described the club distribution as a failure.

Takes Issue

Bialek, under questioning, also took issue with certain disk packagings which are available only through the club. He described one Ella Fitzgerald LP on Verve as "... only for the club. We never got a shot at it. The record had a special club number and we could never locate it in catalogs." He also pointed to recordings by Ormandy, Casadesus and Serkin as

never having been available to dealers.

Bialek said he was certain that club offers were hurting his business because "We're asked to redeem the bonus coupons. It's a nuisance but we do it for good will."

Cross-examined by Sokolow on his memory of specific club offerings, Bialek noted: "Well, sir, after a while you learn to live with the club. You don't read the ads any more, just like some dealers don't read the Korvette ads any more on Sunday. They just don't want to spoil their day off." Earlier, Sokolow had drawn a laugh in the hearing room by asking Bialek, "Have you heard the good news that Korvette is coming to Washington soon?"

Outlining his own memory of the reasons for the club, Bialek recalled that "Columbia people told me when the club was starting that they had to have a club because they were on the point of losing artists to the Music - Appreciation Record Club. I have to give them a lot of credit. They certainly have the best club."

There was a final reference in the questioning to extensive Columbia club spot ads on WTOP, Washington CBS network outlet.

Final dealer witness was Fred Hartstone, who said that war horse classical sales used to enable dealers to carry complete catalog stocks of records, but, he claimed, "Columbia's club has caused an almost complete cessation of retail war horse sales. He said the current introductory club offer of six records for \$1.89 makes "any price the dealer asks completely indefensible in the customer's eyes." Hartstone also alluded to a heavy spot radio campaign for the Columbia club on the CBS Boston affiliate, WEEL.

FCC Lays Down Warnings On 'Don't' in FM Growth

WASHINGTON — If broadcasters can come up with a better answer to the orderly growth of the FM service than the FCC's proposed allocations table, the agency's mind is wide open to suggestions. But it will have to be remembered that the Commission does not intend to let the FM service develop into an AM-type jungle with poor nighttime coverage, leave smaller sized communities without primary FM service while the scramble goes on for big city locations, and permit common programming for AM and FM outlets indefinitely.

These warnings, together with a strong declaration of faith in the future of the FM service, were given by the comparatively new Federal Communications Commissioner E. William Henry recently, before the Georgia Radio and TV Institute in Athens, Ga.

Commissioner Henry also went over the good and bad aspects of specialized programming on FM. The need for specialized programming in multi-station metropolitan areas is obvious, and the FCC has welcomed it as an encouragement to the FM broadcasters. However, specialization is not the sole answer to the problem of

multi-station markets, "nor the sole guideline for their future development," Henry warns.

Specializing can be overdone, the Commissioner said. "If all stations in a given market were to program for the same segment of the community, other segments would remain unserved and the required over-all balance would not be achieved. The FCC and broadcasters will thus have to co-operate to see that specialized programming, if sought by licensees, develops within the existing framework of a balanced program format when the market is viewed as a whole."

The Commission looks for the day when the FM service may be so guided in its development that it may in some cases replace rather than be an adjunct to AM service, especially in the smaller community. FM offers the advantage of stereo broadcasting and better nighttime service than AM.

Applications for 150 FM licenses are now on file at the Commission, even though much red ink has crossed FM ledgers, with only one in four FM independent stations making a profit, in 1961, when the group as a whole lost \$2.6 million, said Henry.

Mfrs. Hit Many Trade Angles

• Continued from page 3

able for club use and that frequent contact is maintained with club officials regarding Kapp product particularly suited to club release.

He stated further that Kapp has an agreement with its artists for a royalty of one-half the normal rate for all sales achieved through the club. Kapp also explained that prior to club affiliation, a number of artists had raised the question of club distribution of their records. Further, he stated, "The presence of Mercury and Verve in the club influenced our own decision."

Ad vs. Interview

Kapp was also asked to reconcile a Kapp ad in Billboard July 18, 1960, regarding the label's not being in a record club as "profit insurance to dealers," and an interview appearing in the same publication later that year, discussing his entry in the club. A meeting with Columbia

had taken place before placement of the ad, he said, but no conclusions had been reached.

Cross examination was limited to a single question from Sokolow, in connection with a suit lodged by Kapp against the General Electric Company and CBS in reference to the use on the network by the sponsor of a Kapp-identified slogan, "Music of the Fabulous Fifties." The question elicited the response that the suit was undertaken during Kapp's affiliation with the record club.

Testifying Thursday (31) Maxin said that MGM inherited the Verve club arrangement when it acquired the label on November 11, 1960. At the time, he said, the Verve-Columbia contract was regarded as an asset. Later, however, the agreement was terminated, in February 1962. The effective cut-off date was June 30, 1962, with the cessation of all final Verve offerings in ads set for last December 31.

At one time, there were discussions on a proposed agreement for expansion of Verve-MGM participation in the club. Maxin said this was never consummated because: (1) The firm wished to press records for the club in its own Bloomfield, N. J. plant, (2) a greater voice on product for club release was desired, and (3) more information was wanted on the free and bonus record provisions.

These reasons for the break-off in negotiations were given over sustained objections by Columbia counsel and under a ruling by hearing examiner Moore that they would be a part of the record only if the case should reach the full Commission level.

Maxin was also questioned about the disposition of records remaining in Columbia's hands after termination of the club agreement. He said Columbia had offered to turn them over to the label for the effective net manufacturing cost of 30 cents per record. Verve has not yet made a counter offer.

Kill Excise Tax

• Continued from page 1

will be formed to study this further.

It was also pointed out that music publishers lacked information as to the sales necessities of the record industry and the techniques that labels must employ in moving product.

Many music publishers, it was said, are not aware of the fact that freebies must be handed out to specific prime outlets to get product into these desired locations.

A special report on compulsory licensing has been completed by RIAA, upon which will be based RIAA's recommendations to Congress for changes in the copyright laws to make them more favorable to record manufacturers.

NEW YORK — Danny Davis has been named new national sales and promotion manager for Dimension Records, the Aldon Music label. Davis was formerly in charge of promotion at Big Top.



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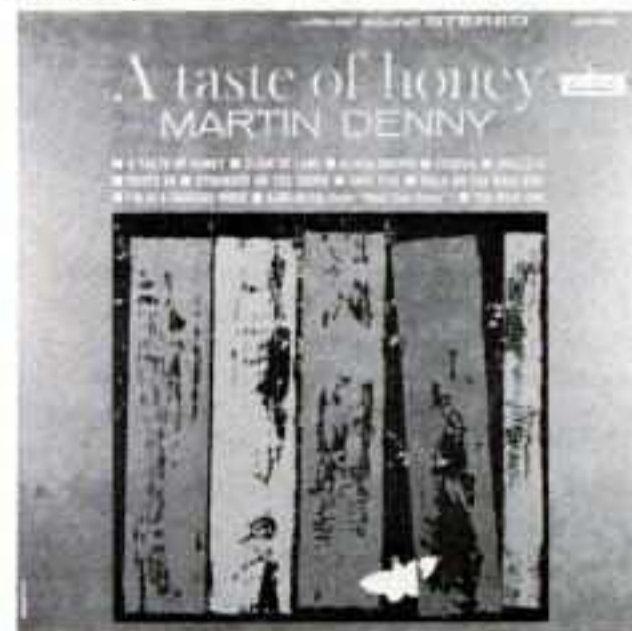
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LRP-3245 / LST-7245



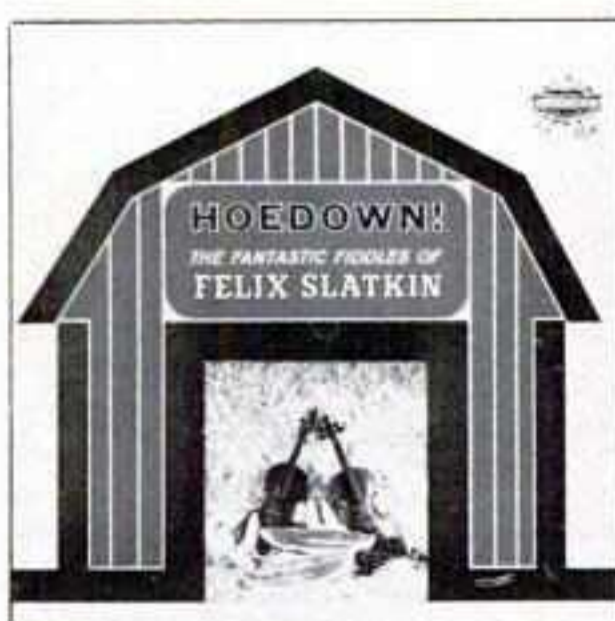
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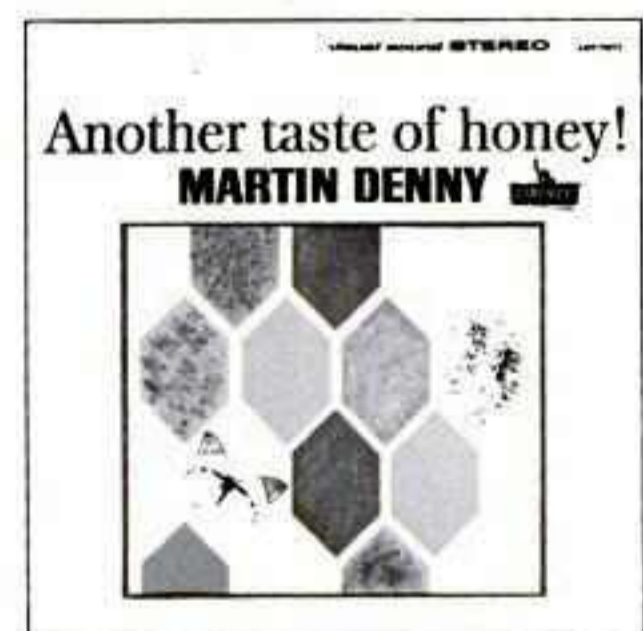
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LMM-13024 / LSS-14024



LRP-3277 / LST-7277



LRP-3273 / LST-7273



LMM-13022 / LSS-14022

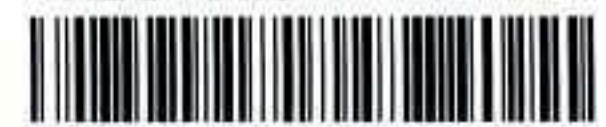
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CHECK CHESS FIRST!

THE ORIGINAL VERSION

**"MAMA
DIDN'T LIE"**

by
JAN BRADLEY

Chess #1845

**"EVERY DAY I
HAVE TO CRY"**

by
STEVE ALAIMO

Checker #1032

**"WOULD IT
MAKE ANY
DIFFERENCE
TO YOU"**

by
ETTA JAMES

Argo #5430

**"THINK IT
OVER"**

by
JIMMY DONLEY

Chess #1843

**"LONELY
BABY"**

by
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C-18

"MATHILDA"

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Chess #1846

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 9

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	HEY PAULA	By Hildebrand—Published by LeBill-Marbill (BMI)	4
2	1	WALK RIGHT IN	By Darling-Svanoe—Published by Ryerson (BMI)	4
3	3	THE NIGHT HAS A THOUSAND EYES	By Weisman-Wayne-Garrett—Published by Blen-Mabs (ASCAP)	7
4	6	LOOP DE LOOP	By Vann-Dong—Published by Tobi-Ann & Vann (BMI)	5
5	7	UP ON THE ROOF	By Goffin-King—Published by Aldon (BMI)	7
6	16	WALK LIKE A MAN	By Crewe-Gaudio—Published by Saturday-Gavadema (ASCAP)	2
7	14	RUBY BABY	By Lieber-Stoller—Published by Tiger (BMI)	2
8	11	YOU'VE REALLY GOT A HOLD ON ME	By Robinson—Published by Jobete (BMI)	4
9	5	MY COLORING BOOK	By Ebb-Kander—Published by Sunbeam (BMI)	4
10	19	RHYTHM OF THE RAIN	By Gummo—Published by Sherman-DeVorzon (BMI)	2
11	4	GO AWAY LITTLE GIRL	By Goffin-King—Published by Aldon (BMI)	10
12	18	FROM A JACK TO A KING	By Miller—Published by Dandelion (BMI)	3
13	15	HALF HEAVEN—HALF HEARTACHE	By Schroeder-Gold-Goehring—Published by Arch (ASCAP)	5
14	8	IT'S UP TO YOU	By Jerry Fuller—Published by Four Star (BMI)	7
15	9	TELL HIM	By Bert Russell—Published by Mellin (BMI)	8
16	12	TWO LOVERS	By W. Robinson—Published by Jobete (BMI)	8
17	26	FLY ME TO THE MOON—BOSSA NOVA	By Howard—Published by Almanac (ASCAP)	2
18	29	HE'S SURE THE BOY I LOVE	By Mann-Weil—Published by Aldon (BMI)	2
19	—	MAMA DIDN'T LIE	By Mayfield—Published by Curtom (BMI)	1
20	10	MY DAD	By Mann-Weil—Published by Aldon (BMI)	8
21	30	YOU'RE THE REASON I'M LIVING	By Darin—Published by Adaris (BMI)	2
22	17	I SAW LINDA YESTERDAY	By Lee-Reynolds—Published by Jack (BMI)	6
23	—	WILD WEEKEND	By Shannon-Todaro—Published by Shan-Todd & Tupper (BMI)	1
24	28	LITTLE TOWN FLIRT	By Shannon-McKenzie—Published by Vicki-McLaughlin (BMI)	4
25	25	CINNAMON CINDER	By Regan—Published by Algrace (BMI)	3
26	21	DON'T MAKE ME OVER	By David-Bacharach—Published by Bacharach-Jac (ASCAP)	5
27	—	SEND ME SOME LOVIN'	By Price-Marascalco—Published by Venice (BMI)	1
28	—	PROUD	By Mann-Weil—Published by Aldon (BMI)	1
29	—	CALL ON ME	By Malone—Published by Lion (BMI)	1
30	—	LOVE (Makes the World Go 'Round)	By Anka—Published by Spanka (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- HEY PAULA**—Paul & Paula Phillips 35017.
- WALK RIGHT IN**—Moments, Era 3099; Rooftop Singers, Vanguard 35017.
- THE NIGHT HAS A THOUSAND EYES**—Bobby Vee, Liberty 55521.
- LOOP DE LOOP**—Johnny Thunder, Diamond 129.
- UP ON THE ROOF**—Drifters, Atlantic 2162.
- WALK LIKE A MAN**—Four Seasons, Vee Jay 485.
- RUBY BABY**—Dion, Columbia 42662; Drifters, Atlantic 1089.
- YOU'VE REALLY GOT A HOLD ON ME**—Miracles, Tamla 54073.
- MY COLORING BOOK**—George Chakiris, Capitol 4892; Kitty Kallen, RCA Victor 8124; Sandy Stewart, Colpix 669; Barbara Streisand, Columbia 42648.
- RHYTHM OF THE RAIN**—Cascades, Vallant 6026.
- GO AWAY LITTLE GIRL**—Steve Lawrence, Columbia 42601.
- FROM A JACK TO A KING**—Ned Miller, Faber 114.
- HALF HEAVEN—HALF HEARTACHE**—Gene Pitney, Muscor 1026.
- IT'S UP TO YOU**—Rick Nelson, Imperial 5901.
- TELL HIM**—Exciters, United Artists 244; Ed Townsend, Liberty 55516.
- TWO LOVERS**—Mary Wells, Motown 1035.
- 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 Rafey, Kapp 382; Felicia Sanders, Decca 31335; Rhoda Scott Trio, Tru Sound 418; April Stevens, Imperial 5907.
- HE'S SURE THE BOY I LOVE**—Crystals, Phillies 109.
- MAMA DIDN'T LIE**—Jan Bradley, Chess 1845; Fascinations, ABC-Paramount 10387.
- MY DAD**—Paul Petersen, Colpix 663.
- YOU'RE THE REASON I'M LIVING**—Bobby Darin, Capitol 4897.
- I SAW LINDA YESTERDAY**—Dickey Lee, Smash 1719.
- WILD WEEKEND**—Rebels, Swan 4125.
- LITTLE TOWN FLIRT**—Del Shannon, Big Top 3131.
- CINNAMON CINDER**—Clinders, Warner Bros. 5326; Pastel Six, Zen 102.
- DON'T MAKE ME OVER**—Dionne Warwick, Scepter 1239.
- SEND ME SOME LOVIN'**—Sam Cooke, RCA Victor 8129.
- PROUD**—Johnny Crawford, Del-Fi 4193; Vic Dana, Dolton 51.
- CALL ON ME**—Bobby Bland, Duke 360.
- LOVE (Makes the World Go 'Round)**—Paul Anka, RCA Victor 8115.

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Fontaine LP Sizzles

Continued from page 1

end of his "Crazy" routine each week.

Gleason's pitch for the Fontaine LP created a wild five days at ABC-Paramount last week. According to Larry Newton, sales manager of the label, never one for understatement, "It's unbelievable."

On Monday (28) the orders started to pour in. As of Wednesday, orders had hit 50,000 for the first three days. On Thursday alone there were orders for about 45,000 sets. Friday morning new orders totaled 21,300.

Newton told Billboard that distributors were starting to send their own trucks to the plant to pick up Fontaine LP's by Wednesday. He said that the J. C. Penney chain had ordered a large quantity for all of its stores, and that Woolworth's had ordered sets for every one of its 5,000 outlets.

Newton also said that the record was selling not only in big city markets, but in smaller markets as well. "It is breaking in every part of the country," said Newton, "East, West, North and South." He told Billboard that ABC-Paramount was already getting the record pressed outside.

So far the Fontaine LP is following in the pattern of the Meader and Sherman LP's, although neither of them had the advantage of such sustained TV exposure. The trade is jumping on it as it did the Sherman and Meader LP's, and there are many trade estimates that the Fontaine set is sure to crack 500,000 and has a chance to go to the million mark. Reports are that it is selling faster at the moment than the Ray Charles country album at ABC-Paramount last year, which went over the 600,000 mark.

Gleason has long been an advocate of pushing record wax on his show. His own albums on Capitol have long been strong sellers, and many singles and LP's were kicked off on his TV show during the early 1950's. Elvis Presley rose to national fame during his appearance on the Gleason summer show with the Tommy and Jimmy Dorsey orks.

If the Fontaine LP continues its meteoric sales pace, it will mark the third singles-type hit LP in the past four months.

Publishers Okay

Continued from page 3

dealer sales to over-all sales has been "sustained and steady."

Starr outlined the standard mechanical royalty formula, noting that in general the 2-cent rate is in effect. In special cases, such as the recording of an entire show score with more than 12 songs, the 24-cent rate for the entire LP would still hold, he noted.

A club sale rate of 75 per cent of the standard rate is now observed, he said. Thus for an LP of 12 tunes, the rate is 1½ cents per tune or 18 cents per LP. At the start of the club, Starr said he granted a royalty-free license for a full year.

"My reason for the lower rates with clubs," he said, "was the same as the reason we cut the rate at the inception of the LP. I thought it would be a stimulant to more business."

Starr said he was a believer in clubs and that a special arrangement on royalties has just been granted a mail-order disk selling campaign launched by RCA Victor and Life magazine. "I feel that record clubs have been a great help to the business," Starr concluded.

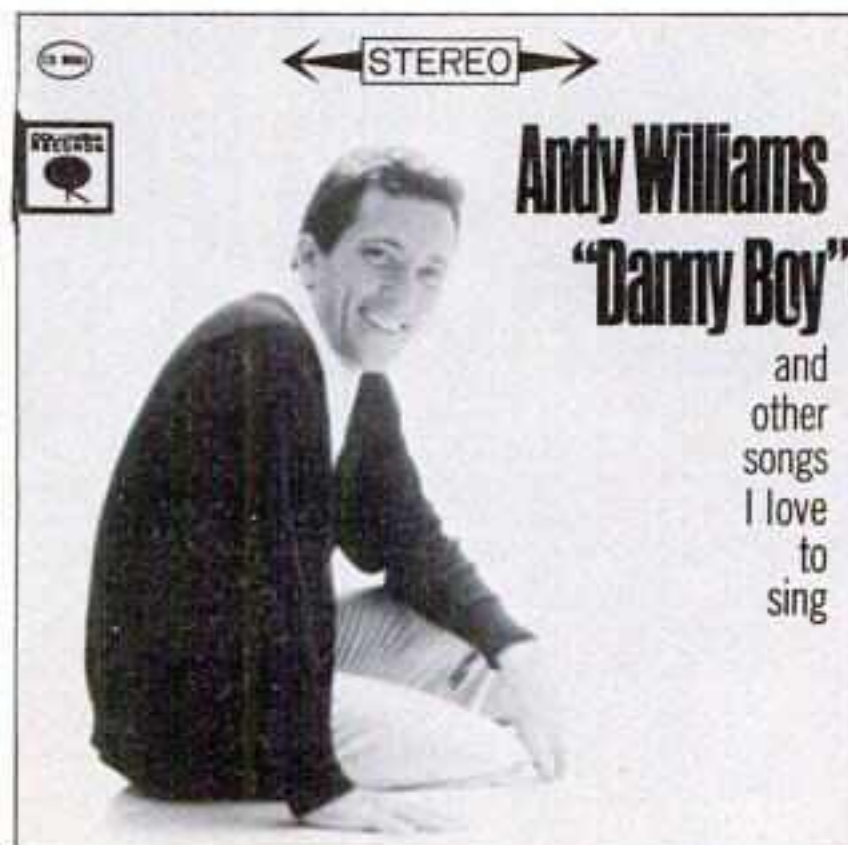
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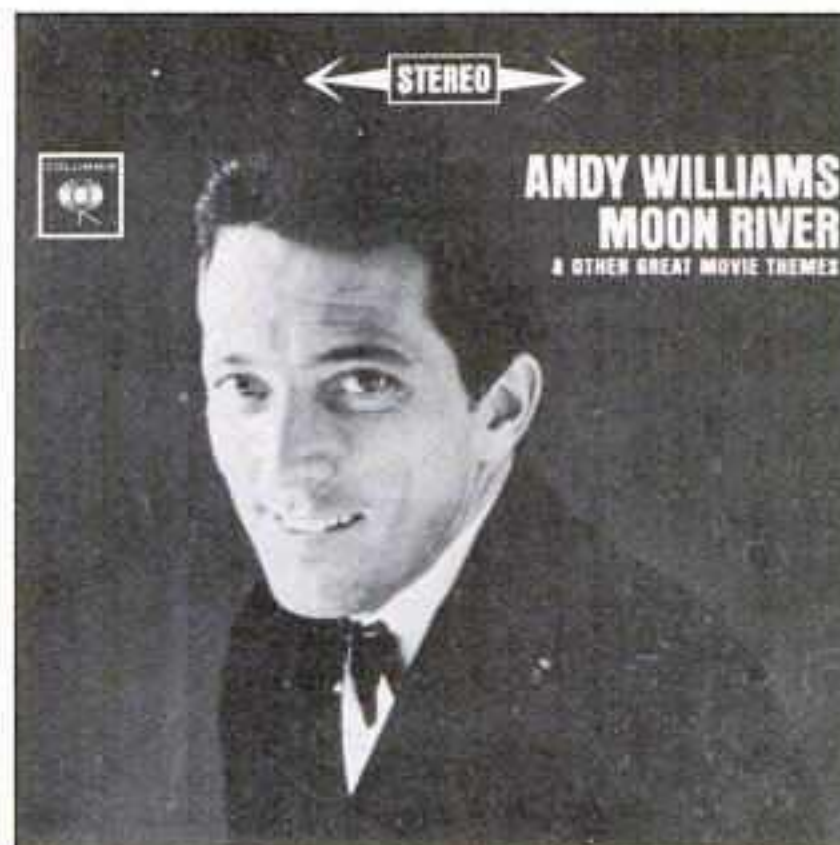
This is
his
territory.



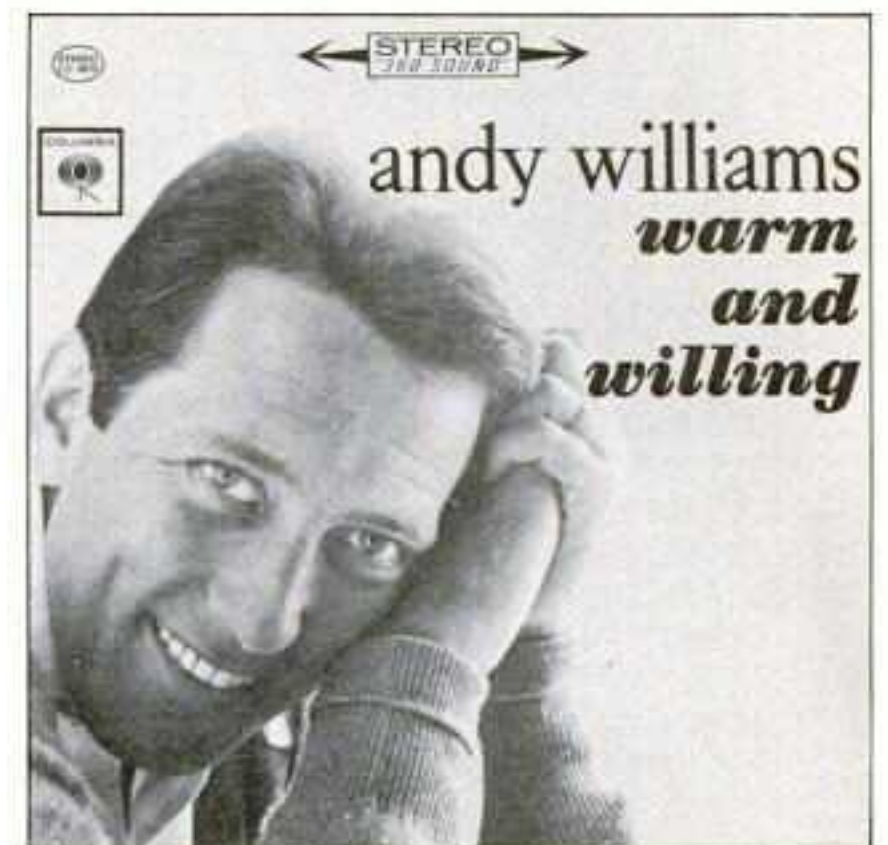
Every week he sells over 16,000,000 customers.



CL 1751/CS 8551*



CL 1809/CS 8609*



CL 1879/CS 8679*

Columbia Records 

Agencies Dig Those Diamonds in Rough

By JACK MAHER

NEW YORK—While major and independent record companies bid madly for teen-age talent, a number of agencies in the music business have quietly been conducting talent hunts of their own.

ASCAP, the Bon Soir night club and the GLG Productions (the Eydie Gorme-Steve Lawrence-Ken Greengrass firm) have all conducted talent tryouts over the last three months. All but GLG have turned up talent they believe well worth watching. GLG, seeking fresh song material for forthcoming Gorme and Lawrence albums, was deluged with material from nonprofessionals. According to Ken Greengrass, spokesman for the firm, none of it was acceptable.

Bon Soir has been holding weekly tryouts for new talent in the club on Tuesday afternoons. Like GLG, management of the club has been deluged with non-pro pleas. Diamonds in the rough are so rare, however, the club has re-established strict rules which dictate representation by agents and managers.

The comedy team of Brill and McCall was one of the first acts to be discovered at the auditions. They opened at the club January 19. Other artists singled out by club owners were singer Mimi Dayane and comic Larry Wilde. These few acts have been chosen out of more than 200 who sought auditions.

The ASCAP Showcase, which concluded in November, opened the door, at least a bit, for a number of musical show writers. The Showcase was held at the conclusion of an eight-week seminar which saw outstanding members of the profession advise young writers on the techniques of their art. The Showcase itself

presented more than 30 of these embryonic composers with capsule versions and highlights of their musical endeavors.

Some of the talented people heard and brought to the attention of agents and publishers Clark Gesner, who has had discussions with a number of producers and an audition with Chappell Music. Others to have an audition with Chappell are the team of Clay Boland Jr. (talented son of clefter Clay Boland), Pearl Mood and Betty Solomon and Bernie Spiro, Al Frisch and Irwin Andrews.

Bernice Cohen and Jay Remer have been auditioned by Shapiro-Bernstein, Phoebe Ray of the writing team of Ray and Arthur Blake credits their forthcoming appearance in the show "Compact '63" directly to the ASCAP Showcase. "Compact '63" breaks in at the Open End in Manhattan January 31. Another author who sold a song as a result of the Showcase is Harriette Ballin.

Larry Alexander and Gary Popkin are currently working on a show with an Idlewild Theater group in Queens. It's called "The Co-Operative Way" and stands a chance of an off-Broadway production. Bob Randall and Bob Denis have been approached by agents and producers as has David Denoon. The team of Ben Finn, Dan Rustin and Aver Corman has sold a tune, "All We Do Is Sing," to Joy Music.



DINAH

Hearing Soon On Dinah's 'Insult' Rap

PITTSBURGH—The American Guild of Variety Artists (AGVA) will hold a hearing in Pittsburgh into charges of John Bertera, owner of the Holiday House night club in nearby Monroeville that singer Dinah Washington insulted his guests by making anti-Semitic remarks during a performance last November.

The hearing arrangements were made by Nat Nazarro, AGVA representative, after Bertera agreed to pay the remaining \$1,671 of the \$7,500 salary Miss Washington received at Holiday House. Bertera has been withholding the money because of Dinah's alleged actions when she played Holiday House.

Attorney Hubert I. Teitelbaum, counsel for the night club, said a certified check for the amount — less \$409 for a check that Bertera cashed for her and that Bertera claims bounced — would be sent to AGVA to clear the contract with the union.

Nazarro had been negotiating with Bertera for two months for the balance of payment on Miss Washington's contract before proceeding with Bertera's grievance. Fearing AGVA might put Holiday House on its unfair list which would deny it top acts, Bertera had obtained a temporary restraining order against the union in Federal Court recently.

At last week's hearing Federal Judge Joseph P. Willson upheld the argument of attorney Ben P. Jubelirer that the court had no jurisdiction since the AGVA was an unincorporated organization with a diversity of members, many of whom reside in Pennsylvania.

In his petition for the restraining order Bertera had charged Miss Washington "behaved in an unprofessional manner and continuously harassed patrons." She is accused of making insulting anti-Semitic remarks to the guests. Bertera said he refunded \$1,300 to dissatisfied customers because of the incident.

Attorney Jubelirer said the hearing will be conducted to determine "if there is substance to the complaint" and if the singer merits disciplinary action.

the bill at the Hotel Diplomat, same city, February 7-12.

MIDWEST
Smothers Brothers make a stop at Michigan Tech. College in Houghton, Mich., on February 8.

WEST
Smothers Brothers on another concert stop at the University of Kansas in Lawrence, Kan., on February 9.

tute, Lexington, Va. . . . Barbara Lynn starts a one-week engagement on February 8 at the Royal Theatre in Baltimore. . . . Count Basie on a series of one-niters hits Fairfax, Va. (Fairfax High School); Hampton, Va. (Hampton Arena); Blacksburg, Va. (Virginia Poly. Inst.), and Baltimore, Md. (Fifth Regiment Armory) on February 6, 7, 8, 9. . . . Damita Jo will be in Hollywood, Fla., February 7-13. . . . Jackie Mason tops

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 4-10
(All Times Eastern Standard)

- MONDAY 4—PAT BOONE, JOHN BROWNING, JOAN SUTHERLAND**
All entertain on the "Bell Telephone Hour" (NBC-TV, 9:30-10:30 p.m.). Pat Boone's latest Dot single is "Days of Wine and Roses" b.w. "Meditation"; Concert pianist John Browning has numerous recordings on the Capitol label and Met opera star Joan Sutherland will sing selections from latest opera recording for London "La Sonnabula" by Bellini.
- TUESDAY 5—KEELY SMITH**
Miss Smith visits the Garry Moore show (CBS-TV, 10-11 p.m.). Her current Dot LP is titled "Cherokeely Swings."
- WEDNESDAY 6—ANITA BRYANT**
The Columbia recording artist guests on the Perry Como show (NBC-TV, 9-10 p.m.). Her new Columbia LP is "Anita Bryant's Greatest Hits."
- THURSDAY 7—KINGSTON TRIO**
The boys are guests on the Westinghouse late night tape-syndicated Steve Allen show (now seen in 30 cities). The trio's latest recorded efforts for Capitol are: "My Frontier"—album—and single, "Greenback Dollar" b.w. "New Frontier."
- FRIDAY 8—VI VELASCO**
The Colpix songstress again guests on the Tonight show (NBC-TV, 11:15 p.m.-1 a.m.). Her current Colpix album is "Cantando Bossa Nova."
- FRIDAY 8—SMOTHERS BROTHERS, JACKIE MASON**
The boys perform on the Jack Paar show (NBC-TV, 10-11 p.m.). Their Mercury album is titled "Smothers Brothers at the Purple Onion." Comedian Mason's new Verve LP is "I Want to Leave You With Words of a Great Comedian."
- SUNDAY 10—NICOLAI GEDDA, ROBERTA PETERS**
Both Metropolitan opera stars perform on the "Voice of Firestone," (ABC-TV, 10-10:30 p.m.). Mr. Gedda has many recordings available on Angel, and Miss Peters' recorded efforts can be heard on RCA Victor.

ONE MAN'S FAMILY, Chap. 23, Book 7

Meader Gives In, Does the Date

SAN FRANCISCO—Vaughn Meader has yielded to demands of the hungry i that he fulfill his four-week contract at the San Francisco night spot—but with modifications. He did not open on Monday night (28) as originally signed, but he did nine days later (6) and will work three and a half weeks instead of four.

His salary will remain at \$750 a week, as agreed upon.

Enrico Banducci, club owner, also holds a second four-

week option at \$1,250. Meader will return for that stint after working elsewhere.

Meanwhile, the club signed Garry Merrill as a fill-in for Meader with French disease Ondine and the Wayfarers performing peacefully under second billing for the entire period.

In New York, plans were still up in the air for Meader's second LP for Cadence, the firm that launched him to national prominence with "The First Family."

Four Saints Embark on Extended College Swing

DAYTON, Ohio—The Four Saints, Warner Bros. artists, concluded a fortnight's stand at Suttmiller's here, downtown nitery, January 26, and Tuesday (29) played the University of Oklahoma, Stillwater, in the first of a string of more than 30 college dates all in the Midwest, arranged by their personal manager, Walter A. Bouillet.

Bouillet left here Tuesday (29) for New York, after setting up a route of concert dates in this area to begin April 25. Already set are Dayton, Columbus, Cincinnati, Ohio, and Indianapolis. During their engagement at Suttmiller's the Four Saints made their 27th guest appearance on the Ruth Lyons "50-50 Club," which is simulcast on the Crosley Broadcasting four-station network via WLW-T, Cincinnati.

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.

JOE HARNELL (Kapp)

HOME TOWN: New York. **EDUCATION:** University of Miami and the Trinity College of Music in London. **BACKGROUND:** Joe Harnell began playing the piano at age six. At 14 he formed his own band. After completing studies at the Trinity College of Music, Harnell studied with Aaron Copland for four years and then continued under such well-known composers as Darius Milhaud, Ernst Toch and Leonard Bernstein. A man with diverse talents, Harnell has arranged, played and conducted popular, Latin and classical albums and has served as musical director for such stars as Jane Morgan, Peggy Lee and Robert Goulet. He is currently musical director for the daytime network TV show "Play Your Hunch." This hot chart single is his first hit record.

LATEST SINGLE: "Fly Me to the Moon—Bossa Nova" is scoring well on the Hot 100.

LATEST ALBUM: Just out this week titled, of course, "Fly Me to the Moon—Bossa Nova."



