

# Program Dept. Plan Sparks NAB Meet

By SAM CHASE

CHICAGO—A call for the development of a program department within the National Association of Broadcasters was one of the main highlights of the organization's 41st annual convention. NAB President LeRoy Collins listed this as one of his five main proposals to "improve the quality of the whole broadcast product." (See other story.)

The new department, Collins said, "would aid the broadcaster in his quest for improvement. It would facilitate the exchange of successful program material and stimulate better independent program expertise."

The proposal follows approval of the NAB's joint board at its recent Phoenix meetings to study the feasibility of such a department.

Collins said: "It has seemed not a little strange to me and to broadcasters with whom I have talked that with all of NAB's present varied efforts to aid broadcasters we do not now have any specific work under way to help in developing special creative skills and techniques to enhance the end product of broadcasting—programs."

The convention featured the third and presumably final edition of the series of "great confrontations" between Collins and Federal Communications Commission Chairman Newton N. Minow, whose comments tended to confirm reports that he shortly would leave for a high post with the Encyclopedia Britannica. The speeches of Collins

and Minow have featured the past three conventions.

As though in response to Collins' plea for the industry to continue to regulate itself on such matters as limitations on commercial time, Minow called for a law which would require stations to adhere to the NAB's Code. Minow's proposal would *(Continued on page 41)*

APRIL 13, 1963 • SIXTY-NINTH YEAR • 50 CENTS

# Billboard

The International Music-Record Newsweekly

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

Billboard

PAGE ONE SINGLES

## ★ NATIONAL BREAKOUTS

Ray Charles, ABC-Paramount 10435

## ★ REGIONAL BREAKOUTS

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

### THE LOVE OF MY MAN . . .

Theola Kilgore, Serock 2004 (Sylvia, BMI) (Boston, Pittsburgh, Cleveland)

### I'M MOVIN' ON . . .

Matt Lucas, Smash 1813 (Hill & Range, BMI) (Detroit, Boston)

### EL WATUJI . . .

Ray Barretto, Tico 419 (Little Dipper, BMI) (New York)

### ANN-MARIE . . .

Belmonts, Sabina 509 (Pokvan, BMI) (Miami)

### WHAT A GUY . . .

Raindrops, Jubilee 5444 (Trinity, BMI) (Detroit)

### MY HEART CAN'T TAKE IT NO MORE . . .

Supremes, Motown 1040 (Jobete, BMI) (Pittsburgh)

### CRY ON MY SHOULDER . . .

Johnny Crawford, Del-Fi 4203 (Aldon, BMI) (Boston)

*(Continued on page 10)*

## ALBUMS

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

## PROTEST GROWS

# Greenbriars Balk at 'Hootenanny' Booking

By REN GREVATT

NEW YORK—One folk-singing group, the Greenbriar Boys, have declined an invitation to appear on ABC-TV's folk-based "Hootenanny" show, scheduled for taping April 14 and 15 at Rutgers University. The move was made as a protest against the network's alleged blacklisting of Pete Seeger and the Weavers for the show.

Action by the Greenbriar group coincided with a statement issued by Harold Leventhal, manager of the alleged blacklisted artists, to the effect that "a blacklist on network television does exist and we can't ignore it."

Meanwhile, a committee of folk artists, headed by Billy Faier, was in the process of obtaining signatures "from the entire folk fraternity" to a vigorous statement of "principle and protest" to be delivered to the ABC-TV network, with copies to the Federal Communications Commission.

The Greenbriar Boys refused to appear on the show through

## JIMMY LYONS' FOLKFEST SET FOR MONTEREY

HOLLYWOOD — Jimmy Lyons, producer of the Monterey Jazz Festival, will produce a three-day Folk Festival this spring. The festival will run May 17-19 at the Monterey County Fairgrounds. There will be five folk concerts altogether. Stars signed for the event already are Peter, Paul and Mary; the Weavers, Bob Dylan, the Greenbriar Boys, Besse Griffin and Mance Lypscomb.

## REPRISE GETS DINAH SHORE

HOLLYWOOD — Reprise Records added still another established name to its artist roster last week with the signing of Dinah Shore to an exclusive recording contract. The label will use her for both singles and LP's and will also feature her in co-starring disk vehicles with other artists in its fold. Miss Shore's most recent label affiliation was Capitol Records.

The move led to speculation that Dinah would soon make an album with the head of the firm, Frank Sinatra.

their agent, Ralph Rinsler, of International Talent Associates (ITA).

Rinsler said: "Pete Seeger should be on this show. He should not only be on it, he should also be a unifying factor throughout the whole series. He has been the backbone of the young generation which this series highlights. He is obviously being blacklisted and we (the Greenbriars) don't wish to support this practice."

Folk singer-actor Theodore Bikel called "sick and evil" those persons who would bar performers from appearing on TV because of their personal beliefs. But Bikel, who has already taped two appearances on "Hootenanny," taking an oblique swipe at methods of protest employed by others, said that artists like the Weavers can get on TV if all involved "act as sane, responsible people and not engage in ineffectual public protests or boycotts by folk singers."

He said that this would only tend to strengthen the opposition.

## EDITORIAL

# NAB's Program Move

This year's NAB Convention was one of the most important to radio broadcasters of any held in recent years. Three urgent problems were discussed and potential solutions prescribed.

FM broadcasters came away feeling that in stereo they may have found the cure for their economic ills. The radio sales problem of incomplete research data has been confronted squarely by Ed Bunker, dynamic new chief of the Radio Advertising Bureau, and steps are being taken to get an honest count for the medium.

Perhaps of even greater long-range importance to the medium is the long-needed recognition of the problem caused by the proliferation of radio stations in recent years. FCC Chairman Newton Minow verbalized what many in the trade have long felt to be the solution: encouragement of flexibility and specialization of programming by radio stations.

### Fresh Program Ideas Needed

Too many radio stations seem unable to formulate fresh program ideas and have permitted themselves to become slaves to formulas of one type or another. The key question is what practical aid can be given to such stations to help them find new and individual paths.

The solution may well have been given by NAB's far-sighted president, LeRoy Collins, who has called for establishment of a program department within NAB. Such a move, in our opinion, is not only desirable—it is an urgent need.

In addition, we believe the NAB should consider reinstating sessions on programming at its annual conventions. Broadcasters with long memories will recall that such sessions in the conventions of the 1930's through the mid-40's were perhaps the most exciting aspect of the annual gatherings and doubtless among the most rewarding.

### Programming Ignored at NAB Conventions

This publication, as the only business paper serving broadcasters which emphasizes the programming aspects of the industry, long has maintained that it is wrong for NAB conventions to treat with nearly every aspect of station operations other than broadcasting's basic commodity. Indeed, the last programming seminar at an NAB Convention was the highly successful session on TV films sponsored by Billboard at the Washington convention of 1955 in lieu of any activity by the NAB itself.

The local broadcaster, radio as well as TV, needs and will support a system of program idea exchange. The new NAB program department cannot begin functioning too soon. And the fruits of its service can well be sampled excitingly at each year's NAB Convention.

### Record Companies, Syndicators Can Help

In this regard, we believe that important contributions also can be made by those companies which provide basic programming fare to stations. Record manufacturers, whose product is to radio what gasoline is to automobiles, certainly can and would offer the benefit of their experiences, as would the new breed of radio program syndicator who is learning how to create individual local angles. Similarly, the TV film companies remain the largest single source of programming for local video stations.

The combined experience of these suppliers, along with that of broadcasters themselves, can lead to a new flowering of creativity. It is not too soon to begin planning for inclusion of program activities at the 1964 NAB Convention.

## Dot Opens New York Branch

HOLLYWOOD — Dot Records last week opened its own branch in New York City. Henry Onorati, Dot's Eastern sales executive, will serve as temporary branch manager in launching the new company-owned operation.

Dot's move into the nation's No. 1 market with its wholly owned distribution outlet gives the label a total of 19 company-owned branches. It also provides the firm with almost complete coverage by company-owned

branches of the Eastern market area.

In addition to continuing to open its branches in key market areas, Dot has been consolidating branch locations to strengthen its subsidiary distribution operations.

Recently, Dot Distributing Corporation consolidated its Memphis branch into its Nashville facility, and consolidated the area previously covered by Cincinnati into the St. Louis and Cleveland branch.

For April Profits . . .

# DANCE! DANCE! DANCE! with DECCA and CORAL

See page 31

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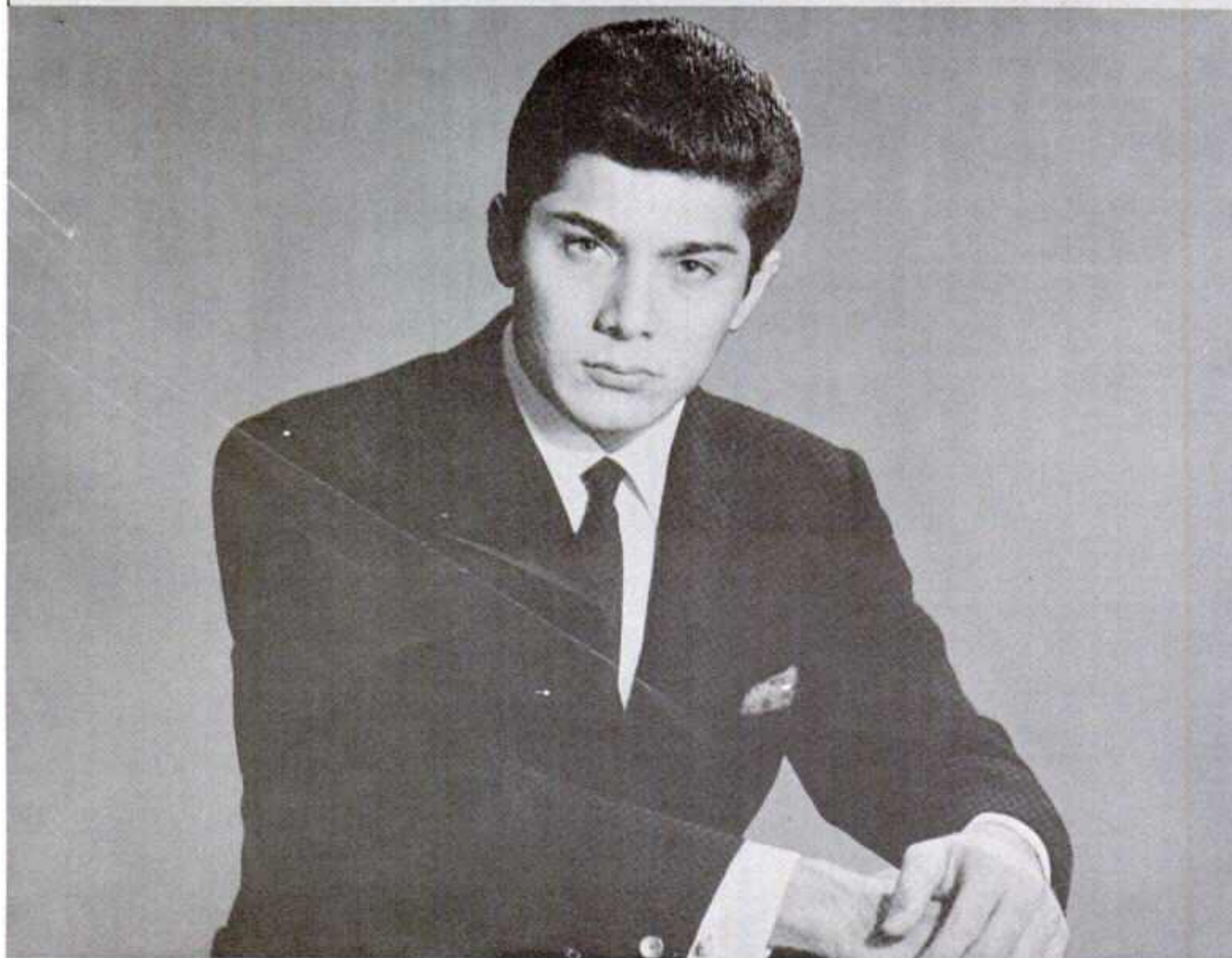
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# W. Germany Takes 2d in UN Disk Race

NEW YORK — Sales of the United Nations World Refugee Commission LP, "All Star Festival," have jumped to a figure of 656,000 for Europe. The figure, arrived at April 1, shows Sweden still leading with 170,000 but with West Germany closing in with 120,000 and the Netherlands solidly in third with 77,000.

Kick-off date for Latin America is mid-April, with April 18 the actual starting day for most countries. Formal beginning of the Latin American drive will take place in Colombia with the President of that country taking part in the festivities.

## 'Last Family' Flips Miami

MIAMI—There's a "Family" album available here that is a smash. It's called "The Last Family" and it has all the necessary ingredients going for it. Sales in the area have been powerful — it's topical and it lampoons the Communists in Cuba. Only problem as far as the rest of the country is concerned is that it's entirely in Spanish.

"The Last Family" resides in the Red House in Havana with Fidel Castro coming off as the heavy and the infidel. Many of the bits are played to categorization of Communist affiliations. In an interview, for instance, Castro is depicted as favoring the "Red Cross and the Cincinnati Reds." In baseball, he plays "left field" and he does not steal bases, he "confiscates them."

The Castro voice on the disk belongs to a former Cuban television star, Tito Hernandez, and it is understood that an English language version of the LP is being planned.

Spain will also begin its drive shortly with the wife of Generalissimo Francisco Franco officiating.

In Denmark, 35,000 copies of the album were sold during the first 15 days of the campaign. Sales started March 15 and a goal of 40,000 has been set for April 15. Officials have noted that differences in price must be considered when comparing Danish sales to those of other European countries. The "Festival" album cost 27.50 Danish kroner (approximately \$7) which means much profit is made by the Refugee agency although fewer albums might be sold.

In Switzerland, the agency noted a 30 per cent upswing in sales to 48,000.

Sweden	170,000
West Germany	120,000
Netherlands	88,000
United Kingdom	60,000
Canada	54,000
Norway	51,000
Switzerland	48,000
Japan	42,900
Denmark	35,000
Belgium	29,300
Italy	18,200
Austria	17,500
France	14,000
Australia	6,000
Finland	5,000
Ireland	4,000
Greece	3,000
Yugoslavia	3,000
New Zealand	1,200
Israel	1,000
Luxembourg	1,000

## CAPITOL BUYS SI RADY FIRM

NEW YORK — Capitol Records has bought Project Records, the Si Rady disk producing company. Rady will work with Capitol as a salaried disk producer and consultant. Rady's firm recently sold the rights to "How the West Was Won" (publishing and sound track rights) to MGM for an approximate \$250,000 figure. MGM is distributing the sound track.

# New Disk Distrib on W. Coast

HOLLYWOOD — Rack jobber Eddie Mason will join forces with J. Lasker in forming a record distributing firm here, Billboard learned last week. Name of the company will be Angeles Enterprises. It will be opened for business on May 1.

Lasker, who resigned last week as executive vice-president of Bob Keene's Del-Fi Records, will head the Angeles operation. Mason, who heads Record Rack Service, will be principal investor in the Angeles firm, but told Billboard he will not partake in this operation. He said he will continue to devote all his time and efforts to his rack-jobbing business.

Negotiations currently are under way with several leading lines to be handled by Angeles. The firm also is setting a deal to acquire the lease of the Pico Boulevard locations held by rack jobber Monroe Goodman.

The Angeles operation marks Mason's return to independent record distributing after an absence of seven years. Previously, he, along with Boston rack jobber Cecil Stein, had owned a piece of Al Latuska's Sun State Distributing Company here.

## FTC to Wind Up Col. Case

WASHINGTON — Attorneys for the Federal Trade Commission are expected to conclude the government's case against the Columbia Record Club on April 15. Hearings on a complaint by the FTC against certain practices of the club began in New York last January.

A motion by Columbia to dismiss the case will be argued. Provided the examiner either denies the motion or reserves decision, the Columbia defense case will begin in New York May 6.

If the defense case goes on, it is expected to last up to six weeks and there is a chance that some sessions may be held in other cities. A great number of witnesses are expected to be called.

## A Columbia Gem



LONG-TERMER: Tony Bennett signs new long-term Columbia Records contract and gets pat on back from president Goddard Lieberman.

# Vee Jay Gears For Rackers

CHICAGO—Vee Jay Records last week joined the growing number of record companies to set up a separate sales and promotion department aimed at "rack jobbers and other large accounts."

Vee Jay head Ewart J. Abner said the label would continue to sell everything through distributors but that changing conditions in the record business required such a department so Vee Jay could continue to get proper "promotion and exposure for its line."

Randy Wood, formerly West Coast sales and promotion head for Vee Jay, will head the new wing as National Merchandising Director.

Abner said that Wood would call on rack merchandisers and other accounts in an effort to help distributors push Vee Jay merchandise.

The appointment emphasizes a record industry metamorphosis that last week prompted the American Record Merchants and Distributors Association (ARMADA) to call an "emergency meeting."

Abner was one of the meeting's most impassioned spokesmen urging distributors to take action to protect their territories. "Form one stops or racks at cost, if you must, but keep control of your distribution," he said.

He told distributors the label would continue to back them

all the way. He noted, however, that Vee Jay had been forced to conduct an independent sales effort at racks and large users even though the billing was still done through Vee Jay distributors.

The appointment of Wood is a strong indication that the label will continue to move in this direction.

Wood, though only 36, has over 20 years' experience in the record industry. He started at the age of 15 as a part-time employee for the Music Room, New York.

After a three-year stint in the Navy, he worked for New York's Columbia distributor until 1950. He left to join Folkway Records as sales manager under Moe Asch.

He later joined the Liberty Music Shop in New York, opening his own store on 57th Street in 1954.

In 1957 he joined Kapp Records as classical a.&r. man, later national promotion man and finally assistant sales manager under Jay Lasker.

In 1959 he joined Imperial Records as sales manager under Lou Chudd.

He joined Vee Jay almost by coincidence. After leaving Imperial he was invited to attend an ARMADA meeting by Vee Jay's Abner as the label's guest. Wood accepted, and in Abner's words, "he's been with us ever since."

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## THE NEW HALL

# We All Had It Right: Sound IS Lousy

By BOB ROLONTZ

NEW YORK—It's true, the sounds you've been hearing at the new Philharmonic Hall ARE lousy. That opinion, shared by many, was confirmed last week by four sound experts who put down the acoustics at the Lincoln Center Hall in no uncertain terms. They confirmed the judgment of critics and classical music experts who had stated the same thing when the hall was opened with much fanfare last fall.

The committee of experts, who spent months studying and measuring the hall, include Heinrich Keilholz of Germany, consultant for the Vienna Opera House; Paul Veneklasen, who watched over the acoustics at the Seattle Opera House; Manfred Schroeder, director of acoustics and speech at the Bell Telephone Laboratories in New Jersey, and Vern Knudsen, con-

sidered the dean of American architectural acousticians.

The experts all agreed that the Philharmonic Hall acoustical deficiencies could be corrected. They said that the dimensions of the hall are fine and that no major structural alterations are necessary. They said that the hall needs an orchestra shell and canopy, and that the highly touted overhead panels have to be removed. The cost of fixing up the \$15 million hall could cost something in the neighborhood of \$500,000.

The four experts were approached by Lincoln Center President William Schuman, and invited to make measurements and submit their opinions. The all appeared to come up with the same conclusions: the hall had a lack of low frequencies, and a lack of sound diffusion. According to critics, it is an orchestra which suffers most

at the hall. The piano fares well there. But orchestras' low frequencies are usually lost, they say.

According to Harold Schonberg, music critic of The New York Times in a story in that paper last Thursday (4), the board of directors of the Philadelphia Orchestra discussed the Hall's sound problem, and some members even wanted to return to Carnegie Hall for the Philadelphians' New York concerts. But the Philadelphia Orchestra will return to Philharmonic Hall next season, partly because of Eugene Ormandy's attitude that there is reason to hope the acoustics will be improved there.

George Szell of the Cleveland Orchestra feels the hall is an acoustic failure. Erich Leinsdorf of the Boston Symphony did not condemn the hall, though he did say that "... it

isn't Symphonic Hall in Boston, but then what is?" Leonard Bernstein of the New York Philharmonic said in a statement: "I said at the start of the season it would probably take a year to adjust. And all this is going forward... All experts agree that all necessary adjustments will be made without altering the basic structure."