TALENT TOPICS

NEW YORK

Another S. Hurok concert—the fourth—postponed because of the newspaper strike: Italian lyric tenor Cesare Valletti, originally set for Town Hall last week, now due April 16. . . . Most other concerts going on as scheduled, though audiences held down substantially because of publicity draught.

A dream nurtured for 12 years by singer Jerry Vale comes true: a date at the Copa this summer. . . . With her current "Rusty in Orbit" away out near the 400,000 mark, Rusty Warren's albums in two years have sold almost 3 million, all told—or, as she might say, "All told? No a couple of guys kept their mouths shut." . . . Drums rolling for Carlton Record's Gayle Harris ("Honest, fellows, she's really

only 16) and her "Here Come the Hurt." . . . Lena Horne again melting them at the Waldorf.

The Highwaymen's current tour, which takes them to 25 West Coast colleges, is introducing their big single, "March on, Brothers!" . . . Little Eva's sister, Idalia Boyd, has her first release on Dimension, "Hula Hop-pin'." . . . Woody Woodbury, the "Who Do You Trust" emcee on television, signed by William Morris. . . . After current Jersey Latin Casino return for Steve and Eydie ("we came back one baby and 26 months later," Eydie said), couple goes to Diplomat, Miami Beach, February 27. . . . Ken Colman into Miami Playboy Club and George Kirby into the local one. . . . Vienna

(Continued on page 12)

TALENT ON TOUR

EAST

Ella Fitzgerald headlines concert in Philadelphia on February 3 at the Academy of Music. . . . Oscar at The Embers, New York, for two-weeker starting February 4. . . . Count Basie for one-niter at House of Cards in W. Haven, Conn., on February 4.

SOUTH

The Lettermen make a concert appearance on February 9 at the Vermont Military Insti-



Their strongest release since "EXODUS"

FERRANTE & TEICHER

THEME FROM "LAWRENCE OF ARABIA"

UNITED ARTISTS RECORDS UA 563
TWO WEEKS OLD AND THE ONLY VERSION ON THE CHARTS

Produced By Jerry Leiber and Mike Stoller



They're SWINGING again

The Highwaymen

WITH A NEW HIT

"PRETORIA"

UNITED ARTISTS RECORDS UA 568

CURRENT CHART RIDERS

•BABY JANE • "DOGGIE IN THE WINDOW"

UNITED ARTISTS RECORDS UA 560

•GENE PITNEY

"HALF HEAVEN HALF HEARTACHE"

MUSICOR RECORDS MU 1026

•MIKE CLIFFORD

"WHAT TO DO WITH LAURIE"

UNITED ARTISTS RECORDS UA 557

•THE EXCITERS • "TELL HIM"

UNITED ARTISTS RECORD UA 544



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HATTIE LITTLES
"HERE YOU COME"
 Gordy #7007
MOTOWN/TAMLA RECORDS
 Detroit, Mich.

TALENT TOPICS

• Continued from page 10

Choir Boys' national tour takes it to Las Vegas, Pittsburgh, Hollywood and Toronto next month. . . . Hard-to-check but ominous statistic: 300 record firms folded in 1962.

JACK ORR

BOSTON

RCA's Asher Shuffer reports excellent results from a personal appearance promotion by Arthur Fiedler at the Jordan Marsh department store record department. The Boston Pops conductor signed albums of his "Our Man in Boston" for a host of fans.

Peter Lawford has canceled out for his appearance with Jimmy Durante, Sonny King and Eddie Jackson for the Blinstrub's date. . . . Stanley Blinstrub has grabbed Robert Goulet for a return engagement late in March after his smash appearance there last month. Tony Bennett and Ray Charles (a surprise booking here) also have been signed.

Vaughn Meader visited Blinstrub's Village and promised to sign a contract after his concert hall tour is finished. . . . Herb Dale, of Dale Enterprises, has taken on the Everest label and is happy with the response to Troy Shondell's records.

SAN FRANCISCO

Dick Stewart, long a teen favorite on KPIX, is also taking on a radio deejay stint. He has started as substitute staffer on KSFO here every Sunday for two hours starting at noon. . . .

Two youthful amateur singers have turned professional upon winning an appearance on the Tennessee Ernie Ford variety show, originating in San Francisco and seen weekdays on KGO-TV at noon. Their first air ventures have also landed them a recording with RCA. The pair are Hank Jones and Dean Kay, 22-year olds, who bill themselves as Hank and Dean.

Art Blakey, scheduled for a Jazz Workshop opening last week, got stuck in Japan. His opening has been delayed several days. . . . Mel Torme's first 10-day stint at the Off Broadway has been so successful, he has extended the engagement another seven days. . . . June Christy and Dick Contino follow him, starting February 15.

GODFREY LEHMAN

PHILADELPHIA

Pep's Musical Bar returns to a name policy January 28 with Cannonball Adderley relighting the room. . . . A long-range booking will bring Damita Jo to Atlantic City's Club Harlem for June and August, with the July month at the Bolero in Wildwood, N. J. . . . Irving Granz will bring the Kingston Trio to the Academy of Music for a March 22 concert. . . . It will be a June wedding for maestro Sonnee Davis and songbird Phyllis (Cookie) Schwartz. . . . Vaughn Meader returns here next month for a private appearance before the membership of the Union League, Republican Party stronghold. . . . Tony

Mammarella has taken Billy Cook, who bowed with "This Little World," under his managerial wing. . . . Membership of the local AFTRA chapter endorsed the union's strike against WIBG.

MAURIE H. ORODENKER

HOUSTON

June Christy has been signed to open an engagement at the Tideland's opening on January 28. . . . The Wanderers Three have returned to the Tideland's for an engagement. . . . Tim Evans, Ernest Mills and John James recently cut their first album for Dolton called "We Sing Folk Songs," which will be out soon. Also on the bill is comedian Stagg McMann. . . . Don Goldie, former trumpet player for Jack Teagarden, will replace the Don Cannon band on February 4.

PITTSBURGH

The Horizon Room at the Greater Pittsburgh Airport has an April commitment with Rusty Warren. Also set for the Horizon Room are the Four Coins and organist Earl Grant.

Tenor Marco Valenti, former RCA Victor singer, has been booked into the Twin Coaches as of January 26. . . . Promoter Fay Olmstead has set a "A Leonard Bernstein Gala" on February 5 into Mt. Lebanon Auditorium with Robert Rounseville, Claire Alexander, Robert Goss and Mary Hensley as vocalists. . . . Pianist Benno Moiseiwitsch will play a concert on January 30 at Carnegie Hall. Glenn Miller's orchestra, led by Ray McKinley, played to capacity audiences at two performances in the Memorial Theater in nearby McKeesport on January 20.

LEONARD MENDLOWITZ

CINCINNATI

Jose Greco, on his first stand of a national tour, grossed \$8,700, at a \$4.40 top, at Memorial Hall, Dayton, Ohio, January 18. Greco appeared under the banner of W-B Productions, Inc., Dayton-based promoters, who now have experienced four consecutive sellout concerts, the previous ones being with Liberace, the Limelites and Ferrante and Teicher. W-B has the Stan Getz Quintet, with Homer and Jethro set for Dayton February 24, and Peter Nero and ork March 10. They also have booked Tony Bennett for Veterans Memorial, Columbus, Ohio, March 1, and Music Hall, Cincinnati, April 20.

Max Falcon, Fraternity Records artist, in town early last week to appear on the Skipper Ryle show on WKRC-TV, the Bob Braun "March of Dimes" seg and "Bandstand" on WLW-T, and the latter station's "Midwestern Hayride." He left here Tuesday (29) on a two-week road trip to plug his new release, "I Thought I Heard You Call My Name," accompanied by disk promoter, Pat Nelson. Thursday (31) Falcon appeared on the Buddy Dean TV-er in Baltimore. . . . Peter Nero set for the Taft Theater here March 9.

BILL SACHS

Distrib Switch

HENDERSONVILLE, Tenn. — Monument Records announced a change in distributors in two cities last week.

Supreme Distributors will replace Ohio Appliances in Cincinnati, and Raymond Rosen, Inc., will be replaced by David Rosen, Inc., Phonograph Record Division, headed by Harry Rosen in Philadelphia.

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LONG TALL SALLY
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SLIPPIN' 'N SLIDIN'
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DUKE #360

Pop Smash!
JOE HINTON

YOU KNOW IT AIN'T RIGHT



BACKBEAT #537

I'M GONNA TELL IT ON YOU
James Davis

DUKE #359

HOMEWORK
Otis Rush

DUKE #356

JUNIOR PARKER



SOMEONE SOMEWHERE

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At Last Here's Jackie!
JACKIE VERDELL



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SAM COOKE "Mr. Soul." Sam's newest hit album provides its own lush backdrop of moonlight and romance. It's tender, sentimental, warm and all-embracing. All the stuff that hit albums are made of is in this big one, including: "Willow Weep for Me," "Cry Me A River," "Send Me Some Lovin'," eight others, all love-ly. #LPM/LSP-2673

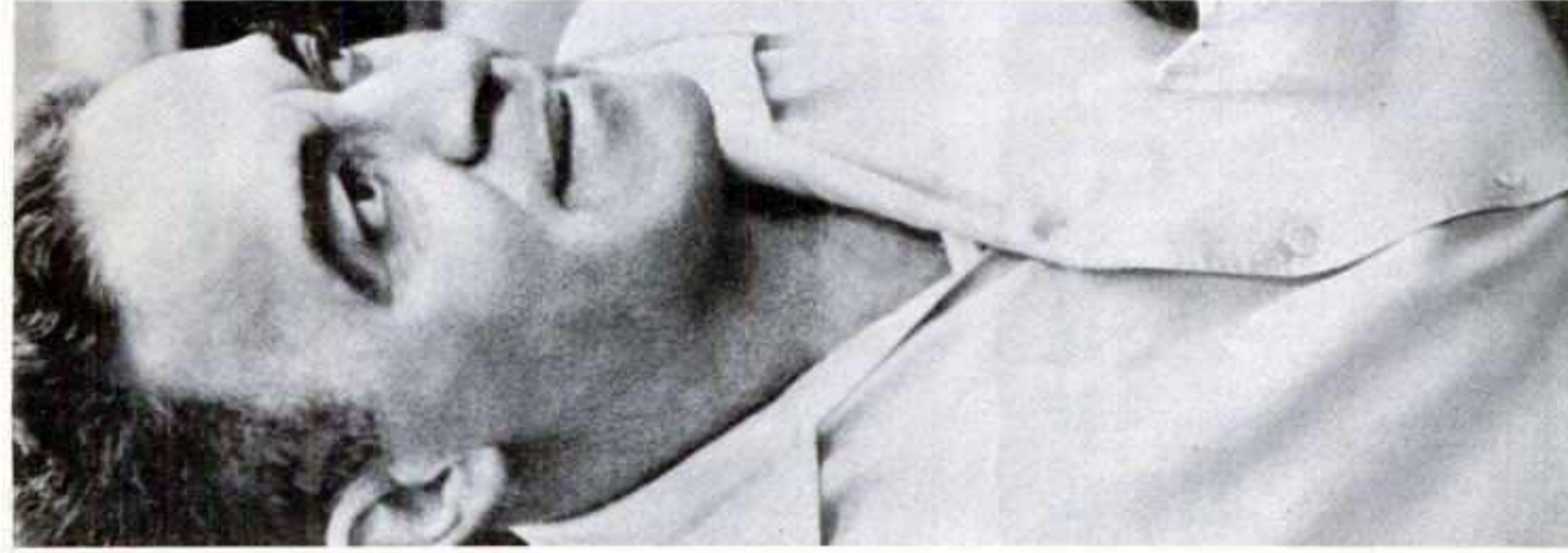
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FLOYD CRAMER

**MR. SOUL
SAM COOKE**



"SWING ALONG WITH FLOYD CRAMER." Floyd blends the rhythm, folk, jazz and blues of his native south in the inimitable Cramer style. The moods range from haunting beauty to rollicking humor to bitter-sweet blues. Nashville sound all the way with: "Georgia On My Mind," "Java," "The Twelfth of Never." #LPM/LSP-2642

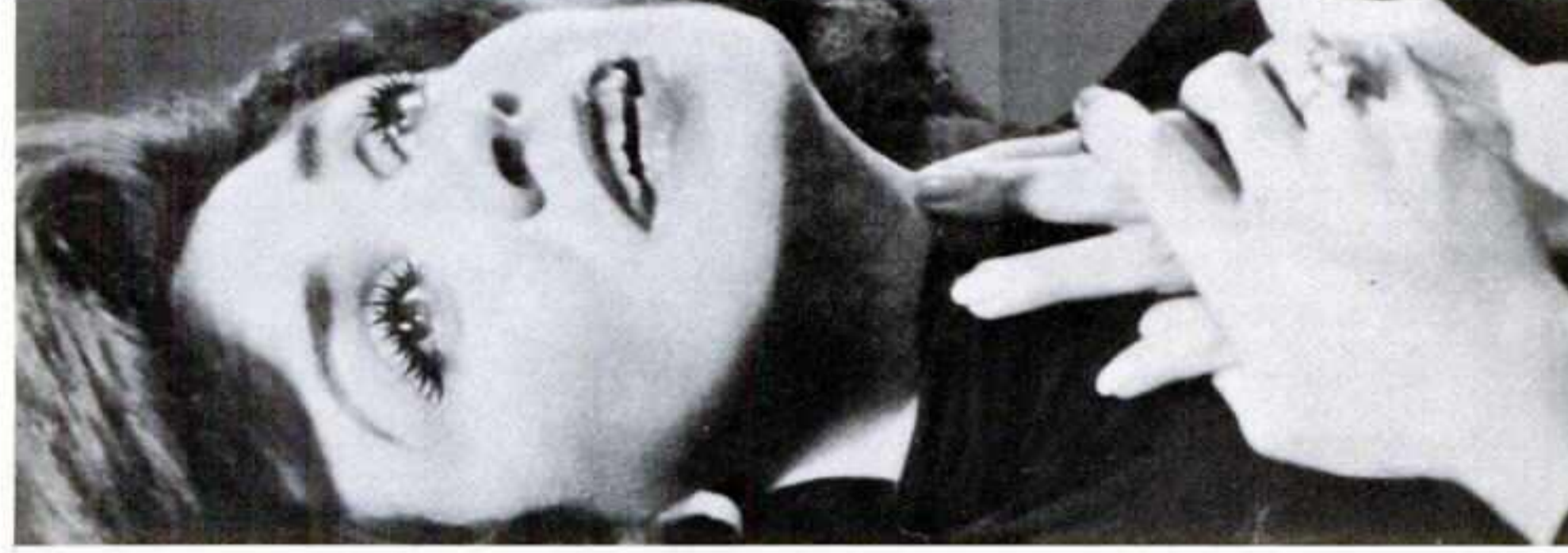
Swing along with
FLOYD CRAMER



FRANKIE CARLE "30 Hits of the Tuneful '20s." The great big sounds of the twenties—some tender, some happily topsyturvy and all as tuneful as the era was colorful—are given their full and glorious due by Frankie Carle's piano and orchestra. "Linger Awhile," "Alabama Bound," "I'll See You In My Dreams." #LPM/LSP-2592

Swing along with
FLOYD CRAMER

FRANKIE CARLE
his piano and orchestra
30 HITS OF THE '20s



"KITTY KALLEN SINGS 'MY COLORING BOOK' AND HER OTHER GREAT HITS." Lovely Kitty returned to the hits charts again with her tender rendition of "My Coloring Book." Now, hear the original version of this smash hit, plus other inspired hits like "I'll Walk Alone," "I'm Beginning To See The Light." #LPM/LSP-2640

**KITTY KALLEN'S
'MY COLORING BOOK'**

And Her Other Great Hits

LITTLE THINGS BEAR A LOT
I'LL WALK ALONE
I'M BEGINNING TO SEE THE LIGHT
IN THE CHAPEL IN THE MOONLIGHT
STAR EYES
THEY'RE EITHER TOO YOUNG OR TOO OLD
IF I GIVE MY HEART TO YOU
I'LL NOT TRAIT DREAM
BECOME MOON
ARE YOU LOOKING FOR A SWEETHEART
IT'S BEEN A LONG, LONG TIME



JIM REEVES "Gentleman Jim." Following one of the most sensational tours an American has ever made in a foreign country, Jim shows how it's done in this new album. Pure, uncomplicated, widely appealing are the sounds of this gentle man's dozen, including: "Memories Are Made of This," "Roses Are Red." #LPM/LSP-2605

Gentleman Jim
JIM REEVES

PLUS THESE SUNNY SELLERS:
"FAITHFULLY YOURS"—EDDY ARNOLD LPM/LSP-2629 • "A GERSHWIN HOLIDAY" VPM/VPS-6011 • "DIAMONDS BY THE DOZEN" LPM/LSP-2632 • "BASIN STREET EAST"—LAMBERT, HENDRICKS AND BAYAN LPM/LSP-2635 • "ROSEMARY CLOONEY SINGS COUNTRY HITS FROM THE HEART" LPM/LSP-2565 • "FOREVER FAITHFUL" DORIS AKERS LPM/LSP-2644 • "SODOM AND GOMORRAH"—ORIGINAL FILM SOUNDTRACK LOC/LSO-1076 • "THE MYSTERY OF HIS WAY"—STATESMEN QUARTET LPM/LSP-2546

Oscar Davis Unit Grosses \$116,000 in 11-Day Trek

By MARK-CLARK BATES

NASHVILLE—Packed houses plus turnaways on the recently completed Ray Price package tour have spurred Price's personal manager, Oscar Davis, to begin plans for a similar annual tour.

This year's tour, which opened January 10 in Fort Worth and closed January 20 in Austin,

Tex., covered cities in Louisiana, Texas, New Mexico and California.

In five of the nine cities visited, advance sales topped the \$10,000 mark, according to Davis.

Total take for the tour hit \$116,000, with total expenditures budgeted at \$80,000. The largest single house was Long Beach, Calif., where the gross totaled \$16,000.

Shreveport, La., the one stop where box-office sales were disappointing (\$4,700), could be attributed to a last-minute change in plans, Davis said. Originally, the Shreveport date was not scheduled. However, when arrangements for a scheduled Portland, Ore., date fell through, the Shreveport show was booked. Consequently, the Louisiana booking did not get proper promotion, Davis said. Both radio and local newspapers were used for promotion, with emphasis on radio.

On tour with Price were Webb Pierce, Minnie Pearl, Carl Smith, George Jones, Stonewall Jackson, Red Sovine, Claude King and Billy Deaton.

Davis, who set up the tour for the Ray Price Enterprises through the Jim Denny Artists Bureau, said he has booked a similar Price show for Cobo Hall, Detroit, for May 5. The Detroit show will carry an \$8,000 price tag for talent.

Hap Peebles Sets Five-State Tour

WICHITA, Kan.—Five Mid-western States will be visited on a country music tour arranged by Harry (Hap) Peebles, Wichita agent. Featured in the package will be Hank Thompson and His Brazos Valley Boys, Kitty Wells, Johnny and Jack and the Tennessee Mountain Boys, Billy Gray, Bill Phillips, and the Plainsmen Quartet.

Cities to be visited are Salina, Kan., February 15; Sioux City, Ia., February 16; Kansas City, Mo., February 17; Sioux Falls, S. D., February 19; Omaha, February 20; Lincoln, Neb., February 21; Topeka, Kan., February 22, and Wichita, February 23.

The Topeka engagement will be for the Shawnee County Sheriff's Benefit Association, the fourth consecutive year that c.&w. talent has been used for that purpose.

COUNTRY MUSIC CORNER

By BILL SACHS

The Lima, Ohio, Jaycees bring another "Grand Ole Opry" package to Memorial Hall, that city, February 16, the fifth such annual affair. Featured in the package will be **Marty Robbins, Jerry Byrd, Bobby Sykes, Don Winters**, and the **Teardrops**. **Tom Francis**, of WIMA Radio, will emcee the two performances. . . . The **Stanley Brothers** were in Cincinnati early last week to cut a new country folk album for King Records under the direction of King general manager, **Hal G. Neely**. . . . **Kathy Dee**, working under the guidance of **Reed Welty**, of B-W Music, Inc., Wooster, Ohio, played Youngstown, Ohio, last Friday (1), and then hopped to Greensburg, Pa., for a fair managers' banquet show Saturday (2).

Rocky and Hal, currently working nitery dates six nights a week in the Seattle, Wash.-Vancouver, B. C., sector, have just had their first release on **Bafco Records**, "Innocent Fun," a country vocal, b.w. and instrumental arrangement of the modern standard, "Solitude." Meanwhile the lads continue their daily deejay stanza on **Station KOQT**, Bellingham, Wash. . . . **Rose Maddox** heads back to Las Vegas soon for show dates, following which she embarks on a Canadian trek during March. Plans are being made for a European tour in April. Heading up the recently organized **Rose Maddox Fan Club** are **Paul C. Groah**, Roanoke, Va., and **Pat White**, San Francisco.

At the BMI Award Dinner in New York January 23, **Hank Cochran** received pop awards on three tunes penned by him in 1962—"A Little Bitty Tear," "She's Not You" and "Funny Way of Laughin'." **J. Hal Smith**, general manager of Pamper Music, Inc., and **Wayland (Stubby) Stubblefield**, also of the Pamper firm, made the trip to New York with Hank for the presentation.

Oklahoma country singer **Abe Mulkey**, who records under the name of **Marshall West**, has just signed a recording pact with the Cameo label in a deal arranged by **Merle Kilgore**, writer of "Wolverton Mountain." West's first for Cameo is a Kilgore tune, "Sheepskin Valley," slated for release this week. . . . **James T. Murphy Jr.**, Providence, R. I., and **Ted Powers**, of Columbia, S. C., have formed **Country Star Promotions** and **Maycourt Recording Company**, with headquarters in Sumter, S. C. Purpose of the firm, according to Murphy, is to promote new country singers. Murphy formerly toured the South as an entertainer under the name of **Cowboy Pete Murphy** but has been out of the country music field several years. He and Powers also plan to promote country music shows in the South Carolina sector.

Bobby Hankins and his group are routed for **Forrest Park**, Marshalltown, Ia., February 5; **Lake Robbins**, Perry, Ia., 6; **Laramar**, Fort Dodge, Ia., 7; **Melody Hill**, Dubuque, Ia., 8; **Matter's**, Decorah, Ia., 9; **Coliseum**, Oelwein, Ia., 12; **Star Ballroom**, Dakota City, Ia., 14; **Castle Club**, Charles City, Ia., 15; **Coliseum**, Oelwein, Ia., 16, and **Armar**, Marion, Ia., 20. **George Hamilton IV** appears with the **Hankins** combo at the February 5, 7, 8 and 9 stops. **Hankins**, now in his third year with his

Billboard HOT COUNTRY SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 2/9	Weeks on Chart
1	1	BALLAD OF JED CLAMPETT	Lester Flatt & Earl Scruggs, Columbia 42606	10
2	2	DON'T LET ME CROSS OVER	Carl Butler, Columbia 42593	10
3	3	RUBY ANN	Marty Robbins, Columbia 42614	10
4	4	SECOND HAND ROSE	Roy Drusky, Decca 31443	8
5	8	T FOR TEXAS	Grandpa Jones, Monument 801	9
6	5	SING A LITTLE SONG OF HEARTACHE	Rose Maddox, Capitol 4845	14
7	10	FROM A JACK TO A KING	Ned Miller, Faber 114	7
8	6	DOES HE MEAN THAT MUCH TO YOU?	Eddy Arnold, RCA Victor 8102	10
9	9	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND	Porter Wagoner, RCA Victor 8105	10
10	19	HELLO TROUBLE	Orville Couch, Vee Jay 470	12
11	13	I'VE GOT THE WORLD BY THE TAIL	Claude King, Columbia 42630	6
12	12	I TAKE THE CHANCE	Ernest Ashworth, Hickory 1189	7
13	11	DOWN BY THE RIVER	Faron Young, Capitol 4868	8
14	14	BAYOU TALK	Jimmy "C" Newman, Decca 31440	7
15	7	WALL TO WALL LOVE	Bob Gallion, Hickory 1181	14
16	17	CAN'T HANG UP THE PHONE	Stonewall Jackson, Columbia 42628	3
17	20	END OF THE WORLD	Skeeter Davis, RCA Victor 8098	8
18	18	BLACK CLOUD	Leroy Van Dyke, Mercury 72057	7
19	-	NOT WHAT I HAD IN MIND	George Jones, United Artists 528	1
20	16	I'VE BEEN EVERYWHERE	Hank Snow, RCA Victor 8072	22
21	21	ROBERT E. LEE	Ott Stephens, Chancellor 107	3
22	23	YOU'RE FOR ME	Buck Owens, Capitol 4872	7
23	-	FADED LOVE	Leon McAuliff, Cimarron 4057	4
24	-	MR. HEARTACHE, MOVE ON	Coleman O'Neal, Chancellor 108	4
25	30	HOW COME YOUR DOG DON'T BITE NOBODY BUT ME?	Webb Pierce & Mel Tillis, Decca 31445	3
26	-	IS THIS ME?	Jim Reeves, RCA Victor 8127	1
27	29	THE WAY IT FEELS TO DIE	Vernon Stewart, Chart 501	3
28	-	KNOCK AGAIN, TRUE LOVE	Claude Gray, Mercury 72063	1
29	-	ALL GROWN UP	Johnny Horton, Columbia 42653	1
30	-	WALK ME TO THE DOOR	Ray Price, Columbia 42658	1

hour-and-a-half platter show on **KOEL**, Oelwein, Ia., on Saturday nights, has just inaugurated a half hour daily seg on **KCRG Radio**, Cedar Rapids, Ia., and says he's in need of spinning material from the major labels. **Hankins'** address is 10 Eighth Street, N. E., Oelwein, Ia.

Latest bookings by **Otto Devine**, talent chief of WSM's "Grand Ole Opry," Nashville, stack up as follows: **Flatt and Scruggs**, Cleveland, Ohio, February 9; **Oneonta**, Ala., 15; **George Hamilton IV**, Marshalltown, Ia., February 5; **Perry**, Ia., 6; **Fort Dodge**, Ia., 7; **Dubuque**, Ia., 8; **Decorah**, Ia., 9; **Davenport**, Ia., 17; **Bill Anderson** and **Ray Price**, Red Deer, Alta., February 5; **Edmonton**, Alta., 6; **Calgary**, Alta., 7; **Medicine Hat**, Alta., 8; **Lethbridge**, Alta., 9; **Spokane**, Wash., 10; **Vancouver**, B. C., 11, and **Tacoma**, Wash., 12; **Carl Butler**, Oklahoma City, Okla., February 9; **Odessa**, Tex., 10; **Justin Tubb**, Secaucus, N. J., February 22; **Jackson**, N. J., 23, and **New Melford**, Conn., 24.

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THE PEANUT BUTTER SONG
 b/w
ALL WORK — NO PLAY
GABRIEL AND THE ANGELS

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 by
ROCKIN' REBELS
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ANOTHER SMASH HIT!
 for
Ernest Ashworth
I TAKE THE CHANCE
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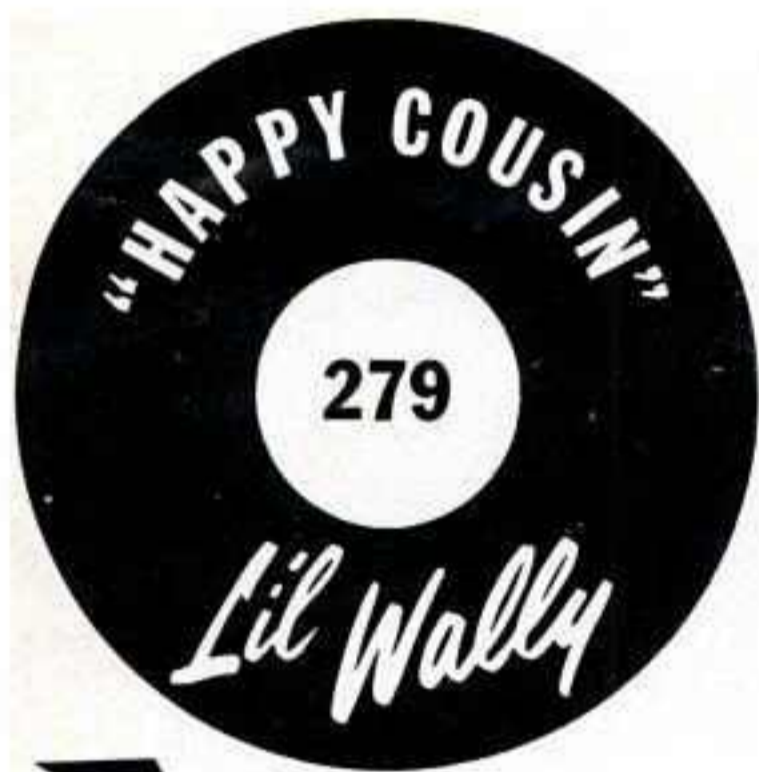
GOOD GOLLY MISS MOLLY
 b/w
I CAN'T TRUST ME (In Your Arms Anymore)
JERRY LEE LEWIS
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We Predict...
A MILLION SELLER!
MMMM...GOOD...

"Frankfurter"

Qty.

by **PAUL KUHN** (45 rpm JAY JAY 280)



Qty.

A BILLBOARD PICK



Qty.



Qty.



Qty.

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MONO 1055 STEREO 5055



Qty.

Authentic Polish Songs. Instrumental featuring Clarinet solos.

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By NICK BIRO
(Chicago Office)

The National Association of Radio Announcers is planning a West Coast regional meeting in San Francisco February 23. All rhythm and blues jockeys in the 12 Western States are invited. Anyone interested, contact NARA's Western Regional Director Bugs Scruggs, Box 170, San Francisco. . . . The Western group will host NARA's big national convention in San Francisco next August. Agenda at the regional meeting will cover plans for the convention plus regional organization (the Coast group wants jockeys from each area), and the setting up of a job placement bureau. The Coast group will also be working with the national association on job placement, a retirement plan and the upgrading of the level and quality of rhythm and blues programming. Aim is to assist member jockeys in producing better programs for their respective stations. In Scruggs' own words: "Our organization is not new, but it has just crossed a threshold of real solidarity among jocks with common interests and common problems. We hope that we can not only improve our image in the broadcast industry but that we can add to the uplifting of every station we represent, not only in image but in revenue."

With the holidays out of the way, a lot of rhythm and blues jockeys are again getting involved in record hops and community shows. Sir Walter Ra-

leigh, WAMO, Pittsburgh, is putting together a five-city review that will feature Ray Charles plus a host of other artists. Raleigh's show kicks off in Pittsburgh's Civic Arena (seating 13,000), March 29. It then goes to Louisville, Cleveland, Detroit and St. Louis. Raleigh, incidentally, is one of the few jockeys to have two shows per day, one r.&b., one jazz. . . . Bugs Scruggs, KSAN, San Francisco, is emcee and promoter of a review featuring Jimmy McCracklin to be held at San Francisco's Fillmore Auditorium February 3. McCracklin's latest hit was "I Just Got to Know." Others on the show: Bob and Earl of "Deep Down Inside" fame on Tempe; Lonnie Russ ("My Wife Can't Cook" on Four Jay); The Four Rivers, new Jubilee group backing on the Coast; and Daisy Dial, who Raleigh is tabbing as a "sensational female performer who's a cross between Aretha Franklin and Dinah Washington."

Jim Lounsbury is emceeing a combination TV show and record hop to be telecast out of the Aragon Ballroom in Chicago later this month. Stars will include Jimmy Clanton, Oscar Brown Jr., the Four Seasons and Ral Donner. Lounsbury and Jack Hilton, producer, will tape two one-hour segments to be syndicated nationally. If the show clicks, the pair hope to convert to a weekly program. . . . Detroit will have a new television segment devoted to rhythm and blues artists. It'll be

called "Club 1270," on WKYZ (Channel 7) on Sunday from 3-4. First stars will include Mary Wells, Marvin Gaye and the Vandellas. Scheduled soon will be the Miracles, the Marvellettes, Little Jimmy Wonder and the Contours.

Amos Milburn, one of the big names in blues, is due for his first release on Motown this week. Tamla-Motown is planning a company newsletters, the better to keep everyone informed of what's new. . . . C. T. Tremmel left KSAN, San Francisco and will announce a new affiliation shortly. . . . Bill Summers is back at work after being out for a week recovering from injuries suffered in an auto accident. . . . Ken Knight has renewed his Jacksonville, Fla. television program for another year. . . . Eddie O'Jay moves from WUFU, Buffalo, to KCAC, Phoenix, Ariz. . . . Sunny Jim Kelsey, a protege of Sir Walter on Pittsburgh's WAMO, moves to Buffalo to fill O'Jay's spot. Both WAMO and WUFU are Dynamic Broadcasting Company outlets.

HOT PICKS OF THE WEEK: Bill Summers, WLOU, Louisville: "Hula Hopping," Idalia Boyd, Dimension.

Sir Walter Raleigh, WAMO, Pittsburgh: "Record Company Blues," Gloria Lynne, Everest, a combination r.&b. and jazz offering taken from her album, "Gloria Lynne Live at Las Vegas' Thunderbird"; "Jive Samba" Riverside, Cannonball Adderley and the Sextette; "Any Way You Wanna," by Harvey on Tri Fi. "Harvey" is Harvey Fuqua, owner of the Tri Fi label, formerly with the Moon-gloves.

Bugs Scruggs, KSAN, San Francisco: "Red's Dream" Louisiana Red on Roulette; "Slow Motion" Don and Dewey on Rush; "Soul Plus Soul" Tommy Smith Jr. Trio on Orchestra, and "Shookup Over You" Jimmy (Soul) Clark on Peek. Scruggs is also picking Miss Daisy Dial as the "hottest new artist in these parts."

Monument's 1st Label: Gaylord

HENDERSONVILLE, Tenn. — Fred Foster, president of Monument Records here, announced this week plans to distribute Gaylord Records as its first affiliate label.

The first Gaylord release under the new arrangement is planned for about February 15 with a Hank Cochran rendition of "Yesterday's Memories" b-w "When You Gotta Go, You Gotta Go." The second release planned on the Gaylord label under the Monument pact will feature Millie Brown, a veteran Houston vocalist.

Gaylord is the creative entity of Pamper Music, Goodlettsville, Tenn., a BMI firm headed by Hal Smith.

Billboard HOT R&B SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 2/9	Weeks on Chart
1	1	TWO LOVERS	Mary Wells, Motown 1035	10
2	2	YOU'VE REALLY GOT A HOLD ON ME	Miracles, Tamla 54073	7
3	4	HOTEL HAPPINESS	Brook Benton, Mercury 72055	10
4	5	UP ON THE ROOF	Drifters, Atlantic 2162	10
5	7	THAT'S THE WAY LOVE IS	Bobby Bland, Duke 360	4
6	3	YOU ARE MY SUNSHINE	Ray Charles, ABC-Paramount 10375	10
7	12	WALK RIGHT IN	Rooftop Singers, Vanguard 35017	3
8	10	HEY PAULA	Paul & Paula, Philips 40084	2
9	9	LOOP DE LOOP	Johnny Thunder, Diamond 129	4
10	8	MAMA DIDN'T LIE	Jan Bradley, Chess 1845	2
11	6	DON'T MAKE ME OVER	Dionne Warwick, Scepter 1239	5
12	21	ALL ABOUT MY GIRL	Jimmy McGriff, Sue 777	2
13	11	TELL HIM	Exciters, United Artists 544	8
14	27	THE NIGHT HAS A THOUSAND EYES	Bobby Vee, Liberty 55521	6
15	17	STRANGE I KNOW	Marvelettes, Tamla 54072	7
16	20	CALL ON ME	Bobby Bland, Duke 360	2
17	15	EVERYBODY LOVES A LOVER	Shirelles, Scepter 1243	6
18	30	HE'S SURE THE BOY I LOVE	Crystals, Philles 109	3
19	16	STUBBORN KIND OF FELLOW	Marvin Gaye, Tamla 54068	17
20	—	RAINBOW	Gene Chandler, Vee Jay 468	1
21	—	PUDDIN' N' TAIN	Alley Cats, Philles 108	1
22	—	HITCH HIKE	Marvin Gaye, Tamla 54075	1
23	—	RUBY BABY	Dion, Columbia 42662	1
24	19	I SAW LINDA YESTERDAY	Dickey Lee, Smash 1791	4
25	—	SEND ME SOME LOVIN'	Sam Cooke, RCA Victor 8129	1
26	—	WALK LIKE A MAN	Four Seasons, Vee Jay 485	1
27	13	YOU'RE GONNA NEED ME	Barbara Lynn, Jamie 1240	4
28	—	THE DOG	Rufus Thomas, Stax 130	1
29	—	SHAKE SHERRY	Contours, Gordy 7012	2
30	—	YOU'RE THE REASON I'M LIVING	Bobby Darin, Capitol 4897	1

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Mercury RECORDS

Capitol Jumps Back Into Jazz, Stressing Lesser Known Names

HOLLYWOOD — Capitol Records is back in the jazz business with a vengeance. The label is kicking off a new line of album product featuring modern jazz artists that will be key-noted by youth and individuality.

The new series on the West Coast major is being referred to as "Dimensions in Jazz" and it will share a special trade-mark space with the usual Capitol logo.

Emphasis for the "Dimensions in Jazz" line will be new talent. The label is centering on lesser known names on the general market. Men Like Jimmie Rowles, Joe Bucci, Jack Sheldon and John Grey are certainly not new to those familiar with the jazz trade.

Rowles is the pianist on the West Coast who has arranged for and recorded with Peggy Lee and a variety of top line artists. His first Capitol set in the new series features a quartet in "Kinda Groovy." Sheldon was in the vanguard during the popularity of the so-called West Coast school of jazz. The trumpeter has always been among the top clique of studio jazz men and has played with the leading jazz musicians on the

Coast. Bucci is a jazz organist who scored impressively at the Newport Festival last year. His first set is "Wild About Basie." John Grey is a newcomer on guitar who has played with a good many groups, Buddy DeFranco among them.

Leading the new "Dimensions

in Jazz" series is an album which showcases George Shearing playing minus his quartet. The pianist, instead, is showcased with an all-star rhythm team that includes the late Israel Crosby and Vernel Fournier. These two men make up two-thirds of the Ahmad Jamal trio.

COLUMBIA PROMISES:

Jazz Reissues Will Roll With Regularity

NEW YORK—Jazz collectors and dealers can expect the stream of prime reissue material to continue from Columbia Records. John Hammond, who is in charge of the program at the label, says that many of the bugs have been worked out of the program and the reissue packages are moving nicely. As a result the regular release of collector's fare should continue to gain momentum.

Hammond handed Frank Driggs much of the credit for the systematizing and collating of the reissue program. The sets are being planned on a five-year basis with the entire jazz catalog of product in the Columbia house the source of material.

The last four jazz packages released by the label have done very well, according to Hammond. Leader is the Billie Holiday package, which has passed the 20,000 copy mark. The Fletcher Henderson set has sold 5,000 copies, the Mildred Bailey 7,000 and "Swing Street" is over the 1,500 mark. This is particularly encouraging, according to Hammond, because each of the sets contains two or more LP's, and is scholarly in nature. Part of the sales strength of these packages, according to the reissue chief at Columbia, is the total package. Besides disks, the sets include artfully produced program notes which provide a history not only on the actual recordings, but the era and the lives of the artists as well.

Among the projects, which will be released during the coming year are a three-LP set of

Woody Herman on Columbia, a three-disk Jack Teagarden package on Epic, a Big Bill Broonzy blues package on the Okeh label and unreleased Huddie (Lead-belly) Leadbetter masters which will appear on Columbia.

According to Hammond, the jazz public can expect four packages a year, at least, from the label's archives.

JOHN LEWIS ON BROADWAY

NEW YORK—John Lewis has composed and recorded incidental music for the forthcoming William Inge Broadway play, "Natural Affection." The show stars Kin Stanley and is produced by Oliver Smith in association with Manuel Seff. The Lewis score has been recorded on tape and will be played during and between acts of the play. In recording the score, Lewis used a 12-man group featuring such artists as drummer Connie Kay, alto saxist Phil Woods and guitarist Jim Hall. The play opened January 31 at the Booth Theater.

Billboard Best Selling JAZZ ALBUMS

Reported by Jazz Dealers in Major Markets for January, 1963

This Month	Title, Artist, Label & No.
1.	JAZZ SAMBA—Stan Getz & Charlie Byrd, Verve V 8432
2.	HERBIE MANN AT THE VILLAGE GATE—Atlantic 1380
3.	BIG BAND BOSSA NOVA—Quincy Jones, Mercury MG 20751
4.	JAZZ IMPRESSIONS OF BLACK ORPHEUS—Vince Guaraldi Trio Fantasy 3337
5.	I'VE GOT A WOMAN—Jimmy McGriff, Sue LP 1012
6.	SINATRA-BASIE—Frank Sinatra & Count Basie, Reprise R 1008
7.	BIG BAND BOSSA NOVA—Stan Getz, Verve 8494
8.	RIGHT NOW—Herbie Mann, Atlantic 1384
9.	BASHIN'—THE UNPREDICTABLE JIMMY SMITH—Verve V 8474
10.	BAD BOSSA NOVA—Gene Ammons, Prestige PR 7257
11.	HELLO YOUNG LOVERS—Nancy Wilson, Capitol T 1767
12.	SOUL SUMMIT—Gene Ammons with Sonny Stitt & Jack McDuff Prestige PR 7234
13.	DIZZY ON THE FRENCH RIVIERA—Dizzy Gillespie, Philips PHM 200-048
14.	JIMMY SMITH PLAYS FATS WALLER—Blue Note 4100
15.	FROM THE HEART—Hank Crawford, Atlantic 1387
16.	DO THE BOSSA NOVA WITH HERBIE MANN—Atlantic 1397
17.	BLACK AND BLUE—Lou Rawls, Capitol T 1824
18.	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD—Everest 1208
19.	THE JAZZ CRUSADERS AT THE LIGHTHOUSE—Pacific Jazz 57
20.	THE OSCAR PETERSON TRIO BURSTING OUT WITH THE ALL STAR BIG BAND Verve V 8476
21.	TOKYO BLUES—Horace Silver, Blue Note 4110
22.	AHMAD JAMAL AT THE BLACKHAWK—Argo S 703
NEW ACTION JAZZ ALBUMS	
TROMBONE JAZZ SAMBA—Bob Brookmeyer, Verve 8498	
WOODY HERMAN-1963—Philips PHM 200-065	
PROFILE OF A JAZZ MUSICIAN—The Paul Horn Quintet, Columbia CL 1922	
SCREAMIN'—Brother Jack McDuff, Prestige 7259	
BALLADS—John Coltrane, Impulse A 32	

JazzScope

A program of jazz films will be shown at the Wilkie Memorial Building in New York City February 6. Clark Terry, Charlie Rouse and others play in the background of "Morning With Jimmy," the Max Roach Quintet plays in "The Delinquent, the Hipster and the Square," Bessie Smith is heard and seen in the 1928 experimental sound film "St. Louis Blues," and a Jazz Arts Society flick "At Home With Jazz," will also be shown.

Big band devotees will be disappointed to hear that Les Brown is seriously thinking of retiring. . . . Herbie Mann took the pop artist retail store and deejay promotion route recently in Baltimore and Philadelphia to promote his latest on the Atlantic label, "Do the Bossa Nova." . . . Sunday get-together jazz sessions are being held on a permanent basis at the new Five Spot. The club, which recently moved location, has Les Davis as host for the Sunday dates and features talks between musicians and audience along with much blowing. . . . Prestige continues to push the bossa nova as prime disk ammunition and also stars the first jazz version of the music from "Oliver." Dave Pike, Jimmy Raney and Tom Flanagan are prime movers in the set.

"Newport Comes to N. H." is the title of a concert being planned at the University of New Hampshire for Saturday afternoon (23). Coleman Hawkins, the Herb Pomeroy ork, Pee Wee Russell, Ruby Braff and a good many others will be on hand.

Early in March, Lionel Hampton will produce a jazz festival for Macy's Department store in this city. . . . In addition to Hamp, Benny Goodman, Gene Krupa, Teddy Wilson will re-create the old days. This is the second year in a row that

(Continued on page 37)

Formula: Build for Jazz, Score Pop

NEW YORK — There's a growing belief among jazz a.&r. men that their music has arrived commercially. Fads and freaks aside, there's a feeling of high optimism around the jazz trade

that means more prestige and loot for jazz artists and producers.

Creed Taylor at Verve Records is one of the optimistic. With Stan Getz bossa nova album

hits and Jimmy Smith safely stashed away under contract, Taylor probably has good reason for optimism.

As a.&r. chief at Verve, Taylor plans and produces the majority of dates on the label. When he took over the job two years ago, he inherited a stable of modern jazz stars who sold moderately well in the jazz market but had little or no impact on the pop field. Taylor took the post when MGM Records purchased the label from Norman Granz. Since then the a.&r. producer has tried new things with established artists and has taken chances on what the jazz purists might call commercial ideas. This to him is the basis of building a strong, salable jazz line.

Commercial ideas, of course, are open to wide interpretation. To Taylor they are merely new and different vehicles of production and material. Taylor explains it this way: "We work with the artist to find a new frame for his talent. Nothing gimmicky, just an original con-

cept which showcases the artist's ability. I never ask an artist to change his style of playing, just to play sometimes within a new frame of reference."

The new frame of reference worked admirably well with Stan Getz. "Jazz Samba" kicked off the bossa nova rage. "It was Charlie Byrd's idea," says Taylor, "and none of us expected it to be this big."

The Verve a.&r. chief is currently working on new ideas for a number of other well-known jazz names. Guitarist Jim Hall will soon be out with an LP titled "Jazz Limbo." Bob Brookmeyer, the redoubtable trombonist, has a new set out called "Trombone Jazz Samba." The pitch is obvious on both these sets. Taylor also has the Jim Smith set, "Bossa Nova Meets County and Western" ready to go.

Other artists Taylor plans to use extensively in jazz-oriented packages with wide appeal are Wynton Kelly and Johnny Hodges.



TROMBONE SAMBA: Bob Brookmeyer has one of his biggest LP's ever in his current item on Verve. Creed Taylor has high hopes for him.

International NEWS REPORTS

Plan Far East Pressing Plants

SAN FRANCISCO—A program will be commenced this spring to set up as many as five record pressing plants in as many countries of the Far East.

Joseph Arrigo, president of the J. Arrigo Organization here, is flying to Japan at the end of January for a month's visit with industrial leaders in Taiwan, Japan, the Philippines, Okinawa and Hong Kong. His main function will be to discuss plans to set up a \$100,000 manufacturing company in at least one of those areas now—and probably additional branches in the other countries at future dates.

Mammoth Records in San Francisco would work co-operatively with the Arrigo firm and Oriental representatives in operating the company. The plant

itself and equipment would be designed and supplied by Jim Wright, who heads Mammoth, and shipped to the selected location. The problem with some Far Eastern concerns at present is a lack of technological know-how.

The companies would receive master recordings from this country, and press them for local distribution. American labels could be pressed in the Far East under a contractual arrangement in order to expand distribution of popular singles and albums. Additionally the Far Eastern outlet would be equipped to make its own recordings of local talent, probably featuring Far Eastern music—or who knows, a Formosan rhythm and blues idol!

Shipping costs would be saved, less breakage, records at lower cost are among the industrial advantages, in addition to the extension of good will to the foreign countries through establishing employment and offering economic investment. Decision on where the first operating company would be established is expected to be made in March when Arrigo returns from his projected four-week trip.

acquired the Palette label for distribution. . . . A.R.C. will release 20 rated singles which include "Blame it on the Bossa Nova" by Eydie Gorme (CBS), "Half Heaven, Half Heartache" by Gene Pitney (Musicor) and "Fly Me to the Moon-Bossa Nova," Joe Harnell (Kapp). Following the pacting of an agreement with Germany's Edition Montana, W & G will release Charley Tabor's single "Mexican Moon." Colin Cook has clicked with his initial outing on the W & G "It's Up to You," this is a cover version of the Rick Nelson original.

Roy Farr of Essex Music has acquired the Australasian right to Samuel Bronston Music Com-

YEAH, BUT WHO GETS CUSTODY OF THE LABEL?

PARIS—It is believed here that the divorce of Eddie and Nicole Barclay will alter the operation of the record publishing and distribution operations jointly owned by the couple. Involved are three publishing firms and two recording firms in addition to other musical and disk interests. Initial talk around the French capital is that Eddie will operate the Barclay label, while Nicole will continue to run Bel Air Records. At press time the distribution fate of such U. S. labels as Verve, United Artists, Atlantic, Kapp, Time, Cameo-Parkway, Supraphon, and Hispavox had not yet been resolved, but there has been talk that the Barclays will divide their properties evenly.

pany, Inc., and will issue the music from "55 Days at Peking." Farr has also secured Tommy Steele's new version of "Where Have All the Flowers Gone," recorded by English Decca.

EMI has acquired the U. S. Diamond Records for release on His Masters Voice. . . . "Loop De Loop" by Johnny Thunder hit the market on January 24. Single deals made by EMI include "Cinnnonon Cinder" from Zen on London, and "He's Sure the Boy I Love" by the Crystals from Philles on London.

Chappel Music has lifted the restriction of the music from "The Gypsy." The first album will be released February 28. Ernest Lashmar, Chappel general manager, back after a long illness. . . . French artist Henri Salvador is cutting a European version of the Rolf Harris hit "Sun, Arise," according to Castle Music.

Mike Sarne's ("Come Outside") has had his first album scheduled for February release on Parlophone.

BRITAIN

EMI-Roulette Renew Contract

By DON WEDGE
News Editor,
New Musical Express

EMI Records, despite competition from other British disk firms, has as expected gained a



NANA MOUSKOURI recently flew to London to record a special cover version of "My Coloring Book" for the Philips subsid label, Fontana. Pictured with the lass are Jack Baverstock, British a. & r. manager, and Johnny Keating, musical director for date.

renewal of its distribution right to material from Roulette Records of New York and its affiliates. Though not stated, it is expected that another three-year deal is involved.

Oriole breaks new ground with an important jazz acquisition—an exclusive licensing agreement completed with the American Savoy label. It will sell in the low price range of \$3.15. Savoy was previously issued here through the now inoperative Associated-Recordings firm, whose former head, D. M. Bennett, is now with Oriole as are several other key executives.

The extension of broadcasting hours of BBC radio, which will involve extensive use of additional music, is now expected to begin in April and be completed in July.

Judy Garland's British-made musical, "The Longest Stage," will have its world premiere in London March 7.

Visitors

Accompanying American-born David Thorne here to promote his "Alley Cat Song," released by EMI, was Borje Ekberg, of Metronome Records, Stockholm. . . . French actor-singer-composer Serge Gainsbourg was in London to record an EP with musical director Harry Robinson at the Philips studio. Robinson is due in Paris next month to record with Johnny Hallyday.

Record Business

EMI is issuing the British cast LP of "Carnival" on its HMV label although the album was made for MGM Records. HMV issues most British cast LP's obtained by EMI and this move avoids a clash with the Broadway cast album which is issued on the MGM label. . . . Alma Cogan (HMV) is recording "Tell Him," her current British release, in five other languages—French, German, Spanish, Italian and Japanese.

Paramount Pictures brought forward the British premiere of its Elvis Presley film, "Girls, Girls, Girls," to January 24, so Decca rushed-released the RCA Victor sound-track LP. . . . British music industry will lose one of its most valuable plug half-hours when BBC-TV drops "Juke Box Jury" February 23 because it is staging a program that evening to choose the British entrant for the Eurovision Song Contest. . . . Elvis Presley's current entry, "Return to Sender," is his 50th single to figure in the British chart. . . . Decca's classical albums this month were highlighted by one of Aram Khatchaturian conducting the Vienna Philharmonic Orchestra in ballet music.

DENMARK

Jury Selecting Eurovision Tune

By ARNE HANSEN
11 Malerbakken, Holte

A four-man jury is busy selecting the finalists for the Danish entrant in the Eurovision contest to be held in London March 23. Some 450 tunes have to be gone through in order to pick the 10 finalists. Finals will take place February 23. Prior to the London event, Inter-Scandinavian TV will feature the top three tunes from Norway, Sweden, Finland and Denmark in a special show.

Vera Lynn had quite a hit around the world two decades ago with a tune called "Wish Me Luck," which was recorded on Decca. She sings the song again in a forthcoming flick, "Venus fra Vestoe," and has re-recorded the tune on HMV. There is also a Polydor version by Katy Boedter.

Execs from Denmark at the CBS convention in Paris February 4 (Nordisk Polyphon): W. Hamburger, managing director, and O. Wiisholm, label manager.

The storm around the State Radio's new "Music Program" continues. Lately it has brought itself into discredit in the press by misusing its radio news service. All daily papers have now forbidden their journalists to take free-lance jobs on the program.

EIRE

Concert Hall Promise Bright

By KEN STEWART
Teenage Express, Dublin

Members of the Concert and Assembly Hall Company (who brought Victoria de Los Angeles to Dublin in December) have been told that the Irish Government has guaranteed approximately \$280,000 for the building of a concert hall in Dublin. "Pal Joey," the Frank Sinatra movie which was banned by the Irish film censor a few years ago, opened to good business at the Capitol, Dublin. . . . The Tornados, the hot British group whose "Telstar" is an international smash, will make a short

AUSTRALIA

'Camelot' Imports Flooding Market

By GEORGE HILDER
19 Todman Ave., Kensington, Sydney

With "Camelot" now scheduled for late 1963 production here, there has been a rush of imported copies of the record around retailer stores. Reminiscent of the "My Fair Lady" days, Chappells, who own the music to "Camelot," have been moving strongly against infringements. Latest word is that J. C. Williamson's will have the show into Melbourne by this September. The original Broadway cast album will be on CBS here and plans are already under way for major promotion.

Warner Bros. film "Lovers Must Learn," released in the States as "Rome Adventure," will open in Sydney late February. The sound-track album has been rush released by Warner Bros. records. . . . Joanie Sommers has been booked into the Chevron Hilton in Sydney for three weeks starting February 18. . . . Australian Record Company is currently promoting their folk singer and poetry-reader, Leonard Teale.

W & G Records of Melbourne are very thrilled by the release on Melbourne Records (USA) of three Aussie masters. "Java" by the Johnny Hawker Band, "I've Got the World by the Tail" by Kevin Shegog, and the Thunderbirds "Wild Weekend." . . . Ned Miller's "From a Jack to a King," from Fabor Records (U. S.), has taken the market by storm.

Among the first musical productions will be "How to Succeed in Business Without Really Trying," due to have its premiere at the end of April in Sydney. Negotiations are now in progress with overseas stars to play the leading roles. . . . The Australian Record Company has



A CHILE RECEPTION! Lorenzo Valderrama, voted top singing personality in Chile by readers of Discomania, receives his award from Odeon Record exec, Edmundo Ortuzar (right), while Billboard rep, Ricardo Garcia (left) applauds.

Irish tour soon. . . Ireland's Top 10, as published by Billboard, is now appearing regularly in Sunday Review, one of the nation's leading Sunday papers.

GERMANY

German Artists Still Cover Hits

By JIMMY JUNGERMANN
102 Ismaninger St., Munich 27

German artists continue to cover American hits. Some of the latest are: Ted Harold sings "Zurueck An Johnny," German version of Presley hit "Return to Sender" on Polydor. . . Ariola has the Willy Schmid German version of "Limbo Rock." "Limelight" by Charlie Chaplin,

played by Acker Bilk on Metro-nome, is one of the top instrumental hits here now.

Josephine Baker guest starred in Munich's Deutsches Theater with a program of one hour full of musical memories.

HOLLAND

Lion's Roaring Success Noted

By SKIP VOOGD
Plattennews, The Hague

The success scored by Johnny Lion and his group in the popularity pools has the trade agog here. Lion and ensemble, called the Jumping Jewels, was unknown last year, but this year scored in all three teen-age pub-

lications, and even hit high on Wereldkroniek, this country's Saturday Evening Post.

Frank Sinatra's "The Greatest Years" three-LP set causing a stir on Capitol. . . Same for Nelson Riddle's "Route 66" album. . . Les Compagnons De La Chanson has moved out a reported 31,000 "Le Mexicain" disks since their personal appearance at the Grand Gala dyu Disque.

ITALY

Cariaggi Visits TV Festival

By SAM'L STEINMAN
Piazza S. Anselmo 1, Rome
Pietro Quinto M. Cariaggi of California Records went to the

Monte Carlo International Television Festival to examine musical films from various lands. His diskery, which specializes in RAI artists, also produces television films for the international market.

Composer Armando Trovajoli whose "Rugantino" is one of Rome's all-time musical stage hits is the father of a boy born in London to his wife Pier Angeli. . . "Extra Light" is the name of a new musical shown which Gorni Kramer will do for RAI's second channel with Fred Bongusto and Johnny Dorelli as key soloists. This program will use only Italian artists in contrast to "Studio One" which features foreigners for the most part.

MEXICO

RCA Records Flick Track

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

RCA Victor Mexicana recorded the sound track for the picture "De color moreno," starred by famed Spanish chansonniere Lola Flores and Mexican balladeer Marco Antonio Muniz. Most of their vocal numbers will appear later on an LP. Miss Flores also recorded an LP of Flamenco songs, accompanied on the guitar by her husband, Antonio Gonzalez and the orchestra of Chucho Ferrer.

Early in February Chico O'Farrill finishes the recording of a "Tropical Suite," commissioned by CBS International. . . Manolo Munoz recorded in Spanish for Musart the latest hit of Elvis Presley, "Return to Sender."

Alejandro Siegrist, general manager of Discos Mexicanos, bought new recording equipment. In February he will reorganize his distribution in Puerto Rico and Venezuela. . . In the company of New York lawyer Walter Hofer, Bernard C. Solomon, president of Everest Enterprises, discussed with his representative Mario Freidberg, manager of Disco Importadora, the launching of his catalog in Mexico. Disco Importadora will also distribute Apollo Records, Challenge and Colpix. . . During a short trip to Caracas, Manuel Villarreal, vice-president of Mexico's CBS, signed with La Discoteca for distribution in Venezuela of Columbia-CBS. . . Teodoro A. Dehesa, manager of Grever International, was elected president of AMPEM, the association of the independent music publishers of Mexico.

Musart Records will press and distribute "Violinos de Ouro" series and the latest LP of Luiz Bonfa from Odeon, Brazil. . . Gamma Records issued the first 20 LP's from Vanguard. . . Peerless Records is pressing two LP's from the Command catalog.

in duet with Jan Holland, on Odeon and Arne Bendiksen also on Triola.

Egil Mon Iverson A./S. has done a particularly strong job on domestic record product. According to spokesman for the label, Jorg Ellersen, release of sides by Norwegian artists is part of a plan. The firm believes in issuing a group of domestic sides at one time, because, as Ellersen explains, they tend to create interest and excitement as a group. The company will issue another batch of Norwegian recordings within the next few weeks. The firm has also acquired the Bjorklund Sisters from Philips, this, another Norwegian singing group. Ellersen also explained that the company makes records by foreign artists. Forthcoming disks by Dario Campeotto and Gustav Winckler from Denmark are representative of this trend.

Publishers Notes

Swedish publisher Stig Anderson, founder of Bens Music and Sweden Music, started a new publishing firm, Broadway Music, with the tune "Bobby's Girl." . . The Norwegian publisher Musikk-Huset A./S. recently acquired "My Coloring Book" and the present hit "Midnattstange," as well as "Some Kind of Fun" and "Elisabeth Serenade," a German hit a year ago.

Disk Notes

This week's new Norwegian recording on the Hit Parade is no new record at all. The Key Brothers recorded their "Fjerne land" one and a half years ago. They have recorded seven disks in Norway and four in Sweden, plus one in Great Britain. . . The Cadence success, "The First Family," starring Vaughn Meader, was issued in Norway this week.

PHILIPPINES

Miss Wong Cuts Two Pop Sides

By LUIS MA. TRINIDAD
264 Escolta, Manila

Elizabeth Wong, Hong Kong actress and singer, debuted recently on a new record label—EW Records. Backed by the Lovers Trio, who appeared by special arrangements with Villar Records. Miss Wong, who just finished several singing contracts here, is emplaning for the British colony early next month to handle the sales and promotion of her single on EW Records. She also announced that in mid-February, she is scheduling radio-television appearances for the Lovers Trio and herself to introduce their newest EW record in the British colony and probably in Taipeh and Malaya.

Music Calendar

The Bayanihan Dance Company will be one of the first foreign companies to perform at the Lincoln Center for the Performing Arts in 1964.

Chubby Checker, dance craze of the day, made his debut at the Araneta coliseum on February 1. He was accompanied in his performance at the coliseum by the 1963 international beauty contest winners, who will compose the Third Annual Pageant of World Beauty Queens, and the Raoul Appel Dancers.

NORWAY

Local Artists Make the Move

By ESPEN ERIKSEN
Verdens Gang, Oslo

During the last three weeks, three Norwegian pop singers have hit the VG Top 10 charts for the first time. Latest entry is the Key Brothers on Triola, and prior to that, Ase Wentzel,

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POLAND

Industry Ideas Traded at Fair

By ROMAN WASCHKO
Glogera 4, Warsaw

Warsaw staged Poland's first National Disc Fair recently. It was organized jointly by the distributing firms and Polskie Nagrania, the leading recording company here.

About 1,000 trade representatives attended and discussed ways of improving manufacture and distribution. Up to now people on the distributing end of the business have often had to wait three months before receiving deliveries of the newest hits.

Quite a few top variety artists will be appearing in Poland during the coming year. French vocalist Charles Aznavour arrives in April; in February the Peters Sisters make their second visit; in May Italy's Marino Marini Quartet will start its fourth tour of Poland. Czechoslovakia's Karel Krautgarten Jazz Orchestra will also appear.

Work has already begun on the annual jazz jamboree held in the fall. Biggest attraction of Jamboree 1962 was American trumpeter, Don Ellis. This year the Polish organizers hope to work together with the Czechs, who run a similar festival. Jazzmen could attend both the Warsaw Jazz Jamboree and the one in Prague which is held about the same time. The Polish organizer of the Festivals is the Polish Jazz Federation, Box 282, Warsaw 1.

The Italian Radio and TV Network has announced that it will take part in this year's International Song Festival held between August 15-18 at Sopot-Poland's Baltic Holiday Spot. Secretary General of RAI, Mr. Zafrani, will be on the jury. Other radio networks have also stated that they will be covering the event. They are radio stations in Belgium, France, Canada, Monte Carlo, East and West Germany, Switzerland and Hungary. Twenty-three countries will be represented at this year's International Song Festival. Vocalists already believed set to appear are Liana Antonova (Bulgaria), Edwin Rutten (Holland), Shoshana Damari (Israel), Pierre Ferland (Canada), Le Menestrels (Monte Carlo), Peter Wieland (East Germany), Lorna Lesley (Norway), Vico Toriani (Switzerland), Per Lindquist (Sweden), Ewa Mikes (Hungary), and Lili Gegeliya (Soviet Union).

SOUTH AFRICA

Cliff Richards In Cape Town

By HARRY KLEIN
P. O. Box 1604, Johannesburg

Cliff Richard's South African tour was timed to coincide with the nationwide showing of the movie, "Summer Holiday," in which Cliff plays the lead. . . . he saw the film for the first time in Cape Town. Port Elizabeth, East London, Durban and Johannesburg are also on the South African itinerary, after which Cliff and his talented Shadows head north to Bulawayo and Salisbury in Rhodesia, followed by a visit to Kenya where a special charity concert is on the program.

SPAIN

Fonopolis Studio In Disk Market

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

A brand-new label has been launched in Madrid. Fonopolis, formerly a recording studio only, has formed a record company. Luis Sanchez Caballero is general manager. Guillermo Rances is director and Leocadio Machado heads the promotion department. Allan Jones has been signed exclusively for Europe for the new label. The Blue Boys, Hector Falcon (Mexican) and Trio Ademira will also be released. Eddy Christy of Switzerland will be recorded next week.

Disk Notes

Sacha Distel has signed with Belter of Spain to make several Spanish versions of popular tunes. . . . Ennio Sangiusto has recorded Spanish versions for the same label and will sing at San Remo's festival.

Spanish disk jockeys have brought new headaches to Spanish record firms. The jocks vie with one another to be the first to play new American releases and stimulate a demand by the public that cannot be filled.

According to the big stores in Madrid, Barcelona and other large cities of Spain, year end sales set new records. The record business started the new year with optimism. Visits here by Alma Cogan, Jean Claude Pascal, Lidia Scotty, Dorothy Peterson and Josephine Baker; followed by Los Hermanos Rigual ("Cuando calienta el sol") and the Brothers Four (who will arrive in April and will record in Spanish for Hispavox), all make the coming disk year bright indeed.

Columbia President Goddard Liberson and Peter De Rougemont, the firm's international director, visited Spain at the end of January. They probably will receive the gold disks awarded by Discomania to Ray Coniff (1961 and 1962) and the Cinco Latinos (most popular foreign vocal group of 1962 in Spain).

SWEDEN

Walin Takes Gold Record

By HENRY FOX
Kungsgatan 56, Stockholm

The Golden Record for 1962 was awarded to Bengt-Arne Wallin for his "Old Folklore in Swedish Modern." Bengt-Arne is working on a TV ballet with music from his last recording.

The Golden Record contest was arranged by Orkesterjournalen. In second place was Jan Johansson with "Innertrio" and third was Harry Arnold with "Guest Book."

Disk and Pub Notes

Lill-Jorgen's recording of "Angelique" has been released in the States.

Felix Stahl, Stockholms Musikproduktion, will go to San Remo Festival. He also expects to make deals on "Concerto d'amour" by Charles Wildmann, which he has the rights for. . . . Reuter & Reuter published the music of "Stop the World. . ." and also a new song by Git Skiold "Min forsta karlek" (You Were My First Love).

Lasse Lonndahl and Charlie

Norman are now in Oslo with their new show. It opened on Chat Noir and appearing in it is also Ann-Louis Hansson.

Duke Ellington is coming to Sweden and will perform in Malmo on February 3 and will be in Stockholm February 6. The day after he does a TV show, where also Alice Babs and the Birgit Cullberg dancers will appear.

During 1962, STIM, the performing rights society, had an income which exceeded 1961 by more than one million Swedish kroner. This due to Melodiradion and the now closed commercial radio station Radio Nord.

The Spotnicks had to cancel a tour to England in February as one of the members is doing his military service. Their last record, "Hava Nagila," will be released in England also.

More than 800 tunes were received for the Swedish Song Contest. The winner will represent Sweden at the European Song Festival in London on March 23. . . . Simon Brehm will be leaving for the States in February for biz talks. . . . Siv Malmkvist, who opened in her new show in Malmo last week, was a big success. . . . "Regnignatt" (Rainy Night) has sold

more than 60,000 records. This record has made the young Anna-Lena Lofgren a new star. . . . On March 9, "Electronic" will be shown on TV. This is a new show with only dance and music and will be produced by Hans Lagerkvist. The music, mostly Swedish Folklore, is by Bengt-Arne Wallin and Jan Johansson. . . . Karusell has released "Pepino the Italian Mouse." Publisher for both Germany and Scandinavia is Felix Stahl, Stockholm's Musikproduktion. . . . Ehrling Musik has published "Everybody's Twist-in" and "Se mig i ogonen alskling" (Schau mir nochmal in die Augen).

Cibrian. Issue coincided with the opening of the play at the Theatre Solis here.

New labels to appear here are Time, Grand Award (Command), Jubilee, Trans Atlas. These are available in mono and stereo all represented by Tonodisc, Uruguay. By the end of January Kapp will bring out for the first time in Uruguay its classical recordings. This includes also two pop LP's by Brian Hyland and Roger Williams.

Highest Philips sales in our country come from Bert Kaempfert, Hugo Blanco, Los Fronterizos and Horacio Guarany. Two new LP's, "Polydor Hits" and "That Happy Feeling" (Bert Kaempfert), are due. . . . "The Loco-Motion" (Little Eva), "El Pecador" (Los Panchos) and "Limbo Rock" (Chubby Checker) are hits.

MGM and Verve will be released by Clave which has had strong sales with "Connie Francis at the Copa" and "Bing and Satchmo."

URUGUAY

CBS Issues New Musical Cast LP

By ALBERTO MARAVI
Montevideo

CBS-Columbia has released, through Sondor, the recording of the musical comedy "Buenas Noches, Carina." This show stars Ana M. Campoy and Jose



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

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 35-66 including 'CAST YOUR FATE TO THE WIND', 'TELSTAR', 'EVERYBODY LOVES A LOVER'.

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100 including 'ALL ABOUT MY GIRL', 'SEE SEE RIDER', 'HOW MUCH IS THAT DOGGIE'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z from 'Ain't Gonna Kiss Ya' to 'Hotel Happiness'.

Table listing songs A-Z from 'How Much Is That Doggie In The Window' to 'Zip-A-Dee-Do-Dah'.

Table listing songs A-Z from 'Proud' to 'Zip-A-Dee-Do-Dah'.

Table listing songs 101-126 from '101. RIDIN' THE WIND' to '126. GUILTY'.



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BIG HIT SINGLES

- #16428 **Afraid / I'll Never Stand In Your Way** **Jimmie Rodgers**
- #16439 **Meditation / Days Of Wine And Roses** **Pat Boone**
- #16436 **Release Me / Meditation** **Billy Vaughn**
- #16421 **Boss** **The Rumlbers**
- #16420 **Zero-Zero / Night Theme** **Lawrence Welk**
- #16425 **Go Home Girl / You're The Reason** **Arthur Alexander**
- #16435 **Vision At The Peace Table / I Saw Me** **Wink Martindale**
- #16440 **Pipeline** **The Chantays**
- #16393 **Matilda** **The String-A-Longs**

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 DLP 3497

WALTZ TIME
Lawrence Welk
 DLP 3499

HOT ALBUMS ON DOT

STEREO MONO
 DLP NO. DLP NO.

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
	3472	STEVE ALLEN'S FUNNY FONE CALLS
25465	3465	THE MILLS BROTHERS SING BEER BARREL POLKA AND OTHER GOLDEN HITS
25463	3463	MATILDA The String-A-Longs
25460	3460	CHEROKEELY SWINGS! Keely Smith
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
25450	3450	GREATEST ORGAN HITS Jerry Burke
25447	3447	THE WRIGHT TOUCH George Wright
25442	3442	THE SHIFTING WHISPERING SANDS Billy Vaughn

STEREO MONO
 DLP NO. DLP NO.

	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
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



SINGLES REVIEWS

BILLBOARD SPOTLIGHT PICKS



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



POP SPOTLIGHT

RAY PETERSON

I'M NOT JIMMY

(Pogo, ASCAP) (2:56) Dunes 2022

This melodic side, with Ray backed nicely by chorus and strings, could put Peterson right back in the hit category. Attractive side for middle-road deejays. Flip is "A Love to Remember" (Pogo, ASCAP) (2:37).



POP SPOTLIGHT

THE CHIFFONS

HE'S SO FINE

(Bright-Tunes, BMI) (1:53) Laurie 3152

This all-girl group has a good sound and they show off their bright style with a flourish on this rhythmic waxing. It has a beat and it moves. Flip is "Oh My Love" (Bright-Tunes, BMI) (1:44).