Schonberg, in his New York Times piece, said that most New York Philharmonic musicians strongly dislike the hall. He also noted that Schuman said it was no secret that Philharmonic Hall had certain deficiencies. Schuman also said that the recommendations of the four experts, who will shortly meet with Lincoln Center officials about their findings, will be carried out in steps. The experts recommend quick action, before the other buildings at Lincoln Center are completed.

# Nielsen Info Shoddy, But It Kept Raising Its Rates

By MILDRED HALL

WASHINGTON—"Economic blackmail" was the term used to describe the A. C. Nielsen Company's cancelling of the ABC radio network contract when the net refused to take on more allegedly "improved" services at substantial raise in cost.

The term was used by Special Counsel Robert Richardson during the closing days of the month-long broadcast rating hearings by the House Special Subcommittee on Investigations. Rep. John Moss (D., Calif.) praised ABC radio network chief Robert Pauley for having the "gumption" to refuse to pay more for the "auto-plus" and the "non-plug-in radio surveys" Nielsen offered. Pauley argued that the new services were of no significant value, and the ABC contract was killed on short notice.

Although Nielsen spokesmen had admitted during hearings that the new attempts to measure auto and transistor listening had

left plenty to be desired ("We are hopeful of doing something with these"), Nielsen chief researcher and vice-president, Henry Rahmel, refused to admit that the two "improvements" rejected by ABC last spring were "not of significant value."

Moss said he hoped the Federal Trade Commission would "take a very critical look at what I regard as an outrageous action on the part of Nielsen." He also said ABC had no other service to turn to: "You punished a subscriber because you dominate."

With the hearings due to end the following day (4), counsel Richardson went down the list of every claim made by the giant rating service about its "quality sample," its "metered" measurement, its round-the-clock audience check, its careful final tabulations and its control of field work. Richardson pointed out flaws in each area, but he could wring from Nielsen spokesmen only a partial admission that there were "some" weaknesses.

"Every sample we investigate

you claim is 'unusual' representation," said Younger. Representative Moss added: "We on this subcommittee have phenomenal luck in hitting all the exceptions in this operation." The claim of adequate sampling had been thoroughly disproved in the Louisville area in previous week's testimony—another "exceptional" instance. Counsel Richardson added one more in the diary report of a woman who had been out all day, but left her dog listening to the radio.

Chairman Oren Harris (D., Ark.), who is also chairman of the full House Commerce Committee, asked if the continuous claim of "exception" was one of the "vital weaknesses" Nielsen had been afraid the government probe would turn up and make public. The fear had been expressed in an inter-office memo from Nielsen statistician Cordell to A. C. Nielsen Sr. Of the damaging memo, Cordell had calmly said he'd gone to extremes to try to get more money for better research in the firm. (Subcommittee investigators did not say how they got hold of the confidential inter-office memo.)

### FM Listings

FM radio was another case in the area of odd exceptions. Counsel Richardson demanded

to know where all the FM listings go in Nielsen checks? He said a number of diaries appeared to report "FM-only" listening—but the FM stations named in them were "zeroed out" of the list of rated stations.

Nielsen's reply was not very enlightening to the subcommittee, but FM-only broadcasters may want a sample of the reasoning. Bearing in mind that "audiolog" means diary, and a Recordimeter tells only how long a set was on, this was Nielsen's explanation:

"The Non-AM indication on the front of these diaries (FM Set Only) is to alert the checkers so that they know that non-AM Recordimeter is clocking and audiolog (diary) entries are not AM activity, and shouldn't be tabulated. The marking in these diaries show this, as we recall. . . . Please note that these days of FM-only usage were not marked because they are zero AM activities days or combination receivers and must therefore go into the base in our computations." Or, as one observing FM-er put it sadly: "Over and out."

Whatever the final conclusions of the House Subcommittee may be at the close of hearings, or what the final rebuttals offered by Nielsen, the real judging of the big rating service

was done on the floor of the broadcaster convention in Chicago. It was also being judged in the offices of advertising agencies, and their sponsors; in program production mills, and in hundreds of subscriber and non-subscriber station across the country.

Betting odds are heavy that before this Congress ends, machinery will be put in motion to maintain a far stricter surveillance over rating services—or to provide a government-industry-controlled audit of listening and viewing.

"Harm has been done" to stations, networks, programs and artists, advertisers and a host of related interests in this billion-dollar business—to say nothing of the public. This is the hard fact the subcommittee stressed over and over. It will, as Chairman Harris pointed out, count more in their final decision than any particular failings of any particular rating company involved.

## NOT SCARED A BIT

### Shoppers World Store Faces Korvette Boldly

CHICAGO — The opening here shortly of four new Korvette stores isn't even causing a raising of eyebrows at Shoppers World, one of the city's top discount chains.

The reason is simple. The 12-store chain is embarking on what record people describe as the most aggressive and promotion-minded record merchandising campaign in the city's history.

Last week alone, the chain ran three full-page ads in The Chicago Tribune, the city's leading morning daily, all devoted to records.

#### Bobby Vee Tour

It also took Liberty's Bobby Vee on a personal appearance tour of all its stores with spectacular results in the record department.

"I can't ever recall a single retail outlet putting on such a concentrated advertising push on records" was the comment of one veteran distributor.

The whole campaign is part of a general record merchandising push that Shoppers World instituted with the appointment

last December of record veteran Betty Andrews to head its operation.

#### Step Up Advertising

"Our advertising had nothing to do with the coming of Korvettes," Miss Andrews said. "We're simply out to bring more and more people into our stores and let them know we carry records."

Miss Andrews pointed out that although a sizable record seller, Shoppers World had done little advertising before. She said the store was planning to substantially expand its budget in this area.

She projected at least two full-page ads (daily papers) per month with a step-up in personal appearances by artists, who she said were a big boost for store traffic and sales.

#### 30 Per Cent Discount

Shoppers World operates at a general 30 per cent from list discount policy. A \$3.98 album is sold for \$2.47.

Since the stores have a self service policy with no sales people (just check-out counters), Miss Andrews pointed out that they preferred not to carry full catalog.

Instead Shoppers World stores carry Top 40 singles, and the top of the LP line in depth.

#### Battle Brewing

If anyone can give Korvette a run for its money, Shoppers World, with Betty Andrews at the helm, seems eminently equipped for the job.

Miss Andrews has had some 23 years' experience in retail record merchandising and is generally respected as one of the sharpest record people in the Midwest.

Before joining the Shoppers World chain, she spent five years with Polk Brothers, four years operating a four-store chain of her own stores, 10 years with Hudson Ross and three with Marquette Radio.

Commenting on the Korvette entry, Miss Andrews is one of those who feels it can't help but create more record excitement in the city. "We welcome the competition," she noted.

## SINGING ADDS ZEST TO '2D TERM' ALBUM

NEW YORK—A novel touch in the new Vaughn Meader LP meant as a follow-up to "The First Family" set on Cadence is the inclusion of four musical numbers. Meader, Norma McMillan (Caroline's voice) and Naomi Brossard are the singers.

The album is patterned after the first set, but with a different range of material. One bit, for instance, features Nikita K attempting to get young son John to call his father to the telephone.

The album was cut March 18 at the CBS studios and features members of the cast from the first album with a number of additions. The set will be available shortly.

## DECCA-CORAL PUSH: 'DANCE, DANCE, DANCE'

NEW YORK — Decca-Coral Records continues to build its roster of dance band music. Latest band on Decca is Charlie Spivak. His first album on the label is tied, along with seven other new sets and other top band leaders who have material in the catalog, to a special Decca promotion and incentive called "Dance, Dance, Dance."

The April promotion gives the label's usual incentives on the eight new albums along with 222 other dance music LP's in the Decca-Coral catalog. The plan runs between April 8 and May 3. Besides Spivak, the new releases contain sets by Cozy Cole, Warren Covington, Peter Duchin, Sammy Kaye, Bert Kaempfert, Wayne King and Guy Lombardo.

The Decca catalog contains some 33 different name dance orchestras and all are available under this LP promotion. While other labels have been veering away from the dance orchestra type of disk, Decca has been interested in acquiring more orchestras. Spivak is only the lat-

est band in a line that has included Peter Duchin and Bert Kaempfert in the more or less recent past. A few of the other artists represented in the Decca-Coral LP catalog are Count Basie, Jimmy and Tommy Dorsey, Ralph Flanagan, Claude Thornhill, Carmen Cavallero, Glen Gray, Henry Jerome, etc.

Sydney Goldberg, vice-president in charge of sales, believes Decca-Coral has a corner on the big band market of the day.

## O'Neill Play Put on Wax By Columbia

NEW YORK—Columbia Records has cut an original cast album of the current Broadway revival of Eugene O'Neill's "Strange Interlude." Featuring an all-star cast, the revival was produced by the Actors Studio theater, with direction by Jose Quintero. Record was cut Sunday (7).

Goddard Lieberson, Columbia president, said this was but the first in a Columbia project that would eventually encompass the recording of all Eugene O'Neill's works. Second production to be waxed is expected to be "Desire Under the Elms," in its off-Broadway form as produced by Quintero.

## Vocalion Carries Kiddie Packages

NEW YORK—Vocalion Records, low price (\$1.98) album line of Decca Records, contains a number of successful kiddie packages in its catalog. The line was inadvertently omitted from a listing of children's record labels in last week's Billboard (April 6 issue).



THE KINGSTON TRIO, Capitol Records recording stars, are leaving for Europe April 11 to play England and the Continent. Highlight of the London stopover will be their "Sunday night at the Palladium" TV shot April 14.

(Advertisement)

## Billboard

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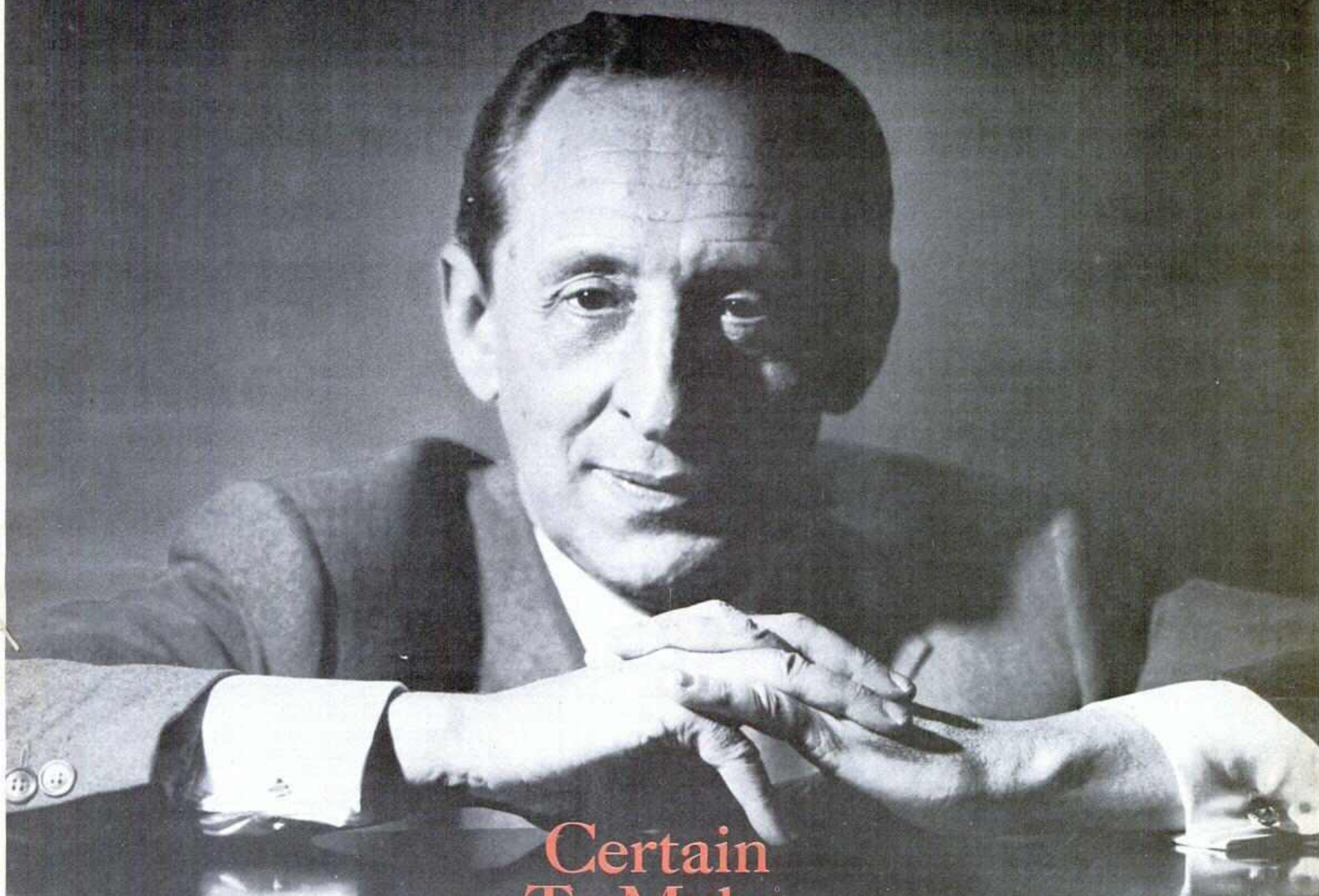
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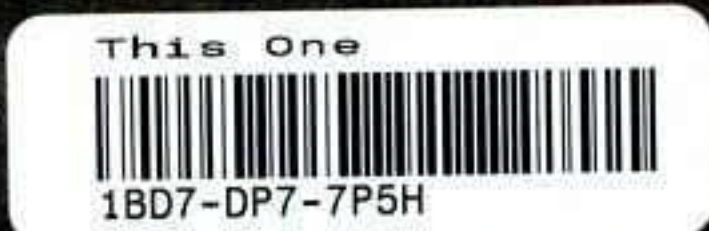
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# Dion's Only a Memory—But Laurie Records Hot Again

NEW YORK — Only two months after losing Dion to Columbia Records, Laurie Records is hot all over again with the Chiffons, whose recording of "He's So Fine" has held down the No. 1 slot on Billboard's "Hot 100" chart for the past three weeks. The record has already passed the 800,000 mark and according to label topper Bob Schwartz, seems a sure bet for a million. He says it's still selling.

"It was tough for a company our size to lose Dion," said Schwartz, "but it made all of us do our best to build an artists' roster of more than one artist. The Chiffons have added strength and we are rushing out an album with them, and we also have a strong record right now with Kenny Chandler on 'Heart'."

Schwartz said his firm was lucky to get the Chiffons, whose records are produced by two members of the Tokens, the Victor recording group. The Tokens are independent producers for other labels. "He's So Fine" was actually waxed while the Tokens still had their a.&r. deal with Capitol Records, but when Capitol let the Tokens go, "He's So Fine" which Capitol brass didn't dig, went with them.

"We expect the Tokens to produce other hits for us," said Schwartz, "and we think we have strong artists with Cathy Carr, the Jarmels, Bobby Goldsboro, the Charmers and Carlo."

## Adding Strength

To add to its roster, Laurie Records, which includes its subsidiary label, Rust, plus labels it distributes such as LeGrand, has Petula Clarke for release in the U. S., and will issue a single by the British thrush next week. Other European masters will be rushed out soon, too, including a hot side called "How Do You Do It," by Jerry and the Space Men.

Laurie runs a very tight operation. Executives include Schwartz, brother Gene, Eddie Matthews, Elliot Greenberg and Murray Singer. Greenberg and Gene Schwartz do the a.&r. work. Bob Schwartz is the administrative chief. Matthews handles sales and Singer aids Matthews and does the information function.

They keep releases down to a minimum, both albums and singles. Since October the firm has only issued seven albums, four of them featuring Dion.

The others are "Golden Goodies," the new Chiffons and a new Dion. Because of their small album output, Laurie holds the distinction of never having held a national sales meet.

## Profit Motive

"We are not interested in building a line of albums for the sake of having them; we are interested in building artists," says Schwartz.

"We are not an ego company, and our profit picture is good—in fact we think our net on the gross we do is pretty rare in the disk business. And we intend to keep it that way. Our return rate by the way, is under 7 per cent."

Laurie also owns a number of publishing firms. They include the newly purchased Greta and Jack Gold Music plus their own Vibar and Rogelle. Bill Courtney is running all these firms as a separate company, and according to Schwartz, the only tunes Laurie



LIBERTY'S TOP ARTISTS appeared at label's party in New York last week to celebrate opening of branch in that city. Left to right: Si Zentner, Gene McDaniels, President Al Bennett, Nancy Ames, Jan (Jan and Dean) Berry, and Lester Avnet, head of Avnet Corporation.

## Gallico Takes Post With British Pub

NEW YORK — Al Gallico, who recently resigned his executive post with Shapiro-Bernstein, will henceforth handle all U. S. operations for the Keith Prowse-Peter Maurice music publishing interests of London.

In addition, a new BMI firm, Al Gallico Music, has been formed, of which Gallico will be president. He will also hold stock in the firm. The entire deal was made with Gallico by Jimmy Phillips, managing director of the Prowse-Maurice combine. Phillips was in the United States for signing final papers two weeks ago.

Gallico said he will represent the British catalogs here and

will place songs with American diskeries. At the same time, he will pick up American material for the overseas firms. Gallico also expects to sign writers and produce masters. He has already produced a bluegrass album in Nashville, incorporating eight tunes in the Gallico firm. Album features Bob Johnson and will be released on Cameo. First writer pactee for the combine is Jan Crutchfield, formerly contract clefver with the Nashville based Sure-Fire firms.

Gallico, who is currently operating out of the Jack Rael offices here, will open his own quarters on West 55th Street. He also expects to open Nashville offices shortly.

## SESAC Claims Enrollment 98%

NEW YORK — Officials of SESAC, Inc., the music licens-

ing organization, this week noted that the Billboard 1963 radio station program managers' survey, published in last week's issue, did not accurately reflect the SESAC coverage of radio broadcasters.

Of the more than 3,000 AM radio stations in the United States, all but 76 now have SESAC licenses, the organization said. This is 98.06 of the total number of such stations.

This reflects a growth not only in numbers but proportionately since 1953. Ten years ago SESAC held licenses with 96 per cent of all AM radio stations.

## TURN BACK, O TURNTABLE

NEW YORK — Another step backward was taken last week. Roulette Records went back to selling 78's. The reason? Label has a burgeoning Latin hit in New York by Ray Barretto called "El Watusi" on its subsidiary Tico label. Calls for the record are coming from Spanish shops, where customers still treasure their one speed (78 r.p.m.) players. After much scrounging, sales chief Bud Katzell found a pressing plant that still had the compound to press up 10,000 shellac disks, and is shipping them out this week. "It's just like the old days," says Katzell.

## Kapp Ups Nat March

NEW YORK—Kapp Records has named Nathaniel March, a former controller for the company, to the new post of treasurer. March, a Columbia University graduate, came to Kapp from the Brass Rail organization where he was controller.

is offered from its own music firms are ones that are good for its artists.

"We don't even see most of the material," said Schwartz.

## INDUSTRY BRIEFS

### Colpix Promo O'Seas

NEW YORK—Tony Casetta of Bluebell Edizioni Discografiche, Colpix distributor in Italy, met recently with Herb Homes, international director for Colpix, to discuss Bluebell-Colpix overseas promotions.

Casetta said that even though radio stations in Italy are more eager than ever to expose international product, they could use more Italian-lyric versions of American releases.

### Olympia Reps Harmon

NEW YORK—Olympia Distributing Company has been picked as New York representative of Harmon Records, Eddie Newmark announced.

The label is currently pushing "Hey There Mountain," by Art Polhemus, and "Skip With Me Lulu," by the Fortunes, and is readying for release a single by Joe E. Ross of "Car 54" TV.

### New Process at Victor

NEW YORK — RCA Victor will be using the Audiomatic process, a new nickel plating system, at its Rockaway N. J., plant shortly, according to Milt Gelfand, head of Audio Matrix, developer of the packaged plating system. Process uses new equipment and techniques for the automated production of all nickel masters, mothers and stampers, in one tank. Victor has acquired an eight-position system with the capacity of 128 plates a day. It is said to reduce plating time for Victor from more than two hours to an hour on a 12-inch LP stamper.

### Epic's Newark Distrib

NEWARK — Epic Records has announced the appointment of Apex-Martin Record Sales, Inc., as the label's exclusive distributor in the Newark, N. J., area. The company will distribute all Epic and Okeh singles and albums. Prior to the present association with Apex-Martin, the Newark distributor for Epic was Essex Record Distributing Company.