POP SPOTLIGHT

ELVIS PRESLEY

ONE BROKEN HEART FOR SALE

(Presley, BMI) (1:34)

THEY REMIND ME TOO MUCH OF YOU

(Gladys, ASCAP) (2:30) RCA Victor 8134

Two more smash hits from Elvis. The first is a bright rocker with that "Return to Sender" bounce. It's also from the new flick "It Happened at the World's Fair." The second side is a pretty ballad sung with warmth over simple support.



POP SPOTLIGHT

STAN GETZ

MAHA DE CARNAVAL

(Jungnickel-Ross, ASCAP) (2:00) Verve 10279

A tune from "Black Orpheus," this side has a haunting bossa nova theme and is well handled by Getz. Side is also a track in Getz' "Big Band Bossa Nova" album. Flip is "Balanco No Samba" (MJQ, BMI) (2:54).



POP SPOTLIGHT

NANCY SINATRA

I SEE THE MOON

(Plymouth, ASCAP) (2:34) Reprise 20144

Nancy Sinatra may have her first big hit here with this lovely version of a pretty new tune, affectingly sung by the thrush over smart band backing. It's fetching. Flip is "Put Your Head on My Shoulder" (Spanka, BMI) (2:55).



POP SPOTLIGHT

CHUBBY CHECKER

LET'S LIMBO SOME MORE

(Kalmann, ASCAP) (2:12) Parkway 862

The Mann-Appell team writes another hit. Chubby's on the limbo kick again with the sequel to his last hit. It's a smash that's got solid singing and danceable support. The second side is "Twenty Miles" (Wyncofe-Lowe, ASCAP) (2:15).



POP SPOTLIGHT

THE KING-PINS

DANCE, ROMEO, DANCE

(Premier, BMI) (2:25) Vee Jay 494

Here's a story of heartbreak and of how Romeo dances his hurt away which shapes up as a strong side with good vocal, bright arrangement and smart sound. Flip is "A Lucky Guy" (Premier, BMI) (2:25).



POP SPOTLIGHT

THE EXCITERS

HE'S GOT THE POWER

(Trio, BMI) (2:32) United Artists 572

The Exciters, who scored so heavily with "Tell Him," could make it two in a row with this mighty exciting disk. They sell it with verve over sock support. Flip is "Drama of Love" (Sylvia, BMI) (2:20).



POP SPOTLIGHT

PATTI PAGE

JUST A SIMPLE MELODY

(Jungnickel, ASCAP) Columbia 42671

Patti's first for her new label affiliation is a most touching side. It's an easy, nostalgic ballad with the country sound. Her multi-tracked voice is skillfully produced. The flip is "Pretty Boy Lonely" (January, BMI) (2:18).



POP SPOTLIGHT

TERRY DAY

BE A SOLDIER

(Hilliard, ASCAP) (2:15)

I LOVE YOU BETTY

(Pocono, BMI) (2:05) Columbia 42678

Doris Day's son has a mighty impressive disk with these two sides. The first is a romping rocker done with a sound similar to that used with Bobby Vee. While the first has the edge, the second side also could get a good many calls. It's a ballad in a haunting groove.



COUNTRY SPOTLIGHT

GEORGE JONES

I LOVE YOU BECAUSE

(Acuff-Rose, BMI) (2:48) Mercury 72087

Jones should have another big one with this listenable reading of the Leon Payne tune. He sells it with much warmth over traditional country backing. Flip is "Revenooer Man" (Tree, BMI) (2:33).



POP SPOTLIGHT

BARBARA LYNN

DON'T BE CRUEL

(Shalimar-Presley, BMI) (2:36) Jamie 1244

Barbara Lynn turns in an affecting vocal version of this Presley hit of the past. Her singing and piano work along with combo and chorus make the side a solid item. The flip is "You Can't Be Satisfied" (Crazy Cajun, BMI) (2:05).



POP SPOTLIGHT

KATHY KEEGAN

THE GOOD LIFE

(Paris, ASCAP) (2:22) Malibu 1219

A pretty tune from the flick "The Seven Capital Sins" is sung with lots of feeling here by petite Kathy Keegan. Could move out, and adds up to solid deejay programming. Flip is "Are Your Lips Lovely Darling?" (Rusber, BMI) (2:26).



COUNTRY SPOTLIGHT

THE WILBURN BROTHERS

NOT THAT I CARE

(Sure-Fire, BMI) (2:43) Decca 31464

The boys have a strong entry here in a lovely weeper. They sing it with plenty of feeling with a neat vocal group and tinkling piano assist. Watch it. Flip is "Roll Muddy River" (Sure-Fire, BMI) (2:17).



POP SPOTLIGHT

DEE CLARK

I'M A SOLDIER BOY

(Conrad-Curtom, BMI) (2:36) Vee Jay 487

Strong marching-cadence feel to this side, with strong guitar and rhythm effects in the background, help Clark to put this one across in a fashion which could get it a lot of play. Flip is "Shook Up Over You" (Pamtec, BMI) (2:45).



POP SPOTLIGHT

DICK AND DEEDEE

YOUNG AND IN LOVE

(Odin, ASCAP) (2:16) Warner Bros. 5342

The sound of the duo on this teen-slanted disk, plus the big production work behind them could make this one take off. It's a big platter with a strong chance. Flip is "Say to Me" (Odin, ASCAP) (1:47).



LATIN AMERICAN SPOTLIGHT

CHARLIE PALMIERI

AMOR FOR TWO

Allegre 3116

The Palmieri group is a hot one in its market and they should score well with this bright bossa nova effort. Neatly waxed, it could also grab some pop action. Flip is "El Piraguero."

SINGLES REVIEW POLICY

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

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

(Continued on page 30)

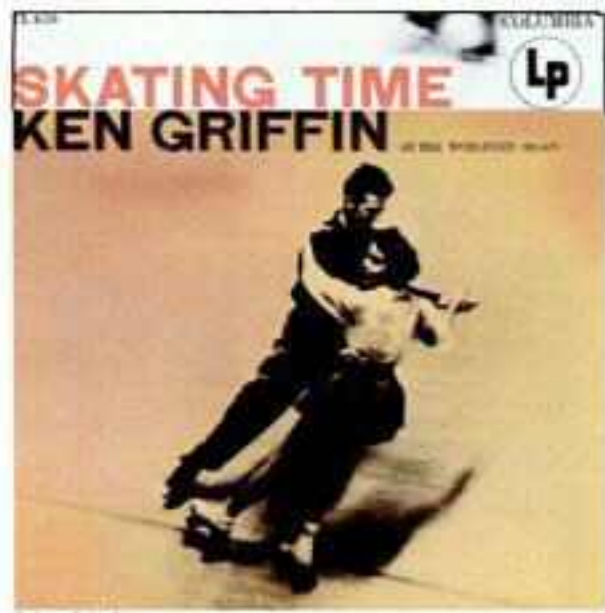
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CL 1207



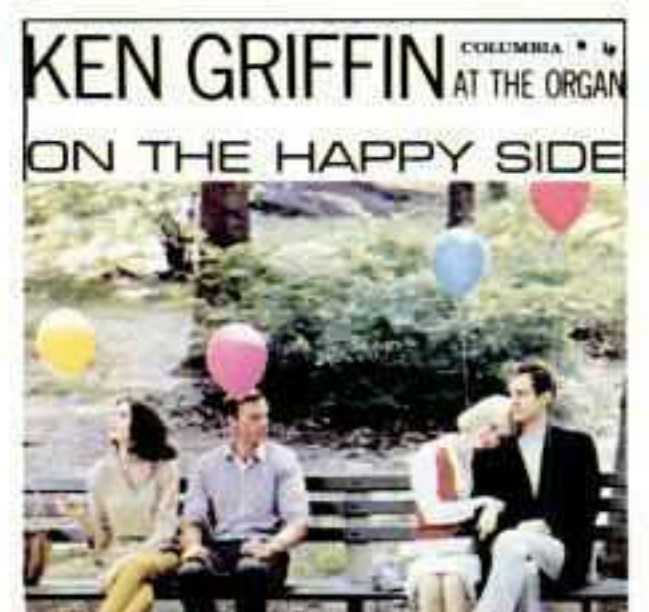
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CL 1365



CL 1411



CL 1518



CL 1599



CL 1645



CL 1709



CL 1811



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If you're missing any of these albums, you're losing \$ale\$!

COLUMBIA RECORDS

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

150 BEST SELLERS—MONAURAL

Chart 1: 150 Best Sellers - Monaural. Columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Entries include 'THE FIRST FAMILY', 'MY SON, THE FOLK SINGER', 'WEST SIDE STORY', etc.

Chart 2: 150 Best Sellers - Monaural. Columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Entries include 'FLY ME TO THE MOON AND THE BOSSA NOVA POPS', 'ALWAYS YOU', 'RAPTURE', etc.

Chart 3: 150 Best Sellers - Monaural. Columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Entries include 'GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD', 'WHAT KIND OF FOOL AM I & OTHER SHOW STOPPERS', 'RAY CHARLES GREATEST HITS', etc.

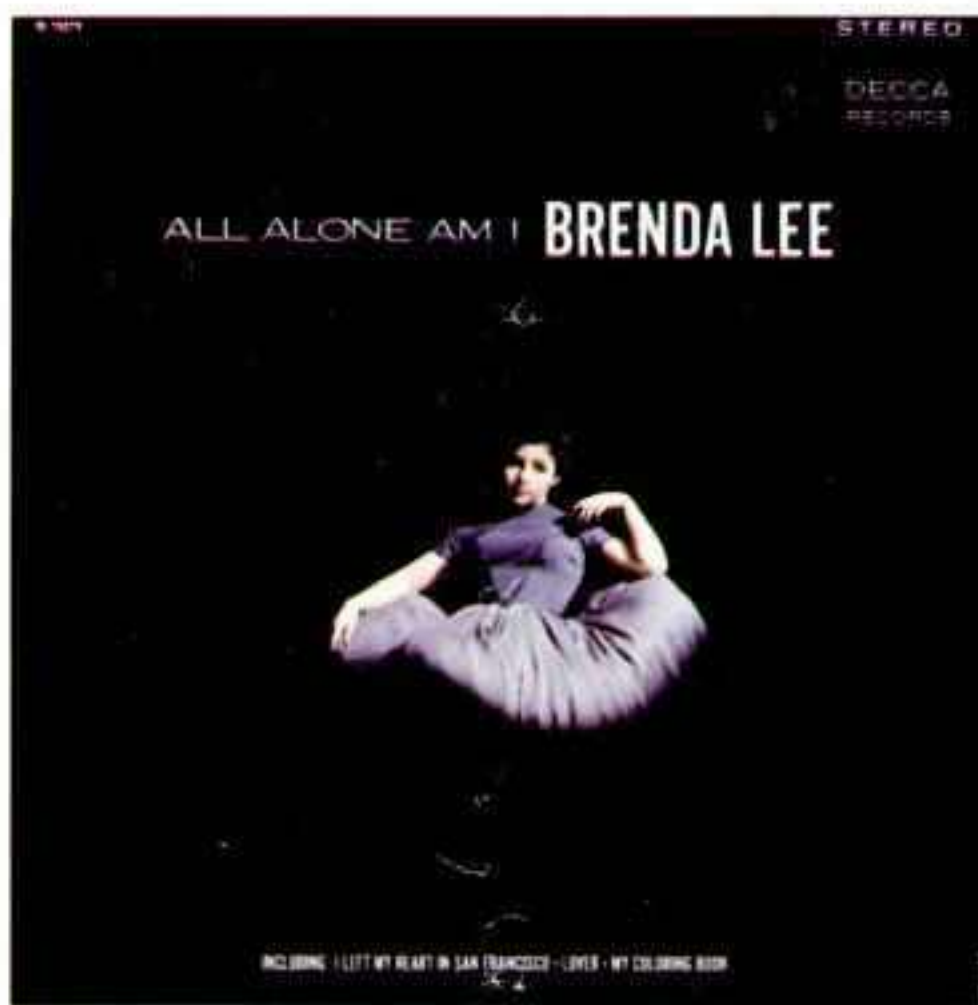
50 BEST SELLERS—STEREO

Chart 4: 50 Best Sellers - Stereo. Columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Entries include 'WEST SIDE STORY', 'JAZZ SAMBA', 'MOVING', etc.



Out Of My Dreams • If You Were The Only Girl In The World • Melody Of Love • When I Grow Too Old To Dream, and others

DL 4356 • DL 74356(S)



All Alone Am I • Fly Me To The Moon • I Left My Heart In San Francisco • My Coloring Book • Lover • What Kind Of Fool Am I? and others

DL 4370 • DL 74370(S)



Mary Ann Regrets • Curry Road • Same Old Hurt • The Moon Is High • How Do You Fall Out Of Love, and others

DL 4361 • DL 74361(S)



After You've Gone • Stardust • Is It True What They Say About Dixie • When The Saints Go Marching In • Dixie, and others

CRL 57424 • CRL 757424(S)

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Midnight Sun • Red Sails In The Sunset • Azure • Don't Worry 'Bout Me, and others

DL 4338 • DL 74338(S)

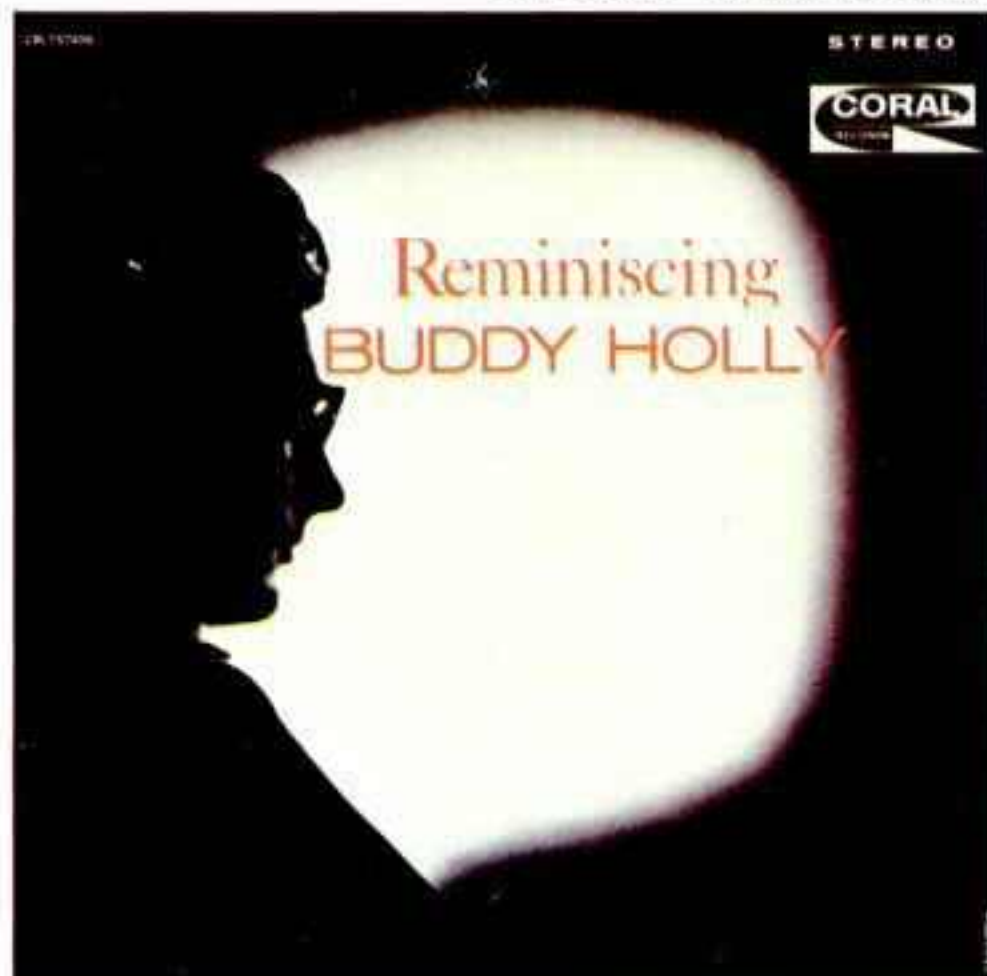


Georgia On My Mind • Carolina In The Morning • Moon Over Miami • Mississippi Mud, and others

DL 4365 • DL 74365(S)

Reminiscing • Slippin' And Slidin' • Bo Diddley • Wait Till The Sun Shines Nellie, and others.

CRL 57426 • CRL 757426(S)



Woodchopper's Ball • The Big Move • Ol' Man River Cheek To Cheek, and others

CRL 57425 • CRL 757425(S)

ALBUM REVIEWS



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



JAZZ SPOTLIGHT

DUKE ELLINGTON & JOHN COLTRANE

Impulse A 30 (M); AS 30 (S)
Duke and Trane have a neat LP here. The album, which contains seven tracks, features Duke on piano and Coltrane playing his expansive and free-form tenor sax on all but one track on which he plays soprano. Students of modern jazz will want to make unique comparisons between Ellington here and Thelonious Monk. The star-led quartet is mighty interesting to hear.



JAZZ SPOTLIGHT

SCREAMIN'

Brother Jack McDuff. Prestige 7259 (M)

McDuff's got another bag filled with blues-loaded tricks in this set. The organist hits hard on a variety of blues-based tunes that make soulful listening. This artist gets good play on r.&b. and jazz stations, and this set has much ammunition for future programming. "Soulful Drums," the current single "He's a Real Gone Guy," "After Hours" and "Screamin'" are a few.



POP SPOTLIGHT

LOOP DE LOOP

Johnny Thunder. Diamond D 5001 (M); SD 5001 (S)

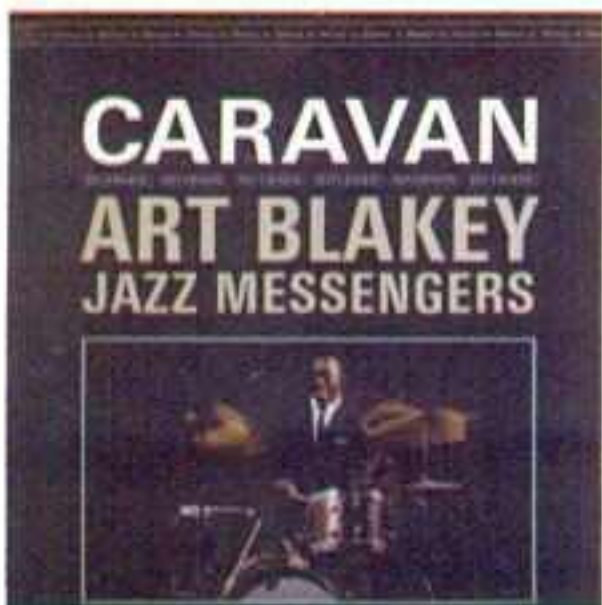
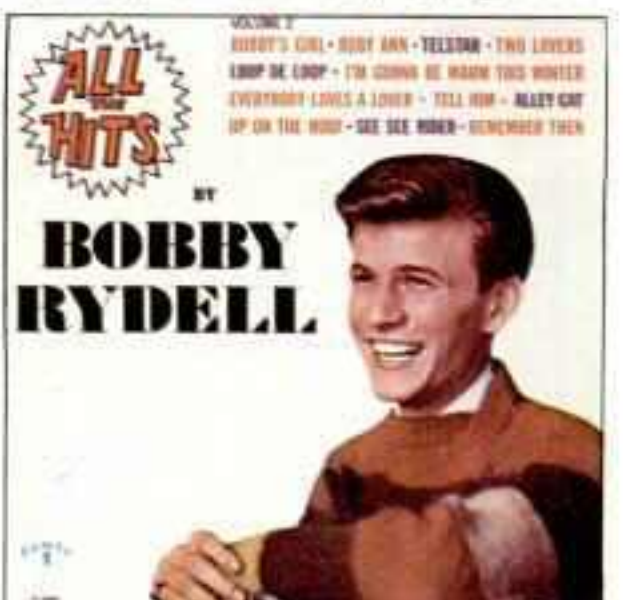
Thunder's first hit leads off this LP and also provides teen audiences with solid dancing and listening fare. The arrangements follow the style set by the hit. Chorus and thumping combo fill the background with a big sound throughout. Other sides that might get attention are "The Chain," "All 'Round in a Circle," "Bad Man," and the obvious follow up to the hit "Zoo-Lee-Oh."



POP SPOTLIGHT

ALL THE HITS BY BOBBY RYDELL, VOL. 2

Cameo C 1040 (M); SC 1040 (S)
Rydell scored well with an earlier package of big hits by other artists, and this Volume 2 edition can register equally well. The set is mighty timely, too, with Rydell renditions of such current and recent items as "Bobby's Girl," "Loop De Loop," "Up on the Roof," "Remember Then," "I'm Gonna Be Warm This Winter," among others.



JAZZ SPOTLIGHT

JAZZ CARAVAN

Art Blakey & the Jazz Messengers. Riverside 9438

Blakey and the Messengers work out of their usual strong selling bag on this LP. The set is replete with strong rhythm and punching modern solos. Freddie Hubbard, Wayne Shorter and Curtis Fuller fill the front line solo spots. "Caravan," "Sweet 'n' Sour" and "Thermo" are some of the fine tracks.

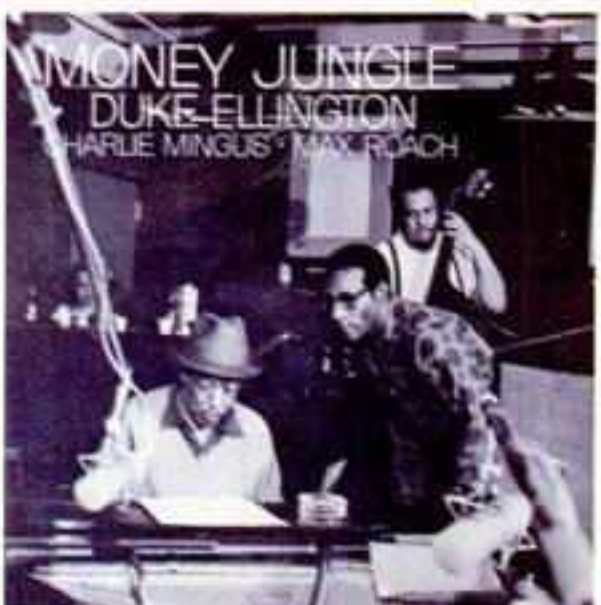


JAZZ SPOTLIGHT

ILLINOIS JACQUET

Epic LA 16033 (M); BA 17033 (S)

The best work heard from Illinois Jacquet in some time graces this collection produced by John Hammond and featuring several top sidemen. These include Sir Charles Thompson on piano, Roy Eldridge on trumpet, Kenny Burrell on guitar and Jo Jones on drums. Jacquet's own work on tenor and alto stresses musicianship rather than exhibitionism.



JAZZ SPOTLIGHT

MONEY JUNGLE

Duke Ellington with Charlie Mingus & Max Roach. United Artists Jazz 15017 (S)

This trio recording featuring Duke Ellington, Charlie Mingus and Max Roach is a memorable one, not only for the historical importance of the three playing together, but because the music they make is memorable itself. Here is a wonderful Duke on piano, superb work from Mingus and sold rhythm support from Roach.

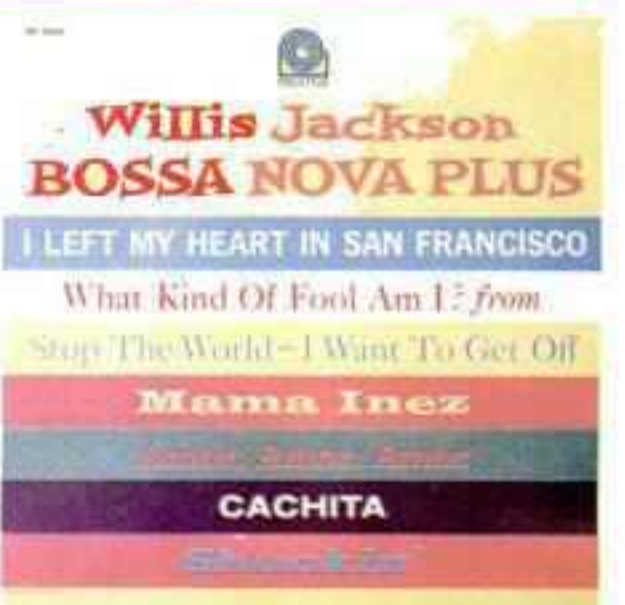


POP SPOTLIGHT

LAWRENCE OF ARABIA

Sound Track. Colpix CP 514 (M); SCP 514 (S)

"Lawrence of Arabia" is one of the most acclaimed of recent motion pictures. The background music sound track could easily follow suit. In addition to the 13 varied themes, the package also contains an elaborate booklet describing the legend of Lawrence, the players in the picture, and including colorful, fold-out photo inserts. Should be must merchandise for dealers.



JAZZ SPOTLIGHT

BOSSA NOVA PLUS

Willis Jackson. Prestige PR 7260 (M)

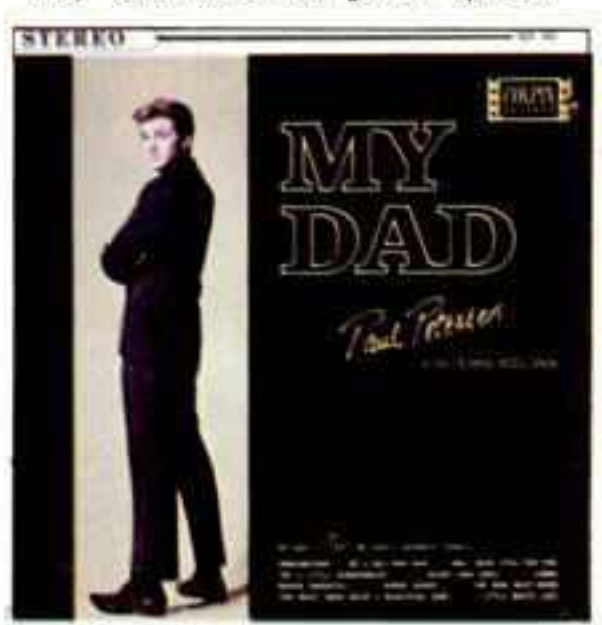
Title is a bit misleading here, for the album contains Jackson's current instrumental "I Left My Heart in San Francisco" which is a big juke box and r.&b. seller. There's bossa, too, of course, and other Latin-tinted rhythms. Some of the better tracks by the tenor saxist are "Amor," "Mama Inez" and "Shuckin'."

POP SPOTLIGHT

MY DAD

Paul Petersen. Colpix CP 442 (M); SCP 442 (S)

Paul Petersen, after several earlier solid singles successes, is currently represented with "My Dad," which has been a good Top 10 entry. Here's the personable young TV performer with the hit title tune plus what are called "My Dad's Favorite Tunes," oldie items like "Try a Little Tenderness," "Goody Goody," "I Only Have Eyes for You," etc. Fans should grab it up fast.



POP SPOTLIGHT

PAUL & PAULA SING FOR YOUNG LOVERS

Philips PHM 200078 (M); PHS 6000078 (S)

The young duo has clicked but big with the first single outing, "Hey Paula" (No. 2 in the Hot 100 this week), and Philips figures to cash in nicely with this fast album release. Tunes are a mixture of oldie hits like "Hey Baby" and "Come Softly to Me" and newer items like "Don't Let It End" and "Blue Roller Rink." Good wax.



SPECIALTY SPOTLIGHT

FEEL GOOD! LOOK GREAT!

Debbie Drake. Epic LN 24034 (M)

A package designed for sales. Where TV exercise queen Debbie Drake is seen regularly, it should do especially well, but it can rack up consistent sales elsewhere too. There are 38 different exercises. Each is explained first by Debbie, then accompanied by the Noel Regney Ork. A folder also finds Miss Drake illustrating each dance through a series of 192 photos.

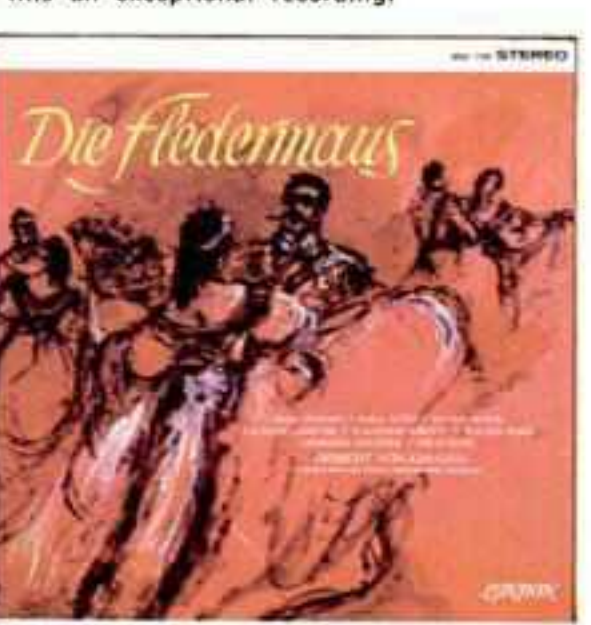


CLASSICAL SPOTLIGHT

STRAUSS: DIE FLEDERMAUS

(2-12") Various Artists. London A 4249 (M); OSA 1249 (S)

The witty and lovely Strauss operetta receives a wonderfully warm performance here. Hilde Gueden, Erika Koth, Regina Resnik, Giuseppe Zampieri, Waldemar Kmentt, Walter Berry and the rest of the fine cast, plus the Vienna Philharmonic under Herbert Von Karajan, help make this an exceptional recording.



LOW PRICE POP SPOTLIGHT

GILBERT & SULLIVAN: H.M.S. PINAFORE (2-12")

The D'Oyly Carte Opera Company (Isidore Godfrey, Cond.). Richmond RS 62003

New stereo versions of the Gilbert & Sullivan operettas has brought about the re-releases at bargain prices of the old standard mono recordings. This great etching of "Pinafore" is outstanding, featuring Martyn Green's performance as Sir Joseph Porter, still unexcelled, and fine supporting work by other Savoyard favorites.



POP SPOTLIGHT

MARCH ON, BROTHERS

The Highwaymen. United Artists UAL 3245 (M); UAS 6245 (S)

The Highwaymen come through with a strong offering that should sit well with the group's fans. Folk songs of the United States and Argentina, South Africa, Canada and Scotland are included. The singing is well balanced. "Marianne," "Pretoria," "I Know Where I'm Going" and "John" are some of the better tracks.



LATIN AMERICAN SPOTLIGHT

LET'S DO THE BOSSA NOVA

Tito Rodriguez & His Ork. United Artists UAL 3262 (M); UAS 6262 (S)

Tito Rodriguez is a hot seller in the Latin American and pop fields, and this new album should turn into a sock seller in both markets. The orkster features the new bossa nova rhythm, played in sparkling fashion by his Latin aggregation. Tunes include "Otra Vez," "Un Pato, O Pato" and "Un Domingo Sin Ti."



CLASSICAL SPOTLIGHT

BRAHMS THIRD SYMPHONY

Vienna Philharmonic Orch. (Von Karajan). London CM 9318 (M); CS 6249 (S)

A flowing, mellow, understanding reading of the third of Brahms' four symphonies, coupled with a distinguished performance of one of Brahms' lesser known concert works. The third movement of the symphony ("Poco allegretto") is graceful and lyrical. Stereo work is first-class.



CLASSICAL SPOTLIGHT

THE BEST OF TEBALDI

Renata Tebaldi. London 5729 (M); OS 25729 (S)

For fans of the Italian diva, this should be a natural, packaging as it does some of her most illustrious performances. It is, in effect a delightful sampler, with a generous sprinkling of Puccini (arias from "Madame Butterfly," "Turandot," "La Boheme" and "Tosca") and items from "Mefistofele," "Andrea Chenier" and others. Bound to be a seller.



CLASSICAL SPOTLIGHT

THE ART OF THE PRIMA DONNA, VOL. 2

Joan Sutherland. London 5601, 5602 (M); OS 25232, 25233 (S)

Joan Sutherland is showcased here in two albums (the first of which was issued earlier and has been repackaged) which are bound to be strong merchandise. Each album is a selection of great prima donna arias and her superb voice fairly glistens. Selections include "The Bell Song," "Caro Nome," "The Jewel Song," among others.

SINGLES REVIEWS

Continued from page 24

<p>SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING</p> <p>KENNY BALL & HIS JAZZMEN</p> <p>NUAGES (CLOUDS) (BIEM) (2:35) Kapp 509</p> <p>The great Django Reinhardt tune is given a mighty smart reading by the British trad hitmakers. Side has something of the quality of "Petite Fleur," and it can grab good on-the-air attention. Flip is "Hazelmere" (2:35).</p>	<p>SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING</p> <p>THE PETE JOLLY TRIO</p> <p>LITTLE BIRD (Wolf-Mills, ASCAP) (2:18) Ava 116</p> <p>A light, smart and highly listenable bossa nova effort by the stylish combo. Lots of sparks and charm and solid spin fare. Flip is "Falling in Love With Love" (Chappell, ASCAP) (2:20).</p>
<p>SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING</p> <p>SERGIO FRANCHI</p> <p>THE GOOD LIFE (Paris, ASCAP) (2:18) RCA Victor 8149</p> <p>Here's a delightful tune from the film, "The Seven Capital Sins," sung with verve and romantic style by Franchi. Arrangement is a winner too. This ballad performance should grab much play. Flip is "Bella Nina" (Earl, ASCAP) (2:39).</p>	<p>SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING</p> <p>HENRY WRIGHT</p> <p>ABAT-JOUR (Marks, BMI) (2:15)</p> <p>ROMEO (Marks, BMI) (2:15) CGD 10902</p> <p>"Abat-Jour" is a big hit on the Continent, especially in Italy. The hit and the flip presents both original and English language versions. It could provide jocks with a change of pace programming feature.</p>

JOHNNY WATSON
★★★★ That's the Chance You've Got to Take (O-Cal-Jawat, BMI) (3:10) — ★★★★★ Cold, Cold Heart (Acuff-Rose, BMI) (2:30), KING 5716

CHARLY TABOR
★★★★ Mexican Moon (Helios, BMI) (2:01) — ★★★★★ Caucasian Melody (Helios, BMI) (2:30), RUST 5055

THE CRICKETS
★★★★ My Little Girl (Cricket, BMI) (1:55)—★★★★ Teardrops Fall Like Rain (Cricket-Salma, BMI) (1:45), LIBERTY 55540

ROSEMARY CLOONEY
★★★★ The Rose and the Butterfly (Young, ASCAP) (2:35) — ★★★★★ I Will Follow You (Leeds, ASCAP) (2:37) REPRIS 20145

GENE McDANIELS
★★★★ The Puzzle (Regent, BMI) (2:09)—★★★★ Cry Baby Cry (Century, BMI) (1:56), LIBERTY 55541

THE COASTERS
★★★★ Bull Tiek Waltz (Cotillion, BMI) (2:25) — ★★★★★ The P.T.A. (Allied, ASCAP) (2:34), ATCO 6251

MEGATONS
★★★★ Little Atom (Whitecap, BMI) —★★★★ Walkin' (Whitecap, BMI) FOREST 046

ERNIE K-DOE
★★★★ Be Sweet (Shirhit, BMI) (2:27) —★★★★ Easier Said Than Done (Minit, BMI) (2:18), MINIT 661

RON MARSHALL
★★★★ Roseanna (Frank, ASCAP) (2:46)—★★★★ Hold Me Close (Mo, ASCAP) (2:35), MOHAWK 134

RICHIE ALLEN
★★★★ Sunday Picnic (Travis, BMI) (2:09)—★★★★ Butterscotch (Travis, ASCAP) (1:54), IMPERIAL 5917

GARY PAXTON
★★★★ We're Going Back Together (Pamper, BMI) (2:25) — ★★★★★ It Had to Be You (Remick, ASCAP) (1:59), GARPAX 44172

TERESA BREWER
★★★★ The Thrill Is Gone (MRC, BMI) (2:16) — ★★★★★ She'll Never Love You (Like I Do) (Dickinson, ASCAP) (2:03), PHILIPS 40095

(Continued on page 37)

★★★★
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

DON BRANDON
★★★★ Here Comes Trouble (4-Star, BMI) (2:36)—★★★★ Play the Game (4-Star, BMI) (1:54), CHALLENGE 9183

GLORIA LYNNE
★★★★ I'll Buy You a Star (Chappell) (1:45) — ★★★★★ Record Company Blues (Glo-Mor, BMI) (2:55), EVEREST 2023

TIMBERLAND FOUR
★★★★ Hummingbird (Ross Jungnickel, ASCAP) (2:25)—★★★★ Bring the Water, Sylvia (Beau-Tex-Dandelion, BMI) (2:10), JAMIE 1236

RONNIE CALAIR
★★★★ Sticks and Stones (Sergeant, ASCAP) (2:45)—★★★★ How's That Grab You (Joy, ASCAP) (2:16), REPRIS 20143

JOHNNY RIVERS
★★★★ If You Want It, I've Got It (Golden West Melodies, BMI) (1:47)—★★★★ My Heart Is in Your Hands (Travis, BMI) (2:04), CAPITOL 4913

EMILY EVANS
★★★★ A Cake and a Candle (Champion-Moss-Rose, BMI) (2:01)—★★★★ Just Another Fool (Dandelion-Cape-Ann, BMI) (2:11), JAMIE 1242

LETTERMAN
★★★★ No Other Love (Disney, ASCAP) (2:32) — ★★★★★ Heartache Oh Heartache (Robin Hood, BMI) (2:43), CAPITOL 4914

BILL DOGGETT AND HIS COMBO
★★★★ Soda Pop (Islip, BMI) (2:16) —★★★★ Ham Fat (Islip, BMI) (2:31), COLUMBIA 42689

BOB DYLAN
★★★★ Mixed Up Confusion (M. Witmark, ASCAP) (2:26) — ★★★★★ Corrina Corrina (M. Witmark, ASCAP) (2:40), COLUMBIA 42656

BUSTING OUT ALL OVER

DANNY WHITE | **KISS TOMORROW GOOD-BYE** Frisco #104

AMOS MILBURN, JR. | **GLORIA** Shalimar #105

RON-DELS | **TINA b/w MATILDA** Shalimar #104

Distributed by
ARLEN RECORDS
1320 South Howard St. Philadelphia, Pa.