### Daily Appointed

HOUSTON — H. W. Daily, Inc., 314 East 11th Avenue, Houston, has been tapped as distributor for the ABC-Paramount, Impulse, and Westminster lines, as well as the Chancellor label, it was announced today by Larry Newton, ABC-Paramount vice-president.

### Prestige Names Foster

NEW YORK—Prestige Records has named Chick Foster Southern regional sales manager. Foster was formerly with RCA Victor and King. He will work with all Prestige Southern distributors.

### Liberty Appointments

HOLLYWOOD — Liberty Records announced two new ap-

## Original Sound Catalog 1-for-10

HOLLYWOOD — The Original Sound label will start a 1-for-10 deal on its entire catalog, starting April 1. For every 10 albums purchased one will be given free to distributors and dealers. The program includes the forthcoming "Oldies But Goodies," Vol. V, LP due to be issued in April.

pointments last week. Johnny Musso signed on with the firm as Southern California promotion man, while Tim Lane was named to handle up-State New York sales for the new Liberty factory branch in New York. Lane was formerly with Decca Distributors in Buffalo and later with Metro in the same city. Musso was formerly in promotion at Concord Distributors, Cleveland.

### Carlton Gets Disk

NEW YORK—Carlton Records this week acquired the U. S. distribution rights to Canadian singer Orval Prophet's new release, "Run, Run, Run," from Spartan of Canada. Prophet is en route to Florida, Nashville, West Virginia, and Atlanta for U. S. jockey promotion to tie in with the Carlton acquisition.

### Name Joe Roberts

NEW YORK — Joseph W. Roberts has been appointed to the newly created position, executive vice-president of Muzak. Firm also operates Programatic Broadcasting System and Radio Station WBFM. Roberts joined Muzak in 1956 as vice-president in charge of marketing.

### Spoken Arts Deal

NEW YORK — Spoken Arts has made an agreement with Encyclopaedia Britannica Films, Inc., of Wilmette, Ill., the largest producer of education films and filmstrips. EBF will have exclusive rights to distribute Spoken Arts recordings to schools and libraries. Spoken Arts will continue to concentrate on consumer sales.

### Del Costello III

SAN FRANCISCO — Del Costello, recently named Northwest Pacific district promotion manager for Columbia Records, has become seriously ill, and will be hospitalized possibly for some weeks in the Marin General Hospital, San Rafael.

### Ponseti Starts Firm

SAN FRANCISCO — Ted Ponseti has resigned as Northwest Pacific district sales manager for Columbia Records, and effective April 1 is opening his own firm under the name of Ted Ponseti, Representation. He will promote both record albums and artists throughout the Western area.

### Buzz Curtis Named

PHILADELPHIA—Buzz Curtis has been named promotion manager for Universal Record Distributing Corporation in this city. He is a veteran in the record promotion area.

### Charm Joins Philips

CHICAGO—Hal Charm has been named Philips Records new Eastern field manager covering the New England States, down the Eastern seaboard to Miami and as far west as Baltimore and Washington. Charm replaces Danny Driscoll who left the label to take another position in the corporation. The new field manager is from the Washington area.

### Caedmon Named

NEW YORK—Caedmon Records has named two new distributors. In Minneapolis Heilicher Bros. will handle the line, and in the Baltimore-Washington region Marnel of Maryland will be the new distributor.

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# FM Stereo Music Series Set

HOLLYWOOD — Irving Fogel's Tempo International is tailor-making a half-hour music series in stereo for Lincoln Continental aimed exclusively at FM stations. A de luxe LP package for use as a premium is linked with the radio program.

The show is being placed with stations through the Kenyon & Eckhardt ad agency of San Francisco in behalf of the Lincoln-Mercury Dealers' Association, Western Region. K. & E. has purchased time on 21 stations in 17 markets in the Western area. Indications are that the Tempo International production will be spread to other cities.

Entry of Lincoln Continental onto the FM scene with a special program produced for multiple market broadcast marks further recognition of FM's sales prowess by still another blue-chip, prestige account. It is noteworthy that the show is being aired in stereo wherever this is available, showing early use of twin-channel broadcasting by a

major account. K. & E. apparently feels that it can best reach the discriminating buyer through FM, and that the likelihood is greater that the prospective Lincoln buyer is a stereo fan and is equipped for twin-channel reception.

K. & E.'s use of multiple outlets in key markets (three in San Francisco, and two each in Portland and Seattle) is significant. It underscores its flexibility as a comparatively low-cost means of providing intensive coverage of a select audience.

The program, conceived by Sann Coombs, K. & E. creative director, features Franz Bauer and his 70-man Continental Arts Orchestra in lush arrangements of continental and pop standard selections. The show is fashioned in the Tiffany manner, using the velvet-sell approach consistent with the sponsor's prestige image. William Wood-

sen is the announcer. Tempo International's Ramez Idress is music co-ordinator. The programs are distributed to stations in stereo tape form (two-track, 7½ i.p.s.).

As an adjunct to the Lincoln Continental dealer radio campaign, Tempo International is preparing a de luxe LP package comprised of selections from the Franz Bauer series. These albums will be presented by Lincoln Continental dealers to prospective car buyers who come in for a demonstration ride. Thus, the sponsor ties in with the FM radio campaign, and leaves a lasting, subtle sales reminder with the potential buyer in the form of the gift LP.

Tempo International, a subsidiary of Fogel's Tempo Record Company of America, also is active at this time in preparing background music libraries for both Automatic Canteen and 3-M (Minnesota Mining).

## Folk Boom On in Philly

PHILADELPHIA — Folk music continues to catch the coins in these parts. As a result, the second annual Folk Music Festival to be staged in the fall has added an extra third day. Now rated as the largest hootenanny in the East, the festival again will be staged on the estate of C. Colket Wilson III, in suburban Paoli, extending from September 6 through 8. This time, folk and square dance groups will be added to the singers and instrumentalists.

The Academy of Music, the

town's major concert hall, played to one of its biggest crowds in its 106-year history with turnaway crowds at the two shows last week staged by the Kingston Trio with Paul Nero trio an extra added to the bill.

Manny Rubin, operator of the Second Fret, local coffee house, brings the Weavers to Town Hall on Friday night (5) — the first time the folk singing group has come here other than under their own sponsorship. Peter, Paul and Mary are set for a Junior Week Concert on April 26 at suburban Villanova University. The Criterions, of West Chester, Pa., which placed second in the recent Villanova Intercollegiate Jazz Festival, are on the same bill to contrast with modern jazz.

Interest goes beyond the college campus for folk music appeal. Di Pinto Hall in the Northeast sector of town, now offers "Country Western Blue Grass Music" on Sunday nights with Herdman and His West Virginia Boys, with children under 12 allowed free to make it a family get-together.

Two other dates of popular appeal have been added to the concert calendar. Dan Rosen, who has promoted a number of folk artists here, brings Johnny Mathis to the Academy of Music for a May 10 date, and Bob Quinn, who just presented Irish tenor Patrick O'Hagen at the Academy, plans to bring in Kate Smith for a May 30 concert.

## THAT'S WHAT THEY'RE DOING ON THE BEACH

DAYTONA BEACH, Fla. — The week of April 4-11 here has brought to the beach the annual holiday onslaught of college students. Mercury Records has taken note of this, and the fact that the college scene has spawned plenty of hot folk talent, by carrying out folk talent auditions right on the beach.

Eight days of auditions are being carried by local WMFJ radio, with deejays of the stations acting as judges along with David Carroll, Mercury recording director. At the wind-up of the college week, there'll be a full-scale finals concert competition, the winner of which will be given a Mercury recording deal.

## Copas Disks Demand High

NASHVILLE — The recent death of Cowboy Copas has prompted a growing demand for the singer's albums, EP's and singles, according to Starday Records for whom the artist recorded.

With the new demand for Copas' records, Starday has launched a "Music Industry Salutes Cowboy Copas" sales plan for the months of April and May. Dealers can get two free on 10 in purchase of all Copas albums and EP's.

The Copas' single, "Goodbye Kisses," which was in the process of shipment to deejays and distributors at the time of the tragedy was reported selling well.

Starday also reports that the Copas album in production at the time of the tragedy has been rushed to completion and has been retitled "The Unforgettable Cowboy Copas."

Starday said the interest in Copas records extends throughout the world with Copas' material coming out on EMI in England, Trutone in South Africa, Ariola in Germany, and King in Japan.

It was also announced that the bluegrass sales plan for the month of March has been extended through April. The album plan calls for two free on 10 on any of 36 Starday bluegrass albums.

## AND AWAY HE GOES—FRANK \$ UP TENFOLD

PITTSBURGH — The value of a hit album and TV exposure was demonstrated once again by the booking of comedian Frankie Fontaine as the main star of the Allegheny County Fair at South Park for five days beginning August 29. Booker Joe Hiller set Fontaine for a \$12,500 fee for the five days.

Hiller recalled that four years ago he paid Fontaine \$1,250 for a week's work at the Ankara night club. That was, of course, before Fontaine clicked on the Jackie Gleason TV show and made his best selling ABC-Par LP, "Songs I Sing on the Jackie Gleason Show."

## Lynn Farnol Dies In New York at 63

NEW YORK — Lynn Farnol, the veteran public relations counsel, died last week at the age of 63 of nephritis. One of the pioneers in the public relations field, Farnol was an adviser to various industries and entertainment firms. He handled Rodgers and Hammerstein, the New York Hilton, the National Shoe Institute, ASCAP, Farberware, and Budget Rent-a-Car Corporation.

Farnol started his flack career with the Orpheum Circuit in Chicago. In 1928 he became public relations director with Samuel Goldwyn Productions. During this period he also was a contributor to the New York Times drama section, covering the Hollywood scene.

From 1935 to 1938 he was with Donahue & Coe. He left there to join United Artists and in 1940 opened his own public relations firm. After Army Air Force service from 1941 to 1945, he rejoined the Goldwyn organization, remaining with it until 1950, when he formed the Lynn Farnol Group handling various clients.

In addition to his public relations work, Farnol was also active in public affairs, music and horticulture. His funeral was attended by more than 500, including show business executives, entertainment stars and composers. His widow, the former Nell Huntsman Cochran, survives.

## Atco to Release Eurovision Song

NEW YORK — The Eurovision winning song "Dansevise" will be released in this country on the Atco label. The side is the same version that won the festival by guitarist Jorgan Ingmann and his wife Grethe. The tune was originally recorded on the Metronome label in Denmark. For its American release it has been re-titled "Loved You."

Metorian Music is the U. S. publisher, while Moerks Musikforlag is the publisher in Denmark. The writers of the song are Otto Francker and Volmer Sorensen. Besides their native Scandinavian version and an

## Okeh Names Carl Davis

NEW YORK — Carl Davis has been named manager, Okeh Records artists and repertoire, according to Dave Kapralik, a.&r. director for Columbia, Epic and Okeh. Davis, who will continue to produce certain Columbia disks in Chicago, will be responsible to executive producer Bob Morgan in producing or supervising production of all Okeh product. He'll also co-ordinate promotion activities for Okeh, under Sol Rabinowitz, national promotion chief for Epic.

## Panel Takes Up Overproduction

HOLLYWOOD — Problem of overproduction in the disk industry was treated in a lively panel discussion staged here last week by the local chapter of the National Academy of Recording Arts & Sciences. Chief causes of overproduction mentioned included tempting discount programs and deferred billing incentives.

Stan Kenton called for emphasis on quality rather than quantity in the record business. Distributor Al Sherman suggested that overproduction would be eliminated once manufacturers stopped their discount deals and long-term credit plans. Columbia Records' Coast Vice-President Irving Townsend pointed out that overproduction is created by large artist rosters labels must carry.

Publisher Sidney Goldstein (E. H. Morris) said overproduction would end once manufacturers paid royalties on records pressed rather than present custom of paying on records sold.

## Latest Cap Global Album on 1-for-2

HOLLYWOOD — Capitol is offering its 27th album catalog of German-Austrian LP's in its "Capitol-of-the-World" series in a one-for-two special program. This provides dealers with a free album for each two they purchase from this catalog.

Program is effective April 1 and embraces the new C-O-W April releases of "Romantic Old Heidelberg" and a Rex Gildo album.

## Godfrey Cohen Dies

NEW YORK — Godfrey Cohen, lawyer and expert on musical copyrights, died last week in this city after a long illness. He was 70. He was a member of the law firm of Gilbert & Gilbert since 1917, was an officer in many charitable organizations, bar associations and the Copyright Society of the U. S. Survivors include his wife, Betty, two daughters, Mrs. Evelyn Cooper and Mrs. Doris Rowe; a brother, sister and four grandchildren.

English disk, the team is recording the tune in Italian, German and French. The record will be distributed by EMI in England.



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b/w

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S-723

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## Reviews of Live Talent Here and There

### LEGIT

#### '1/2 Sixpence' Good Coin

By DON WEDGE

LONDON—RCA Victor looks certain to make a profit on its "substantial investment" in the new British musical "Half a Sixpence," which opened at the Cambridge Theater. It is a musical treatment of H. G. Wells' novel "Kipp," adapted from the original by Beverly Cross with music and lyrics by David Heneker.

The story of a hard-done-by salesman in a clothing store in an English seaside town at the turn of the century — who meets unexpected riches only to lose them—is the thread on which this musical securely hangs. There is little of the social commentary of Wells' original left, but this is likely to enhance its commercial prospects as conceived as a vehicle for its star, Tommy Steele.

The whole show is built around him. As the first of the British rock and rollers, Steele has long forsaken the teen-age, strictly hit parade following, and seems set to emerge as a sizable performer in the legit musical field.

Heneker's songs are often memorable, though whether any will reach the chart is debatable. Strongest contender is "Flash, Bang, Wallop," reminiscent of an old-time Harry Champion music hall song. Steele has got this sort of material into the Top 20 before.

In the longer view, however, the show will probably be remembered by such ditties as the title song and "She's Too Far Above Me."

The show seems likely for at least a year in London—probably longer. RCA Victor has, of course, an option on the Broadway cast album in the event of a New York production.

### NIGHT CLUB

#### 'Sweet Georgia Brown'

By BARRY KITTLESON

NEW YORK—In the case of Georgia Brown, who is currently doing the midnight set at the Blue Angel, seeing is not believing. There is something incredible and evasive about her very presence.

One would expect that an actress-singer might turn in an unusually dramatic reading of a song, but Miss Brown only begins there. Her rendition of the songs of Kurt Weill (especially those with lyrics by Bertolt Brecht) become, rather, a series of intense dramatic monologues (which, indeed, most of them are), and the air is charged with an electricity usually experienced only in the theater.

The "Barbara Song" and "Pirate Jenny" from "Three Penny Opera" have all the Brechtian bite and heroic hostility that a night club can take. Seconds later her flexible voice is equally humble in a rendering of "It Never Was You" which would grab any listener by his paternal instincts—or something. The act is properly lightened by a bawdy "Poor Jenny" and "Mack the Knife" (the latter in German).

What Lotte Lenya does for the German composer, Miss Brown accomplishes in an absolutely perfect translation. She's hair raising.



**ON THE WAY:** Dick and Deedee hitting high spot in their act on an Eastern Seaboard tour, which will be followed by trip to Los Angeles and then Hawaii.

### CONCERT

#### A Pro From Paris

By BARRY KITTLESON

NEW YORK — Carnegie Hall was virtually transported to the heart of Paris Saturday night (30), when a superbly dressed audience turned out to support French actor-composer-singer Charles Aznavour in his American concert debut. The sold-out house accommodated the overflow patrons by placing some 300 chairs on stage and the ovation that heralded his entrance was of fanatical proportions.

The program was 100 per cent Aznavour: his compositions, his imported musicians (a quintet under the direction of pianist Henry Birs, which seemingly read the singer's mind), and, of course, Aznavour the performer, whose indefatigable vitality belies his slim, poker-faced presence. The sum total was a thoroughly exciting professional evening which left little question as to why Aznavour is one of the top interpreters of song on the Continent today.

Aznavour, known primarily in this country as a film actor ("Tomorrow Is My Turn," "Shoot the Piano Player," etc.), drew an audience composed largely of French-speaking people, and his program, too, was quite naturally almost exclusively in French. This hardly blocked communication with the rest of his audience. A grief synopsis of the lyrical content was sufficient to get his point across. He moves with the assurance and control of a trained dancer and tells his story with dramatic conviction.

During the second half of the program, Aznavour began to sing one of his songs in English and the audience began to moan with disapproval. A few curt remarks from the stage, and the song was continued—in English.

It would take little imagination to assume that with proper exposure in this country (his spot on the Jack Paar show didn't show him off very well) Aznavour could easily charm the American public. In addition to his fine vocal work, he is very exciting visually. It would be a sad thing if Mercury didn't get Saturday's shindig down on tape.

## 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.



**LITTLE PEGGY MARCH**  
(RCA Victor)

**BIRTHDAY:** March 8, 1948. **HOME TOWN:** Philadelphia. **BACKGROUND:** Singing for her supper is no new experience for 15-year-old Peggy March. Her first taste of professional life was at the age of five, when she won a talent contest and later auditioned for the Rex Trailer TV show in Philadelphia and became a regular performer on the show. Other

dates followed with local bands in Pennsylvania and New Jersey until finally, when she was singing for her cousin's wedding, someone heard her and brought her to the attention of the brass at Victor. The result was an exclusive contract and her current single for the company has warranted its faith in her. Peggy is a freshman at Lansdale, a Philadelphia Catholic high school, where her favorite subject is science. Successful recording star or no, Little Peggy doesn't think twice about the value of completing her education. According to her, "Kids who don't finish school miss an awful lot."

**LATEST SINGLE:** In its fourth week on the Hot 100, "I Will Follow Him" jumps to No. 7 this week.

## FREEDOMLAND TALENT PURSE FREE INDEED

NEW YORK — A talent budget of \$1,200,000 has been set aside for Freedomland when that entertainment center opens its fourth season here April 13. Record talent already booked at the park includes Nat King Cole, Bobby Darin, Patti Page, Paul Anka, Tony Bennett, Xavier Cugat and Abbe Lane, Della Reese and Count Basie.

New policy at the amusement park is a \$1 admission fee, down from the higher rate of previous years which included free rides and shows. Now there will be slight additional fees for rides and attractions, but the \$1 admission includes access to the Moon Bowl shows where the artists will sing.

Other free features will include a series of band concerts, directed by Paul Lavalle, puppet shows and special exhibits.

## 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.

APRIL 8-14

(All Times Eastern Standard)

- MONDAY 8—ACADEMY AWARDS TELECAST**  
Starting at 10 p.m. (ABC-TV), the Academy Awards ceremonies will be emceed by Frank Sinatra.
- MONDAY 8—MEL TORME**  
The jazz vocalist returns to the Westinghouse tape-syndicated Steve Allen show. Latest Atlantic single is "Cast Your Fate to the Winds."
- TUESDAY 9—VIC DAMONE**  
Damone will be the guest of Garry Moore (CBS-TV, 10-11 p.m.) tonight. His latest Capitol single is "You're Just Another Pretty Face."
- TUESDAY 9—MOLLY BEE, JERRY VALE**  
Both join Steve Allen tonight. Miss Bee's first single effort for Liberty is "She's New to You." Vale currently has two albums on the Billboard charts.
- THURSDAY 11—HARRY BELAFONTE, BIRGIT NILSSON, ANDRES SEGOVIA**  
All appear on the last broadcast of the season of the Telephone Hour (NBC-TV, 10-11 p.m.). Miss Nilsson's latest opera recording is Wagner's "Siegfried" on London. Both Belafonte and Segovia are well represented by albums on RCA Victor and Decca respectively.
- FRIDAY 12—MAHALIA JACKSON**  
The gospel singer is the special Good Friday guest of Jack Paar (NBC-TV, 10-11 p.m.). Her latest Columbia LP is "Make a Joyful Noise."
- SATURDAY 13—THEODORE BIKEL, THE JOURNEYMEN, IAN AND SYLVIA, THE ROOFTOP SINGERS**  
These well-known folk artists will be featured on the second installment of Jack Linkletter's "Hootenanny" (ABC-TV, 8:30-9 p.m.).
- SUNDAY 14—JUDY GARLAND, FRANK IFFIELD, OTHERS**  
The Ed Sullivan show (CBS-TV, 8-9 p.m.) emanates from London tonight, where, in addition to Miss Garland and Frank Iffield, the guest list numbers 12 international performers.
- SUNDAY 14—DEAN MARTIN, MARTHA RAYE**  
Both are guests of Bob Hope (NBC-TV, 9-10 p.m.), whose show tonight will feature a presentation of the TV Guide Awards. "Dino Latino" is Martin's latest Reprise album.
- SUNDAY 14—BOBBY DARIN, ANDRE PREVIN**  
Dinah Shore will play hostess to Darin and Previn tonight (NBC-TV, 10-11 p.m.). Darin's latest Capitol album is "You're the Reason I'm Living," while Previn's latest Columbia release is "Sittin' on a Rainbow."
- SUNDAY 14—RISE STEVENS, FLAVIANO LABO**  
Metropolitan opera stars are featured on tonight's Voice of Firestone (ABC-TV, 10-10:30 p.m.).

## '...UNQUOTE'

**Singer Jill Corey** (talking about life as wife of ball player Don Hoak): "I sympathize with Don when he has a hitting slump. We have them in show business, too. Sometimes you do a bad show and then try too hard to make it up—and you flop. But slumps are even worse in baseball. You have a review of your act every day."

**Peggy Lee** (insisting she never really wanted to be in show business): "A writer — that is perhaps what I should have been most of all!"

**Comics Sharpe and Coyle** (asked why their new album is spelled "The Absurd Imposers"): "We didn't mean to. They spelled it that way on the album. Warner Bros. never bought a dictionary."

**Sandra Dee** (explaining her nomenclature to the newspapers about marital troubles with Bobby Darin): "Well, isn't it better to battle in public than in private?"

**Meredith Willson** (telling how he decided to make a musical, "Here's Love" out of the movie "Miracle on 34th Street"): "It's like the old Hollywood joke, the two producers trying to cast a picture and saying over and over that what they need is somebody with the Cary Grant look. Then one of them says, "Let's get Cary." Well, I was saying I wanted a story with a

## Little Eva Bows in At Paris Olympia

PARIS—Dimension Records' currently soaring recording artist, Little Eva, is appearing here at the Olympia Theater. This is the singer's first appearance in this country and simultaneous with her opening was release of her latest single, "Let's Turkey Trot," already a hit in the United States.

Following her two-week engagement at the Olympia, she will continue to tour the provinces.

kind of extra lift, like in the old "Miracle on 34th Street" movie —and, flash, I decided to do it myself."

**Bob Hope** (at an award breakfast at the NAB Chicago convention): "I'm not surprised to see Mr. Newton Minow here so early. He has to get up at 6 o'clock anyhow, to see 'Continental Classroom.'"

**Broadway wise guy:** "If Lennie Bruce does a year in jail on that obscenity rap, does his agent get a month and two weeks?"

**Record man Frank Russell** (who made some early Vince Edwards records and is suing Decca because it is keeping him from releasing them): "I've got one called 'Hole in the Head' he made long before he was a neurosurgeon on TV."

**Edie Adams** (working a Las Vegas club): "Actually, I'm here on missionary work for the Internal Revenue people."

**Teen-ager** (overheard on subway): "Think I'll skip church this week. I got the album."

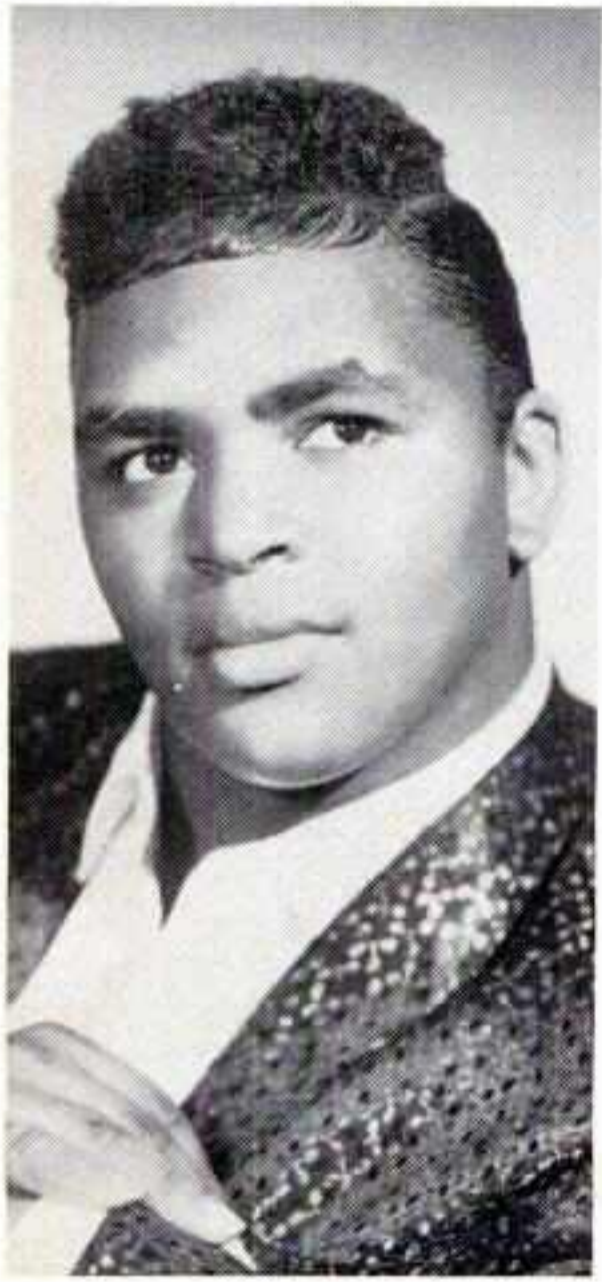


**THE TRADE IS SAYING:** "It looks as though Bob Luman picked a winner, and vice versa, judging by his first release for Hickory Records." Luman's "Interstate Forty" has already smashed its way into the c.&w. charts and is creating pop action in all sections. "Interstate Forty" could be a gold record for Bob.

(Advertisement)

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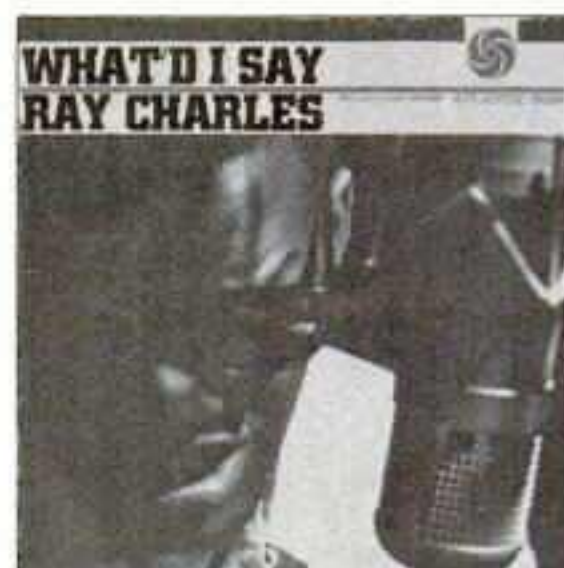


**ATLANTIC**

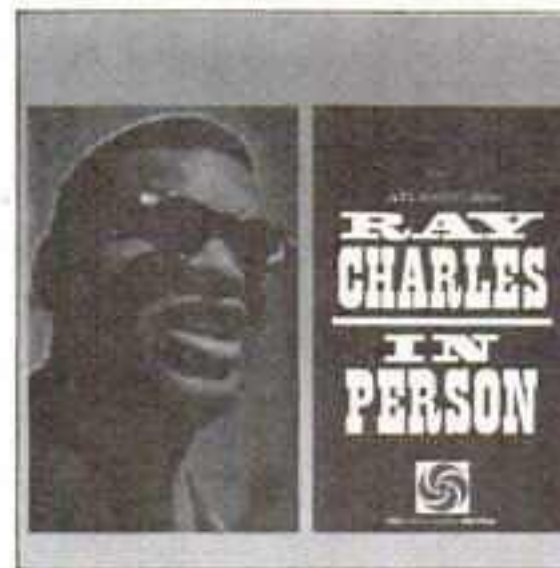
# APRIL IS \*\* RAY \*\* CHARLES MONTH on ATLANTIC



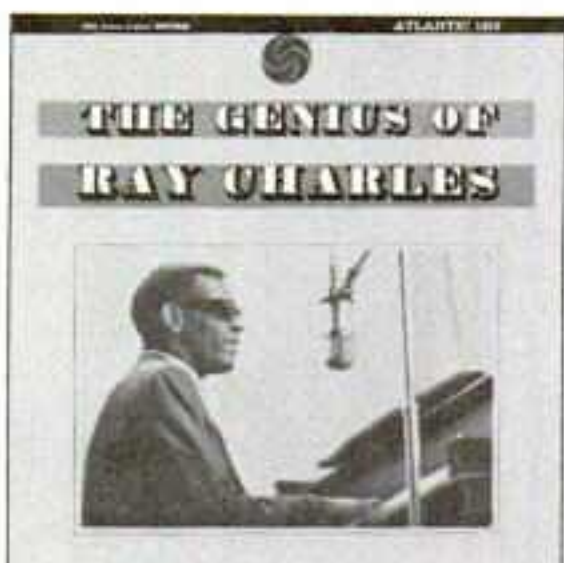
1841 Broadway, New York 23, N. Y.



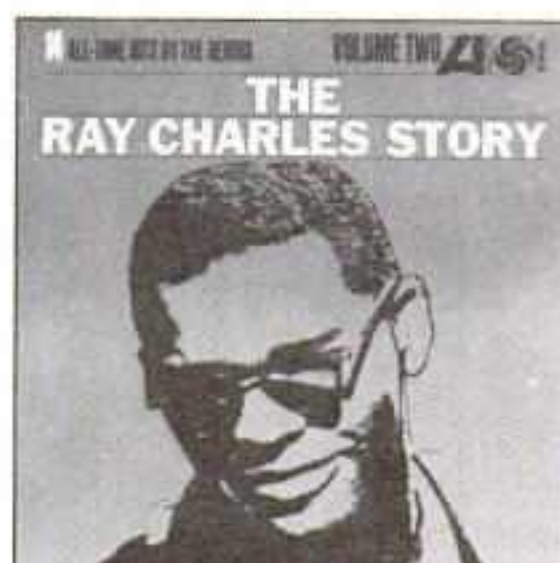
WHAT'D I SAY 8029



RAY CHARLES IN PERSON 8039



THE GENIUS OF RAY CHARLES 1312



THE RAY CHARLES STORY VOL. II 8064

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# 1 FREE ALBUM 2 with each purchased

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YES INDEED!	8025
THE GENIUS SINGS THE BLUES	8052
DO THE TWIST WITH RAY CHARLES	8054
THE RAY CHARLES STORY (VOLUME I)	8063
THE GREAT RAY CHARLES	1259
SOUL BROTHERS	1279
RAY CHARLES AT NEWPORT	1289
FATHEAD (RAY CHARLES PRESENTS)	1304
THE BLUES IN MODERN JAZZ	1337
SOUL MEETING	1360
THE GENIUS AFTER HOURS	1369
THE RAY CHARLES STORY (2-lp set)	2-900

## TALENT TOPICS

### NEW YORK

When the Met's baseball season opens at the Polo Grounds on April 9 and on opening day for the Red Sox at Fenway Park, Boston, April 16, Jerry Vale will be on hand to do the honors by singing the National Anthem. . . . RCA Victor's talented Peter Nero has set a deal with Seven Arts Films to write and perform a score for an upcoming production which will star Jane Fonda, Cliff Robertson and Rod Taylor. Their plans are to use him in a similar capacity for future productions as well. . . . When the current rage of the folk world, Joan Baez, played the Hearst Greek Theater at the University of California in Berkeley last month she earned the distinction of being the first solo artist ever to sell out in this 8,000-seat amphitheater. As fate would have it, a damper was put on the distinction when rain forced the crowd into the gymnasium. . . . Musical arranger Hershy Kay, who has provided many an important contribution to the repertoire of the New York City Ballet, has been commissioned by George Balanchine to create a tour-de-force piece for Edward Villella and Violet Verdy. The work, "Grande Tarantelle," is a piano concerto based on a work by Louis Moreau Gottschalk, an American composer of the mid-19th Century.

Irene Reid, first female vocalist to appear with Count Basie's aggregation in almost 20 years, has landed a recording contract with Verve Records. The singer has been active in the business now for nearly 10 years. . . . Burl Ives has contracted to narrate a three-hour feature film entitled "Mediterranean Holiday" which is to be presented by the Walter Reade-Sterling Theaters. . . . The noted soprano, Adele Addison, was such a success at her recital in

the Great Hall of the Moscow Conservatory last month that her second concert sold out within 30 minutes after the box office opened.

### NASHVILLE

ASCAP brass from throughout the country and Juanita Jones, ASCAP's new Nashville representative, welcomed Music City leaders to reception last week marking the opening of their new branch here.

Bobby Lord and wife Mozelle became parents of young Cabot Wesley Lord, who weighed in at almost 10 pounds. Crooner Bobby is affiliated with the Acuff-Rose Artists Corporation as an assistant to Jim McConnell.

Chet Atkins and Boots Randolph and Combo are booked for Drury College dance April 26. . . . United Artists thrush Judy Thomas to be booked now by Acuff-Rose Artist Corporation. She'll remain under personal management of Bill Lowery.

Jim and Dollie Denny along with Lucky Moeller of the Jim Denny Artist Bureau were in Houston last week for the annual Firemen's Show. Jim is looking spry after stint in hospital recently.

Mobile area in southern Alabama is getting music industry boost from labors of (Dr.) James Whiting, who aside from practicing medicine, heads up Capa Records.

Alley Records' Joe Lee infos that his Pi Kappa Alpha oriented Folksingers, a new group out of Arkansas State College, are set for promo tour. The trio made guest appearance on WSM Opry Saturday (6). Their first release is "Waterfall."

C.&w. star Red Foley told Billboard last week he has no definite plans to return here. Rumors have circulated for several weeks here to the effect that Foley would return to Nashville and emcee a network c.&w. TV show.

The Casuals will rejoin Brenda Lee for personal appearance in April, it was announced last week. They had previously backed the Decca thrush for more than four years. . . . Their latest release, "Money," is getting heavy air play in several markets.

MARK-CLARK BATES

### BOSTON

Word reaches here that former Bostonians, pianist Toshiko and her bandman husband, Charley Mariano, along with their jazz quartet, outdrew Nat King Cole by 200 persons at a concert in Tokyo. However, a big buildup for Toshiko's arrival in Japan had brought press and TV reporters swarming. The Toshiko-Mariano heir is due this summer.

Frank Fontaine's price for a one-week night club stint will in future be \$25,000. This was discovered by the Framingham Monticello when it tried to book the comic for a return engagement. An offer for \$20,000 was turned down for a 10-night stand. Fontaine will play Blinstrub's May 27, but will receive only \$12,500 since the date was set some time ago. Most popular record album in this area is Fontaine's "Songs I Sing on the Jackie Gleason Show."

And "West Side Story" is holding second place, having been among the Top 10 for 74 weeks. . . . Songstress Dolores Perry holding the spotlight at the Statler-Hilton Terrace Room for the next two weeks.

RCA Victor's Dynagroove got a fine local introduction with a promotion through Buick dealers who sold the records for \$1 to anyone coming in and registering for a drawing of \$50 in RCA records. . . . Capitol Manager Bob Taylor getting set for a big push on Franco Corelli's recordings when he arrives here

## TALENT ON TOUR

(Top Record Talent in Top Record Towns This Week)

### EAST

New Yorkers have two big openings April 10 when Ella Fitzgerald enters the Americana Hotel and Eartha Kitt settles in at the Plaza. Each is set for a month's engagement. . . . Carnegie Hall casts Nina Simone (12) and the Limelinters (13). . . . The Limelinters will be at the Mosque Theater, Newark, April 14. . . . The Ahmad Jamal trio is at the Embers this week. . . . It's up-State to Clay, N. Y., and the Three Rivers Inn for Paul Anka for the weekend (12). . . . The Tarriers bash at the Bitter End starting Wednesday (10). . . . Birdland features Dizzy Gillespie April 11-24. . . . Max Gordon's Village Vanguard is the place to find Mose Allison this week. . . . Following the Rooftop Singers into the Village Gate are the Smothers Brothers, starting the 11th. . . . Ruth Brown will headline at the Little Cotton Club, Carteret, N. J., this weekend. . . . The touring San Remo del Mondo group will be in Hartford, Conn., at Bushnell Auditorium (14).

in April with the Met Opera. . . . Al Martino promotion being set up for his new platter, "I Love You Because" to click with his engagement at Blinstrub's. . . . Jackie Washington, recently cleared in a police assault case,

### SAN FRANCISCO

Fantasy Records is issuing a new album made in Denmark by Brew Moore, who is currently appearing at the Off-Broadway in San Francisco. The Modern Jazz Quartet took time out from its current engagement at the Blackhawk to give a concert at the University of California up in Davis. . . . Irene Kral came into the Gold Nugget during the week April 7. . . . The Maynard Ferguson band visits the West Coast for its first tour next October. . . . Phyllis Diller, who

### SOUTH

Brenda Lee, just back from a European tour, opens in Miami at the Deauville April 12. . . . Big Ben E. King has one nighters set up in Columbus, Ga., April 8, and Montgomery, Ala., the next night. . . . The Beach Festival in Daytona Beach, Fla., features the Folksters for a week starting April 7. . . . Touring Count Basie will be in Virginia Beach April 13.

### MIDWEST

You can catch Della Reese at the Chateau in Cleveland starting Thursday (13). . . . The Colony Club in Omaha will feature Mike Clifford for one week (11-17). . . . The incredible Jimmy Smith will be at the Bunny Lounge in Chicago starting April 10 for five days.

### WEST

Vince Edwards (Dr. Casey) opens up with a brand-new act at the Riviera Hotel in Las Vegas on April 9 for three weeks. He will be backed by a group of singers prepared by Liberty recording artist Johnny Mann. . . . Buddy Greco will be at the Safari Club in San Jose for two weeks as of April 12.

canceled an earlier concert in San Francisco because of a conflict in dates in Reno, comes into brand-new Opera House here on June 9. . . . Louis Armstrong returns to the Bay Area with the All-Stars for a three-night stand in the Hotel Claremont, Berkeley, May 10, 11 and 12. . . . Sandy Sanders is currently entertaining at The Embers in suburban Redwood City. . . . Barbara Streisand is making her first appearance on the West Coast at the hungry i. . . . Another hot gal comic has come to town at New Fack's—Rusty Warren. . . . Fantasy's long-awaited Bola Sete album is now off the press.