IT ALL STARTED RIGHT HEAH!

One afternoon, three months ago, WINS' Stan Z. Burns (with that fellow who sounds like JFK, below) played an excerpt from a brand new album called "The First Family." It was one of those first-time-anywhere things.

The overwhelming success of Vaughn Meader's album is one in which we are happy to have made a substantial contribution. And it illustrates an important point

about WINS. We play "hits" before they're hits because our audience has come to expect us to do so. We also play the established best-sellers, but always keep a sharp ear tuned for the new talent, new music and new entertainment we know appeals to WINS listeners.

It's a pleasure to have our judgment verified in such a smashing manner.

1010wins
WESTINGHOUSE BROADCASTING COMPANY INC.



News-Fills Cut Disk Air Time

By CHARLES SINCLAIR

NEW YORK — The newspaper strike in New York, now apparently headed for its third month without let-up, continued to bring mixed feelings to the city's leading music-and-news stations last week.

Revenue still poured into the top radio outlets from ad budgets which would otherwise have gone to print media. WINS, for example, figured that it had grossed "at least 40 per cent above our usual spot billings" since the strike began. And, in general, radio stations were doing better than the city's six commercial TV channels in landing extra revenue.

Deejays and music programmers, however, were getting more than a little weary of the strike. Newscasts and news features were being stepped up anywhere from 10 per cent to 50 per cent more than normal.

Cuts Into Music

Sometimes, as in the case of WNEW's substitution of ex-

Mario Braggiotti Replaces Fray

NEW YORK — Mario Braggiotti, who was the other pianist in the duo-piano team of Fray and Braggiotti, will follow his late partner's lead once more. Jacques Fray, who was a long-hair music host on WQXR, New York, died January 20. Effective February 5, Braggiotti will take over Fray's WQXR slot.

Recently, Braggiotti has been active as a composer, and has worked on sound-track scores for TV commercials.

tended news reports in a 45-minute segment of William B. Williams' early-evening platter show, the news was being concentrated at peak traffic hours and was knocking out large slices of music programming.

The over-all pattern in recorded music programming, of all basic types, in New York City seemed to be this: (1) most stations were trying to maintain their "normal," pre-strike balance (new-vs.-established records, new artists, etc.) of music elements; (2) most stations, including even serious-music FM outlets, have cut back the total amount of record programming in any average broadcast day by 10 to 30 per cent.

A number of "new" local broadcast personalities have been emerging on the New York radio-TV scene.

By the Book

Though there has been opinion difference concerning AFTRA payment for their services, a number of journalists, critics, columnists and reporters on struck newspapers have been literally booked by their news-

Distrib Moves Office

TORONTO—Continental Record Company of Toronto has moved to "new and more spacious quarters" at 1244 Caledonia Road in this city. The firm is Ontario distributor for Masterseal, Palace, Continental, and other record labels including the U. S. Hickory line. All sales and promotion activities for the company will be headquartered at the new address.

papers for promotional appearances on radio and TV, or signed by individual stations.

Such stations as WOR, WNBC, WINS, WNEW, WCBS, WQXR, etc., have had such "name" byliners as Walter Kerr, Louis Sobol, Ben Gross, Joe Kaselow, John Chapman, Jimmy Cannon, Harrison Salisbury and Arthur Krock on the air with special feature reports or reviews.

The effect of all this non-music feature programming may well be felt, if audiences indicate strong likings for it, even when the strike is over. In fact, things may never be quite the same in New York radio.

More Applause For Gospel Show

MONACO—"Black Nativity," the much-lauded gospel-music presentation which played in major TV markets as a Christmas season special and from which there is an original-caster on Vee Jay, won another honor last week.

The hour-long music show, co-produced by Westinghouse Broadcasting Company, won the Silver Dove Award at the Third International Monte Carlo Festival. Two other U. S. TV productions, Saudek Associates' "The Drama of Carmen" and Four Star's "The Price of Tomatoes," also won awards at the international event.

Michael R. Santangelo produced the taped TV version, which is syndicated by Westinghouse in its series of monthly specials for children.

Radio-TV PROGRAMMING

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

DJ Stumbles On Old Record And It Takes Off Like Bird

BALTIMORE—Another almost forgotten record has been revived by a deejay, and is well on its way toward new success. The recording is Boots Randolph's "Yackety Sax" on RCA Victor, a track on an album now a couple of years old, and it has been given new life by a pair of WJZ-TV, Baltimore, personalities—deejay Buddy Deane and local TV star Gerry Wheeler.

Wheeler actually got the action started. Featured personality on a show called "Lorenzo & His Friends," Wheeler needed a cute piece of music to serve as background while he did a sign-off heel-and-toe routine. He found "Yackety Sax" in the station library and started using it. Then, Buddy Deane, noticing that the moppet guests on the "Lorenzo" segment were trying to invent a kiddie dance to go with the tune, started featuring

the Victor oldie. Monument Records, which now has Boots Randolph under contract, got wind of the whole thing, and waxed a new session of "Yackety Sax" as a single. It was released, and started moving.

Finally, other Baltimore stations—WCAO, WSID, WITH, WWIN, others—got on the record in their radio deejay shows, and it was off to a big start in the big Chesapeake market. At last report, the record was developing in several other cities.

Elektra Shifts Distrib

NEW YORK—Elektra Records has switched distributors in the Southern California area, transferring from Allied Music Sales to Merit Distributing Corporation. Merit has begun activities for Elektra by handling the company's January re-stocking plan. This month, Merit will handle a new affiliate label, Crestview Records, for Elektra.

Deejays Bringing Back Old Chubby—In Limbo, That Is

SAN FRANCISCO — When two local deejays last year sponsored the first twist entertainment attraction in this city's sprawling Cow Palace, the event was such a hit it reportedly broke all records for a seated show. Attendance topped 15,000, according to Tom Donahue and Bob Mitchell, both of KYA, who sponsored the show independent of the radio station.

Now, in 1963, the same pair will sponsor a second show, also featuring the fluid backbone of Chubby Checker. The name has been changed slightly: from Chubby Checker's Twist Party to his Limbo Party, but the idea is the same.

Several other rock and roll and r.&b. artists will participate in the 1963 show, set for Saturday night, March 2. The names of the other artists are expected to be released shortly.

Perhaps because of the success of the San Francisco show, Oakland-based radio Station KDIA has decided to sponsor a similar event on Friday night, February 8, in the Oakland Auditorium. This event is known as "The Big Sounds of 1963" and may likewise become annual.

Featured are the following recording artists: Bobby (Blue) Bland and His Revue, Ike and Tina Turner, Marvin Gaye, the Four Rivers—a local Bay Area group—and Bobby Freeman of San Francisco. KDIA disk jockeys will emcee the event.

Jim Costello Upped

Jim Costello has been promoted to sales manager for the A. H. Meyer Company, San Francisco, distributor of RCA Victor records and phonographs. He has been manager of the record department for almost four years.

Succeeding him is Mike Young, a salesman in that department for several years. Jim is the brother of Del Costello, of the rival Columbia, who was also promoted on January 1 to promotion manager for the entire Northern Pacific Coast area.

programming newsletter

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

"BEST SIDE STORY" . . .

There's much regional action this week, with several sides showing considerable strength in only one or two areas. For instance:

Baltimore: "Sixteen Years Ago Tonight" (Kenny Karen—Columbia) is gaining in sales, notes Larry Monroe (WCAO). Roy Orbison's "In Dreams" on Monument "looks like another giant for him," says Larry.

Hartford: Bertha Porter (WRDC) flashes a big sales jump for "Tina" (Rondells-Shalimar), which she predicts will be Top 10 next week. Another local jumper is "Valerie" (Ronnie and the Hillites-Raven). A top 10 item is "Work Out" (Michael Clark-Imperial).

Los Angeles: Don Anti (KFWB) confirms smash potential for "Sun Arise" (Rolf Haris-Epic). Both sides of the new Bobby Bland release on Duke are on Don's "Hot Comers" list.

Boston: According to Arnie Ginsburg (WMEX) "Tore Up" Harmonica Fats-Darcy is taking off fast. Arnie notes requests for "I Want to Cry" (Van Trevor-Atlantic) and "Shireley" (Tony Orlando-Epic).

Milwaukee: "Pickup" (Conway Twitty-MGM) shows fast sales gains, says George Michael (WRIT). "South Street" (Orlons-Cameo) is taking off nicely. Request items include "My Foolish Heart" (Dimensions-Coral), "Initials" (Castells-Era) and "Duke of Nothing" (Dipsy and the Doodles-May).

Top Tips From Around the Nation: "He's So Fine" (Chiffons-Laurie), "Tell Him I'm Not Home" (Chuck Jackson-Wand), "I'm So Afraid of Losing You" (Linda Scott-Congress).

"GOOD MUSIC" PROGRAMMING: A year or so ago we heard a great deal about top 40 stations switching to so called "good" or "better" music policies. Recently there hasn't been much action in this direction. In a majority of our important cities, pop music stations command the lion's share of audience. On the other hand, the success enjoyed by a comparatively few "non rock" or "middle of the road" music and news operations commands respect. Even in cities where these non-rockers can't claim undisputed leadership in rating, they are often excellent revenue producers.

It is noteworthy that in practically every city of any size the total audience for top 40 music hardly ever exceeds 50 per cent of the available listeners. The difficulty is to capture a major share of this half that rejects the top 40 sound. While there is a pretty specific formula for top 40, there is no similar objective guidance for those who present other music policies. The individual judg-

ment of deejays and music directors thus become more important, and all too often are inadequate for the job.

There are two basic styles of better music programming: the light-concert type followed by WPAT and KABL, and the LP-plus-pop employed by WIP and KSFO. The former two place emphasis on instrumentals, introducing a vocal only two to four times an hour. Commercials occur in clusters every quarter hour, separated by musical bridges. The music is seldom identified by title or artist; rather, the mood of the program is emphasized. Single records are almost never used. Every musical selection is programmed by one person. The deejay has no control.

LP-PLUS-POP makes use of selected singles, avoiding any suggestion of hard rock sounds. Depending on the station and the individual disk jockey, there will be from three to six singles an hour out of a total of 12 or 13 selections played. Instrumentals make up a large share of the programming, often as much as 50 per cent. In some cases a choral group is used to substitute for an instrumental.

The authority of the music director varies from one such station to another. Most have a singles playlist as a guide, and it is expected that all deejays will give regular exposure to certain specified singles. As a result the LP pop station may often be responsible for breaking a hit single in its market by laying on a record that is too sweet or square for the top 40 outlets to consider.

While some top 40 deejays scorn the thought of planning a show in advance, and ad lib choices as the show goes along, this is hardly possible for the LP pop station. The deejay must write out his show before air time. In doing so, he often follows his own formula, just as rigid in its way as top 40. Here is a typical hour:

- Bright instrumental . . . male vocal . . . instrumental (Latin) . . . girl vocal . . . instrumental (piano) . . . comedy or novelty . . . instrumental (big band) . . . news headlines . . . small group vocal . . . instrumental (jazz) . . . male vocal . . . instrumental (show tune or theme) . . . girl vocal . . . instrumental fill to news.

THE REQUIRED SINGLES are first placed in their appropriate positions, and then the LP's are filled in to balance the pacing. Obviously, the special types of instrumentals shown above are highly flexible and may be altered to suit the available material. One old hit an hour is often effective. The LP of the day—or the week—is in frequent use. Regular featuring of newest LP's is effective in attracting listeners who like to audition what is available as a guide to their next shopping trip in the record store.

Regardless of the system or formula, it is the skill and experienced showmanship of the people involved which make it work successfully.



Getting Action
"ROSENNA"
by
RON MARSHALL
Mohawk #134
VEE JAY RECORDS
1449 S. Michigan Ave.
Chicago 5, Ill.

PROGRAMMING PANEL

THE QUESTION

Do you feel that "Oldies-but Goodies" singles are a worthwhile change of pace in pop record shows?

THE ANSWERS

BOB CLAYTON WHDH, Boston

I certainly feel old records should be an integral part of pop record programming. I have found that many listeners particularly enjoy recalling record hits by established stars of the early 1950's, and that inclusion of such is an essential to balanced programming. I believe that a program should feature at least one, but no more than two, in an hour.



TY BOYD WBT, Charlotte, N. C.

If the "oldies" have been recorded within the past four or five years, they may be a welcome change of pace and help make the listener feel at home." Recordings from 10 and 20 years ago, even though reissued, lack the quality of present-day reproduction, and should be played only if there is a good reason. But the many thousands of Miller-Goodman-Shaw fans still around offer reasons for playing an occasional vintage record.



MEL PHILLIPS WMID, Atlantic City

I play one "oldie" every hour on my show (now in the 9:00 a.m.-1 p.m. daily slot), and such "Oldies-but-Goodies" should be programmed at least once an hour. They should be records that were formerly in the Top Ten and shouldn't be any older than five years. Our listeners not only enjoy the top tunes of the day, but like to recall memories of "that day" on the beach, or "that night" on the boardwalk.



BARRY KEAN WCHV, Charlottesville, Va.

I find that on my Saturday-night request show about half of the telephone response is for sides I'd class as "Oldies-but-Goodies." And the audience for this sort of material is going to keep on growing, because the kids who were just into their teens when rock was new are into their twenties. They're getting married and having families, and the oldies are "their" songs.



If you have a provocative question to ask deejays or programmers, send it to this Billboard department, 1564 Broadway, New York 36, N. Y. Your name will be credited if question appears in Billboard.

New UA Distrib

NEW YORK—Record Sales, Inc., of Memphis is the new United Artist Records distrib for the Western half of Tennessee, Arkansas and Northern Mississippi.

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

LOOP DE LOOP—Johnny Thunder (Diamond D 5001, SD 5001) "Zoo-Lee-Oh" (Unbelievable, BMI) (2:15)

MARCH ON, BROTHERS—The Highwaymen (United Artists UAL 3245, UAS 6245) "Marienne" (J. Shink, BMI) (2:23)

JAZZ

BOSSA NOVA PLUS—Willis Jackson (Prestige PR 7260) "Amor"

DUKE ELLINGTON & JOHN COLTRANE—(Impulse A 30, AS 30) "In a Sentimental Mood" (American Academy of Music, ASCAP) (4:12)

ILLINOIS JACKET—(Epic LA 16033, BA 17033) "Imagination" (ABC ASCAP) (4:21)

JAZZ CARAVAN—Art Blakey & the Jazz Messengers (Riverside 9438) "Sweet 'n' Sour" (BMI) (5:28)

MONEY JUNGLE—Duke Ellington with Charlie Mingus & Max Roach (United Artists Jazz 15017) "Money Jungle" (5:25)

SCREAMIN'—Brother Jack McDuff (Prestige 7259) "Screamin'" (Prestige, BMI)

LATIN AMERICAN

LET'S DO THE BOSSA NOVA—Tito Rodriguez & His Ork (United Artists UAL 3262, UAS 6262) "Otro Vez" (3:27)

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	6
2	2	THE NIGHT HAS A THOUSAND EYES, Bobby Vee, Liberty 55521	10
3	—	RHYTHM OF THE RAIN, Cascades, Valiant 6026	5
4	3	GO AWAY LITTLE GIRL, Steve Lawrence, Columbia 42601	14
5	—	FROM A JACK TO A KING, Ned Miller, Faber 114	7
6	4	IT'S UP TO YOU, Rick Nelson, Imperial 5901	9
7	5	MY DAD, Paul Petersen, Colpix 663	13
8	9	FLY ME TO THE MOON—BOSSA NOVA, Joe Harnell and Ork, Kapp 497	7
9	7	MY COLORING BOOK, Kitty Kallen, RCA Victor 8124	8
10	8	MY COLORING BOOK, Sandy Stewart, Colpix 669	7
11	18	WHAT WILL MARY SAY, Johnny Mathis, Columbia 42666	3
12	11	CAST YOUR FATE TO THE WIND, Vince Guaraldi Trio, Fantasy 563	10
13	13	YOUR USED TO BE, Brenda Lee, Decca 31454	3
14	—	BALLAD OF JED CLAMPETT, Lester Flatt & Earl Scruggs, Columbia 42606	10
15	17	THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	3
16	16	I WANNA BE AROUND, Tony Bennett, Columbia 42634	5
17	10	SHAKE ME, I RATTLE (Squeeze Me, I Cry), Marion Worth, Columbia 42640	7
18	15	SHE'LL NEVER KNOW, Brenda Lee, Decca 31454	3
19	14	SETTLE DOWN, Peter, Paul and Mary, Warner Bros. 5334	4
20	—	DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120	3

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	POP—10 Years Ago
February 10, 1958	February 7, 1953
1. Don't, E. Presley, RCA Victor	1. Don't Let the Stars Get in Your Eyes, P. Como, RCA Victor
2. At the Hop, Danny & the Juniors, ABC-Paramount	2. Till I Waltz Again With You, T. Brewer, Coral
3. Get a Job, Silhouettes, Ember	3. Why Don't You Believe Me, J. James, MGM
4. Stood Up, R. Nelson, Imperial	4. Tell Me You're Mine, Gaylords, Mercury
5. Sail Along Silvery Moon, B. Vaughn, Dot	5. Have You Heard, J. James, MGM
6. Short Shorts, Royal Teens, ABC-Paramount	6. Oh, Happy Day, D. Howard, Essex
7. The Stroll, Diamonds, Mercury	7. Hold Me, Thrill Me, Kiss Me, K. Chandler, Coral
8. Sugartime, McGuire Sisters, Coral	8. Keep It a Secret, J. Stafford, Columbia
9. Catch a Falling Star, P. Como, RCA Victor	9. Anywhere I Wander, J. LaRosa, Cadence
10. Great Balls of Fire, J. L. Lewis, Sun	10. Glow Worm, Mills Brothers, Decca
RHYTHM & BLUES—5 Years Ago	Ago—February 10, 1958
Get a Job, Silhouettes, Ember	Short Shorts, Royal Teens, ABC-Paramount
At the Hop, Danny & the Juniors, ABC-Paramount	Oh, Julie, Crosscords, Masco
Don't Let Go, R. Hamilton, Epic	Stood Up, R. Nelson, Imperial
Don't, E. Presley, RCA Victor	The Stroll, Diamonds, Mercury
Maybe, Chantels, End	Peggy Sue, B. Holly, Coral

Coliseum Ups York

HOLLYWOOD—Dave York has been appointed national promotions manager of Coliseum Records, and will coordinate with distribution activities of Vista Records. York is currently promoting "Limbo Rock" album by Billy Strange.

Release Bossa LP

NEW YORK—Clave Beat Records Ltd., organized by Claire Goodman and Fran Weitzner, has begun operations in New York with offices at 1650 Broadway. First release from the new firm will be a do-it-yourself album of instructions in bossa nova, and future plans call for a series of packaged dance lessons for every

major Latin American step. The girls have also opened a music publishing company, Clan Music Inc., with offices at the same Broadway address.

Olympia Names Cohen

NEW YORK—Saul Cohen, former vice-president of Golden Crest and sales manager of Laurie Records, has been named general sales manager for Olympia Distributing Corporation, with Edward S. Ficher continuing as promotion man for singles and albums. In related moves, Juan Tirado has been appointed promotion man for Latin American product, Joseph Nelson has been named to head the firm's special merchandising department, and John A. A. Haydu has been appointed comptroller.

FROM 20th FOX
MARILYN SINGS HER GREATEST HITS
'MARILYN'
FXG 5000

MOVING OUT FOR A HIT!
LOUISIANA RED
"RED'S DREAM"
R-4469
ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

"WHO STOLE THE KEESHKA?"
THE MATYS BROS.
Select S-719

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

The Big Mexican Hit
THE SINNER (EL PECADOR)
Watch for new hit recordings!
MILLS MUSIC, INC.

Ferlin Huskey
"MY REASON FOR LIVING"
Capitol 4908
CENTRAL SONGS INC
1483 NORTH VINE STREET
HOLLYWOOD 28, CALIF.
HO. 9-2239

RELIABILITY—QUALITY RECORD PRESSING
Originators of the Patented rim drive; thick-thin type record
RESEARCH CRAFT CO.
1011 NORTH FULLER
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BV 3312
Annette
The Story of My Teens
16 Annette hits plus 8 page full-color book

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

Taking Hold All Over America!
THE PERSIANS
"GET A HOLD OF YOURSELF"
Pageant P-601

A SMASH!
The Majors
"WHAT IN THE WORLD"
b-w
"ANYTHING YOU CAN DO"
#5914
IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 28, Calif.

SENSATIONAL!!!
"YOU MADE A FOOL OF ME"
THE SENSATIONS
Junior #988
Jamie Guyden
Distributing Corp.
PHILADELPHIA 23, PA.

HEADING FOR THE TOP OF THE LP CHARTS
TELSTAR
THE SOUNDS OF THE TORNADOES
LONDON RECORDS

HEADED FOR THE CHARTS
"LOVE WALKED IN"
Vistone #2031
Ronnie Mitchell
distributed by
DEBONAIR RECORD CO.
932 W. Florence
Los Angeles 44, Calif.
753-0428

VOX JOX

By CHARLES SINCLAIR

HELPING HAND: A well-rated deejay's suggestions are not taken lightly by his listeners, as witness what happened at WNEW, New York, late last month when **Dee Finch**, of the Klavan & Finch team, came to the aid of a small-town editor in Mississippi. A WNEW newscast reported that the editor, **Ira B. Harkey Jr.**, of The Pascagoula, Miss., Chronicle, was being faced with an economic boycott triggered by his opposition to **Gov. Ross Barnett's** handling of the **Meredith** case. After the news break, Finch said he would buy a subscription to the paper, and suggested the K&F listeners do so too. The WNEW switchboard lit up. Later, on the same station, deejay **William B. Williams** repeated the story. By day's end nearly a thousand calls had been logged from listeners promising to subscribe to The Chronicle, and several agencies called to promise advertising schedules.

INTO ORBIT: One of the latest stations to sign for the Mars-syndicated "Dick Clark Radio Show" is **WKKO**, Cape Canaveral. . . . **Bruce Hayes**, spinner at **KHJ**, Hollywood, will be seen as well as heard. He has just finished an MPO-produced film commercial assignment for Viceroy cigarets, shot on location at Santa Anita Race Track. . . . Another deejay going to the track recently for a reason other than the usual sportive one was **KRIZ**, Phoenix's **Jonathan B. (Jack) Frost**. A greyhound owner, he was recently honored at Phoenix's Greyhound Park at the first annual running of "The Jack Frost Special."

THIS 'N' THAT: Ben Arrigo, of Glenn Productions, New York, has set a promotional program for **Bill Harrington** and his ork on the syndicated "Top 10 Dance Party" shows. Harrington's current LP releases, "Just for Kicks" and "Two for the Show," will be showcased on dance sessions and given away as prizes. . . . **Gene Creasy**, p.d. of Baltimore's **WITH**, writes that **Bobby Wayne**, formerly of **WCPO**, Cincinnati, has been added to the station's "Swinging Seven" deejays. Wayne is billed as "radio's fastest and most exciting personality." . . . **WIL**, St. Louis, is conducting a promotional search for "six family pets that most resemble the station's on-the-air personalities." Winners will be feted at a special **WIL** dinner-for-two. . . . **Leon Hill**, of **WENK**, Union City, Tenn., now hosts a twice-weekly jazz platter show aimed largely at the nearby University of Tennessee campus.

FORMAT VS. SHOW: Steve May, p.d. of **WESO**, Webster, Mass., writes to suggest that small-town stations "must be aware not only of local trends but regional as well." Describing several of the station's shows, which vary from big-band wake-up shows to album programming for housewives to current hits and golden gassers for the afternoon teen crowd, May suggested: "We find that by dealing in programs rather than strict formats we please most of the people most of the time. It may be a throwback to early independent radio, but it works very well!"

FRONTIER PLEA: A lot of deejays write to ask that they be placed on record-company mailing lists, but one of the most poignant letters we've seen came from **M/Sgt. A. J. Hudek**, of the 639th Radar Squadron, a

Focus on the Deejay Scene



ACTION MODEL of "Pepino, the Italian Mouse" is examined by **WMCA**, New York, deejay, **Joe O'Brien** (center), and **Lou Monte** (left). **Philip Florio**, at right, created the model. O'Brien, who is the station's morning man, was one of few spinners who first spotted the Monte tune on "B" side of Reprise single, and flipped it for airplay. Side became an instant hit—the first for Reprise—within a few days, with label following up with a Monte "Pepino" album.

U.S.A.F. unit located 'way up there at Lowther Air Station, Ontario. This is what he wrote:

"We (220 U.S.A.F. airmen) here at Lowther, located on the 'Pinetree Line,' are an isolated radar site in Northern Canada with no radio or TV facilities except for a home-made land-line station whose library of records is small, worn and badly out of date.

"I am appealing for your assistance to help solve this problem by placing our unit on your record mailing list for popular, swing or western music.

"Your disks would be exposed to this 'captive' audience 12-15 hours daily with the majority of these people returning to the States as potential customers within three to six months. Any assistance you can render would be appreciated."

Got any extra records? We'd be hard-put to think of a better place to send them.

Frederick Bernard is the new

host of **WLW**, Cincinnati's "Clockwatcher" wake-up show. Bernard most recently was a staffer and record-show host at **WTIC**, Hartford, Conn. At 29,

Bernard has had—get this—11 years' experience in radio. . . . **David Byrn**, **Don Day** and **Joe Robbins** are new deejays at **KXOL**, Fort Worth.

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at the

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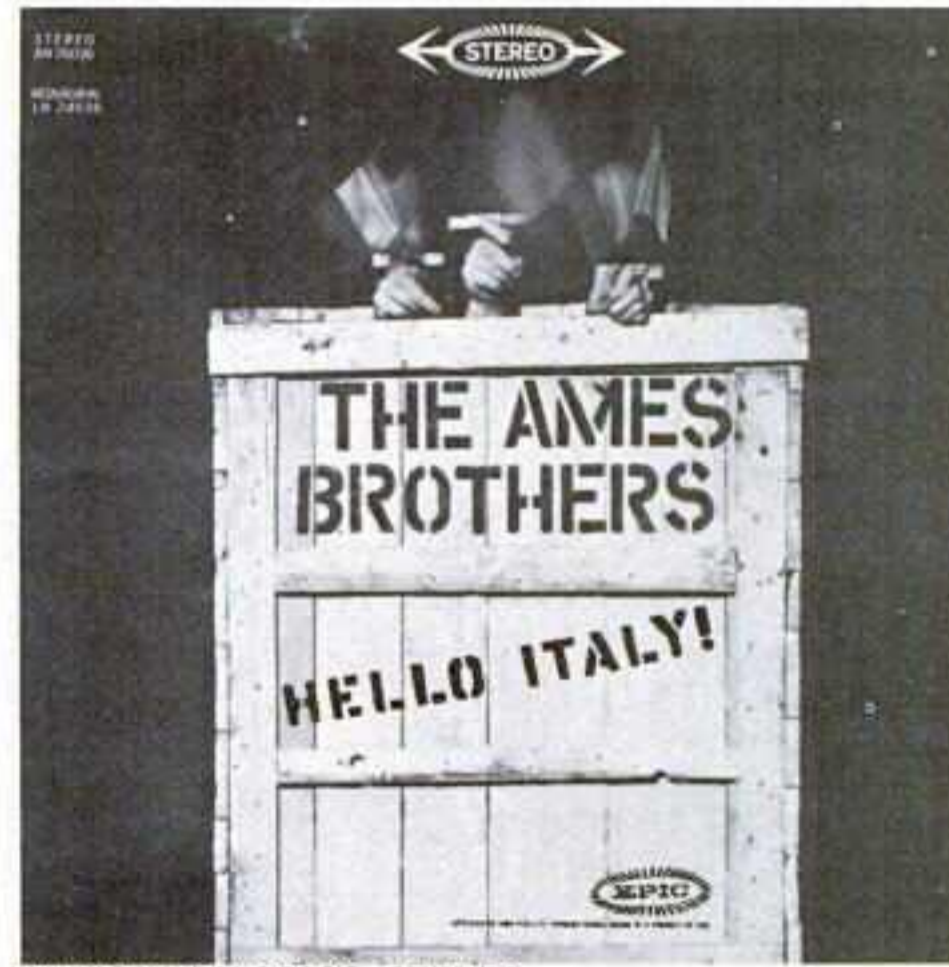
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IN '63
EPIC
ACTION
HAS
STARTED
WITH
THESE
GREAT
LP'S

Muntz Inks More Labels as His Autostereo Catches On

By LEE ZHITO

HOLLYWOOD—Capitol Records and Pacific Jazz last week became the latest labels to conclude agreements with Earl Muntz granting him tape rights of their catalogs for his Muntz Autostereo system. Muntz went into business with his car stereo tape playback unit with only the Tops Records line to lure customers, but since has added the Dot, Reprise and Omegatape catalogs to his cartridge tape line-up. Deals with other labels are being negotiated.

The Muntz car unit operates with a 12-volt motor and is installed beneath the dash of an automobile. Speakers are mounted on opposite sides, either in the dash cowl or the door panels of a car. Two other speakers are installed in the rear. A four-track perpetual play (i.e. mobulous loop) cartridge is used. The music is con-

tinuous until the unit is turned off.

Cartridges come in three sizes: large, contains four LP's, sells for \$18; medium-sized, contains two LP's, lists for \$10; small is equivalent to a single LP, lists for \$6. A lever on the tape deck activates the tape head, to permit the listener to

switch from the program contained on one double-band to the other if his mood calls for a change in listening fare.

Sub-Contracts Parts

Car unit sells for \$129.95. An additional \$25 installation charge includes also the price of the four speakers plus upholstery-matched grille cloth and mountings. The initial unit was manufactured for Muntz by Viking of Minneapolis. Muntz is now making his own units, sub-contracting the manufacture of parts and assembling them at his Wilshire Boulevard headquarters.

In addition to lending itself for car installation, the same unit is being sold to boat and private plane owners to provide them stereo music in their respective forms of travel. A similar unit, designed to operate off of 115 volts, is being sold for home use, to provide background music for home or office.

The first report on Muntz' entry into this field was carried by Billboard in its last March 10 issue. As reported at that time, Muntz plans to enter the home with his tape units through the consumer's automobile. The marketing innovator who used the self-inflicted "madman" tag to make a fortune in the used car field during the mid-forties, later pioneered the one-knob control Muntz-TV instrument.

Auto Convenience

It is his marketing philosophy that the consumer is eager to acquire convenience and comfort accessories for his automobile, even more so than for his

(Continued on page 35)



CLOSE-UP VIEW of Muntz Autostereo unit, with perpetual-play tape cartridge being slipped into playing position. Black knob in right foreground on top of deck activates tape head to permit listener to change music program on four-track tape from one double channel to the other. Multiple album cartridges are programmed to carry different and usually contrasting music on each of the double-channel bands.

Cigar-Box Size Portable Thing Londoners Tote

LONDON—The revolution in music listening which has followed the boom in small transistorized radio sets has taken a different form in Britain from that of America and many other parts of the world. It is the large, though portable, cigar-box size type of set which has achieved most popularity here.

Jack Dickman, managing director of Fidelity Radio—a large manufacturer of radios, record players, etc.—has predicted that 1963 would virtually see the death of the pocket transistor radio.

"This is something of a surprise," he said. "The public has not followed the U. S. pattern in this direction, as there seems to be a demand in this country for the larger set of good quality and better reproduction."

Cameo Dividend

PHILADELPHIA — Cameo-Parkway Records, Inc. has declared a quarterly cash dividend of 10 cents per share on Class A Common Stock, payable March 11, 1963 to stockholders of record as of close of business February 15. Announcement of the dividend came January 21 from president Bernard Lowe.

equipment newsletter

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

CAUGHT IN THE AUDIOPHILE NET. Just as there are two kinds of "hi-fi"—the component kind and the packaged kind—there are two completely different kinds of hi-fi customers. This is nothing new. But have you ever stopped to examine just how much difference there is between the "component personality" and the "package personality?"



Though there are a few hybrids, hi-fi customers break down into two distinctly different basic types:

The component personality—Considers himself erudite, knowledgeable, inquiring. He often reads The New Yorker, High Fidelity, the Allied Radio catalog, and paperback books with rough covers. He sometimes brags that he doesn't own a TV set. He used to feel the same way about movies, but

now he avidly patronizes foreign films and revivals of American movies made before 1941. He drives a car with a stick shift.

The package personality—Easygoing, takes things as they come, likes convenience. He may read Life and Look and paperbacks with shiny covers. He enjoys TV, and sometimes stays up after midnight watching the pre-1941 movies the component personality pays to see. He owns a transistor portable radio. His car has automatic transmission.

Even though they're faced with two entirely different classes of clientele, the component hi-fi manufacturers and the packaged hi-fi manufacturers occasionally attempt raids on each others' prospects. The component makers sometimes go so far as to advertise in Look or McCall's to grab the attention of the package personality.

On the other hand, the package manufacturers periodically come out with what they call "the component look." This means chrome-plated knobs that look like gears, and machined or brushed-aluminum control panels. This is mainly a holding operation to keep their people from crossing into the component camp. Now and then package makers will advertise in Playboy to pull in a recruit or two, or to keep the younger generation from becoming too component-oriented.

We don't know what success these raids have had. We do know

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

SEA FARE

Dealers' Weather Eye On Boat-Happy U. S.

NEW YORK—Equipment dealers who find themselves close to water—be it the sea, the Gulf or any one of the thousands of sizable lakes within the continental United States—may be surrounded with opportunities without even knowing it. The nation has gone more or less boating happy and every pleasure craft of any size plying open or inland waters, becomes a market for various types of electronic gear. (Continued on page 37)



COMPONENTS OF MUNTZ Autostereo car unit, showing tape playback (operates on car battery), two five-inch speakers, with upholstery-matching grille cloth covers for mounting in front, and two five-inch speakers for rear installation. Three different sizes available in perpetual-play cartridge, contains four LP's. Playback lists at \$129.95 plus \$25 for installation and speakers.

that after the age of, say 35, these personalities are pretty well set. It's true that extreme financial success will sometimes goad a package personality into invading the component field—about the same time he trades his Chevy for a Jag—but these pseudo-converts don't really count, because status is their main aim. And besides, they don't use half the knobs.

IDENTIFYING THE QUARRY. Both of these personalities are interested in music when they shop, but their approaches are entirely different. The package personality might ask to see "a hi-fi" or "a stereo"—phrases the component personality will, of course, avoid. The component personality often will ask for a specific brand of component, and then let you talk him out of it.

If the prospect has his wife with him, he's a package personality. If he talks about frequency response, of course, he's a component personality. If he says, "What's this knob for?" don't try to sell him on components. The true component personality will never admit there's anything he doesn't know.

Of course, the selling techniques for the package and component personalities are diametrically opposed. The component personality wants a real workout with his music. He wants enough knobs and switches so he can be as tired as Lennie Bernstein when the final note dies down. The package personality wants to do absolutely nothing—except maybe hum. The component personality wants specs before his eyes, whether he understands them or not. The package personality is afraid they'd only confuse him, and he doesn't want to know, anyway.

Industry is making a big effort to meet the requirements of these two personalities. The component personality now has many new devices to take his mind off the music. The latest thing, of course, is an amplifier with built-in cathode-ray oscilloscope, so the component personality (who probably doesn't own a TV) can watch the music on a three-inch screen. His amplifier is also equipped with such indispensables as function control, rumble and scratch filters, contour control, equalization switch, ambiance knob, phase reversal, channel reverse, tape monitor and so forth—and is studded with inputs and outputs for every conceivable and inconceivable purpose.

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 \$81 and \$100

POSITION				
This Issue	11/10/62 Issue	8/11/62 Issue	BRAND	% OF TOTAL POINTS
1	1	1	Magnavox	30.9
2	7	—	Masterwork	13.6
3	2	3	Decca	9.5
4	3	3	Webcor	8.2
5	8	5	Motorola	6.6
6	6	7	Voice of Music (V-M)	6.5
7	4	2	RCA Victor	5.2
8	9	9	General Electric	3.8
9	—	—	Phonola	3.5
10	5	5	Zenith	3.1
			Others	9.1

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.

11/10/62 Issue: All brands represented in current chart.
8/11/62 Issue: Capitol (8).

FM Antenna Sales Loom for Dealer in Weak Signal Areas

NEW YORK—Phono-record dealers regard the FM antenna as one of their most important sales tools this year. And with good reason. Stereo-FM receivers will represent a large part of equipment sales this year and stereo-FM demonstrations are

better when the signal gets an assist from an antenna.

Even in urban strong-signal areas, an FM signal deteriorates considerably when stereocast. The cleanest signal will be strengthened by an antenna. In fringe (or weak-signal) areas

His tuner should have inter-station noise suppression, D'Arsonval-type signal-strength meter and VU meter, stereo pilot light—the works. And he wants a phonograph (oops, turntable) which will take only one record at a time.

The package personality, on the other hand, seems to get along without all this jazz. As a matter of fact, he's a little frightened of machinery. He may be intrigued by it, but he has a healthy respect for it and certainly doesn't want to see it or touch it. He wants to push a button and get music. If he could get it, he'd like a record changer which would remove the disks from their jackets, play all sizes and all speeds without adjustments, and put them back in their jackets while it turns itself off and closes its own lid.

He wants his hi-fi mounted in a neat self-contained and attractive wood cabinet which will fit in the space between the French Provincial breakfast and the Castro Convertible. And his wife will be of paramount importance in okaying the furniture. The component personality doesn't have to face his wife till he gets home.

After the sale is made, the package personality pays what is known as the "price." The component personality pays something called the "audiophile net." In both cases, this involves an exchange of currency, and under ideal circumstances results in profit for the dealer and satisfaction for the customer.

Both of these personalities—and all gradations in between, including the portable personality and the packaged-component split personality—are sold on the idea of home music. Their approaches are different, and they may buy in different stores. But they're equipment customers, accessory customers, record and tape customers. We'll always have both kinds.

Note: Nobody really knows what pre- or post-natal influences determine whether an individual will become a component or a package personality. There's some evidence, however, of an occupational connection. The component personality, with all his love for machinery and knobs and decibels, usually works at a desk—while the package personality, who wants music without mechanism, frequently works at a machine all day.

Dentists Now Employ Music To Drill By

HOLLYWOOD — Music dealers can now add dentists as prime prospects. United Stereo Tapes, the tape subsidiary of Ampex Corporation, has entered the audio analgesia field, releasing quarter-track stereo tapes for use by dentists to relax patients and alleviate pain.

A primary requirement in musical pain-killing is to have the sound reproduction as noise-free as possible. Therefore, each of the tapes prepared for this use are made directly from the first-generation master tape. Each package provides up to an hour's music, and is recorded in 3/4 four track i.p.s. cartridges or in reel-to-reel form, listing at \$19.50 each.

The initial Audio Analgesia release consists of four pages. The play-back system used allows the patient to control the volume to his liking.

As an example of the type of music to pull teeth without discomfort, the initial release consists of: "The Most Beautiful Music of Hawaii" and "The Most Recorded Songs of All Time," George Greeley and Buddy Cole; "Have Organ Will Swing" and "Cole Plays Cole," Buddy Cole; "Waltzes in Stereo" and "I'm in the Mood for Strings," David Rose and Ray Ellis; "The Sound of Music" and "Moon River," the Pete King Chorale.

that have some trouble pulling in an ordinary FM signal stereo is almost out of the question. An antenna is mandatory.

Which antenna is best? Any antenna is better than none at all. Less expensive are the omnidirectional types; the S-shaped and the turnstile. The better antennas are the multiple-element types, the Yagi's. These are highly directional and highly effective; some are provided with simple amplifiers, built right in for even higher signal strength.

The profit possibilities in the antennas themselves are not lost on dealers in weak-signal areas. They've been selling them for a long time. And they report that antenna sales usually follow a pattern. The customer will generally go for the lower priced units (about \$30, plus installation) for a starter. As a rule, they are not completely satisfied with results and often will return to get a more expensive, more effective antenna.

Sales can go as high as \$120 for a de luxe installation. It's easy to see why they bear down hard to include an antenna with a stereo-FM receiver sales.

As important as an antenna might be for clean reception in the customer's home, it's even more important as a tool for pushing stereo-FM receiver sales. In light of the potential of these sales, the investment in a de luxe antenna for the store seems a relatively minor expense.

A Linotype or 2...

NEW YORK — Oops. Someone dropped a line of type.

Ordinarily when this happens it just garbles the story. In the present instance it made High Fidelity's publisher, Warren Syer, the publisher of two other publications, High Fidelity Trade News and Better Listening.

Just in case anyone doesn't

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.

DOT—Expires January 31, 1963. Started December 26, 1962. Three programs: On albums: 10 per cent cash discount for mono and 15 per cent for stereo on LP's in category A; 15 and 10 per cent on category B albums, and 20 and 25 per cent on category C albums. On EP's: 25 per cent discount. On single prepacks: 20 per cent discount.

AUDIO-FIDELITY—Expires February 15, 1963. Started January 1, 1963. Label is offering one for three on the complete catalog.

ELEKTRA—Expires February 15, 1963. Started January 1, 1963. Label is offering a 10 per cent restocking plan on firm's complete catalog.

IMPULSE—Expires February 15, 1963. Started January 3, 1963. Twelve and a half per cent discount on new releases and a 20 per cent discount on catalog items.

LENOX—Expires February 15, 1963. Started January 21, 1963. Buy 10 get two free on the Little Esther Phillips LP "Release Me."

LIBERTY-DOLTON—Expires February 15, 1963. Started December 31, 1962. A 10 per cent cash discount taken off the face of the invoice on dealer orders. A 15 per cent cash discount on individual dealer orders of 200 or more LP units. Plan covers new releases plus entire catalog.

MERCURY—Expires February 15, 1963. Started January 1, 1963. Label is offering a 15-free-with-each-100-purchased deal on its January release of 30 LP's plus selected items from firm's entire catalog. See page 5, January 5 issue, for details.

PRESTIGE-PRESTIGE INTERNATIONAL—Expires February 15, 1963. Started January 1, 1963.

Fifteen per cent discount on all Prestige LP's by Jack McDuff, Willis Jackson, Etta Jones, Herbie Mann and the MJQ. Ten per cent discount on complete Prestige International catalog.

PHILIPS—Expires February 15, 1963. Started January 1, 1963. Firm is giving a 10 per cent discount on its entire catalog including new releases.

ROULETTE—Expires February 25, 1963. Started January 21, 1963. On the Roulette, Roost, Tico and Gee product, distrib and dealers may return \$1 worth for every \$5 purchased.

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

DECCA—Expires February 28, 1963. Started January 15, 1963. Label is offering distributors and dealers a "special incentive plan."

DELMAR—Expires February 28, 1963. Started January 15, 1963. Label is offering a 10 per cent discount to the distrib 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 Cuy 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.

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

STARDAY—Expires March 1, 1963. Started January 1, 1963. Label is offering distrib and dealers 3 for 10 on 120 specified items from catalog.

ABC-PARAMOUNT—Expires March 31, 1963. Started January 3, 1963. Label is offering 12 1/2 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.

VANGUARD—For limited time only. Started January 21, 1963. Fifteen per cent discount (qualified dealers only) on the Rooftop Singers' first LP, "Walk Right In."

Muntz's Autostereo Catches On

Continued from page 34

home. He feels that once the consumer has experienced the operating ease and simplicity of his cartridge playback unit in his car, he will want an additional instrument for his home. To aid in this repeat sales plan is the fact that car tape users will invest money in cartridge collections, will be prompted to get a greater return out of this investment by being able to use the cartridges in their homes as well.

Muntz' theory is working. He is enjoying a high rate of repeat sales. The lion's share of those

who have purchased units for their cars are returning for duplicate sets for their homes.

After months of research and development, Muntz actively went into business here this past September. Since that time, with sales concentrated almost entirely in this area, he has sold more than 5,000 units. The number of cartridges sold has passed the 25,000 mark.

Franchises Let

Muntz now is in the process of setting up franchise dealers throughout the U. S. Most recent to join Muntz is Willis (Bill) Wardlow, formerly with Heritage Records, who took over the San Fernando Valley territory here two weeks ago. Wardlow is employing a 15-man sales force, and is going in heavily for TV and radio spots.

Other dealers handling the Autostereo include Advance Stereo of Fort Worth, Frank Mullen of Phoenix, Ariz., and Earnest Chavis of Santa Ana, Calif.

Muntz is about to launch a nationwide campaign, now that the concept has proved itself successfully in this market.

know it, the mistake is doubly compounded since Syer's publications is directly related to this one. In the parlance of the trade, Billboard and High Fidelity are "sister publications."

To straighten the record entirely, High Fidelity Trade News and Better Listening are produced by the St. Regis Publishing Company, piloted by Lee Solomon.

The goof occurred in a story titled, "Hi-Fi Institute Backs Primer for Consumer."

HITS OF THE WORLD

Continued from page 18

- 7 8 RIDE—Dee Dee Sharp (Cameo-La Gloria)—Cop Con
- 8 — SUN ARISE—Rolf Harris (Columbia)—Castle Music
- 9 — GO AWAY LITTLE GIRL—Steve Lawrence (CBS Coronet)—Tucon
- 10 6 DO YOU LOVE ME—Dee Dee Sharp & Chubby Checker (Cameo La Gloria)—Tucon

NORWAY

- (Courtesy Verdens Gang)
*Denotes local origin
- | This Week | Last Week | Title | Artist |
|-----------|-----------|------------------|------------------------------------|
| 1 | 1 | RETURN TO SENDER | Elvis Presley (RCA)—Belinda |
| 2 | 2 | THE NEXT TIME | Cliff Richard (Columbia) |
| 3 | 3 | GUITAR MAN | Duane Eddy (RCA)—Egil Monn Iversen |

- 4 4 JEG VIL HA EN BLA BALLONG—*Arne Bendiksen (Triola)—Stockholms Musikproduktion
- 5 — DANCE ON—The Shadows (Columbia)—Bens Music
- 6 9 MIDNATTSTANGO — *Ase Wentzel/Jan Hoiland (Odeon)—Musikk-Huset
- 7 5 LOVESICK BLUES—Frank Ifield (Columbia)—Bens Music
- 8 — BACHELOR BOY—Cliff Richard (Columbia)
- 9 7 JAG HAR BOTT VID EN LANDSVAG—*Ray Adams (Manu)—Manu
- 10 — FJERNE LAND—*Key Brothers (Triola)—Egil Monn Iversen

- ## PHILIPPINES
- | This Week | Last Week | Title | Artist |
|-----------|-----------|-----------------------------|---|
| 1 | 1 | HAVE A GOOD TIME | Tony Bennett (Columbia)—Mareco |
| 2 | 3 | FROM THE BOTTOM OF MY HEART | Jerry Vale (Columbia)—Mareco |
| 3 | 7 | LIMBO MAN | Ivy Pete & his Limbomaniacs (Pioneer)—No Licensee |
| 4 | 6 | TELL HIM | The Exciters (UA)—Mareco |
| 5 | 2 | RETURN TO SENDER | Elvis Presley (RCA)—Filipinas |
| 6 | 10 | WISHING IT WAS YOU | Anita Bryant (Columbia)—Mareco |

- 7 5 LET ME BE WITH YOU—Jerry Fuller (Challenge)—Federal
- 8 9 SEEN' IS BELIEVIN'—Eddie Hodges (Columbia)—Mareco
- 9 — DESAFINADO—Ella Fitzgerald (Verve)—Mareco
- 10 8 ONLY FOREVER—Jamie Horton (Custom Audio)—No Publisher

PERU

- (Courtesy La Prensa, Lima)
- | This Week | Last Week | Title | Artist |
|-----------|-----------|----------------------|---|
| 1 | 2 | LA TOMBALO | Mirla (Velvet); Lucho Macedo (MAG); Niko Estrada (Odeon); Anabella (Sono Radio); Enzo Roldan (Virrey) |
| 2 | 1 | SPEEDY GONZALES | Manolo Munoz (Musart); Jorge Conty (Sono Radio); Los Gerrioncitos (MAG); Los Campeones (Primary); Pat Boone (Dot) |
| 3 | 3 | EL BARQUITO | Gustavo (Hit) Moreno (Sono Radio); Joao Gilberto (Odeon); Andre (Philips) |
| 4 | 8 | EL AMOR ES LA FUERZA | NAS PODEROSA—Dean Reed (Philips) |
| 5 | 10 | EL TWIST DE LOS OJOS | Negros—Tulio Gallo (Philips) |
| 6 | 7 | ALBRICIAS | Anamelba (Virrey) |
| 7 | 4 | EL PECADOR | Antonio Prieto (RCA); Eddy Martinez (Odeon); Los Panchos (Columbia) |
| 8 | 5 | ESO BESO | Paul Anka (RCA); Alberto Cortez (Virrey); Jorge Botteri |
| 9 | — | PERDONAME | Duo Dinamico (Odeon) |
| 10 | 6 | DOMINGO DE SOL | Sergio Murillo (Columbia) |

SINGAPORE

- (Courtesy Radio Singapore)
- | This Week | Last Week | Title | Artist |
|-----------|-----------|-----------------------|--------------------------|
| 1 | — | RHYTHM OF THE RAIN | The Cascades (WB) |
| 2 | — | DANCE WITH THE GUITAR | MAN—Duane Eddy (RCA) |
| 3 | — | RETURN TO SENDER | Elvis Presley (RCA) |
| 4 | — | DEAR LONELY HEARTS | Nat King Cole (Capitol) |
| 5 | — | HOTEL HAPPINESS | Brook Benton (Mercury) |
| 6 | — | LET'S GO | The Routers (WB) |
| 7 | — | CUPID | Sam Cooke (RCA) |
| 7 | — | THAT'S HER BOY | Cliff Richard (Columbia) |

SOUTH AFRICA

- (Courtesy Southern African Record Manufacturers' and Distributors' Association)
*Denotes local origin
- | This Week | Last Week | Title | Artist |
|-----------|-----------|------------------|--|
| 1 | 3 | BACHELOR BOY | Cliff Richard (Columbia)—Elstree Music |
| 2 | 2 | THE LOCO-MOTION | Little Eva (London)—Aldon Music |
| 3 | 1 | TELSTAR | The Tornados (Decca)—Ivy Music |
| 4 | 6 | PATCHES | Dickey Lee (Philips)—Aldon Music |
| 5 | 4 | MIDNIGHT SNACK | Bert Kaempfert (Polydor)—Gema-Belinda Music |
| 6 | — | RETURN TO SENDER | Elvis Presley (RCA)—Belinda Music |
| 7 | 7 | LIMBO ROCK | Chubby Checker (Continental)—Sidney Bron Music |
| 8 | 5 | SPANISH HARLEM | Jimmy Justice (Parlophone)—Progressive Music |
| 9 | — | DANCE ON | The Shadows (Columbia)—Sidney Bron Music |
| 10 | 10 | RAMBLIN' ROSE | Nat King Cole (Capitol)—Comet Music |

SPAIN

- (Courtesy Discomania)
- | This Week | Last Week | Title | Artist |
|-----------|-----------|------------------------------------|-------------------------------------|
| 1 | 1 | BALADA GUTANA | *Duo Dinamico (Voz Amo)—Del Sur |
| 2 | 2 | A STEEL GUITAR AND A GLASS OF WINE | Paul Anka (RCA)—Hispavox |
| 3 | 5 | ESO BESO | Paul Anka (RCA)—Hispavox |
| 4 | 3 | PERDONAME | *Duo Dinamico (Voz Amo)—Del Sur |
| 5 | 4 | CUANDO CALIENTA EL SOL | Hnos Rigual (RCA)—Del Sur |
| 6 | 6 | SPEEDY GONZALES | Pat Boone (Columbia) |
| 7 | 7 | EVERY NIGHT | Paul Anka (RCA)—Hispavox |
| 8 | 8 | ET MAINTENANT | Gilbert Becaud (Voz Amo) Armonico |
| 9 | 9 | I CAN'T STOP LOVING YOU | Ray Charles (Hispanavox)—Hispanavox |
| 10 | — | EL PECADOR | Lucho Gatica (Voz Amo) |

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RECORD ACCESSORIES & DEALER FIXTURES
MR. RECORD DEALER—SELL MORE
needles, make more money. Check
those phonograph needles the new easy
way with our new illuminated magnifier.
No focusing, no searching, no fumbling.
Immediate viewing of needle tip shows
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WALNUT 3-1395

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-np

Say You Saw It in Billboard

CLASSIFIED RATES Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
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- 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.
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 Set regular classified style. Set boxed classified style.
 Amount enclosed _____
Copy: _____

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Address _____
City _____ Zone _____ State _____
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JIMMIE RODGERS

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b/w

LONELY TEARS

Record # 16450



the nation's best selling records



INTERESTED IN
NEW
CUSTOMERS



ALLEY CAT

**CAST YOUR FATE
TO THE WIND**

**I LEFT MY HEART IN
SAN FRANCISCO**

TELSTAR

**THEME FROM
"LAWRENCE OF ARABIA"**

BLAME IT ON THE BOSSA NOVA

WHO STOLE THE KEESHKA?

**WRITE TODAY FOR
DETAILS OF OUR**

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Size: One: 2 or more:
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L. I., N. Y.

when answering ads . . .

Say You Saw It in
Billboard

SINGLES REVIEWS

• Continued from page 30

GEORGIANNA
★★★★ Hello Fools (Arrowhead, BMI) (2:33)—★★★ I've Never Never (Arrowhead, BMI) (2:00). ALCOR 017

THE CHANNELLS
★★★★ In My Arms to Stay (That's the Way It's Gotta Be) (Beryl, BMI) (2:00)—★★★ You Hurt Me (Over Again) (Beryl, BMI) (2:10). HIT 700

RONNIE THOMPSON
★★★★ What's Wrong With Me? (Drury Lane, BMI) (1:56)—★★★ Patty Dear (Shame On You) (Drury Lane, BMI) (2:00). SELECT 720

DANNY WINKLE
★★★★ The Girl at Johnny's (Big Howdy-Treetop, BMI) (2:37)—★★★ Don't Fall in Love (Big Howdy-Treetop, BMI) (2:48). VILLAGE 7779

DICK LORY
★★★★ I Got Over You (Metric, BMI) (2:05)—★★★ Welcome Home Again (Camarillo, BMI) (2:34). LIBERTY 55529

RED WEST COMBO
★★★★ My Babe (Arc, BMI) (2:10)—★★★ Bossa Nova Momma (Press, BMI) (2:15). SANTO 9006

JIMMY DEE
★★★★ You Say You Beat Me to the Punch (Osage, BMI) (2:30)—★★★ I've Got a Secret (Osage, BMI) (2:35). CUTIE 1400

GRACIE FIELDS
★★★★ Now Is the Hour (Leeds, ASCAP) (2:55)—★★★ Small World (Chappell, ASCAP) (2:15). LONDON 9582

KEN JONES, HIS PIANO AND ORK
★★★★ Jubilee (Marks, BMI) (1:54)—★★★ Lazy (Marks, BMI) (2:36). DECCA 31462

KELLY GORDON
★★★★ I Can't Face the Day (Sportin' Life, BMI) (2:52)—★★★ I'm Goin' Home (Sportin' Life, BMI) (2:15). MERCURY 72081

BERT KAEMPFERT AND HIS ORK
★★★★ Gentleman Jim (Roosevelt, BMI) (2:39)—★★★ Topsy Gypsy (Brown, BMI) (2:32). DECCA 31463

LINDA GRINER
★★★★ Goodby Cruel Love (Jobete, BMI) (2:20)—★★★ Envious (Jobete, BMI) (2:39). MOTOWN 1037

JR. WALKER ALL STARS
★★★★ Good Rockin' (Fuqua, BMI) (2:35)—★★★ Brainwasher (Part 2) (Fuqua, BMI) (2:20). HARVEY 119

BOBBY CURTOLA
★★★★ Destination Love (Kemo, BMI) (1:45)—★★★ Hitchhiker (Kemo, BMI) (2:00). DEL-FI 4195

BILL DOGGETT
★★★★ Honky Tonk Bossa Nova (Part 2) (Billace, BMI) (2:32)—★★★ Ocean Liner Bossa Nova (J&C, BMI) (2:45). KING 5718

LITTLE WILLIE JOHN
★★★★ Don't Play With Love (Be-Jo, BMI) (2:25)—★★★ Heaven All Around Me (Lols, BMI) (2:10). KING 5717

BILLY STRANGE
★★★★ Johnny Shloh (Wonderland, BMI) (2:00)—★★★ Day By Day (Hanover-Barton, BMI) (2:00). VISTA 417

BETTY JOHNSON
★★★★ Ginny's Got a Phone (Integrity-Nancy, ASCAP) (2:21)—★★★ Betty's Bossa Nova (Integrity-Nancy, ASCAP) (2:21). RCA VICTOR 8143

LAWTON WILLIAMS
★★★★ Rock of Gibraltar (Western Hills, BMI) (1:45)—★★★ Don't Destroy Me (Western Hills, BMI) (2:14). RCA VICTOR 8142

THE CHANTELS
★★★★ Eternally (Bix-Betalbin, BMI) (2:43)—★★★ Swamp River (Spectorious, BMI) (2:28). LUDIX 101

THE DUKAYS
★★★★ Combination (Roosevelt, BMI) (2:35)—★★★ Every Step (Conrad-Karlan, BMI) (2:35). VEEJAY 491

SI ZENTNER
★★★★ Waltz in Jazz Time (Showcase, BMI) (2:59)—★★★ A La Mode (Showcase, BMI) (2:32). LIBERTY 55538

COUNTRY

JEAN SHEPARD
★★★★ I've Learned to Live With You (Acutt-Rose, BMI) (2:28)—★★★ It's Torture (Central Songs, BMI) (2:42). CAPITOL 4915

TEX WILLIAMS
★★★★ Five Foot Deep in Tears (Aldon, BMI) (2:17)—★★★ Where the Sad People Are (Cedarwood, BMI) (2:24). LIBERTY 55537

LEFTY FRIZZELL
★★★★ Forbidden Lovers (Cedarwood, BMI) (2:34)—★★★ A Few Steps Away (Heart Line, BMI) (2:50). COLUMBIA 42676

FREDDIE HART
★★★★ Stranger Drive Away (Heart-line, BMI) (2:21)—★★★ I'll Hit It With a Stick (Pamper, BMI) (3:00). COLUMBIA 42679

THE JAMES BOYS
★★★★ There's Nothing New (Tallormade, BMI) (2:09)—★★★ Hey Little Girl (Tallormade, BMI) (2:07). PARK AVE. 106

JAZZ

MONGO SANTAMARIA BAND
★★★★ Watermelon Man (Aries, BMI) (2:26)—★★★ Don't Bother Me No More (Mongo, BMI) (2:24). BATTLE 45909

EDDIE HARRIS
★★★★ Lolita Marie (Conrad, BMI) (3:10)—★★★ Mimma (Marks, BMI) (3:05). VEEJAY 496

LATIN AMERICAN

MON RIVERA Y SU ORQUESTA
★★★★ Monina (Morrer)—★★★ Como Esta Pita (Morrer). ALLEGRE 3118

PACHECO Y SU CHARANGA
★★★★ Desafinado (Hollis, BMI)—★★★ Chuki-Luki Wobble (Comparsa). ALLEGRE 3115

ORLANDO MARIN Y SU ORQUESTA
★★★★ El Loco —★★★ Un Domingo Sin Ti (Morrer). ALLEGRE 3117

RENE (MR. LATIN) BLOCH AND HIS ORK
★★★★ Pa Coco Solo (For Heads Only) (Peer, BMI) (2:24)—★★★ De Ti Enamorado (In Love With You) (Peer, BMI) (2:09). ATCO 6252

MUSIC AS WRITTEN

NEW YORK

"My Pony Macaroni" is a new tune penned by **Bill Snyder** and published by Mills. Tune draws its name from that gift horse in the White House. . . . **Gene Gothelf**, of Globe one-stop, Windsor, Conn., well on the way to recovery. . . . **Father Bernardine** of St. Michaels RC Church, Brooklyn, seeks talent for record hops. The bigger the stars the better, according to the good Father, for the receipts from the hops go to recently devastated missions on Guam. . . . **Marvin Dean**, Warner Brothers promotion man, married **Judi Stone** January 24. . . . **Dick Blase**, former Ampex and UST sales manager, is now marketing manager at Weldotron of Newark.

Portem Distributors is the new distrib for Scope label. . . . **Larry King** has a new agency in Atlanta. He handles **Rodger Martin**, **Gay Meadows**, **Charle Adams** and others. . . . The big hit **Rooftop Singers** are set to appear at the Village Gate. . . . **Monte Kay** has signed **Ken Colman** to a personal management contract. Colman, a singer from Canada, is set for the **Merv Griffin** show February 7 and two weeks at the Miami Playboy Club, starting February 11. The lad has offers from a number of labels.

Summit Records of Somerset, Pa., has signed **Sylvia Jean Shippey**. . . . **Chuck Austin** is reactivating the Peek-a-Boo label. . . . **Sims Records** has signed **Autry Inman**. . . . **Sylvia Green** is back in the record business at Big Town Distributors after a nine-year absence. . . . The Downtown Glee Club, under the direction of **Dr. George Mead**, resumed rehearsals Wednesday (30). . . . National Music Week Essays Contest sets up a prize of \$250 worth of LP's for young teen essays. Deadline day is March 15. . . . **Boyd Records** recorded **Red Zellner** in Nashville. . . . **Art Benson** doing West Coast publicity for **Bob Weymouth**. . . . **Eddy Manson** scored video commercial.

JACK MAHER

Dealers' Eye on Boat-Happy U. S.

• Continued from page 34

At least a portion of the kind of equipment designed for yachts and power boats of all sizes is suitable for merchandising by the record-phonograph-dealer, a fact brought out by counting up the exhibitors at the recent New York Motor Boat Show held at the Coliseum.

A prime piece of gear is the so-called citizens' band communications unit, already an increasingly popular item with sportsmen, hobbyists and for auto-to-home use. A number of manufacturers displayed such equipment at the show, using the rather obvious sales point with boat enthusiasts, that even low-powered units carry considerably farther over water, particularly salt water, than across land. In some cases, in fact, the distance of carry is up to 10 times as far over water.

Cheapness and the relatively few official controls over its use are good selling points for such equipment for distances of 10 miles or less.

Higher priced and higher powered equipment is necessary for greater distance transmissions and for monitoring of Marine telephone and Coast Guard and distress frequencies, but there are also many radio telephone units—of up to 50 watts of output which are portable and reasonably enough priced to fall within the sales range of the home entertainment dealer in the proper locations.

The Heath Company, long an established name in the do-it-yourself, high fidelity components field, is also marketing a complete line of kits in the citizens' band "walkie talkie" area, as well as more elaborate, but also portable, radio communications gear priced up to \$189.95.

Like home entertainment units, the transistor vogue has also become established in the radio-a-float field, with some receiver elements including broadcast band reception. In at least one case, the powerful but highly portable receiver unit (fully transistorized) is detachable for carrying anywhere, just as in a standard miniature transistor set, now widely in use by landlubbers.

Virtually all equipment is powered by 6 or 12-volt battery sources. Not yet in view

JazzScope

• Continued from page 17

Hamp has done this for the department store.

SESAC Recordings has issued "The Jazz Set," a series of 10 LP's containing 115 selections of all sorts of jazz from Dixie to bossa. It has been produced primarily for broadcasters. . . . **Hank Crawford** has cut a new album for Atlantic Records on the West Coast. **Neshui Ertegün** was in charge. **Erroll Garner** is writing the score for the forthcoming Paramount picture, "A New Kind of Love."

JACK MAHER

is a unit which would convert the 6 or 12-volt d.c. output to 110 a.c., which would make possible the use of domestic phonographs or tape playback equipment. One battery-powered, continuous loop cartridge tape playback unit which was displayed at the boat show several seasons ago was among the missing this year.

This will not, however, stop the alert dealer interested in catering to the boating trade, merchandising the sea-worthiness of a number of different battery-operated (dry cell and penlight types) phonos, radios and even tape machines now on the market. They can be sold on the merits of their playability anywhere at home on wheels and afloat. And the time to prepare for the forthcoming summer season would appear to be now. There was plenty of boat-buying activity at the New York show, and when a boat is sold there's a ready-made new customer for a whole raft of electronic items.

Neal Forms Own Firm

NASHVILLE — Bob Neal, manager of the Wil-Helm Talent Agency here for the past year, has formed his own firm, **Bob Neal Agency, Inc.**, and has signed contracts to book **George Jones** and the **Jones Boys** and the **Louvin Brothers**.

Teddy Wilburn, who with his brother, **Doyle**, owns the Wil-Helm Agency, said a replacement for Neal is not certain yet, but may be announced in the next few days. Neal's office will be located in this city.

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Common Market Nix Jolts British Show

NAMA Kit Tips Ops On Anti-Vend Tax Laws

CHICAGO — An operator's kit on how to help prevent unfair anti-vending legislation and taxes is being distributed by the National Automatic Merchandising Association (NAMA) to its members.

The kit has been prepared by the association's legislative department and is titled "How to Deal With Legislation and Taxes Against Vending." It is the first publication of its kind ever prepared by the association.

"Preventing unfair restrictions and discriminatory taxation against vending always has been one of NAMA's most important services," said Thomas B. Hungerford, executive director. He noted that "this new kit will be a vital tool for vending operators because it explains the background of legislative threats to vending as well as how to deal with the threats when they occur."

Contained in the kit is a booklet, "Your Role in Legislative Action," which explains why vending machines are taxed and regulated and how operators should work with government officials.

Additional material details what NAMA can do to help operators. Other leaflets in the kit are suitable for distribution to legislators. Subjects include: "How a Vending Business Operates," "Why Per-Machine Taxes Don't Make Sense," "How Sales Taxes Affect Vending,"

Wolf Solomon Rejoins Central

COLUMBUS, Ohio — Wolf Solomon has rejoined the Central Ohio Coin Machine Exchange here after an absence of eight years from the coin machine industry.

He will work with his brother, Sam Solomon, calling on operators throughout the area. The firm is a distributor of the United Manufacturing Company.

"Sound Public Health Regulation for Vending," "The Truth About Excise Taxes and Vending," and "How to Deal With Deceptive Vending Machine Promotions."

MOA Officers Meet to Face Key Question of Convention

By NICK BIRO

CHICAGO—The big question of whether Music Operators of America will go ahead with its convention—and if so, in what form—was to be settled here this past week.

Top officials of the association were slated to meet, with the convention plans first on the agenda. An indirect result of the meetings — perhaps an even more important one — will be decisions affecting the entire future of the association.

MOA has been on rocky ground for the past several years. Many of the symptoms have been spotlighted in the association's annual convention which has been troubled by declining attendance — both from operators and exhibitors.

A major reorganization last year was designed to correct the difficulties. MOA's chief founder-president of some 10 years, George Miller, retired from the association.

A professional trade association officer—Robert H. Blundred—was brought in as managing director, and Harry Snodgrass was elected president. Also instituted were numerous internal changes, designed to make the association more appealing for operators as well as exhibitors.

In the past several months, MOA officials have been concentrating on building membership by working through State groups.

Efforts have also been made to enlist support of juke box and amusement game manufacturers as well as record companies. The success of these ef-

Coin Machine

OPERATING

• MUSIC MACHINE PROGRAMMING
• DOUBLE PLAY DISKS

• RECENT STEREO RELEASES
• BULK VENDING

Games Exhibit Open on Day Of Turndown

By AARON STERNFIELD

LONDON—Britain's Amusements Trades Exhibition, the world's largest amusement machine show, opened on a bitter note here January 29 when the United Kingdom's bid for membership in the European Common Market was firmly and perhaps irrevocably denied. Some 2,500 coinmen from the United Kingdom, Europe and the United States, milled through the barnlike Royal Horticultural Hall here visiting the 68 exhibition booths that were jammed into an area which should have contained no more than two-thirds that number.

Most of the coinmen showed up shortly after the exhibits opened and stayed until late in

(Continued on page 48)

MD. GROUP TO NAME OFFICERS

BALTIMORE — The Maryland Automatic Merchandising Council will elect new directors and hear reports from its president and legislative, public relations and public health committees at its third annual meeting to be held at Gannon's Restaurant here Tuesday (19) evening. A preview of "Operation Alert," the new National Automatic Merchandising Association self-regulation program for cigarette operators, will be presented by Walter Reed, NAMA public relations director.

orts, however, has been questionable.

Neither MOA nor the manufacturers — especially the three juke box manufacturers who for the past three years have not exhibited at the convention—have given other than a "no comment" or "it's too early to tell."

Most observers agree that if MOA is to receive manufacturer support, it must come now. At the very least, observers feel the association must receive some form of firm commitment of just who will exhibit at the next convention, tentatively slated for the Morrison Hotel here, next spring.

Executives slated to meet here last week included: J. Harry Snodgrass, president, Albuquerque, N. M.; Clinton Pierce, chairman of the board, Brodhead, Wis.; Lou Casola, vice-president and convention chairman, and Robert Blundred, managing director.