GODFREY LEHMAN

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COOKE**

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SATURDAY  
NIGHT**

**LOVE WILL  
FIND A WAY**

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CRAMER**

(These Are)  
**THE YOUNG  
YEARS**



**KAAPSEDRAAI**

("cop-se-dry")  
(The South African Cape Reel)



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**BIG! MIKE CLIFFORD**

POP "ONE BOY TOO LATE"

UA 588

**BIG! GEORGE JONES & MELBA MONTGOMERY**

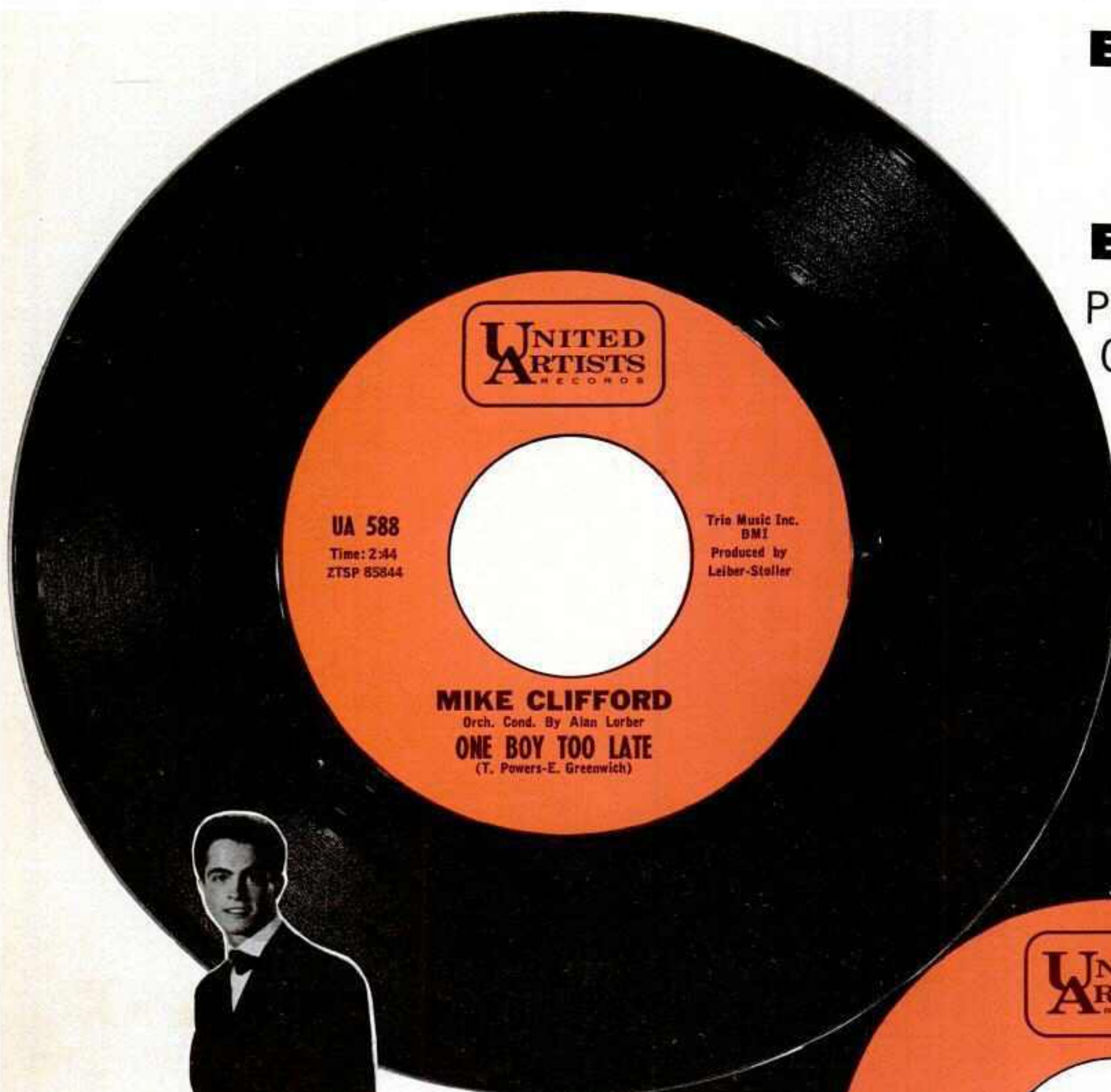
POP AND C & W "UNTIL THEN"

UA 575

**TOP TEN THE EXCITERS**

"HE'S GOT THE POWER"  
IN L.A.

UA 572



**UNITED ARTISTS RECORDS**

UA 588  
Time: 2:44  
ZTSP 85844

Trio Music Inc. BMI  
Produced by  
Leiber-Stoller

**MIKE CLIFFORD**  
Orch. Cond. By Alan Lorber  
**ONE BOY TOO LATE**  
(T. Powers-E. Greenwich)



**UNITED ARTISTS RECORDS**

UA 572  
Time: 2:20  
ZTSP 85812

Trio Music Co. BMI  
Prod. by Leiber-Stoller - Arr. &  
Cond. by Teacho Wiltshire

**THE EXCITERS**  
**HE'S GOT THE POWER**  
(E. Greenwich-Powers)



**UNITED ARTISTS RECORDS**

UA 575  
Time: 2:53  
ZTSP 85818

Glad Music BMI

**GEORGE JONES & MELBA MONTGOMERY**  
**UNTIL THEN**  
(M. Montgomery-C. Montgomery)



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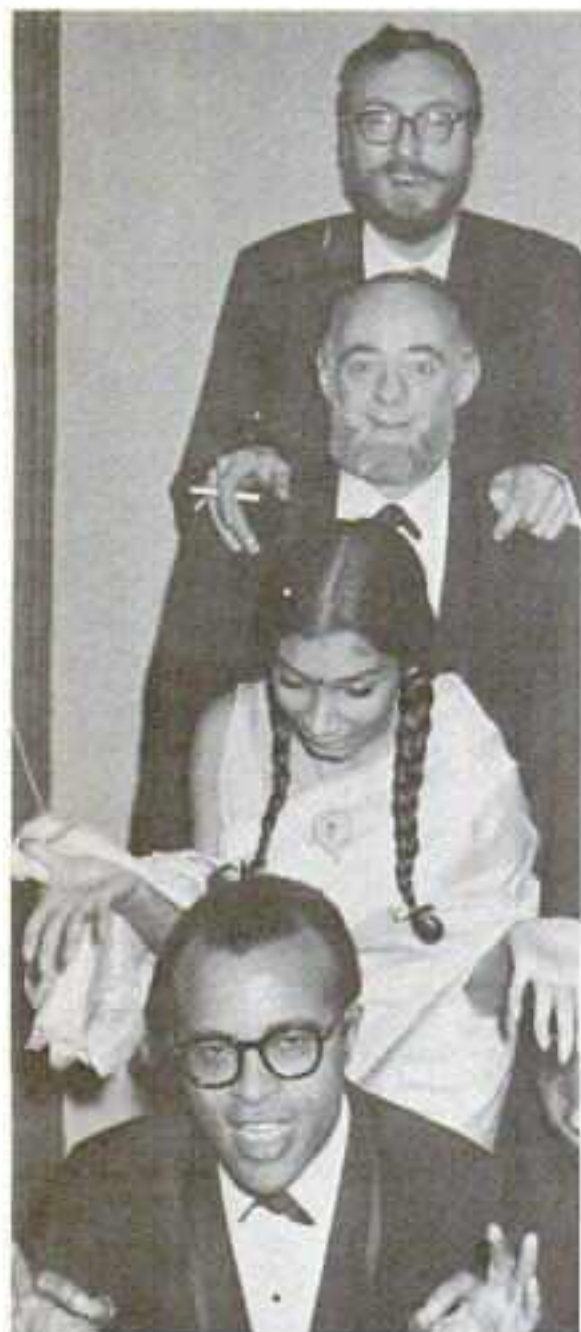
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## All for One



TOP TRIO: Club owner Doug Weston (top) poses with vocal jazz group, Lambert, Hendricks and Bavan, in Los Angeles, where trio is working.

## Looks Like a Spinning July in Newport

By BOB ROLONTZ

NEW YORK—It's still winter but already record companies are setting plans to record their jazz names at the Newport Jazz Festival in July. More companies are anxious to record at Newport this season than in years, according to George Wein, who brought Newport back to the black side of the ledger last year. To date, said Wein, RCA Victor, Columbia, ABC-Paramount, United Artists, Reprise, Capitol, Mercury and Atlantic have all evidenced a desire to make records during the festival.

"It's a recognition once again," said Wein, "that Newport is more than another festival, that it has real meaning for jazz, and an impact that is worldwide. The fact that so many firms are anxious to record is a healthy sign. It's also healthy in that the recordings help subsidize the festival."

The theme of the Newport Jazz Festival this coming summer (July 4-7), is "The Greatness of Jazz." Instead of just putting on groups, orks and combos, according to Wein, the aim of this year's festival will be to show the talents of the great names of jazz, performing with

each other, sort of an all-star festival.

"In this way," says Wein, "we will show not only the strength of jazz from an historical sense but also the meaning of jazz and the interdependence of all types and styles of jazz."

Wein is aiming for such segment of the festival to be a production. Duke Ellington, for example, expects to perform with many of the old great members of his band, like Juan Tizol and Ben Webster, and possibly Louis Bellson. Wein is preparing to have Dizzy Gillespie, Sonny Stitt and Milt Jackson perform together. With the Kenton ork Wein hopes to have Zoot Sims, Lee Konitz and Frank Rosolino.

Cannonball Adderley and Nancy Wilson will be featured together. Lee Wiley is set for the festival, backed by the Newport All-Stars with Bud Freeman. John Coltrane may per-

form with Coleman Hawkins, Clark Terry with Howard McGhee, the Maynard Ferguson ork with featured soloists, and Joe Williams with an all-star group. Pee Wee Russell and his new quartet will be there as well and there is a good possibility that Sarah Vaughan will be on the bill, performing with an all-star group.

There will be slots for new jazz talent on the afternoon matinee shows. Wein said there will only be one panel discussion this coming festival, featuring jazz jockeys and jazz recording jazz as a sincere art form.

The emcees this year, as last year, will be different each night. Willis Conover is set for one evening, and Father O'Connor for another. The other emcees will be selected shortly. Wein hopes to hold the budget this year under \$40,000, as was the case last year.

## TV Jazz Show Swings On 70-Station Net

SAN FRANCISCO — "Jazz Casual," the show produced by jazz columnist Ralph Gleason for non-commercial TV Station KQED here, is now carried on 70 stations of the National Educational network. The first series of eight programs is in current

release. The second series is now being compiled on tape, and a contract has been signed for a third series.

"Jazz Casual" lives up to its title. It was actually an outgrowth of a series of informal-type jazz shows started back in 1957 on KQED. The educational station allowed the show to run without interruptions so that the viewer-listener could enjoy it as a jazz show.

"Jazz Casual," according to Gleason and Richard Moore, director of KQED's Special Projects, has presented jazz in as natural a way as possible, and reception to the show indicates that they have been on the right track.

The musicians themselves decide the music to be performed and they do their own programming. The music director of the show each week is actually the leader of the group appearing.

Gleason usually interviews the leader of the group, delving into the type or style of jazz the combo performs, to give an assist to the viewing audience. Aside from that, the groups are strictly on their own.

The first eight shows featured the Dave Brubeck Quartet, the Modern Jazz Quartet, Sonny Rollins and his combo, the Dizzy Gillespie Quintet, the Cannonball Adderley Quintet, Carmen McRae in a special program on jazz singing, and Jimmy Witherspoon and Ben Webster in a program on earthy blues.

addition to Duke Ellington, label has releases out on the market by Count Basie, Dizzy Gillespie, Chico Hamilton, and a set by the late great Django Reinhardt. . . . A group of swinging jazzmen, by the names of Tommy Flanagan, John Neves, Joe Morello, Chris Swanson, Clark Terry and Phil Woods, back the talented Gary Burton on his second LP for Victor. . . . The First and Second Herds (circa 1944 and 1947 respectively) are featured on three LP's just issued by Columbia in a set called "The Thundering Herds," of Woody Herman. Set starts with "Apple Honey" and ends with "Four Brothers" and it's just too much.

BOB ROLONTZ

## JazzScope

The New Orleans Jazz Club has resumed its Sunday afternoon jazz concerts. On April 21, it will feature a group called the Last Straws at the Royal Orleans Hotel. On April 28, attraction will be the Original Celestin Tuxedo Jazz Band at the Hotel Roosevelt in New Orleans. . . . The United States Air Force Show, from Vance Air Force Base in Enid, Okla., called "Spotlight Vance," which recently celebrated its first anniversary over Oklahoma stations, is now on a jazz kick. Show is hosted by T. Sgt. Don Zuck, who is also a professional announcer over KGWA in Enid, where he is known as Don Howard. . . . Jazz is bustin' loose all over the Reprise label these days. In



HALF A DAY OF THE BIRD: Philadelphia WDAS jazz disk jockey, Del Shields, played 12 straight hours of Charlie Parker recordings during a special show dedicated to the artist. Doris Parker sat with the jock through the entire stint.

## Recco Moves HQ to K. C.

KANSAS CITY, Mo.—Recco Inc., leading Midwest record discount operator, has moved its central warehousing facilities here and combined its general offices, including buying, advertising, administration and warehousing into one large building, according to Mary Gilmer, head of advertising and promotion.

Recco currently operates 40 leased disk departments throughout the country. Newest addition to the line-up of outlets is in the Bellas Hess Superstore, Sioux City, Ia.

Other openings are planned for the coming months in such cities as Memphis, Mobile and New Orleans.



HERBIE MANN is a top-selling artist on Atlantic Records. The jazz flutist's latest pop chart album seller, "Do the Bossa Nova With Herbie Mann," follows the highly successful "Herbie Mann at the Village Gate" and "Right Now."

(Advertisement)

## Billboard

## Best Selling JAZZ ALBUMS

As reported to Billboard by Jazz Dealers in Major Markets.

This Month Title, Artist, Label & No.

1. JAZZ WORKSHOP REVISITED—Cannonball Adderley Sextet Riverside RM 444
2. SINATRA-BASIE—Frank Sinatra & Count Basie, Reprise R 1008
3. BACK AT THE CHICKEN SHACK—Jimmy Smith, Blue Note 4117
4. JAZZ IMPRESSIONS OF BLACK ORPHEUS—Vince Guaraldi Trio Fantasy 3337
5. JAZZ SAMBA—Stan Getz & Charlie Byrd, Verve V 8432
6. I'VE GOT A WOMAN—Jimmy McGriff, Sue LP 1012
7. DIZZY ON THE FRENCH RIVIERA—Dizzy Gillespie, Philips PHM 200-048
8. HERBIE MANN AT THE VILLAGE GATE—Atlantic 1380
9. THE JAZZ CRUSADERS AT THE LIGHTHOUSE—Pacific Jazz 57
10. SCREAMIN'—Brother Jack McDuff, Prestige 7259
11. BOSSA NOVA PELOS PASSAROS—Charlie Byrd, Riverside RM 436
12. BAD BOSSA NOVA—Gene Ammons, Prestige PR 7257
13. TAKING OFF—Herbie Hancock, Blue Note 4109
14. BOSSA NOVA U. S. A.—Dave Brubeck Quartet, Columbia CL 1998
15. BIG BAND BOSSA NOVA—Quincy Jones, Mercury MG 20751
16. THE OSCAR PETERSON TRIO BURSTING OUT WITH THE ALL STAR BIG BAND Verve V 8476
17. SOUL SUMMIT—Gene Ammons with Sonny Stitt & Jack McDuff Prestige PR 7234
18. TOKYO BLUES—Horace Silver, Blue Note 4110
19. FROM THE HEART—Hank Crawford, Atlantic 1387
20. WOODY HERMAN—1963—Philips PHM 200-065
21. BIG BAND BOSSA NOVA—Stan Getz, Verve 8494
22. BLUE GENES—The Three Sounds, Verve 8513

## BEST SELLING VOCAL JAZZ ALBUMS

1. BROADWAY-MY WAY—Nancy Wilson, Capitol T 1828
2. GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD—Everest 1208
3. BACK TO THE BLUES—Dinah Washington, Roulette R 25189
4. BLACK AND BLUE—Lou Rawls, Capitol T 1824

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**Bob Luman**

**"INTERSTATE FORTY"**

c/w "You're Welcome"

HICKORY 1201

A SMASH-HIT INSTRUMENTAL!

**Jimmy Hall** and His Orchestra

**"CATHY'S CLOWN"**

c/w "Sidewalk Cafe"

HICKORY 1209








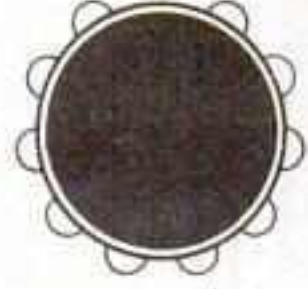











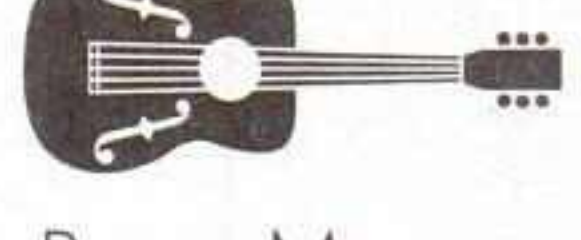


**Hickory**

RECORDS, INC.  
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HOME OF THE NASHVILLE SOUND

# MEET

	 Dolan		 Barry K.
	 Larry		 Gayle
	 Clarence		 Art
	 Randy		 Nick
	 Jackie		 Barry M.

## THE NEW CHRISTY MINSTRELS

"I had forgotten that good music is supposed to be good fun. And I got my come-uppance this week from a rollicking folk crowd called the New Christy Minstrels."

Art Seidenbaum  
Los Angeles TIMES  
March 9, 1963

"...one of folk singing's most appealing troupes..."

TIME  
March 15, 1962

**Grief-Garris Management·Beverly Hills, Calif.**

**SELL**

STEREO  
CS 8817

STEREO  
"360 SOUND"



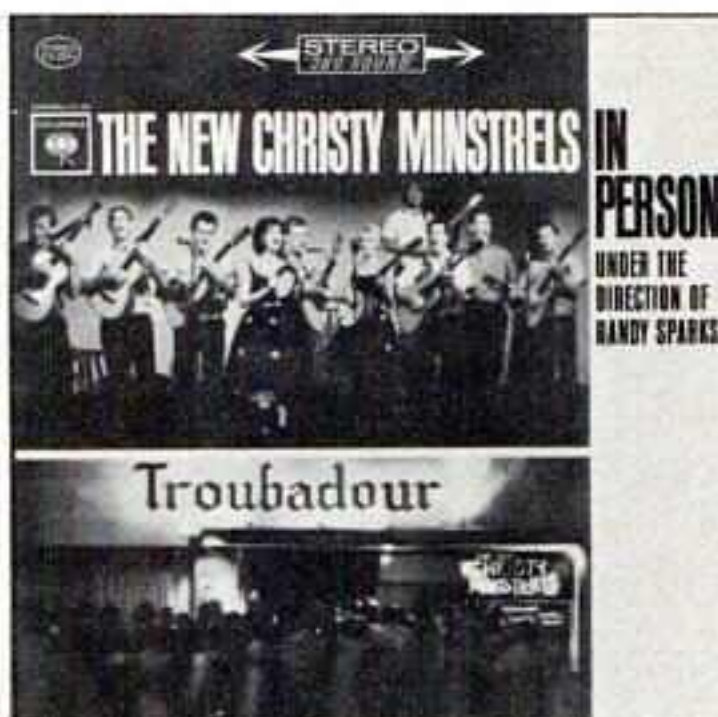
# THE NEW CHRISTY MINSTRELS Tell Under The Direction Of Randy Sparks

# TALL TALES! Legends & Nonsense



CL 2017/CS 8817\*

## THEIR NEW ALBUM



CL 1941/CS 8741\*

America's favorite new folk group at their greatest...following through with another appealing candidate for the charts, to join the company of these current New Christy Minstrel hits.



CL 1872/CS 8672\*

Recording Exclusively for Columbia Records 

\*Stereo

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# Texas Ruby Dies in Fire; Jones Hurt in Auto Crash

NASHVILLE — Ex-"Grand Ole Opry" stars last week figured in a fire which claimed the life of Ruby Fox—known as "Texas Ruby" in the industry—and in an automobile wreck which hospitalized George Jones.

A bus carrying Jones and his band dropped into a ravine near Grants Pass, Ore., last Saturday (30) injuring Jones, five members of the band, the bus driver, and the tour manager.

Jones was hospitalized for observation. The others were released after examination. Jones, voted the No. 1 country music entertainer by Billboard last year, reportedly suffered a cracked bone in his chest.

Others in the accident were Gary Adams, Gary Parker, Hal Rugg, Glenn Davis and Georgia

Rideele, band members, and James Loving, the driver, from Vidor, Tex.

Last Friday (29) Mrs. Fox, wife of champion fiddler Curley Fox, died of carbon monoxide in Nashville.

She was home alone when the fire broke out and according to firemen did not awaken in time to attempt an escape. Fox was away when the fire occurred and had just finished an appearance on WSM's "Friday Night Frolic."

Mrs. Fox and her husband worked as a team. She performed in the 1930s and 1940s on the "Opry," but had not worked with the "Opry" in several years.

She was called "Texas Ruby" for her native State. The couple



"TEXAS RUBY" FOX

recently recorded an album for Starday Records.

The accidents were the sixth and seventh identified with "Opry" people in the past four weeks.

A plane crash near Camden, Tenn., four weeks ago killed Patsy Cline, Cowboy Copas, Hawkshaw Hawkins and Randy Hughes. A few days later Jack Anglin of the "Opry" singing team of Johnny and Jack was killed in an auto accident while hurrying to prayer services for Miss Cline.

## COUNTRY MUSIC CORNER

By BILL SACHS

Roy Clark (Capitol) and his Catalinas have just concluded a stand at the Golden Nugget, Las Vegas, and are slated to return there May 2. . . . Larry Barnes, a writer with Tree Publishing, Nashville, cut his first session for RCA Victor March 21 at the RCA Studios in Music City. . . . Dottie West's first etching for RCA Victor, "More Than I Meant To" b.w. "Touch Me," made its bow last week. . . . George Hamilton IV (RCA Victor) made his first visit to Mexico recently as guest of Buck Wayne Johnston, production manager of 50,000-watt XERB, San Diego, Calif. The brief trip included a visit to XERB's new facilities near Rosarito Beach, Baja, Calif., and leisurely drive along the beautiful coast.

"The Pioneer Valley Jamboree," which has been aired Saturdays and Sundays only via WREB, Holyoke, Mass., last week moved into a daily schedule, 1-2 p.m. This marks the first time a New England station has programmed a c.&w. seg an hour a day, seven days a week. Show, produced and promoted by Lee Roberts, features the Nashville sound and bluegrass. Roberts reports that he has plans for promoting a number of live shows in the area during the spring and summer.

WREB is owned by Don Hancock, well-known radio and TV announcer.

Jim Small, president of A-B-S Records, Inc., Elizaville, N. Y., is back in action after spending most of the last 10 months in the hospital. Small has named Bud Bailey as general manager of A-B-S. Firm last week released a new one by Mickey Barnett and His Wranglers, "Just a Memory" b.w. "I'm Sorry I Cheated on You," both penned by Mickey himself. A new A-B-S religious release spots "I've Been With Jesus" and "When I Move," as done by the Missionaires Quartet of Miami.

Jack Roberts, of J. R. Attractions, Kirkland, Wash., has set Claude King for a string of one-nighters in the Puget Sound area of Washington, beginning April 11. . . . Capitol Records artist Mitch Torok planned to Austin and San Antonio, Tex., last week for promoter A. V. Bamford, following a three-day stand at the Skyliner Club, Fort Worth. This week Mitch embarks on a 10-day trek through the East and Canada for Bob Neal, Nashville agent. . . . Neal Merritt, P.D. at KOPY, Alice, Tex., continues to book country talent for the local VFW in Alice. Upcoming bookings are Billy Deaton, April 13; Tex Ritter, April 20, and Sonny Burns and Booth Kinner, May 4.

Pamper Music's promo man, Wayland (Stubby) Stubblefield, last week embarked on a jaunt through Florida to hypo the firm's latest release, including Eddy Arnold's "Yesterday's Memories," written by Hank Cochran; Burl Ives' latest, "Baby, Come Home to Me," penned by Harlan Howard; Dottie West's "Touch Me," clefted by Willie Nelson, and a blues-styled ballad by Leon McAuliff, "Night Life," also from the pen of Nelson.

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Eddie Zack and Cousin Richie (Columbia Records) have taken over programming at Station WRIB, Providence, R. I., and have made it an all-country operation. The lads say they need country records—old and new. . . . Scooter Bill Mann, still confined at Veterans' Hospital, Tucson, Ariz., has recovered sufficiently from his illness to permit him to continue spinning records for the patients there. "We spin a lot of the older records because the boys want to hear them," writes Scooter. "We miss a lot of high-riding records, as most of the companies don't send us releases because we are noncommercial. We program to all the wards, closed circuit, so we do the best we can. The boys here have asked me to thank you for printing our request for records."

Andy Day, who mans the country and gospel turntables at WJDX, Jackson, Miss., writes: "Please help me. Several months ago you carried in your column that Walter Bales, of Montgomery, Ala., was offering deejays several gospel releases on the Loyal label. I received my copy from Bales. Now I find one of the records he sent found favor with the folks in this area, but I lost Bales' address in cleaning out my old 1962 stuff. The record is 'Space Flight,' by Bill Franklin on Loyal Records, a small Alabama outfit." . . . Uncle Bob Hardy, who recently

## HOT COUNTRY SINGLES

### Billboard SPECIAL SURVEY

FOR WEEK ENDING 4/13/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	4	STILL . . . . . Bill Anderson, Decca 31458	8
2	2	END OF THE WORLD . . . . . Skeeter Davis, RCA Victor 8098	17
3	3	IS THIS ME? . . . . . Jim Reeves, RCA Victor 8127	10
4	1	DON'T LET ME CROSS OVER . . . . . Carl Butler, Columbia 42593	19
5	6	THE YELLOW BANDANA . . . . . Faron Young, Mercury 72085	7
6	9	LONESOME 7-7203 . . . . . Hawkshaw Hawkins, King 5712	5
7	7	NOT WHAT I HAD IN MIND . . . . . George Jones, United Artists 528	10
8	5	FROM A JACK TO A KING . . . . . Ned Miller, Faber 114	16
9	12	WALK ME TO THE DOOR . . . . . Ray Price, Columbia 42658	7
10	13	LEAVIN' ON YOUR MIND . . . . . Patsy Cline, Decca 31455	9
11	8	SECOND HAND ROSE . . . . . Roy Drusky, Decca 31443	17
12	11	YOU TOOK HER OFF MY HANDS . . . . . Ray Price, Columbia 42658	7
13	18	BUSTED . . . . . Johnny Cash, Columbia 42665	2
14	10	BALLAD OF JED CLAMPETT . . . . . Lester Flatt & Earl Scruggs, Columbia 42606	19
15	16	MR. HEARTACHE, MOVE ON . . . . . Coleman O'Neal, Chancellor 108	12
16	19	HELLO TROUBLE . . . . . Orville Couch, Vee Jay 470	21
17	17	SHEEPSKIN VALLEY . . . . . Claude King, Columbia 42688	4
18	24	LONELY TEARDROPS . . . . . Rose Maddox, Capitol 4905	5
19	27	COLD AND LONELY . . . . . Kitty Wells, Decca 31457	3
20	-	ACT NATURALLY . . . . . Buck Owens, Capitol 4937	1
21	20	SAWMILL . . . . . Webb Pierce, Decca 31451	6
22	14	PLEASE TALK TO MY HEART . . . . . Country Johnny Mathis, United Artists 536	6
23	25	FORGIVE ME . . . . . Beverly Buff, Bethlehem 3065	3
24	26	HEAD OVER HEELS IN LOVE WITH YOU 2 . . . . . Don Gibson, RCA Victor 8144	2
25	-	WAY IT FEELS TO DIE . . . . . Vernon Stewart, Vee Jay 488	6
26	-	VOLUNTEER . . . . . Autry Inman, Sims 131	1
27	22	CIGARETTES AND COFFEE BLUES . . . . . Marty Robbins, Columbia 42701	4
28	21	IF I COULD COME BACK . . . . . Webb Pierce, Decca 31451	2
29	23	MY FATHER'S VOICE . . . . . Judy Lynn, United Artists 571	2
30	-	TAKE A LETTER MISS GRAY . . . . . Justin Tubb, Groove 0017	1

took over the management of KAKA Radio, Wickenburg, Ariz., reports that the station now boasts a balanced music schedule of all types of music, which includes approximately 50 hours of country and western music a week. Uncle Bob says he's in need of c.&w. disks to keep his programming in that channel up to par.

KCUL, the 50,000-watt country music outlet in the Fort Worth-Dallas sector, now has

Lawton Williams, Bill Mack, Horace Logan, Bill Reynolds, Morgan Choates and Jerry Parks manning the station's turntables. In addition to his duties as station P.D. and deejay, Mack is taping shows for other stations in the Southwest. KCUL now occupies new studios in the Seminary South Shopping Center in Fort Worth. Mack and Williams also do shows from the KCUL Dallas studios and appear regularly on "Big D Jamboree" there.

### "SHERRY'S LIPS"

b/w

### "MISS BROWN"

©3583 Phillips International

## David Houston

Sun Records

639 Madison Memphis, Tenn.



HIS FIRST RELEASE ON HICKORY!

## Bob Luman

# "INTERSTATE FORTY"

c/w "You're Welcome"

HICKORY 1201

HICKORY RECORDS, INC., 2510 Franklin Road, Nashville 4, Tennessee—HOME OF THE NASHVILLE SOUND

A SMASH-HIT INSTRUMENTAL!

## Jimmy Hall and His Orchestra

# "CATHY'S CLOWN"

c/w "Sidewalk Cafe"

HICKORY 1209

NEVER BEFORE RELEASED . . . A BRAND NEW HIT!

by **PATSY CLINE**

**SWEET DREAMS**

(OF YOU)

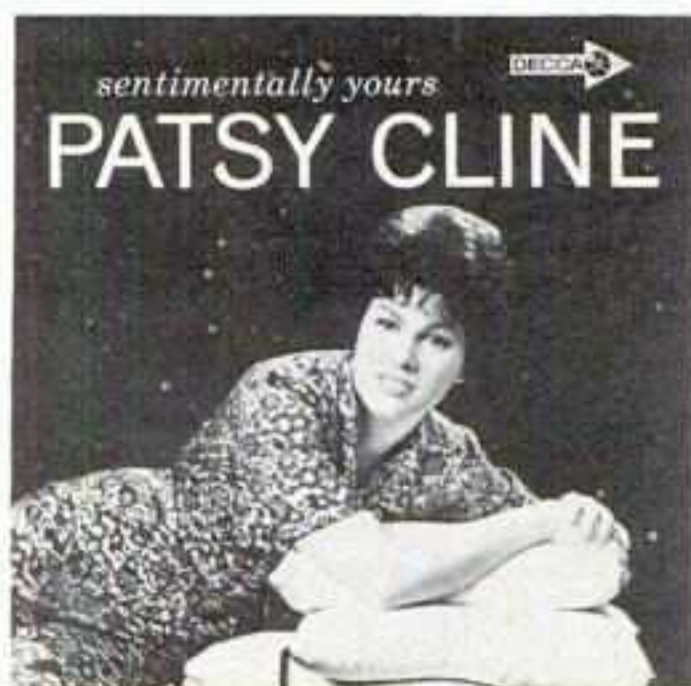
c/w

**BACK IN BABY'S ARMS**

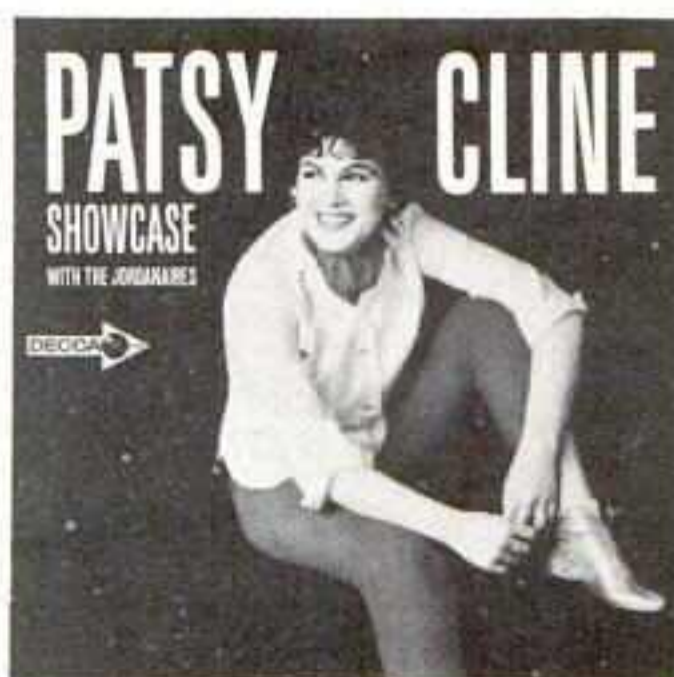
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DL 74282 (Stereo)



PATSY CLINE SHOWCASE DL 4202 (Mono)  
DL 74202 (Stereo)



PATSY CLINE DL 8611

on **DECCA**  **naturally!**

RHYTHM & BLUES

# New Chess R.&B. 'Baby' Shows Face in Chicago

CHICAGO—Leonard Chess took the wraps off his new baby last week—an all-Negro, 24-hour-per-day r.&b. station broadcasting in AM and FM in Chicago.

And as is fitting for a new arrival, the station is complete with new call letters, new staff and a new musical format.

Frank Ward, station manager, said the music would consist of a "pop-r.&b. sound." Ward described it as a "more pronounced r.&b. sound" than is used at WLS and WYNR, two of the city's top format stations.

Ward has enrolled some of the top r.&b. disk jockey names in the city, including such figures as Al Benson, Rodney Jones, Ric Riccardo and Herb Kent.

Call letters on the AM outlet have been changed from WHFC to WVON. It transmits 1,000 watts at 1450 kc. The FM outlet call letters have been changed from WEHS-FM to WHFC-FM, putting out 77,000 watts (third largest FM outlet in the city) at 97.9 mg.

Ward said the station would be beamed at the Chicago metropolitan area's Negro population. All the station's deejays are Negro, though the news staff, under former WYNR newsman Mike McClellan, is mixed.

Chess' plans for the station have been one of the most talked-about subjects in the

trade since he took over the outlet last February.

The announcement was sprung last Monday (1) morning with appropriate ballyhoo.

Ward said the AM and FM outlets would continue to broadcast simultaneously to help establish the station's new image. Although Ward had no comment, however, speculation is that Chess would consider changing the FM station to an all-jazz format at a later date.

Rodney Jones, with WYNR until last November, has been named program director of WVON and will do a mid-afternoon deejay show.

Other jockeys include: Franklyn McCarthy, Wesley South, Purvis Span and Rev. Bud Riley.

Jones, Riccardo, McCarthy and Benson had all been with WYNR's predecessor, WGES, leaving when the McLendon Corporation took over and changed format last fall.

Kent is the only WHFC hold-over. South is with the Negro publication, The Courier; Span had been with WOPA and Riley with WTAQ.

Ward, at 32, has more than 16 years in the radio business. His previous affiliations include: WINZ, Miami, operations director; WFUN, Miami, program director; WQXI, Atlanta, program director, and deejay stints at WSAI, Cincinnati, and WKEW, Buffalo.

## R & B ROUNDUP

By NICK BIRO (Chicago)

**BIT OF NOSTALGIA:** After 18 years in radio—14 with all r.&b. stations—Jack Gibson decided to hang up his microphone and open a record shop, The Record Room, in his home town of Cincinnati. Jack was one of the original men with WERD, Atlanta, first Negro-owned-and-operated station in the country, starting in 1949. He's also been a mentor for some of the top r.&b. deejay names in radio today. Gibson went under the heading of **Jockey Jack**. . . Eddie Thomas writes to tell us that ABC-Paramount has named Mel Couzart new promotion man for the Midwest, second Negro promotion man put on by the label. He'll handle the St. Louis-Kansas City area. Thomas is going strong on **Ray Charles'** new single from his Country and Western Vol. II album, "Take These Chains From My Heart."

With the warm weather come the h o p s. Jimmy Bishop, KXLW, St. Louis, is having one April 19. He's expecting a flock of hot talent, including the **Blend Tones**, an Iowa group; the **Blue Bells** and the **Dutones**. Incidentally, Jimmy just added a half hour to his evening slot. He's on from 7 to 8:30 in the morning and from 3 to 6:30 at night. Bishop picks for the week include: "Hello Stranger," **Barbara Lewis**, Atlantic; "I Know Better," **Flamingos**, End, and "The Big Chance," **Anna King**, Ludix. . . **James (Blabber Mouth) Davis** hit Houston with a bang last week to promote his new single, "I'm Gonna Tell It on You." Highlight of his tour was a performance with **Dick (DJ the Deejay) Jones**, KNUZ, before a capacity house at

Galena Park High School, Houston.

Duke Records is putting the big push behind a pair of hot new releases: "If You Don't Love Me," **Junior Parker** and "She Will Love" with **Buddy Ace**. Houston's KNUZ has already given both the nod. . . **Bill Summers**, WLOU, Louisville, did what he describes as "a gas of an interview with our pride and joy, **Cassius Clay**, in which he stated he hasn't decided for sure whether he will record or not." (Cassius on records?) Summers also was joined by **Tobe Howard**, WLOU chief announcer, for an all-day remote from Louisville's new Roller Dome. Summers' picks for the week are: "I'll Get By," **Tami Jackson**, Hit, and "Whamsner," **Billie Smith** on Rae Cox Records. . . **Jerry (The Voice) Tucker** has taken over the morning show at WLOU.

Things must be swinging in Pittsburgh for WAMO's **Sir Walter Raleigh**. He's putting the finishing touches on a new \$40,000 house. And get this—Walter is hurrying to finish before leaving on a Hawaiian vacation August 10. WAMO and Sir Walter are promoting the tour personally—Northwest Orient Airlines has dubbed it a "Radio WAMO tour to Hawaii with Sir Walter" for \$749. (Some guys have it rough.) Walter will be back though for the big National Association of Radio Announcers' convention in Hollywood, August 23. "Making noise" in Pittsburgh for Sir Walter: "The Love of My Man," **Theola Kilgore**, Serock; "That's What Heartaches Are Made," **Baby Washington**, Sue; "There's No End," **Ed Townsend**, Liberty; "The Bounce," **Olympics**, Tri-Disc, and "If You Need Me," **Solomon Burke**, Atlantic.

## HOT R&B SINGLES

### SPECIAL SURVEY

FOR WEEK ENDING 4/13/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	HE'S SO FINE . . . . . Chiffons, Laurie 3152	7
2	2	OUR DAY WILL COME . . . . . Ruby & the Romantics, Kapp 501	7
3	3	BABY WORKOUT . . . . . Jackie Wilson, Brunswick 55239	4
4	4	END OF THE WORLD . . . . . Skeeter Davis, RCA Victor 8098	5
5	8	SOUTH STREET . . . . . Orleans, Cameo 243	7
6	9	LAUGHING BOY . . . . . Mary Wells, Motown 1039	7
7	6	WALK LIKE A MAN . . . . . 4 Seasons, Vee Jay 485	10
8	5	RUBY BABY . . . . . Dion, Columbia 42662	10
9	10	YOU'RE THE REASON I'M LIVING . . . . . Bobby Darin, Capitol 4897	10
10	7	RHYTHM OF THE RAIN . . . . . Cascades, Valiant 6026	8
11	22	DON'T SAY NOTHIN' BAD ABOUT MY BABY . . . . . Cookies, Dimension 1008	3
12	23	I GOT WHAT I WANTED . . . . . Brook Benton, Mercury 72099	3
13	11	DON'T SET ME FREE . . . . . Ray Charles, ABC-Paramount 10405	6
14	17	CALL ON ME . . . . . Bobby Bland, Duke 360	11
15	28	DO THE BIRD . . . . . Dee Dee Sharp, Cameo 244	3
16	18	LET'S LIMBO SOME MORE . . . . . Chubby Checker, Parkway 862	4
17	12	HOW CAN I FORGET . . . . . Jimmy Holiday, Everest 2022	5
18	16	BLAME IT ON THE BOSSA NOVA . . . . . Eydie Gorme, Columbia 42661	3
19	20	IN DREAMS . . . . . Roy Orbison, Monument 806	3
20	30	OUR WINTER LOVE . . . . . Bill Pursell, Columbia 42619	2
21	-	PIPELINE . . . . . Chantays, Dot 16440	1
22	19	SEND ME SOME LOVIN' . . . . . Sam Cooke, RCA Victor 8129	10
23	27	LET'S TURKEY TROT . . . . . Little Eva, Dimension 1006	8
24	-	FOOLISH LITTLE GIRL . . . . . Shirelles, Scepter 1248	1
25	24	HELP ME . . . . . Sonny Boy Williamson, Checker 1036	2
26	25	WATERMELLON MAN . . . . . Mongo Santamaria, Battle 45909	3
27	26	I WILL FOLLOW HIM . . . . . Little Peggy March, RCA Victor 8139	2
28	13	TELL HIM I'M NOT HOME . . . . . Chuck Jackson, Wand 132	8
29	15	MAMA DIDN'T LIE . . . . . Jan Bradley, Chess 1845	11
30	21	ONE BROKEN HEART FOR SALE . . . . . Elvis Presley, RCA Victor 8134	4

SPRING IS HERE AND SO IS . . .

**JUNIOR PARKER**  
WITH  
IF YOU DON'T LOVE ME  
DUKE 364

**BUDDY ACE**  
WITH  
SHE WILL LOVE  
DUKE 361

SMASH! SMASH! SMASH!

**JOE HINTON**  
YOU KNOW IT AIN'T RIGHT  
BACKBEAT 537

THE PHENOMENAL

**JAMES DAVIS**  
I'M GONNA TELL IT ON YOU  
DUKE 359

IT'S JUST SO GREAT!

WHY NOT GIVE ME A CHANCE

**JACKIE VERDELL**  
PEACOCK 1921

HERE ARE THE WORLD'S GREATEST SPIRITUALS . . .