Among suggestions that have been advanced by members of the trade are: (1) Holding the

convention jointly or at least concurrently with the giant National Automatic Merchandising Association major equipment vending conclave. Thinking is that most juke box operators are now in some way involved in vending and holding the two shows together will spur the incentive for attendance. (2) Modifying the form of the MOA convention — possibly eliminating the exhibits altogether and concentrating on business sessions and forums. Advantage would be in eliminating the need for manufacturing support. On the debit side, however, is the elimination of an intangible "excitement factor" inherent in the equipment exhibits.

Biggest support seems to be for the first of the two proposals—that of holding the convention concurrently with the NAMA show. The big question, however, still remains: Can MOA get necessary manufacturer support? This will essentially be the question around which the meetings this week will revolve.

BAD DAY AT BLACK ROCK

Sub-Zero Weather Has Midwest Ops Talking to Themselves: Ouch!

By NICK BIRO

CHICAGO — For one whole day last week, most of the city was watching the mercury to see if an all-time new "coldest day" record was to be broken.

It never was. The temperature hovered at 17 below zero but never quite dipped to the all-time mark of minus 18.

Coin machine operators, however, were having a very bad day at Black Rock, and the situation here generally reflected conditions throughout the Midwest.

For if the weather bureau record wasn't broken, neither was any other record. Collections were slow, record sales were down, juke box operators were buying less than usual and about the only people to be kept busy were the repair and delivery crews.

Crippled Area

Transportation and communication throughout the Midwest were virtually halted. Routine 15-minute calls were taking half a day or more. Calls and deliveries to nearby suburbs and county locations were out of the question altogether.

Two weeks ago, when the city was first hit by the crippling cold, the story was different. The taverns roared and the coin machine collections kept pace. This week, however, everything started catching up.

Only the neighborhood taverns in heavily populated areas were doing business. And here, only if the machines were still in good repair, and had some new records put on.

Many of the neighborhood locations were closed for such reasons as frozen pipes, faulty furnaces, broken power lines and other troubles.

In the county and suburban regions, only a handful of spots were still doing business.

Take Way Off

Of some dozen or more operators polled in the Chicago area, only a couple said that business was near normal. The overwhelming consensus was that they were operating at anywhere from 75 per cent to as low as 30 per cent of efficiency.

"It's not that we don't have the records," one large South Side operator said, "It's just too much of a job getting them out on the route. We have all we can do to keep our machines running."

Many of the operators said they were forgetting about collections entirely in an effort to keep their machines running.

One big West Side operator said he had instructed his men to make collections whenever they had to make a repair but not to make separate collection calls when a machine was working.

"If we can keep the machines running, we'll come out all right," was his answer, and it seemed to be shared by more than one operator.

The arcade pieces and games in such locations as supermarket plazas or other semi-outdoor locations were virtually out of commission entirely. Even if the game worked, nobody would risk playing with the thermometer hovering at well below zero and winds whipping along at 15 to 35 miles per hour.



—Photo by Benn Ollman

WURLITZER'S SERVICE SCHOOL, Friday (18) at the United, Inc., headquarters in Milwaukee, drew a healthy turnout of coinmen. Field service engineer, C. B. Ross, handled the session. Shown grouped around instructor Ross during one of the breaks are, from left: Andrew Hood, Mitchell Novelty Company; Bob Harding, United, Inc.; Jack W. Krueger, Advance Novelty Company; Paul L. Weyandt, Mitchell Novelty Company; Pat Gaffney, Hastings Distributing Company, and William Zajc, Studio Phono.

CURFEW SHALL NOT RING WHEN LONG-PLAY STARTS

MEMPHIS—The City Attorney's office has a dilemma on its hands trying to decide whether it is legal to play a juke box without coins after the 1 a.m. curfew set by law as the time play on them is to stop.

The law is not clear on the question.

Here's how the unique issue arose:

Location owner John J. Ogden Jr., operator of the Whirlaway Club, 3045 Lamar, put a tape on the juke box coin slot at 1 a.m. and adjusted the machine so it would play continuously without money.

Ogden said he had some friends at the club at a private party.

Routine Check

At 1:45 a.m., Vice Squad Lt. C. Y. McDaniel went to the club. He said he was on a routine check, saw couples dancing to the juke box.

He cited Ogden before the City Licensing Commission, which grants beer licenses and has authority to suspend or revoke them, charging he had violated the city ordinance prohibiting play of juke boxes after 1 a.m.

No Violation

Ogden contended before the commission he had not violated the ordinance because the juke box was closed to the public by the tape over the money slot, that it was not being played by the public but by him for a private party group.

The licensing commission scratched its head, said it had never had a case like that before and asked City Attorney Frank B. Gianotti to advise them whether there was a violation. The issue hadn't been decided at press time.

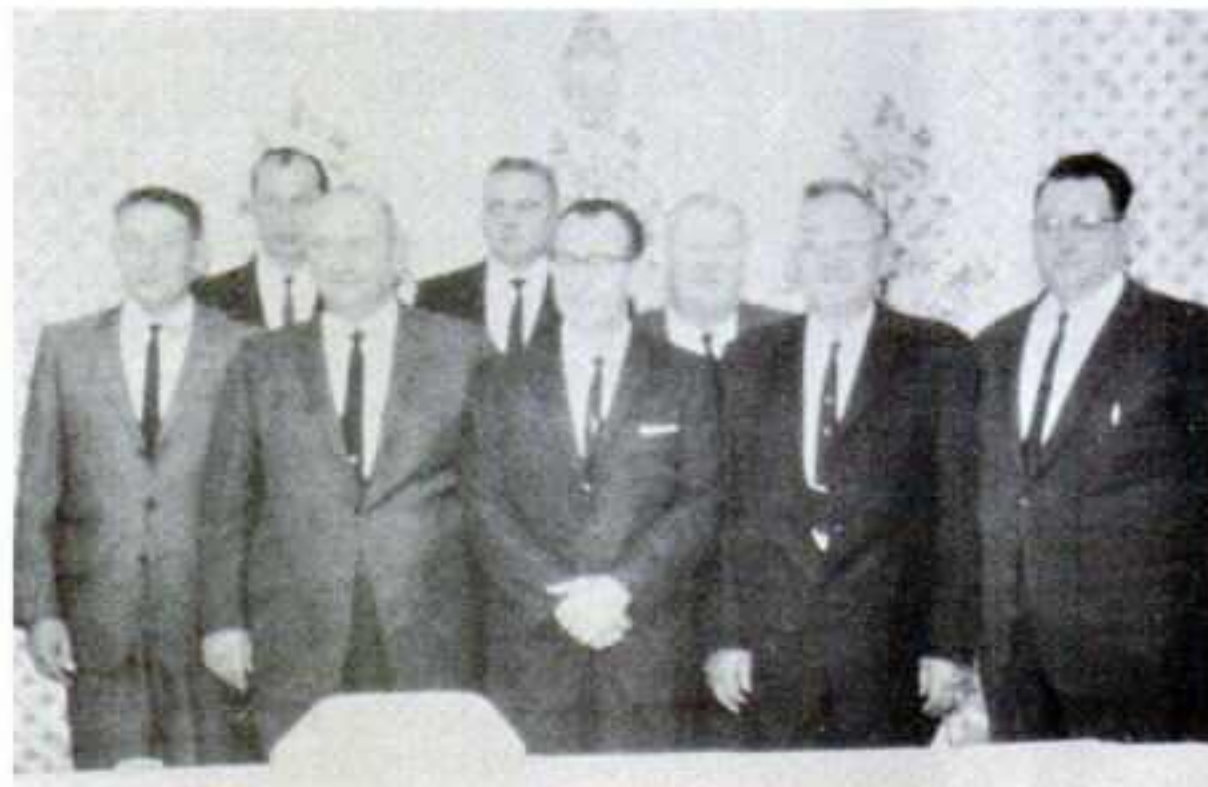
Seek Cut-Rate Disks

KIEL, West Germany—West German operators have new entertainment for their regular association meetings—the "pop concert," juke box style. With the hiking of disk prices, German operators are launching a drive for off-beat, cut-rate disks suitable for juke box play or adaptation. Operator associations

are prepared to place bulk orders for suitable disks covering all members of the association. Moreover, they are seeking promising titles for production under the phonograph operators disk production project which is now under study in various versions. Operators double as off-beat disk scouts, bringing their discoveries to association meetings for group audition.



NEWLY ELECTED OFFICERS and guests of the South Carolina juke box operators' association at the group's first organization meeting in Columbia recently include: A. L. Witt, Greenville, S. C., second vice-president; A. W. Bradford, Sumter, S. C., first vice-president; A. H. Connell, Beech Island, S. C., nominating committee; Royce A. Green, Andrews, S. C., president; Mrs. Avna O. Fisher, Columbia, secretary-treasurer; Robert H. Blundred, Music Operators of America, managing director.



OPERATORS AND DISTRIBUTORS attending the South Carolina juke box association's initial meeting last week included Gene Trout, Kenneth Flowe, L. F. LeSturgeon, Clinton Bozard, Hal Shinn, Roy S. Melvin, G. H. Harrison and W. Lewis Blackwell.

BASEBALL GAMES	GUNS	KIDDIE RIDES
King of Swat\$110	Bonus Gun\$195	Auto Test\$425
Four Bagger 125	Bally Sharp Shooter . 250	Bally Little Champ . 295
Official Baseball . 275	Bally Spook 295	Bally Fire Engine . 395
Deluxe Baseball . 85	C. C. Ray Gun 350	Bally Hot Rod 395
Star Slugger 125	Carnival 135	Bally Western Express 425
Super Slugger 125	Dale Gun 65	Bally Speed Boat . 395
Yankee Baseball . 245	Ex. Space Gun 95	Big Bronco 295
Mid. Del. Baseball . 395	Crusader 245	Junior Jet 175
Bally Big Inning . 150	Genco Gun Club . 295	Meteor Hot Rod . 225
Bally Heavy Hitter . 175	Gen. Circus Gun Rifle 275	Miss America Boat . 295
Bally Ball Park . 245	Keeney Sportsman . 150	Model T Ford 395
Bally Bunting Practice 245	Keeney Air Raider . 150	Old Smokey 275
C.C. Bull's-Eye	Mid. Shooting Gallery 225	Round World Trainer 395
Baseball 145	Pop-Gun Circus 225	Space Ship 275
C.C. Super Home Run 95	Sharp Shooter 275	Sandy Horse 350
	Safari Gun 175	Sit-Down Drive- yourself 375
	State Fair 195	Scientific Boat . 325
	Seeburg Bear Gun . 145	Toonerville Trolley 375
	Seeburg Coon Hunt . 145	Turnpike Auto Test . 675
	Two Gun Fun 250	Tusko Elephant . 495
	United Sky Raider . 250	
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	510 Shooting Gallery 135	
	United Pirate Gun . 225	

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Name Lee Wilkie Head of Georgia Vendors Council

ATLANTA — Lee G. Wilkie, Southern Vendors, East Point, Ga., was elected president of the Georgia Automatic Merchandising Council, at the group's third annual meeting here recently. Wilkie succeeds William Martin, who was retained as a council officer and elected vice-president.

John C. Edenfield, Automatic Vending Company, Thomaston, was elected secretary-treasurer and Cecil Huxford, Koffee Kup, Inc., Atlanta, was elected to the council's board of governors. Newly elected to the board is Joseph Fitzpatrick, the Seeburg Corporation, Savannah.

Named committee chairmen for 1963 are: Wilkie, public health committee; Huxford, legislative committee; Martin, public relations committee, and Fitzpatrick, membership committee. Richard W. Funk, legislative counsel of the National Automatic Merchandising Association, was guest speaker at the meeting. The Georgia group is an affiliate of NAMA.

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MUSIC MACHINE PROGRAMMING

Even Minus 0 Cold Can't Halt Some Records

CHICAGO—Despite the second coldest day in Chicago's history last week (in 1936 the temperature his minus 18, beating last week's minus 17) several hot new singles were starting to get action among juke box operators here.

A spot check of Singer One Stop showed that "Jive Samba" by Cannonball Adderley on Riverside was starting to take off. The disk started on the South Side with rhythm and blues stops but is now going pop.

Interestingly, Riverside's dis-
(Continued on page 48)

Mass Operators View the Newest Wurlitzer Phono

BOSTON — The Wurlitzer factory outlet here drew 50 operators this week for the showing of the new 2700 model. The show was held on two days and operators were escorted to a luncheon at Hotel Kenmore where they were given a chance to discuss the new machine. James R. Hunter, Boston manager, and Robert Sweeney, sales manager, who hosted the affair, reported that the reception was excellent. Refreshments also were set up in the showroom, where operators who were unable to attend the luncheon attended during the two days.

Hunter and Sweeney later journeyed to Springfield, where
(Continued on page 48)

Frequent Disk Changes Key In R.&B. Stop Music Menu

By BOB LATIMER

DENVER—The answer to programming r.&b. records is a simple one according to Charles Cousins, operator of Cousin's Coin Phonograph Company, here.

"Just change records twice as often as usual, and leave the top three or four favorites from last week on," is his succinct instruction. "By sticking to that system we get the most consistent returns, year after year."

Cousins has many locations in Denver's Five Point area, a Negro section of Denver which attracts many white patrons to popular show bars, rib restaurants and lounges. In such stops, Cousins programs around 90 per cent of his music menu in progressive r.&b. records, and has, on occasion, been known to go 100 per cent.

Programming Technique

Changing records every week, or at least every 10 days in most stops isn't difficult because of the concentrated nature of the locations. Doing his own programming, Cousins has found it best to listen to each new record, primarily rock and roll, for the beat, and then select those which he enjoys personally. Transferring these records to the head of the music list usually shows consistently good results.

So long as the platters have the beat, their earnings will pay fairly close. There will always be three or four standouts, of course, out of each

week's changes, and these are dropped to the second week, after a look at the playmeter indicates that they do deserve the spot.

In r.&b. music, just as in any other, there are numerous old favorites. Many older rock and roll tunes already fall into this category, as do even some of the original twists, plus many novelty and beat numbers which go back to the Fats Waller era.

Checks Play

Cousins programs plenty of these as a matter of course, keeps a close check on the play, and finds that even old favorites must be varied around once every two weeks, in order to get a steady return.

Cousins doesn't mind the heavy record-changing schedule which his weekly change requires, since most of his machines are concentrated in the same area, at best only a few blocks apart.

A congenial, affable man with other business interests in the Five Points area, he frequently chats with his music patrons, spending as much time as possible in locations, and always honors every request if it is at all possible.

Frequently, this has meant buying records shipped air express from New York City or Chicago in order to come up with the requested numbers. "Plenty of change" is a simple maxim which shows the best dollar return where race records are concerned.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

IT'S UP TO YOU RICK NELSON, IMPERIAL 5901
I NEED YOU
SEND ME SOME LOVIN' SAM COOKE, RCA VICTOR 8129
BABY, BABY, BABY
CALL ON ME BOBBY BLAND, DUKE 360
THAT'S THE WAY LOVE IS
I'M GONNA BE WARM THIS WINTER CONNIE FRANCIS, MGM 13116
AL DI LA
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
I REALLY DON'T WANT TO KNOW "Little Esther" Phillips, Lenox 5560
AM I THAT EASY TO FORGET
ALL I HAVE TO DO IS DREAM Richard Chamberlain, MGM 13121
HI-LILI, HI-LO

Recent

STEREO RELEASES for Music Operators

SEEBURG ARTIST OF THE WEEK

HUGO MONTENEGRO—MONTENEGRO-70

Time (Pop Instrumental)

• Rachmaninoff Rhapsody/Cry Me a River • Dark Eyes/My Prayer • Flight of the Bumble Bee/Palm Canyon Drive • Fantasy Impromptu/Because of You • I Concentrate on You/Be My Love

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.

Request Menu Pays Off

By BOB LATIMER

DENVER — "A route operator's dream" is the best description for a novel experiment in programming now in its eighth month at A-1 Skyline Music Company, king-size route operation here.

Johnny Knight, a 13-year-veteran of music-menu-programming, uses two methods of selecting a profitable line-up of records for his routes, which extend throughout the mountain city. Under conventional practice, half a dozen collectors, responsible for stops which are primarily in taverns and cocktail lounges, do the programming on the spot, changing an average of eight records at each call and relying at least partially on location-owner comments and requests for the menu make-up.

On-the-spot conferences with location owners, in this way, require a considerable amount of time, and often, for one reason or another, are likely to pose a time-wasting strain on the collector.

The second method is the

Irate Ops Hit State Tax Bill

BOSTON — More than 100 cigaret and vending machine operators stormed a hearing at the State House on a bill that would impose a \$50 annual tax on vending machines. Operators in the industry testified that tax would put many of the smaller operators out of business. They categorized the tax plan as "penny wise and pound foolish." A spokesman for the industry told the Committee on Taxation: "You will lose more money with operators being put out of business than the tax will bring in."

A show of hands was called for to indicate the position of the operators. It was overwhelmingly against the tax proposal. The committee will consider the evidence and report the matter out next week.

eight-month experiment already mentioned, which is a single large route which is programmed entirely by request. As Bud DeBaca, route supervisor explains it: "We wanted to see if it was possible to get enough requests along a major route to take care of the entire programming load, so we went around to location owners, primarily in taverns and restaurants, explaining that if they would call us once a week with specific requests, we would make up the music menu entirely on that basis."

Knowing that it is difficult to get people to make the effort of a phone call, Knight appointed one girl in the A-1 Skyline Music Company office to spark-plug the program. Her job is not only to receive calls with requests, but to telephone the location owners, re-explain the program, and ask for requests.

With 30 or 40 telephone calls made on this basis every week, it wasn't difficult to get location owners in the habit of making such calls, and the program grew steadily.

Other Chores

The sole success of this program was based on the fact that somebody is always on top of it according to DeBaca. Along with making the telephone calls, and receiving all of the requests, the office girl is responsible for typing up the labels, locating the actual records, putting them in proper sequence in envelopes for each stop, and thus handing the collector a package ready for installation.

In this way, the collector has probably as easy a role as could be found anywhere in the juke box industry. In taking the pre-selected selections from the office he usually had enough for the change already listed.

If a customer had only requested four numbers, the other four in the average of eight installed, were simply taken from popular hits or old favorites, and placed on the spindle. As experience has proved, A-1 Skyline Music Company can easily change records over the full route in about a third the time normally required.

"The experiment hasn't been

completely successful," DeBaca admitted, "again, because location owners get lax about telephoning their requests, are not available when we check with them, and at that point, the system bogs down. When we get too many instances in which the customer is slow to co-operate, we are then sure to lose part of the efficiency of the program."

This system has paid better returns than normal programming, probably because it is still new enough that co-operating location owners urge their customers to play the selections, and probably drop in odd change of their own, now and then.

However, costs of maintaining the program are high if for no other reason than the fact that the girl on duty has little time for anything else.

Also one drawback has been that location owners, even bartenders who are in continuous contact with their own customers all too frequently guess wrong on what their traffic

(Continued on page 48)

Wico Item: Shin Guard For Bowler

CHICAGO — Wico Manufacturing Corporation has introduced a new Universal Shin Protector Pad, designed to keep bowlers from tearing their clothes and banging up their legs when inadvertently hitting the front of a bowling alley.

Ed Ruber, Wico sales manager, said the pads can be used on all ball bowlers, are rubber, blue and come with an optional metal mounting strip. The pads are \$5.50 each, plus 75 cents for the strip.

Wico is also introducing a new 16-ounce spray can of Multi-Color or Tri-Color paint. Ruber said that such paint was not previously available in spray form because of spraying the small multi-color paint particles. The paint is now available in six colors and lists for \$1.60 a can.

BULK VENDING

Coast Ops Win a Round In Battle of Pico Rivera

LOS ANGELES — Western Vending Machine Operators' Association has obtained a more favorable license set-up in Pico Rivera, members of this group were told by President Phil Sreden at the regular monthly dinner meeting held at the Nikabob Restaurant here Tuesday night (29).

Sreden, who conducted his first meeting since his election six months ago and following his recovery from an illness, said that the tax representative and attorney, Eugene Zola, had obtained a license of \$2 per machine up to \$25 for penny ma-

chines. The ordinance has had two readings and is scheduled for the third and final one at an early date. The municipality, however, will not change the \$5 per 5-cent machine at this time.

The change in Pico Rivera was declared to be fair, imposing no hardship upon the operators in that area with fewer than 12 machines.

Zola reported that he had also contacted El Segundo and had been advised that the business license structure in that section is being revised. Zola

Continued on page 48

Hectic Pace Brings Awards for L. A. Op

By SAM ABBOTT

HOLLYWOOD—Leo Weiner, who operates one of the three largest bulk vending routes in the Los Angeles area, seems to get more than 365 days out of a year.

He has accomplished so much one wonders how he gets it all into a single calendar. In the past few years, besides operating his West Coast Enterprises, he has received "Awards of Merit" from the Masonic orders—Scottish Rite and Shrine and has been honored by such organizations as Boy Scouts, B'nai B'rith, National Vendors Association, and Western Vending

Machine Operators Association for service. Added to these—and most important to him—are hours spent with his family which includes, in addition to his wife, Harriet, a daughter, Debra, 9, and sons, Kerry, 11, and Wayne, 7.

The Weiners recently moved into their new hilltop home

Continued on page 48



"AWARD OF MERIT" and other honors won by Leo Weiner, Los Angeles bulk operator, are displayed in home surroundings with daughter Debra, 9, at piano, son Kerry, playing clarinet, and Mrs. Weiner.

—Photo by Sam Abbott

EPHY WAREHOUSE SPECIAL MIX THIS IS THE BEST MONEY CAN BUY

WE MIX OUR FAMOUS 100 ASSORTED PLATED CHARMS WITH OUR BEAUTIFUL PLASTIC SERIES... GIVING YOU A TOTAL OF 150 ASSORTED SUBJECTS IN THE BIGGEST VARIETY YOU HAVE EVER SEEN—50% PLASTIC—50% PLATED.

F.O.B. JAMAICA OR FROM YOUR NEAREST EPHY WAREHOUSES.

\$1.50

Per Thousand

PACKED 5,000 TO A BAG

EPHY
CHARMS INC.
91-15 144th Place, Jamaica 35, N.Y.

Northwestern HEADQUARTERS



Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

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520 Second Avenue, North Birmingham, Alabama
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For Added Income

HARMON AMCO HANDY POCKET COMB VENDOR

Delivers a Quality Comb for 10c

Provides a needed service and fits in well on location with other vendors.

PRICE OF MACHINE 10¢ Operation
1 to 2 machines... \$26.40
2 machines & up... 21.40

COMBS AVAILABLE Write for Prices

Prices quoted are net F.O.B. Brooklyn. Deposit required with order, balance C.O.D.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Party, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. PResident 2-2900

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

New Headquarters For Coast NAMA

CHICAGO — The National Automatic Merchandising Association's Western office is moving to new quarters at 10889 Wilshire Boulevard, Los Angeles. The new phone will be GRanite 7-5547 (area code 213). The offices are under the direction of Sidney S. Kallick, NAMA's Western office manager and counsel. Service will be extended to member companies in Arizona, California, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming, Alaska and Hawaii.

ROCKET OR JUMBO 5¢ ALL CHARM VENDING

Entirely new, especially designed items comprise half of our New Jumbo Charm Assortment. The other half is Deluxe Rings which vend perfectly because of an insert containing an extra prize.

THIS IS ALL NEW. BE THE FIRST IN YOUR TERRITORY. BIG PROFITS. Atlas has the perfect machine for Jumbo Charms. Write for information on how to convert other Vendors.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company

2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

5¢ ATLAS MASTER Jumbo Charm Vendor

Bulk Vend Boom Era Dawning

CHICAGO—The spectacular boom in major equipment vending often overshadows what has been an even more phenomenal growth in bulk vending during the past few years.

A typical example is Jack Nelson of Logan Distributing Company, one of the Midwest's leading bulk vending outlets. Nelson is finishing 1962 with sales almost double the previous year and an even better outlook for 1963.

In the past month, Logan has had consistently good business—particularly unusual in that (1) January is generally a slow month; (2) this January in particular has seen the worst winter weather in years—almost the worst in the city's history.

Whereas bulk vending operators usually spend the winter vacationing and repairing machines, things have taken a new turn.

Inside Now

The big boom in supermar-

ket installations has put machines inside instead of in front of the candy stores as in years past. The result is an almost steady volume for most operators throughout the year.

As evidence of Logan's growth, the firm just completed a major expansion and remodeling program that enabled it to increase its display of floor stock by some 25 per cent.

Overhead storage space was added, and the firm's staff was increased by the addition of Bob Sopownik, new stock, inventory and serviceman.

In addition to bulk machines and supplies, Logan carries the Du Grenier line of cigaret, candy and coffee machines, plus a line of used equipment and kiddie rides.

Nelson says the boom is attributed to a variety of factors. Chief of these, he feels, is the popularity of the multiple machine installations in the large supermarkets and shopping centers.

Use Full Banks

"People used to put three or four machines into stores," Nel-

son said. "Now they put in complete banks of eight or more machines. Business of course has gone up, and we've expanded in the process."

Nelson also credited the dime capsule with stimulating the bulk industry. "It gave operators confidence to put more machines into stores. I wouldn't say we wouldn't have had a boom without the dime capsule, but I don't think it would have been anywhere as big."

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Converter for 100 ct. B.G.	6.50
Silver King, 1¢ B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Model #33 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.68
Cashew, Whole	.63
Cashew, Butts	.63
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.30
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Bo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Bo Ball Gum, 140 ct., 70 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY World Famous VICTOR Standard TOPPER



Stamp Folders, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING

Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vander. Getting the Northwesterner? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE.

Northwestern CORPORATION

2232 E. Armstrong St. Morris, Ill.
Phone: Whitney 2-1300

Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

PARKWAY MACHINE CORP.

715 ENSOR ST. BALTIMORE 2, MD.

VENDING HEADQUARTERS for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

H. B. HUTCHINSON, JR.

1784 N. Decatur Rd., N.E. Atlanta 7, Ga.
Phone: DRake 7-4300

Melo-Tone in Operation At Brand-New Factory

SOMERVILLE, Mass. — Melo-Tone Vending, Inc., is now in operation at its new plant, 334 Washington Street, Somerville, where the company has built the new 10,000-square-foot facility. The plant, when finished, said David J. Baker, president, will be among the most modern in the industry in New England.

Air conditioning and gas heat have been installed throughout the many offices, money rooms

ACORN MAN IN SOUTH GETS BID TO N. C. MEET

RALEIGH, N. C.—Lee Smith of Southern Acorn Sales, exclusive distributor for Oak Manufacturing Company's line of Acorn venders in North and South Carolina, has been invited through Gov. Terry Sanford to attend the North Carolina Leadership Conference at the Sir Walter Raleigh Hotel here March 7-8.

The honor of being invited to the conference was extended to Smith because of his association with United Vending Corporation, of which he is a vice-president. He is also a director of the National Vendors Association and a board member of the North Carolina Retarded Children Association.

Smith operates from 7,500 to 8,000 machines and is currently placing 3,000 additional machines now in production at the Oak factory in Culver City, Calif.

The weather's cold BUT THESE ARE HOT! Machines empty fast with these beautiful, detailed, multicolored

CORAL SNAKES

with painted forked tongue.

Only \$50.00 per M Capsuled WATER SNAKES, in assorted colors.

ONLY \$46.00 per M Capsuled Labels available.

PAUL A. PRICE CO., INC.

55 Leonard St., New York 13, N. Y.
CORtland 7-5147-8

and repair shop as well as in the large garage area. A triple-alarm burglar system protects the entire plant. The firm operates some 400 music pieces under the direction of Samuel Baker and more than 1,750 cigaret machines in its routes throughout the Greater Boston area.

Baker, former president of the Boston division of American International Bowling Corporation, has severed his connections with that company and will operate his firm as he did previously for many years when Melo-Tone had its headquarters in Arlington. With the firm as treasurer is Israel Spector, formerly head of Capitol Vending in Boston. Alexander Robbins is vice-president.

Baker, former president and organizer of the Music Operators Association of Massachusetts, is anxious to re-create the group, and with support from

(Continued on page 46)

oak PROFIT MAKER!

25¢ OR 50¢ 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.

oak MANUFACTURING COMPANY, INC.

14411 Knightbridge Ave., Culver City, Calif.

Write for beautiful color circular giving prices of machines and NEW Universal 4-6-8 Multiple Chrome Display Stand.

VICTOR VENDING CORP.

5711 W. Grand Avenue Chicago 39, Illinois

NAMA School Pushes Unit Sanitation

WEST PALM BEACH, Fla.— A one-day training school on vending sanitation for some 50 State and local public health officials was conducted here last week by the National Automatic Merchandising Association's public health counsel, David E. Hartley.

The school, sponsored by the Florida State Board of Health, was designed to explain the State's new vending sanitation regulation adopted there last June.

NAMA worked on the regulation with Florida authorities. The regulation follows NAMA recommendations and is uniform with the U. S. Public Health Service Ordinance and Code.

Robert T. Cozart Jr., Automatic Merchandising, Inc., Tampa, and Doug Hunter, Hunter Vending Company, West Palm Beach, assisted Hartley in conducting the school.

Hartley also recently met with officials from Pennsylvania to discuss a State regulation for food and beverage vending. The Pennsylvania association will mail questionnaires to operators in the State to determine the number and types of food and beverage venders. The association will also appoint a special committee to maintain vending

Big Companies in News, But Smaller Ones Tell the Story, Risman Says

CHICAGO — Mergers and large national operating companies may be making most of the news, but it is with the small, independent operating company that the future of the vending industry rests.

That's the firm opinion of Louis J. Risman, recently elected president of the giant National Automatic Merchandising Association, and one of the articulate spokesmen for independent firms.

Last fall in San Francisco, Risman stood before the 1,800-member association and emphasized his point noting that small, independent firms did some 84 per cent of what was an estimated vending industry volume of \$2.7 billion in 1961.

The gross for 1963 is expected to surpass this, possibly hitting \$3 billion. If Risman's prediction holds true—and it has every indication of doing so—the independent firms should at least hold their own and very

industry liaison with the State board of health.

The Pennsylvania association is an affiliate of NAMA.



LOUIS J. RISMAN

probably will increase their share of the market.

No Easy Road

Risman doesn't see any easy road. He feels the independent firms must use proper management and aggressive sales and promotion to succeed. By doing this, he feels, they have advantages over national firms.

These he lists as mobility, ability to make spot decisions, and the ability to participate fully in community affairs. "Remember that competition with national companies is not at the national but at the local level," he emphasized. "Ours has always been an industry of small, locally owned businesses."

Risman has been a member of the NAMA board of directors since 1953, a member of the executive committee since 1957 and has served as senior vice-president. In addition, he has been a member or chairman of almost every vending committee of the association.

He is president of Mystic Automatic Sales Company, Inc., Medford, Mass., a cigaret vending service company which he founded in 1932.

He is also president of five additional companies. These include: Automatic Candy Service Company, a full-line automatic vending service company providing local industry with complete automatic meal and refreshment service; Vendomatic Corporation; L. J. Risman, Inc., and H. C. Brown, Inc., both wholesale tobacco and candy firms, and Risman Realty Corporation, which owns various properties in the Medford area.

Characterized as a man who works hard for his business, industry and community, Risman contributes much of his time to charitable and civic causes.

He is vice-president of Lawrence Memorial Hospital Board; director of the Middlesex County National Bank and the Medford Chamber of Commerce, and a member of the Advisory Board of the Salvation Army and the Executive Board, Fells Council, Boy Scouts of America.

He is also past president of the Rotary Club of Medford; past director of the Hebrew Home for the Aged and a past vice-president and founder of the Medford Jewish Community Center.

Community Work

Risman has chaired fund raising committees for such activities as the Combined Jewish Appeal, hospital building fund, cancer drive, Boy Scout membership and the Salvation Army camp drive.

He is the recipient of two citations: The "Outstanding Man Award," presented in 1957 by the Medford Lions Club, and the "Brotherhood Award," presented by B'nai B'rith in 1958.

Born February 20, 1908 in Medford, Risman attended primary and secondary schools there and graduated from the Bentley College of Business in Boston where he majored in accounting and finance.

He is married to the former Mollie Perlmutter. They have two daughters and five grandchildren.

Gambling Charge Costs Owner \$100

BEAUMONT, Tex. — T. J. O'Quinn, operator of the Derrick Nite Club here, was assessed a \$100 fine and court costs on a charge accusing him of permitting gambling on premises under his control.

Justice of the Peace Wallace McCasland said a plea of guilty was entered for O'Quinn by Guy Carriker, the night club's attorney.

O'Quinn was accused of allowing bets to be placed on shuffle alley games being played at the club. The charge against him was filed by the sheriff's department.

McCasland said another such charge against O'Quinn and similar charges against Floyd J. Lanelos and Sherill Dean Cline, bartenders at the club, are scheduled to be dismissed on motions by the district attorney's office. The district attorney's office said the charges are being dismissed because of "insufficient evidence."

They Showed, Too

PHILADELPHIA — Allan and Rossi, ABC-Paramount recording stars, were headliners at the recent Variety Club awards dinner here. Their names were inadvertently omitted in last week's account of the festivities.

BILLBOARD MAN IN NEWS

CLEAN MUSIC FOR EXPORT

MODEL 222 Seeburg 160 Sel. Stereo
MODEL 201 Seeburg 200 Sel.
MODEL KD Seeburg 200 Sel.
MODEL V Seeburg 200 Sel.

MODEL R Seeburg 100 Sel.
MODEL G Seeburg 100 Sel.
MODEL B Seeburg 100 Sel.
MODEL 1900 Wurliizer 104 Sel.

WRITE FOR PRICES OCEAN-CRATED F.O.B. NEW YORK, NEW ORLEANS, SAN FRANCISCO

DUNCAN SALES CO.
(Formerly Known as Music Systems—Est. 1930)

737 Carnegie Avenue, Cleveland 15, Ohio, CHerry 1-3801

when it comes to **BASEBALL** games the name is *Williams* coming soon... **ALL NEW for 1963 Williams MAJOR LEAGUE**

Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BARGAINS FOR THE WEEK

GAMES GAMES 250 OF THEM

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED!

United Mini-Bowl, Advance \$549.50
Bally Challenger Bowler 350.00
Bally Strike 149.50
Rowe 2700 Cigarette Venders repainted Hammerloid finish and reconditioned 225.00
DuGrenier 12 Col. Cigarette Venders 139.50
DuGrenier 14 Col. Cigarette Venders 149.50
Keeney 22 Col. Cigarette Venders 135.00
E.I. Seeburg Cigarette Venders 125.00
Smoke Shop V-27 200.00

Write or Call Us Collect. **MAin 1-3511**

Write for Our Price List on Full Line of Coin-Operated Machines.

Central DISTRIBUTORS, Inc.

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ROSEN SPECIALS FROM THE WORLD'S LARGEST INVENTORY

Complete and Ready To Go At The Best Prices Ever Offered

	Each
1 ABC Bally	\$ 95.00
3 Advance CC	50.00
2 Atlas United	175.00
1 Blue Ribbon Bally	50.00
2 Atlas United	175.00
1 Blue Ribbon Bally	50.00
3 Championship CC	125.00
1 Chief United	50.00
1 Cyclone UN	175.00
2 Eagle UN	175.00
2 CC Explorer	95.00
2 Handicap UN	100.00
1 Imperial UN	75.00
1 Jof Bally	95.00
1 Jumbo Bally	95.00
1 King Pin Bally	95.00
2 League UN	95.00
1 Magic Ball	50.00
15 Rebound Shuffle	50.00
8 Official Skill Ball (Genco)	75.00
15 Rebound Shuffle	50.00
8 Official Skill Ball	75.00
1 Rainbow UN	50.00
3 Regulation UN	125.00
14 Rocket Shuffle CC	75.00
3 Royal UN	50.00
1 Select-A-Play	50.00
2 Shooting Star UN	75.00
10 Skee Roll National	125.00
1 Skee Fun Midway	445.00
1 Super Bonus UN	95.00
1 Team UN	95.00
2 Victory Bally	50.00

All Prices Quoted Crated F.O.B. Phila.