TURN YOUR RADIO ON  
B/W

LAST MILE OF THE WAY

**REV. JULIUS CHEEKS**  
PEACOCK 1875

WELL! WELL! WELL!  
B/W

HE WILL FIGHT YOUR BATTLES

**BERTHA ROBINSON**  
PEACOCK 1863

PRAYER WHEEL  
B/W

DON'T STOP PRAYING

**CHICAGO**  
GOSPEL CAVALIERS  
PEACOCK 1874

WHY DO MEN TREAT THE LORD LIKE THEY DO!  
B/W

THE LAST MILE

**GOSPEL**  
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### MARTHA & THE VANDELLAS

"COME AND GET THESE MEMORIES"

Gordy #7014

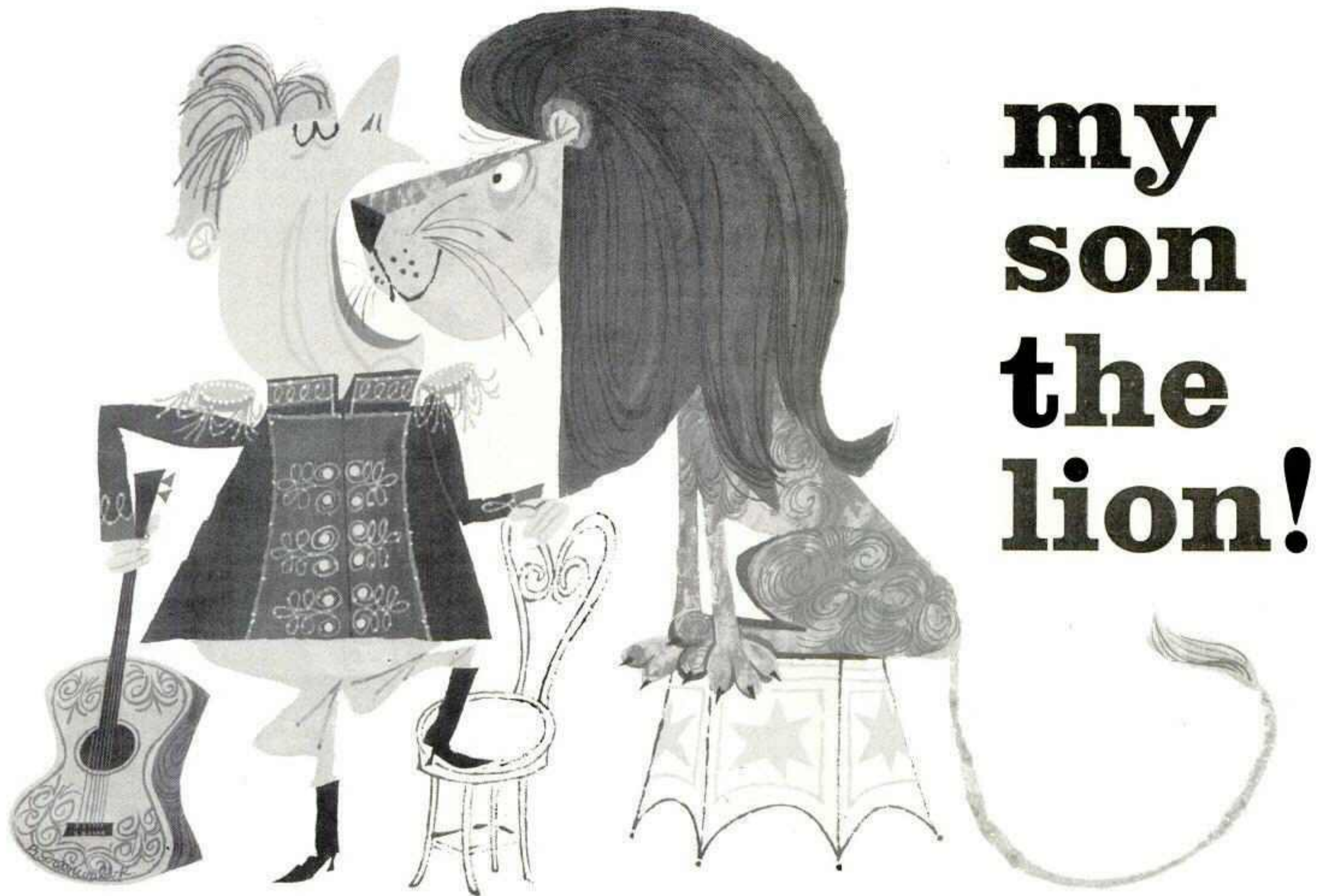
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Say You Saw It in Billboard



TENNIS STAR ALTHEA GIBSON huddles with WAAF's Marty Faye on a new Tip-Top Talent Contest being conducted by the station. More than 360 contestants are expected to hit the WAAF airwaves this month. The station is looking for singers, musicians in singles or combos and comedians or other radio talent.



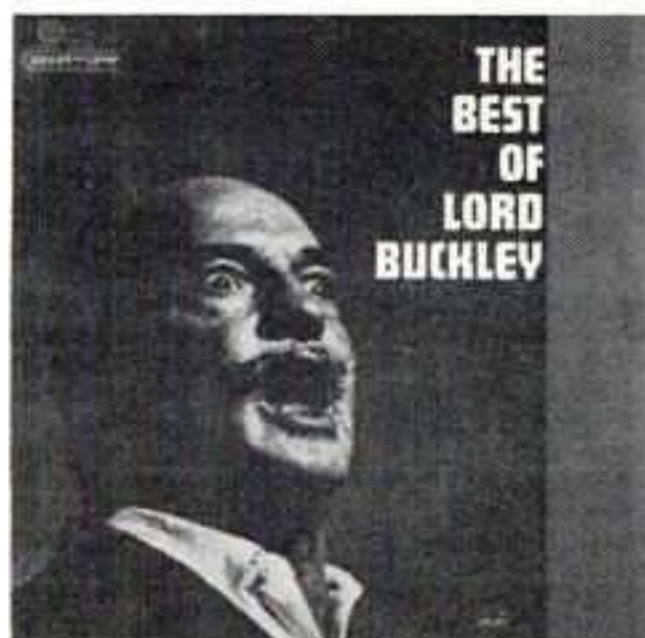


## ELEKTRA RECORDS PROUDLY PRESENTS ITS **NEW** AFFILIATE LABEL

CRESTVIEW is one hell of a name for a lion or a new label but actually we had another name all picked out and registered and then some other cat started using it and we could've sued but didn't because we're in the record business not the suing business and besides they were nice people and so we were stuck for a fresh name and we thought and argued, hemmed and hawed and decided to tag the new offspring after our west coast office's telephone exchange and if we ever start a third label we promise not to name it something silly like Yukon or Worth, Trafalgar or Riverside, but the purpose of all this is to say "Hello" and to tell you that Crestview releases will have the same high standards of quality as Elektra, and to please let us into your store and besides our distributors can use the business.



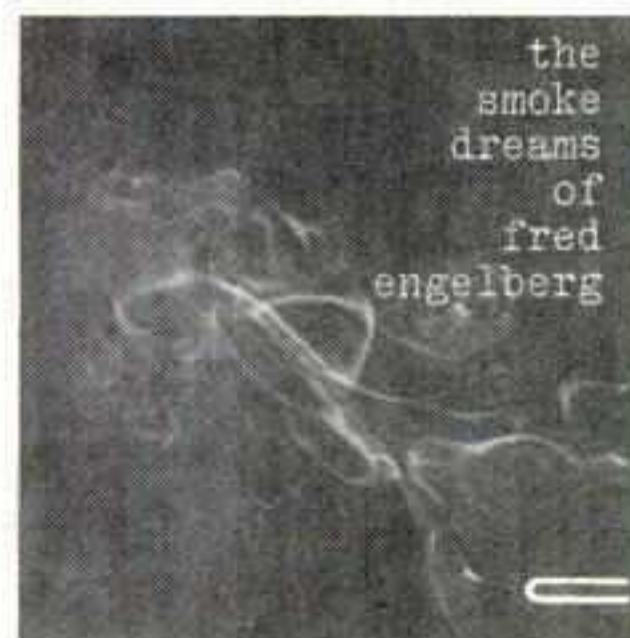
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**CRV-801 THE BEST OF LORD BUCKLEY**  
Lord of hip humor, the man who started it all.



**•CRV-802 ZACHERLE'S MONSTER GALLERY**  
40 hilarious minutes with the master monster.



**CRV-803 THE SMOKE DREAMS OF FRED ENGELBERG**  
Folk and fantasy by a really important new talent.



**•CRV-805 DRUM FEVER**  
The pulsating rhythms of Africa in an album bursting with energy.

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CRESTVIEW RECORDS ARE PRODUCED BY THE ELEKTRA CORPORATION

STAR PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

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

HOT 100—A TO Z—(Publisher-Licensee)

Index table listing song titles and their corresponding chart positions for the 'HOT 100—A TO Z' section.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including titles, artists, and labels.



# the nation's best selling records

## SMASH HIT SINGLES!

- #16440 **Pipeline** . . . . . **Chantays**
- #16453 **Hot Pastrami** . . . . . **The Dartells**
- #16457 **Gravy Waltz / Preacherman** . . . . . **Steve Allen**

## NEW RELEASES

- #16467 **(I Don't Know Why) I Just Do / Load 'Em Up** (AN' KEEP ON STEPPIN') . . . . . **Jimmie Rodgers**
- #16466 **The Town Sleeps Through It / Your Old Love Letters** . . . . . **Chase Webster**
- #16465 **A Home In The Meadow / My Six Loves** . . . . . **Debbie Reynolds**
- #16464 **Count On Me / Then, Only Then** . . . . . **Julie Grant**
- #16463 **Crocagator / Aladdin's Love** . . . . . **The Four Nuggets**
- #16459 **How Many Times (Do You Have To Break My Heart) / Somebody Else's Girl** . . . . . **Adam Charles**
- #16460 **I'll Take Care Of Your Cares / Shadrack** . . . . . **Jack Ross**
- #16458 **Stripper's Sugar Blues / You Made Me Love You** (I DIDN'T WANT TO DO IT) . . . . . **Seymour**

## BEST SELLING SINGLES

- #16456 **Granny's Pad / Blues Bouquet** . . . . . **The Viceroy's**
- #16454 **I Wonder Where You Are Tonight / Dream Girl** . . . . . **Arthur Alexander**
- #16461 **Diamond Head** from the Columbia picture "Diamond Head" / **How The West Was Won** from the Metro-Goldwyn-Mayer and Cinerama Presentation "How the West Was Won" . . . . . **George Cates**
- #16448 **Heartaches / Happy Melody** . . . . . **The String-A-Longs**
- #16436 **Release Me / My Smoky Mountain Home** . . . . . **Billy Vaughn**
- #16452 **Blue (THE ORIGINAL!)** . . . . . **Bill Lindsey**
- #16439 **Meditation / Days Of Wine And Roses** . . . . . **Pat Boone**
- #16451 **The End Of The World / Big City** . . . . . **The Mills Bros.**
- #16455 **Sorry (For The Way I Treated You) / Boss Strikes Back** . . . . . **The Rumlbers**

## TWENTY SMASH HIT ALBUMS ON DOT

25501	3510	1963'S EARLY HITS Lawrence Welk
25504	3504	DAYS OF WINE & ROSES Pat Boone
	3472	FUNNY FONE CALLS Steve Allen
25497	3497	1962'S GREATEST HITS Billy Vaughn
25496	3496	FOLK CONCERT Jimmie Rodgers
25481	3481	FAVORITES The Lennon Sisters
25480	3480	BOSSA NOVA JAZZ Steve Allen
25499	3499	WALTZ TIME Lawrence Welk
25458	3458	A SWINGIN' SAFARI Billy Vaughn
25457	3457	BABY ELEPHANT WALK Lawrence Welk

25455	3455	GOLDEN HITS Pat Boone
25450	3450	GREATEST ORGAN HITS Jerry Burke
25412	3412	MOON RIVER Lawrence Welk
25359	3359	CALCUTTA Lawrence Welk
25249	3249	RAGTIME PIANO GAL Jo Ann Castle
25165	3165	BLUE HAWAII Billy Vaughn
25515	3515	GRAVY WALTZ and 11 current hits Steve Allen
25508	3508	THE END OF THE WORLD and other great hits The Mills Bros.
25452	3452	GREAT GOLDEN HITS The Andrews Sisters
25475	3475	I LOVE YOU TRULY Pat & Shirley Boone



HOT STOCK TIP...

# BUY BUY 'BIRDIE'

LOC-1081



COLUMBIA PICTURES  
PRESENTS  
A KOHLMAR-SIDNEY PRODUCTION



STARRING  
JANET LEIGH    DICK VAN DYKE    ANN-MARGRET    MAUREEN STAPLETON    BOBBY RYDELL    WITH JESSE PEARSON  
AS BIRDIE

AND ED SULLIVAN AS HIMSELF    IN COLOR  
SCREENPLAY BY IRVING BRECHER / BASED UPON THE MUSICAL PLAY / BOOK BY MICHAEL STEWART / MUSIC BY CHARLES STROUSE / LYRICS BY LEE ADAMS / CHOREOGRAPHER ONNA WHITE  
PRODUCED ON BROADWAY BY EDWARD PADULA / IN ASSOCIATION WITH L. SLADE BROWN / MUSIC SUPERVISED & CONDUCTED BY JOHNNY GREEN / PRODUCED BY FRED KOHLMAR / DIRECTED BY GEORGE SIDNEY

And by the by, don't forget to cash-in on Ann Margret's new high-flying single 'Bye Bye Birdie' w/ 'Take All The Kisses.' # 8168

**RCA VICTOR**  
The most trusted name in sound

# ALBUM REVIEWS

## Billboard



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

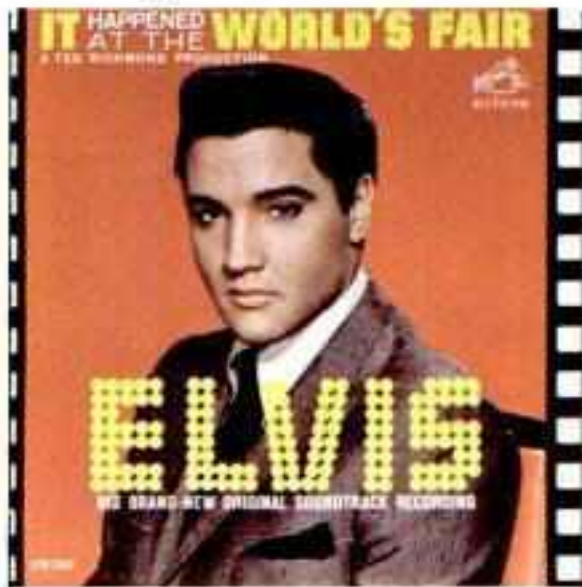


### POP SPOTLIGHT

#### IT HAPPENED AT THE WORLD'S FAIR

Elvis Presley. RCA Victor LPM 2697 (M); LSP 2697 (S)

Elvis' sound tracks, "GI Blues" and "Blue Hawaii," for example, have been blockbusters, and this track of his latest film effort should follow right along in that familiar groove. The track features such numbers as "They Remind Me Too Much of You," "A World of Our Own" and his latest smash single, "One Broken Heart for Sale."



### POP SPOTLIGHT

#### DAYS OF WINE AND ROSES

Andy Williams. Columbia CL 2015 (M); CS 8815 (S)

This should be another hot LP for the strong selling singer. In addition to his current hit, "Can't Get Used to Losing You," it contains some of his most requested TV tunes, including "My Coloring Book," "What Kind of Fool Am I" and "You Are My Sunshine," in addition to the title tune.



### POP SPOTLIGHT

#### MAKIN' A JOYFUL NOISE

The Limelinters. RCA Victor LPM 2588 (M); LSP 2588 (S)

The Limelinters have steadily increased their fandom with their collection of albums both in folk and recently in the kiddie folk field. Here is yet another side of the act, the gospel and sacred song. And they're mighty effective with such traditionalists as "Just a Closer Walk," "Amazing Grace," "Lily of the Valley" and "Down by the Riverside." A strong offering with big potential.

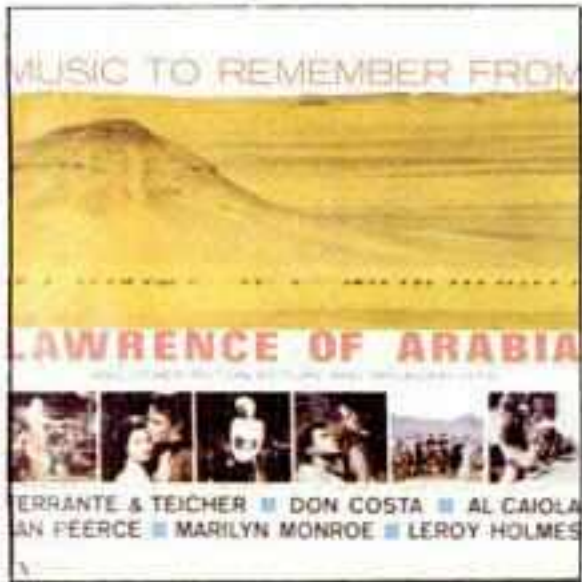


### POP SPOTLIGHT

#### OLEI BOSSA NOVA

Laurindo Almeida & the Bossa Nova All Stars. Capitol T 1872 (M); ST 1872 (S)

With the bossa nova still white hot, this new album by Laurindo Almeida and top West Coast jazzmen should flip bossa fans. It spots Almeida, Shelly Manne, Jimmy Rowles, Max Bennett, Milt Holland and other top cats playing "Fly Me to the Moon," "Recado," "Walk Right In," "Little Boat," and other pop items, with a bossa flare that is very exciting.



**POP SPOTLIGHT**  
**MUSIC TO REMEMBER FROM LAWRENCE OF ARABIA**  
Various Artists. United Artists UAL 3278 (M); UAS 6278 (S)

A first-class collection of film music, performed by leading artists. Ferrante and Teicher are heard on the theme from "Lawrence of Arabia." Al Caiola on "Magnificent Seven" and "Diamond Head," Jan Peerce in "Maria" and "What Kind of Fool Am I," Marilyn Monroe in "I Wanna Be Loved by You" and Shirley Bassey doing "As Long as He Needs Me," among others.



**POP SPOTLIGHT**  
**BABY WORKOUT**  
Jackie Wilson. Brunswick BL 54110 (M); BL 754110 (S)

Jackie Wilson, after a relatively cool spell in terms of hits, has bounced right back on the charts with his current wild shouter, "Baby Workout." That, of course, is here as the feature item, along with numerous other pounding, shouted rockers, like "Yeah Yeah Yeah," "Love Train" ("So Many) Cute Little Girls" and a flock of others. There's a big, big sound here and the album should step right out.



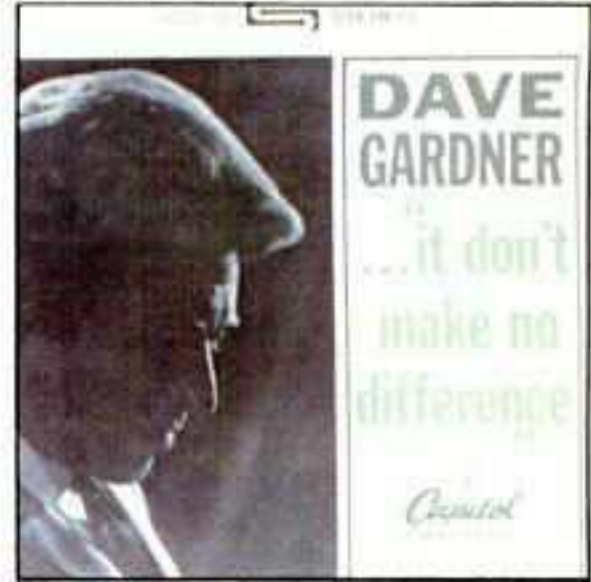
**POP SPOTLIGHT**  
**THE GREATEST HITS OF THE GOLDEN GROUPS**  
Bobby Vinton. Epic LN 24049 (M); BN 26049 (S)

Bobby Vinton takes the rock and roll hits of the vocal groups here and turns them into freshly minted items via his smart interpretations. They include his current "Over the Mountain," plus "Silhouettes," "I'll Remember," "Only You," "Earth Angel" and "Tear Drops."



**POP SPOTLIGHT**  
**WATERMELON MAN!**  
Mongo Santamaria. Battle 6120 (M); BS 96120 (S)

Mongo Santamaria's "Watermelon Man" hit brought him into the pop field, and this new album should help continue his pop career. It contains many tunes on the order of "Watermelon Man," with the same exciting sounds and driving drum work. There are lots of hot tracks on this disk, including Santamaria's hit, plus "Funny Money," "Yeh-Yeh," "The Peanut Vender," and "Suavito."