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Send for Complete Lists From World's Largest Inventory

ARCADE—GAMES—BINGOS
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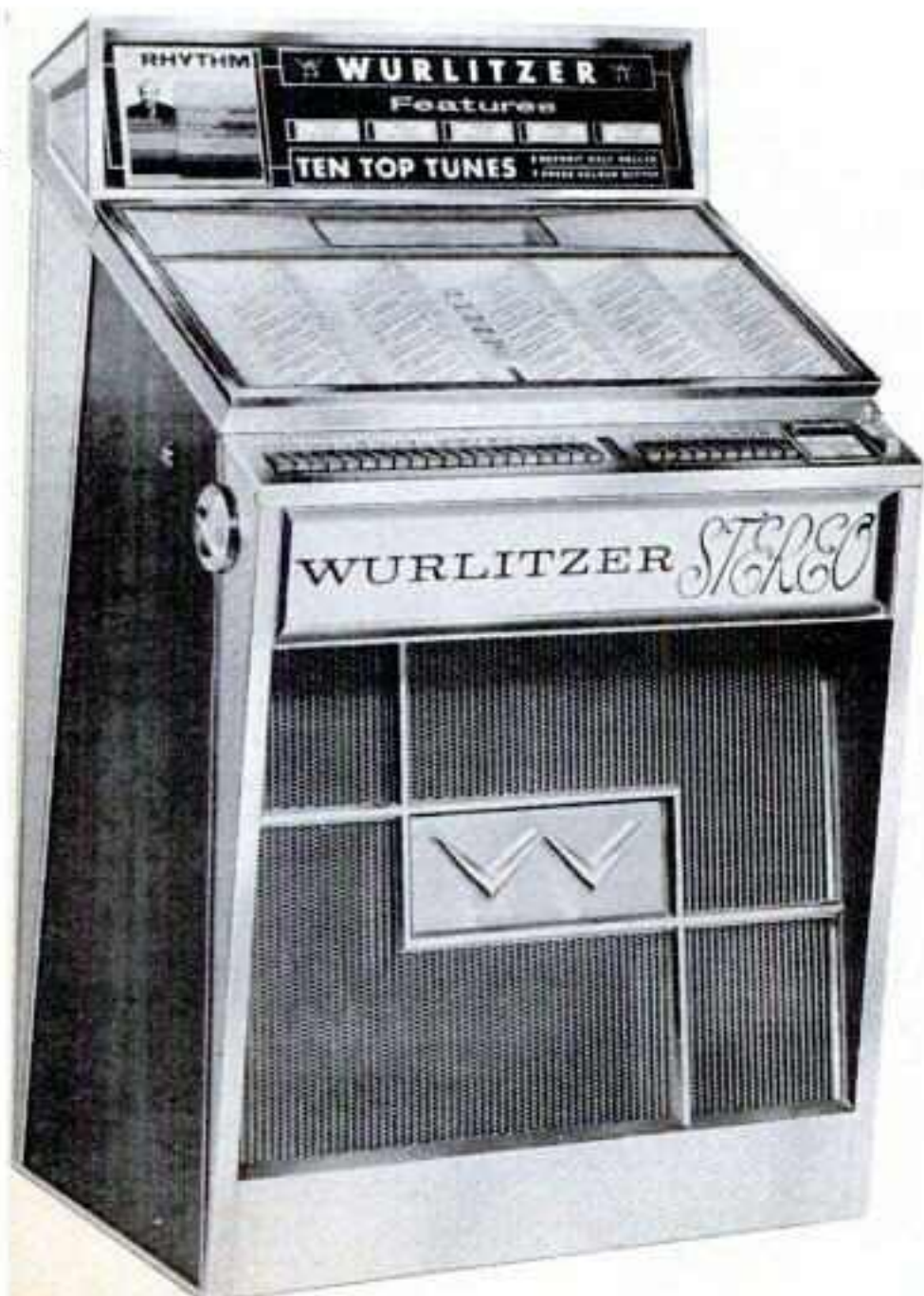
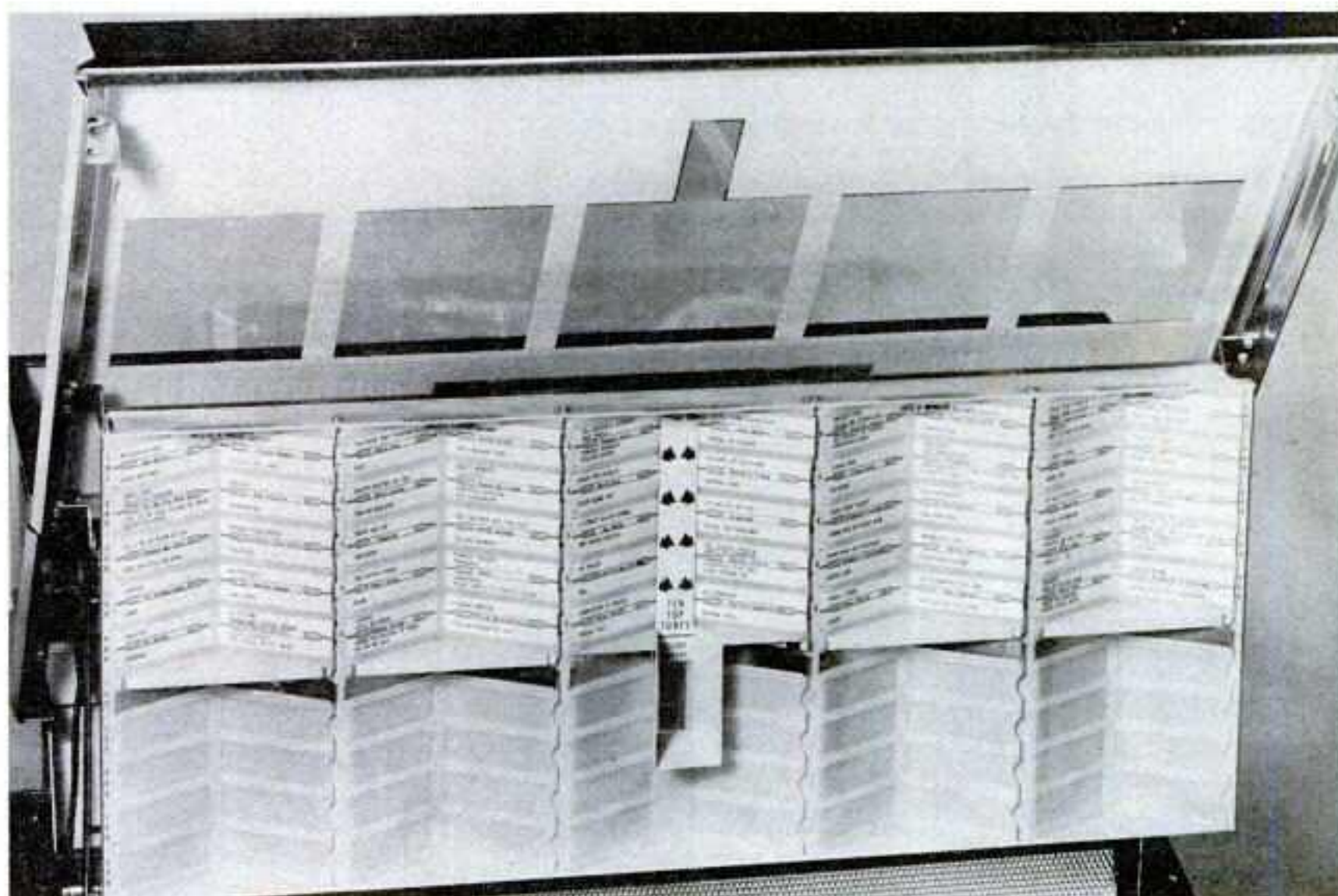
IT PROMOTES ITSELF

From its colorful, play-inviting dome display to its glowing stereo promotion panel, the Wurlitzer 2700 is a beautiful advertisement for itself. By sight, by light and by sound, it sells music around the clock in every location it graces.

IT HELPS SERVICE ITSELF

Another Wurlitzer exclusive. The program unit lowers in a vertical position to speed title strip changing.

Record changing is almost automatic. Tone arm adjustment and needle changing are simple, high-speed operations on this phonograph that practically takes care of itself.



... AND MAN!

HOW IT TAKES IN MONEY

A galaxy of extra income stimulators headed by the Golden Selector Bar actuated Ten Top Tunes feature, this greatest of all Wurlitzers is shattering previous totals for making money wherever installed.

WURLITZER 2700

THE WURLITZER COMPANY / NORTH TONAWANDA, N. Y.

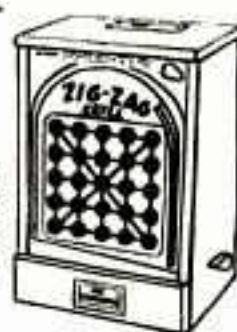
107 YEARS OF MUSICAL EXPERIENCE

ZIG-ZAG

Counter Game

5-ball play. 14-54-104 play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinet.

\$49.50



SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horseshollar). Over-head double-faced model on chrome stands, complete with coin box.

\$159.50

SPECIALS!

POOL SUPPLIES

5-Oz. Bumper Pool Balls (10) \$ 9.00
4-Oz. Bumper Pool Balls (10) 7.50
2 1/4" Balls, 1-15 w/Cue Ball... 12.50
2 1/4" Balls, 1-15 w/Cue Ball... 14.00
48" Cues \$ 1.50 ea.
52" Cues \$1.95 ea.; 25 1.50 ea.
57" Cues \$2.95 ea.; 32.00 dz.
48" Plastic Cues. 2.50 ea.; 24.00 dz.
52" Plastic Cues. 3.00 ea.; 32.00 dz.
57" Plastic Cues. 3.50 ea.; 36.00 dz.
Plastic Triangles, 2 1/4" 1.00

We carry complete line of Pool Supplies—Write for list.

PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg & A.M.I. Write for literature.

1/3 Deposit, Balance C.O.D. or S.D.

MARVEL Manufacturing Co.

2845 W. Fullerton Ave.
Chicago 47, Ill.
Phone: Dickens 2-2424



If Enough People Wash, Juke Box OK

KANSAS CITY, Mo.—Coin operated laundries are good juke box locations only if the traffic is sufficient to draw as many as 40 or 50 customers in the installation at one time. That's been the experience of the United Music Company, which operates automatic phonographs in several such spots here.

A typical United location is the Norge Laundry-Cleaning Village, on Main Street, some 25 blocks out of the downtown district. It has 40 washing machines, 16 dry cleaning machines, 10 dryers and a fairly large assortment of associated equipment. The plant handles upwards of 250 laundry loads per day, and more than 100 dry cleaning loads, which means that an average of 300 persons are pulled into the store during the 12 operating hours of each day.

There are bound to be many who like hit music, and prefer to while away the time playing the juke box, rather than attempting to hear a television set over the sound of the washing and dry cleaning equipment, or trying to read, or carry on a conversation.

\$15 Average

Play has been steady enough to amount to around \$15 per week, sometimes running to as

much as \$25. The juke box is as far removed as possible from the noisier machines at the front of the store, and the management provided plenty of comfortable lounges and wing chairs on which music fans can relax while the box is playing.

A pair of accelerated amplitude speakers, carefully apexed at opposite ends of the front wall are a big help as well, providing plenty of sound level, beamed into the area directly in front of the juke box, but not a problem to those a bit further back in the coin-op.

Used for the purpose is a five-year-old box, a 100-play phonograph in relatively good condition, protected from vandalism by the all-glass front of the store, where it is continuously visible.

Old Favorites

Programming for the location is a matter of providing plenty of middle of the road hits, of the type most likely to appeal to housewives, rather than teen-agers; plenty of old favorites, and surprisingly, a large amount of waltz music. This probably has a psychological aspect, appealing to weary housewives.

Records are not changed as often as in standard locations, actually less than half as often, and the commissions run lower than in tavern locations.

EUROPEAN NEWS BRIEFS

Ops Protest TV Show

HAMBURG — The German trade is organizing a protest campaign against an anti-payout television program on the quasi-state controlled TV network. The TV show "Panorama" presented West Germany's 225,000 payout machines as an unmitigated evil which should be wiped out forthwith. Panorama claimed children were squandering lunch money and workers substantial amounts from their wages on the so-called "Geldschluecker"—money swallowing machines. The trade accuses the

TV show of being biased, uninformed and deliberately reckless with the facts. The payouts are defended as being relatively harmless compared with some of the murder films screened on TV.

Kids Not Tax Exempt

COLOGNE—"Mom and Pop coin machine establishments which use the proprietors' children in regular employment, slots are required to treat the children as regular employees for tax purposes, according to a court ruling. The same social security taxes must be paid, and their wages must be calculated at the prevailing wages for the jobs they fill. More and more German operators are contracting to "mom and pop" operation where older children are groomed for route work, while dad does servicing and mom runs the office.

Dr. Jutzi Reaches 70

BAD KREUZNACH — Dr. Friedrich Jutzi, the "grand old man" of the German coin machine trade, has celebrated his 70th birthday. A director of the Seitz-Automatenbaugesellschaft, Dr. Jutzi has spent his entire working life in the coin machine field. After receiving his doctorate in jurisprudence, Dr. Jutzi joined the Seitz firm. In 1927 he took charge of the coin machine branch. He has served as an officer in the leading German coin machine organizations, including the Verein Deutscher Automatenfachleute and the Verbandes der Deutschen Automatenindustrie e.V., Cologne. Dr. Jutzi is the leading legal authority in the German trade and one of its top finance experts.

Ops Press Expansion

FRANKFURT—German operator associations are encouraging phonograph operators to diversify into vending and even in-plant feeding as the most promising avenue to continued solvency. Trade studies show that an increasing number of German operators are successfully blending phonograph operation and vending. These studies also claim there is fantastic opportunity in the vending field. A recent study indicates, for example, that there are only 1,700 hot beverage machines in all of West Germany (at the end of 1962). West Germany has only 33 hot beverage ma-

chines per million population compared with 98 for Holland, 236 for Switzerland, and 979 for the United States. Most of Germany's hot beverage vending machines are concentrated in factories, leaving a vast open field for operator enterprise.

U. S. Ops Like Antilles

AMSTERDAM—The Dutch colonial office reports that it is receiving inquiries from American coin machine firms interested in establishing "Best-of-both-worlds" manufacturing facilities on the Dutch Antilles, the six islands, including Aruba and Curacao, off the Venezuelan coast. The attraction of the Antilles is that they offer a "back door" to the European Common Market, while providing geographic proximity to the Latin American market. The Antilles automatically acquire Common Market membership as a Dutch possession. This means that U. S. firms locating on the Antilles can operate in the Common Market and enjoy simultaneously proximity to Latin markets. Moreover, labor is cheap and plentiful in the Antilles and manufacturing sites still reasonably priced. "It is a paradise," observed a Dutch colonial official, "but like all paradises it won't last long."

Russians for Wurlitzer

HELSINKI—The Wurlitzer distributor in Helsinki, Pohjois-samenin Saehkoe - osakeyhtio, is a celebrity among phonograph connoisseurs in the Soviet Union without probably being aware of the fact. A high percentage of phonographs now in operation in the Soviet Union are of U. S. manufacture, and the largest number of the U. S. machines are estimated to be Wurlitzers. In fact, to many Russians, Wurlitzer is synonymous with phonograph. Finally, most of the Wurlitzers arriving in Russia are shipped from Helsinki. The Finnish distributor is well known in the Russian trade as the Reds' link to Wurlitzer. He gets mail from Moscow simply addressed to "Gspodin Wurlitzer—Helsinki."

Push Phonos as Cultural

PARIS—French operators are pushing a campaign to popularize phonographs as a cultural ploy. The operators are marshalling statistics showing that phonograph locations do better financially on the average and have a higher "prestige image" than non-phonograph locations in the same areas. Further studies are being conducted with the aim of establishing

Barney Blatt Dies; Veteran Music Op

BOSTON — Word has been received here of the death of Barney Blatt in Port Charlotte, Fla., January 25. A long-time resident of Brookline, he went to Florida two years ago because of a heart ailment. He was the father of Arnold Blatt, Brookline music operator and the brother of Louis Blatt, now of Meredith, N. H.

The brothers entered the music business after World War I and became New England distributors for Seeburg phonographs. During the 1950's they operated under the firm name of Atlas Distributors and were distributors for the AMI line. Services were held January 29 at Levine Chapel in Brookline. A memorial week was also held at the home of Arnold Blatt, 160 Lancaster Terrace, Brookline.

Melo-Tone

• Continued from page 43

the local music operators is willing to set up the machinery.

"Today, as never before, the industry needs a protective organization," Baker said. "This is particularly true of the small operator who is now faced with greater demands for advance commission and new equipment as well as having to contend with the modern mobile facilities in use by distributors."

Baker sees a good year ahead, but contends it will be one of great challenge as public tastes change and relocation hazards face locations and operators. New trends in the music business, he believes, need new appraisals by operators, not only concerning business, but in the important field of public relations and a good public image. These goals can only be reached through an organization such as the area once boasted.

that phonograph playing increases interest in culture. There is no effort to equate phonograph pop with Bach, Brahms, and Beethoven. But the French studies do show that (1) phonograph patrons also listen to more serious music than non-phonograph location patrons; and (2) the cultural content of phonograph music is rising steadily, as is established by Seeburg's introduction of the LP console.

Ban de Gaulle Spoofs

MONTE CARLO — Prince Rainier has requested Monegasque juke box operators to remove disks offensive to France and especially to General de Gaulle. Rainier's request is the result of the virtual settlement he has reached with de Gaulle on Monaco's tax and customs dispute. France has threatened to strip Monaco of its status as a tax sanctuary in reprisal for the influx of foreign firms into the principality. Rainier has negotiated a settlement requiring foreign firms to pay taxes and customs to France, but continuing the exemption for bonafide Monegasque citizens. Juke box operators have been programming disks spoofing General de Gaulle as Jean d'Arc and a paper tiger and France as a gallic Goliath facing a resolute David (Prince Rainier). Now, however, Rainier is stressing to Monegasque jukemen that while he appreciates their patriotic fervor, the time has come to trim sails and cultivate de Gaulle.

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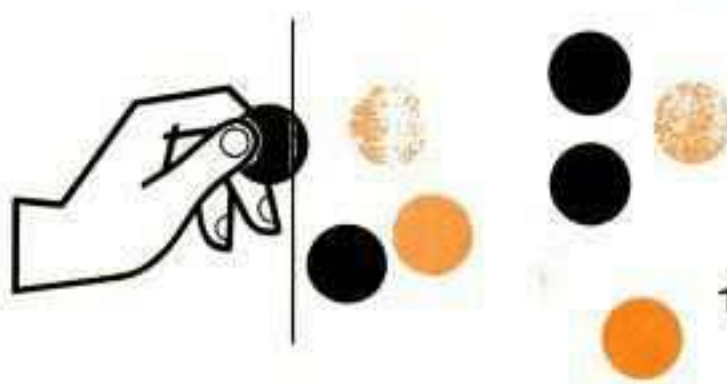
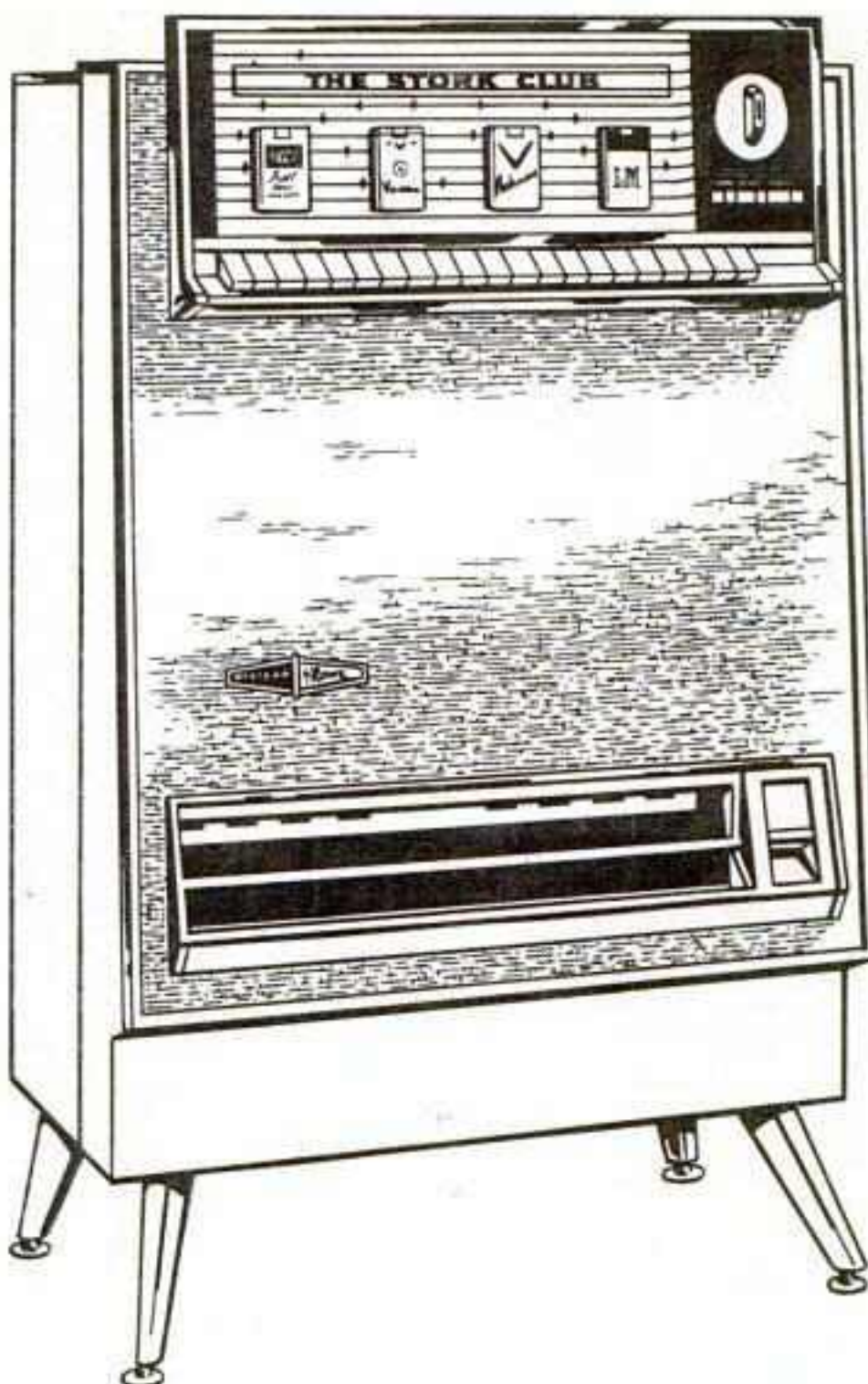
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Common Market Nix Jolts Show

• Continued from page 39

the afternoon. In view of the bone-chilling cold that penetrated every cubic foot of the high-ceilinged hall, their continued presence was a tribute to their devotion to their industry and their physical stamina. The turnout was remarkable, too, considering the weather which was nearly as uncomfortable inside the hall as it was outside. England was beginning to recover from its worst cold snap in decades as the exhibition got under way.

Payouts Big

The show itself was dominated by payout machines, which are legal in private clubs here. These machines are the mainstay of the United Kingdom coin machine economy, which in many cases allow British operators to buy new and late model automatic phonographs. It is estimated that about half of Britain's juke box operators also operate the payout machines and this percentage is growing. In public locations, where cash payouts are illegal, machines which pay out chits redeemable in merchandise are

legal. This practice is not considered gambling. All this does not bode too well for the future of flippers, shuffle alleys and other type novelty devices.

As long as fast action equipment is regarded with tolerance here, the slower earning devices won't do too well. However, most observers feel the potential for juke boxes in the United Kingdom hasn't been scratched. Best guesses are that some 16,000 juke boxes are in operation and that at least double that number could be placed.

Piano Player Out

Only recently have pubs been opening up as juke box locations, with the pianist being replaced by the music machine. Pub owners have discovered that musical entertainment need not be an expense but that it actually can be a source of revenue.

To date, British operators have not developed the sharp competitive practices developed by their American counterparts. Bonuses and loans are unknown and front money of about \$8 a week is fairly common. The commission split is a straight 50-50. With the payout machine economy, Britain's position in the coin machine world is somewhat unique. With Britain's failure to win admission to the European Common Market, it will continue to remain unique.

British coinmen have been looking forward to Common Market ties, which would enable them to buy West German juke boxes with a minimum of red tape and duty. Had Britain joined the Common Market, it was also expected that the United States would strike some sort of deal with the European economic entity and that some sort of North Atlantic trade bloc would enable a free flow of automatic phonographs to move with little interference. France's adamant stand with regard to Britain's entry into the Common Market has dashed these hopes for some time.

Heavy Import

While the ATE, on the surface, seemed to be a giant display of payout machines, its importance in the music machine world should not be regarded lightly. Seeburg and Wurlitzer maintained headquarters in a nearby hotel and were constantly bringing coinmen from the hall to their hospitality suites. Al Adickes, Rock-Ola's man in Hamburg, and the biggest individual seller of juke boxes on the Continent, was very much in evidence. Distributors for Wurlitzer, Rock-Ola and Rowe-AMI maintained booths on the floor and Automatic Canteen of Great Britain, a subsidiary of Automatic Canteen Corporation of America, displayed the Rowe-AMI juke box and the Rowe cigaret machine.

Neither was the show ignored by European music machine manufacturers. Symplay, the United Kingdom outlet for the Symphony juke box made in West Germany by Bergmann and Company, showed the Symphonie 100-selection floor model and wall model. Phonographic Equipment Company, Ltd., now representing Jupiter, the French-made machine, showed three models of the unit. Electec, Berlin-based manufacturer, displayed two juke box models, as well as a football game and grip test. Another German-made phonograph, Fanfare, was displayed by Autslot, Ltd., British outlet for the machines. A more detailed report of the exhibition will appear in next week's issue of Billboard.

Hectic Pace Brings Awards to Op

• Continued from page 42

overlooking Los Angeles. While it is just a few minutes from Sunset Boulevard, Weiner relaxes in the amazement that such quiet can be so close to a busy thoroughfare.

Weiner was born near Youngstown, Ohio, 38 years ago and finished school at Brookfield High in that area in 1942. That same year, he enlisted in the Marines and received basic training at Parris Island, S. C., and advance combat instruction—which he used in the Marshall Islands, Saipan and other battles up to Iwo Jima—at Camp Pendleton in Southern California.

When he was discharged in November, 1945, he remained in Los Angeles. After about a year as a window trimmer for a drugstore chain, he went into the food market business. In the meantime, his brother, who was studying pre-med at the University of California, Los Angeles (UCLA) had been operating 10 penny vendors with service on Saturdays. His study load increased and Leo took over the small operation. He saw the profit and potential in bulk vending and left the market field.

Early Joiner

Soon after he started operating on his own and had only about 100 machines, he joined the Western Vending Machine Operators Association. He has

Coast Ops Win

• Continued from page 42

submitted facts and figures on the earnings from machines. This will be considered during the revision. At the present time the rate is \$1 per year for penny machines and \$4 per machine for 5-cent units. Zola pointed out that the municipality assesses package machines at \$4 and charges \$25 for a retail business license.

Zola has been tax representative for the organization for 15 months. During that time, he has been successful in the conversion of several municipalities from a per machine to a flat license.

Aaron Gold announced that he had sold his route and moving to Tucson, Ariz. He plans to have a full-time operation in that State.

Mike Wolohen of PMK Service, Rosemead, was welcomed as a new member.

Sreden cited highlights of his more than 20 years in bulk vending during a general discussion led by Bud Harris.

Mass. Operators

• Continued from page 41

they set up a show at the monthly meeting of the Western Massachusetts Operators Association. Among operators present were: Frank Fendell, Brookline; Gerry Balboni, Springfield; Walter Grazick, Greenfield; Arthur Sturgis, Boston; George Edney and Tom Libbey, Haverhill; Leon Sherter, Newton; Earl Westray and Jack Rubin of Boston; Jim Stillings, Danvers; Fred Koufos, Dedham; Ed Ross Boston; Leo A. Denault and George Chandler, Rochester, N. H.; Martin Oliver, Scarborough, Me.; Bill Hamel, Manchester, N. H.; Tony DeLuca, Cranston, R. I.; Bob Lyons, Skowhegan, Me.; Arthur Rode, Terryville, Conn.; B. J. Onofrio, Bristol, Conn., and Romeo Rivard, Lewiston, Me.

served on about every committee and was president for two one-year terms. He now works closely with the association's tax representative, Eugene Zola.

Weiner feels that every bulk operator in California, particularly those around Los Angeles and in Southern California, should be members of the association.

"I feel that the Western Vending Machine Operators Association has been the backbone for all the crusades against taxes, per machine licenses, and anything that would be unfair and discriminatory against the vending machine business as far as the bulk part of the industry is concerned," he says.

Request Menu

• Continued from page 41

wants to hear on the phonograph, with disappointingly low play.

Undecided

It hasn't been decided as yet whether A-1 Skyline Music will return to more conventional methods of programming, on the theory that it may require twice as much time to create a route which programs itself through requests.

The veteran collectors who do most of the programming of course know their locations well, mix regularly with tavern and restaurant patrons, and have thus a feel for possible play success which isn't easily gained otherwise.

One sure fact which has come from recent experiments is that old favorites should be given a larger percentage of the music menu. In experimenting along these lines, Skyline Music Company has found that old favorites frequently show returns equal to those of new hit numbers, and consequently, an average of four new hits and four old favorites go on at every record change.

Knight is convinced, as well as DeBaca, that making selections from radio station favorite lists are no real help, inasmuch as these reflect the opinion of teen-agers, who are not the group most likely to drop large quantities of coins in the box.

Minus Zero Cold

• Continued from page 41

tributor here reported he was getting calls for a "Jive Samba" LP which he didn't even have in stock, and wouldn't for some time.

The Kingston Trio was doing well with a new Capitol dishing of "Greenback Dollar." Other good juke box sides were "Love for Sale" Art Lyman, Hi-Fi, and "Big Wide World," Teddy Randazzo, Colpix.

Over-all buying, however, was reported down from last year by Singer. "Operator collections are off, and so is he record buying," was the comment of Singer's manager, Gus.

New Choice Vend Hq.

HARTFORD, Conn.—Choice-Vend, Connecticut division of Seeburg Corporation, will move into new plant facilities on Turnpike Road in suburban Windsor Locks in March. Construction is near completion now. The new plant will contain 268,000 square feet of space, about two and a half times the present Hartford facility's availability.

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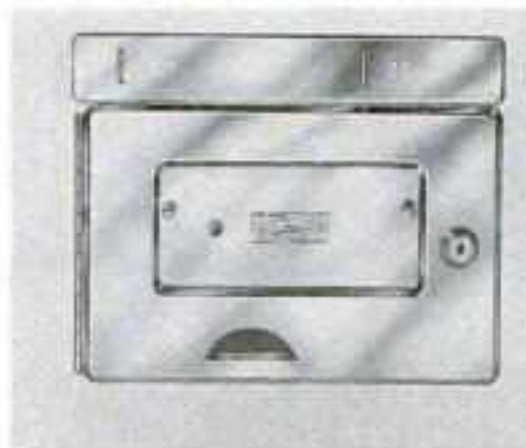
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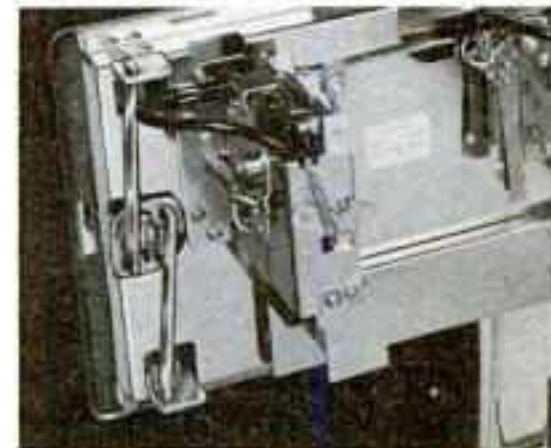
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**READ HOW OUR
ELECTRONIC DETECTIVE
LOOKS OUT FOR BOTH
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LOCATION:**

Seeburg's 'Private Eye' is a special light, clearly visible, locked into the circuit of the Income Totalizer.

Every time a coin is accepted by the LP Console, or by any Stereo Consolette, the light winks on briefly.

The bigger the coin, the longer the wink.

Any attempt to block off the Income Totalizer's counting mechanism, anywhere, positively shuts off the 'Private Eye.'

Operator or location can instantly check the Income Totalizer, any time, by dropping a coin in the LP Console or any Consolette. As long as he gets a wink from the 'Private Eye,' he's sure the Income Totalizer is counting accurately.

**THIS
AMAZING
PRIVATE EYE
WATCHES
OVER
YOUR MONEY**

Seeburg's exclusive automatic Income Totalizer, like a cash register, adds up every coin accepted by the LP Console and all Stereo Consolettes. How can you be positive it's tamperproof? The amazing 'Private Eye' tells you instantly. Exclusive ... in the revolutionary new Seeburg LP Console

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NEW EPIC: In session at Bradley Studios, Nashville, Bobby Vinton (seated, center) goes over new arrangement with Epic's Bob Morgan. Bobby is currently on the charts with his waxing for Epic of "Trouble Is My Middle Name."



CLARK'S CLAN: Group of top rock and roll stars gather with syndicated deejay Dick Clark at taping of Clark's show. Left to right: Jimmy Clanton, Dion, Chris Monte, Gene Pitney, Dick Clark, Mark Valentino and Brian Hyland.



BUSY BEE: Snuffy Garrett, Liberty's exec a.&r. director, confers with singer Molly Bee at label's Hollywood studio. Molly's latest single is "She's New to You."



WINE & ROSES: At New York party honoring Henry Mancini and his score of "Days of Wine & Roses" movie, he's greeted by one of town's tallest deejays, Don Cope, of WVNJ. Don gingerly downplays Scotch and soda.

Billboard PHOTO GALLERY OF Newsmakers



FIRST SESSION: The Wanderers recently cut their first session for United Artists, with manager Roy Rifkin, arranger Allan Lorber and several writers on hand for the waxing. Group had been on personal appearance tour when date was scheduled.



BACKBREAKER: New teen dance fad, the Limbo, is demonstrated in Allentown, Pa., at Hess department store by pretty Pat Moravek, fashion model, while Hess record buyer David Hess, holding Chubby's top-selling album, and Joseph Kuti watch.



EUROPE-BOUND: Off on promotional tour of Europe is MGM's Pat Thomas. She'll appear on radio-TV shows in Rome, London, Hamburg, Paris, etc. Seeing her off are Clarence Avant, her manager (left), and MGM exec Gene Moretti (right).



IRON CURTAIN: Radio Free Europe listeners like to dial the jazz-pop record show deejayed by Eva Stan-kova, Czech refugee. She makes music programming selections from charts appearing in Billboard. Show is beamed to countries behind Europe's Iron Curtain.



ARRIVAL: Group of top German talent in music-record field arrives in New York for meetings with MGM. Rear, left to right: Peter Kraus, Polydor star; Werner Schardenberger, composer; MGM's Danny Davis; Siemens' Claus Petermann. Front: Gus Backus and wife, record producer Gerhard Mendelson. Singers will wax soon in Nashville.



SINGING MEDIC: Richard Chamberlain, TV's "Dr. Kildare," listens intently to playback of his first album. Right, Jesse Kaye, of MGM, who was in charge of wax session.