**POP SPOTLIGHT**  
**IT DON'T MAKE NO DIFFERENCE**  
Dave Gardner. Capitol ST 1867 (S); T 1867 (M)

Dave Gardner's first LP on Capitol should have the same success as his LP's have had on Victor. It's the same Southern-styled comic, with his clever type of routines and his hip sense of timing. Certain to appeal to his usual audience, and perhaps even to many who are not yet acquainted with this young comic. Set was waxed live on Gardner's concert and night club dates.

**POP SPOTLIGHT**  
**JOHNNY'S NEWEST HITS**  
Johnny Mathis. Columbia CL 2016 (M); CS 8816 (S)

These are Johnny Mathis' latest hits, the ones that brought him back to the singles chart. They include "What Will My Mary Say," "Gina" and many of his other singles like "Sweet Thursday," "Wasn't the Summer Short" and "Marianna." Good wax for the Mathis fans.



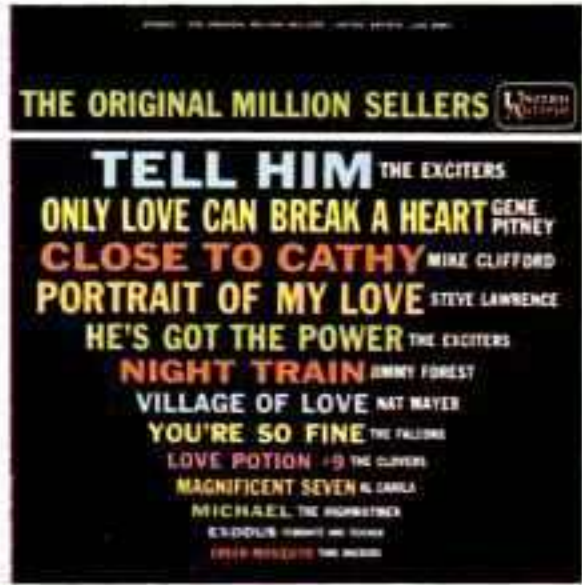
**POP SPOTLIGHT**  
**JOHNNY CRAWFORD—HIS GREATEST HITS**  
Del-Fi DFLP 1229 (M); DFST 1229 (S)

Johnny Crawford has become a solid disk hitmaker with things like "Cindy's Birthday" and "Your Nose Is Gonna Grow," both of which are here. Other items, released before his really big hits, are also included, tunes like "Daydreams," "Patti Ann" and "Donna," all of which can take on new importance. Fans should dig the set.



**POP SPOTLIGHT**  
**THE ORIGINAL MILLION SELLERS**  
Various Artists. United Artists UAS 6260 (S); UAL 3260 (M)

Although not all of these sides were million sellers, they were all hot and the teen set should enjoy this collection. Sides feature the Exciters on "Tell Him," Gene Pitney's "Only Love Can Break a Heart," Steve Lawrence's "Portrait of My Love," "Night Train" by Jimmy Forest, "You're So Fine" by the Falcons, and "Michael" by the Highwaymen.



**POP SPOTLIGHT**  
**WHERE DID EVERYONE GO?**  
Nat King Cole. Capitol SW 1859 (S); W 1859 (M)

Nat Cole's year just past has been one of his hottest, diskwise, in his long career, with both single and album hits in various moods and tempos. Here he is in a superb collection of ballad tunes, many of them in a lonesome, blue mood, with standout backing provided by Gordon Jenkins. Included is the title tune, plus "When the World Was Young," "Spring is Here," etc. Great mood wax for buyers and spinners.



**POP SPOTLIGHT**  
**LUIZ BONFA PLAYS AND SINGS BOSSA NOVA**  
Verve V 8522

A pioneer and leader of the bossa nova movement, Luiz Bonfa is presented in a group of vocals on one side of this LP, and a set of instrumentals on the other. Composer of the score of "Black Orpheus," Bonfa does the theme from that film. He shows a vocal quality similar to that of Joao Gilberto, and an extraordinary guitar style. Bossa nova fans will not regard their collections complete without Bonfa's work.



**POP SPOTLIGHT**  
**BYE BYE BIRDIE**  
Bobby Rydell. Cameo C-1043 (M); SC-1043 (S)

Young Rydell, star of the film version of "Bye Bye Birdie," has recorded here 11 tunes from the show, in a set with arrangements by Jack Pleis. The young chanter gives them all his own rousing touch. Fans should enjoy the combination of Rydell and such tunes as "Put on a Happy Face," "A Lot of Livin' to Do," "The Telephone Hour" and "We Love You Conrad." Wax has long-term possibilities.



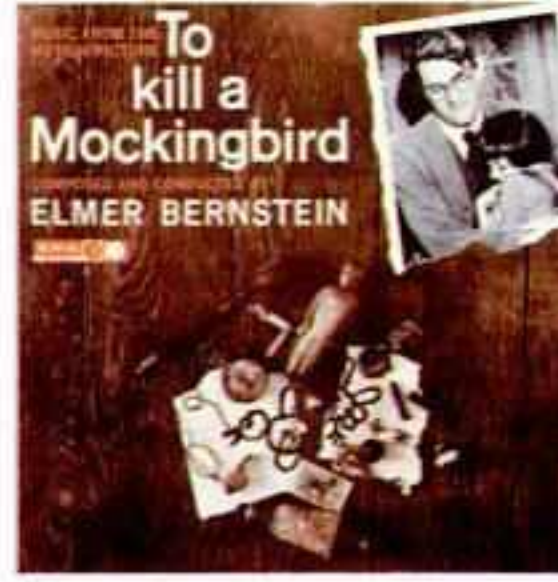
**POP SPOTLIGHT**  
**DO THE BIRD**  
Dee Dee Sharp. Cameo C-1050 (M); SC-1050 (S)

The young thrush has had four single smashes in a row, of which the latest, "Do the Bird," is included here as the title tune. In addition, the gal offers her own interpretations of such current pop hits as "He's So Fine," "Our Day Will Come," "South Street" and "I Will Follow Him." On the oldie kick, there is "Reet Petite" and a nod to the inspirational with "Let the Sunshine In." Strong platter.



**POP SPOTLIGHT**  
**THE BALLAD OF NEW ORLEANS**  
Felix Slatkin. Liberty LMM 13027 (M); LSS 14027 (S)

A brilliant package that should serve as a splendid memorial to the late Felix Slatkin. Titles include "South Rampart Street Parade," "St. James Infirmary," "Tiger Rag," "Basin Street," "Just a Closer Walk" and "Battle Hymn of the Republic." Superb use of strings, full orchestra and chorus and stereo quality is equal to the best around.



**POP SPOTLIGHT**  
**MUSIC FROM THE MOTION PICTURE TO KILL A MOCKINGBIRD**  
Elmer Bernstein. Ava M 20 (M); AS 20 (S)

The motion picture adaptation of Harper Lee's runaway best seller novel has been widely acclaimed both for its taste and its dramatic impact. Much the same can be said for composer Elmer Bernstein's finely crafted background score. The music runs the gamut of emotion, handsomely underscoring the action in the picture.



**POP SPOTLIGHT**  
**THE WONDERFUL WORLD OF LOVE**  
Robert Goulet. Columbia CL 1993 (M); CS 8793 (S)

Goulet has become a sensation on disks and in clubs recently, and this fine, classy, new production won't hurt his popularity a whit. All these are ballads and standards, the kind of tunes he's scored biggest with, like "Mean to Me," "All I Do Is Dream of You," "All of Me" and "The Wonderful World of Love." The set, Goulet's fourth, should be a powerhouse.

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

## 150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	10
2	2	WEST SIDE STORY Sound Track, Columbia OL 5670	77
3	3	MOVING Peter, Paul & Mary, Warner Bros. W 1473	13
4	4	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	49
5	6	RICHARD CHAMBERLAIN SINGS MGM E 4088	11
6	12	PETER, PAUL & MARY Warner Bros. W 1449	51
7	7	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	41
8	9	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay LP 1056	7
9	10	PAUL & PAULA SING FOR YOUNG LOVERS Philips PHM 200078	8
10	15	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & Ork, Kapp KL 1318	12
11	11	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	31
12	5	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	18
13	8	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	13
14	13	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	7
15	17	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	24
16	18	JOAN BAEZ IN CONCERT Vanguard VRS 9112	25
17	21	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	52
18	16	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	11
19	26	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R 6058	17
20	22	SINCERELY YOURS Robert Goulet, Columbia CL 1931	15
21	23	LIMBO PARTY Chubby Checker, Parkway P 7020	18
22	20	SHIRELLES GREATEST HITS Scepter 507	12
23	50	KINGSTON TRIO #16 Capitol T 1871	3
24	14	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	6
25	30	RUBY BABY Dion, Columbia CL 2010	4
26	37	ROY ORBISON'S GREATEST HITS Monument MLP 8000	33
27	24	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	24
28	19	NEW FRONTIER Kingston Trio, Capitol T 1809	18
29	25	ALL ALONE AM I Brenda Lee, Decca DL 4370	6
30	41	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	11
31	32	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	19
32	67	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	3
33	33	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	8
34	28	STEVE LAWRENCE WINNERS! Columbia CL 1953	10
35	29	GYPSY Sound Track, Warner Bros. B 1480	18
36	48	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415	35
37	43	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	8
38	27	CHUBBY CHECKER BIGGEST HITS Parkway P 7022	16
39	34	WALK RIGHT IN Rooftop Singers, Vanguard VRS 9123	9
40	55	WARM & WILLING Andy Williams, Columbia CL 1879	26
41	73	CAMELOT Original Cast, Columbia KOL 5620	116
42	36	ALLEY CAT Bert Fabric, Atco 148	25
43	35	WEST SIDE STORY Original Cast, Columbia OL 5230	131
44	40	THE BEST OF THE KINGSTON TRIO Capitol T 1705	45
45	46	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	9
46	53	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol T 1866	5
47	38	I'VE GOT A WOMAN Jimmy McGriff, Sue LP 1012	20
48	31	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	173
49	59	I'M A WOMAN Peggy Lee, Capitol T 1057	6
50	75	FROM A JACK TO A KING Red Miller, Faber FLP 1001	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	68	HEAVENLY Johnny Mathis, Columbia CL 1351	186
52	44	REMINISCING Buddy Holly, Coral CRL 57426	5
53	113	I WANNA BE AROUND Tony Bennett, Columbia CL 2000	2
54	60	DEAR LONELY HEARTS Nat King Cole, Capitol T 1838	16
55	58	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CL 1998	5
56	45	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	127
57	52	THE VENTURES PLAY TELSTAR, THE LONELY BULL, & OTHERS Doton BLP 2019	15
58	39	OLIVER Original Cast, RCA Victor LOCD 2004	23
59	54	TIME OUT Dave Brubeck, Columbia CL 1397	119
60	85	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LPM 2638	3
61	51	SHERRY AND 11 OTHERS 4 Seasons, Vee Jay LP 1053	25
62	42	JOSE JIMENEZ—OUR SECRET WEAPON Bill Dana, Kapp KL 1320	8
63	49	TWO LOVERS Mary Wells, Motown 607	5
64	77	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844	10
65	88	TWO OF US Robert Goulet, Columbia CL 1826	33
66	87	FOLLOW THE BOYS Connie Francis, MGM E 4123	3
67	70	STEVE ALLEN'S FUNNY-FONE CALLS Dot DLP 3472	5
68	104	HATARI! Henry Mancini, RCA Victor LPM 2559	39
69	69	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	258
70	92	RAPTURE Johnny Mathis, Columbia CL 1915	25
71	66	BIG BAND BOSSA NOVA Stan Getz, Verve V 8494	17
72	80	ANN CORIO PRESENTS HOW TO STRIP FOR YOUR HUSBAND Sonny Lester and His Ork, Roulette R 25186	13
73	56	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759	18
74	79	ALL SERIOUSNESS ASIDE Dave Gardner, RCA Victor LPM 2628	6
75	47	THE LONELY BULL Herb Alpert & the Tijuana Brass, A&M 101	16
76	78	WILD WEEKEND Rockin' Rebels, Swan SLP 509	4
77	65	SURFER'S CHOICE Dick Dale & the Deltones, Deltone T 1086	12
78	64	BACK TO THE BLUES Dinah Washington, Roulette R 25189	8
79	99	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	79
80	112	JOAN BAEZ, VOL. I Vanguard VRS 9078	59
81	72	DANCE WITH GUITAR MAN Duane Eddy, RCA Victor LPM 2648	13
82	57	DION SINGS HIS GREATEST HITS Laurie LLP 2013	18
83	101	THE NEW CHRISTY MINSTRELS Columbia CL 1872	26
84	91	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	30
85	125	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	2
86	90	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	8
87	98	JOAN BAEZ, VOL. II Vanguard VRS 9094	72
88	61	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	24
89	118	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	2
90	108	NO STRINGS Original Cast, Capitol O 1695	52
91	119	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	10
92	114	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	34
93	84	THE HAPPY BEAT Ray Conniff, His Ork & Chorus, Columbia CL 1949	4
94	95	MR. SOUL Sam Cooke, RCA Victor LPM 2673	4
95	74	MY FAIR LADY Original Cast, Columbia OL 5090	366
96	97	LET'S LIMBO SOME MORE Chubby Checker, Parkway P 7027	3
97	144	OUR WINTER LOVE Felix Slatkin, Liberty LRP 3287	2
98	93	COLLEGE CONCERT Kingston Trio, Capitol T 1658	41
99	82	BLOOD, SWEAT & TEARS Johnny Cash, Columbia CL 1930	5
100	122	THINK ETHNIC Smothers Brothers, Mercury MG 30777	2

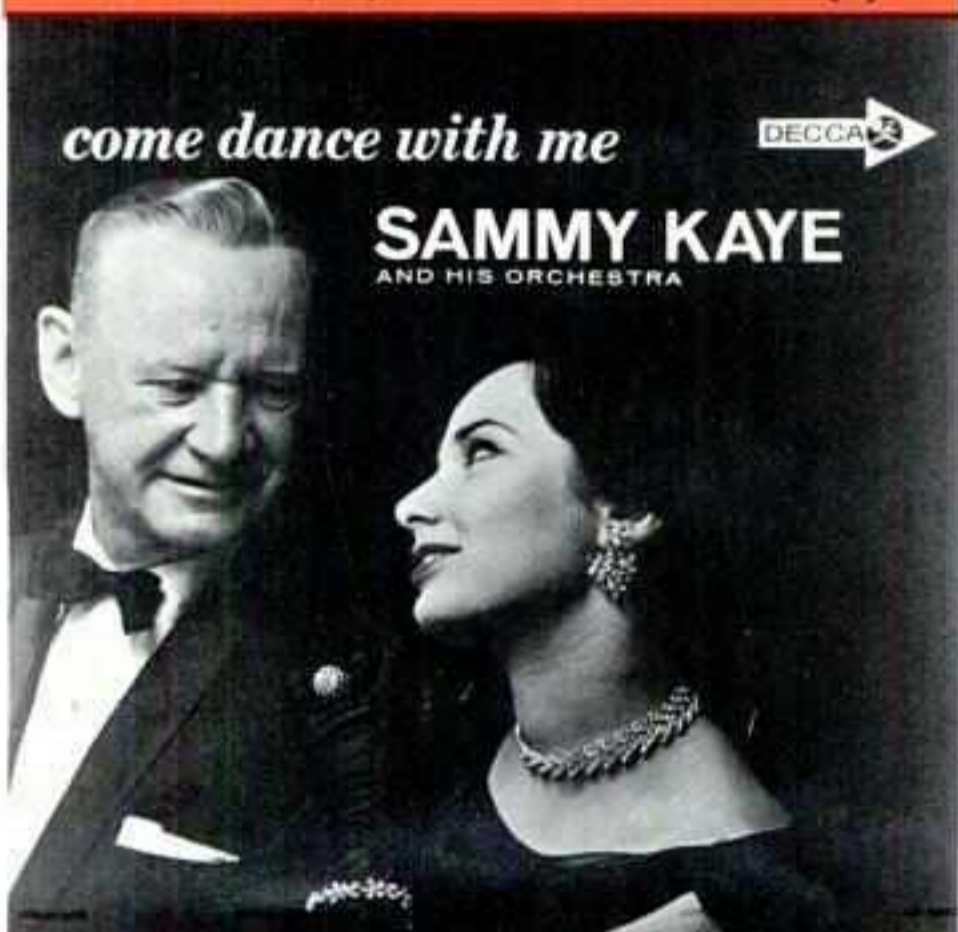
This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	143	ANDY WILLIAMS BEST Cadence CLP 3054	36
102	89	RUSTY WARREN IN ORBIT Jubilee JGM 2044	24
103	71	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	21
104	62	THE MUSIC MAN Sound Track, Warner Bros. B 1459	36
105	131	ALWAYS YOU Robert Goulet, Columbia CL 1676	53
106	121	OUR MEN IN SAN FRANCISCO Limelitters, RCA Victor LPM 2609	11
107	100	I WISH YOU LOVE Arthur Lyman, Hi Fi L 1009	3
108	105	BUDDY HOLLY STORY Coral CRL 57279	118
109	109	DEAN (TEX) MARTIN—COUNTRY STYLE Reprise R 6061	3
110	—	1963'S EARLY HITS Lawrence Welk, Dot DLP 3510	1
111	94	MEMORIES ARE MADE OF THESE George Chakiris, Capitol T 1813	11
112	86	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	38
113	76	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	161
114	63	GLORIA LYNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	10
115	126	SAMMY DAVIS JR. AT THE COCONUT GROVE Reprise R 6063/2	5
116	81	YOUNG MEN, SI—OLD MEN, NO Mama Mabley, Chess LP 1477	14
117	96	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	77
118	—	THE BARBARA STREISAND ALBUM Columbia CL 3007	1
119	127	JUMBO Sound Track, Columbia OL 5860	15
120	102	MUTINY ON THE BOUNTY Sound Track, MGM 1E4	15
121	83	THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675	26
122	106	WALTZ TIME Lawrence Welk, Dot DLP 3499	6
123	134	RAY CHARLES STORY Atlantic 2-900	36
124	103	OUR MAN IN BOSTON Arthur Fiedler & the Boston Pops, RCA Victor LM 2399	6
125	—	BROOK BENTON GOLDEN HITS—VOL. 2 Mercury MG 30774	1
126	110	BAD BOSSA NOVA Gene Ammons, Prestige PR 7257	17
127	117	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	27
128	130	BOSSA NOVA PELOS PASSAROS Charlie Byrd, Riverside RM 436	4
129	129	OUR WINTER LOVE Bill Pursell, Columbia CL 1992	2
130	138	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2661	2
131	150	THEMES OF THE GREAT BANDS Glen Gray & Casa Loma Ork, Capitol T 1812	11
132	147	BLACK AND BLUE Lou Rawls, Capitol T 1824	2
133	—	HARD TRAVELIN' Lester Flatt & Earl Scruggs, Columbia CL 1931	1
134	139	TELSTAR Tornadoes, London LL 3279	15
135	146	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	34
136	135	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3041	14
137	115	THE BEST OF JOLSON Al Jolson, Decca DXA 169	21
138	140	MY COLORING BOOK Sandy Stewart, Colpix CP 441	2
139	—	COLLEGE STANDARDS Lettermen, Capitol T 1829	1
140	120	BEYOND THE FRINGE Original Cast, Capitol W 1792	18
141	132	MR. PRESIDENT Original Cast, Columbia KOL 5870	20
142	136	OUR MAN IN NASHVILLE Chet Atkins, RCA Victor LPM 2616	4
143	133	JUST TURN ME LOOSE George Maharis, Epic LM 24037	3
144	124	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	42
145	137	THE BEST OF SAM COOKE RCA Victor LPM 2825	26
146	123	DO THE BOSSA NOVA WITH HERBIE MANN Atlantic 1397	7
147	—	THE NIGHT HAS A THOUSAND EYES Bobby Vee, Liberty LRP 3285	1
148	128	EDDIE FISHER AT THE WINTER GARDEN Ramrod RR 1	3
149	—	CHAD MITCHELL TRIO IN ACTION Kapp XL 1313	1
150	—	SKEETER DAVIS SINGS THE END OF THE WORLD RCA Victor LPM 2699	1

## 50 BEST SELLERS—STEREO

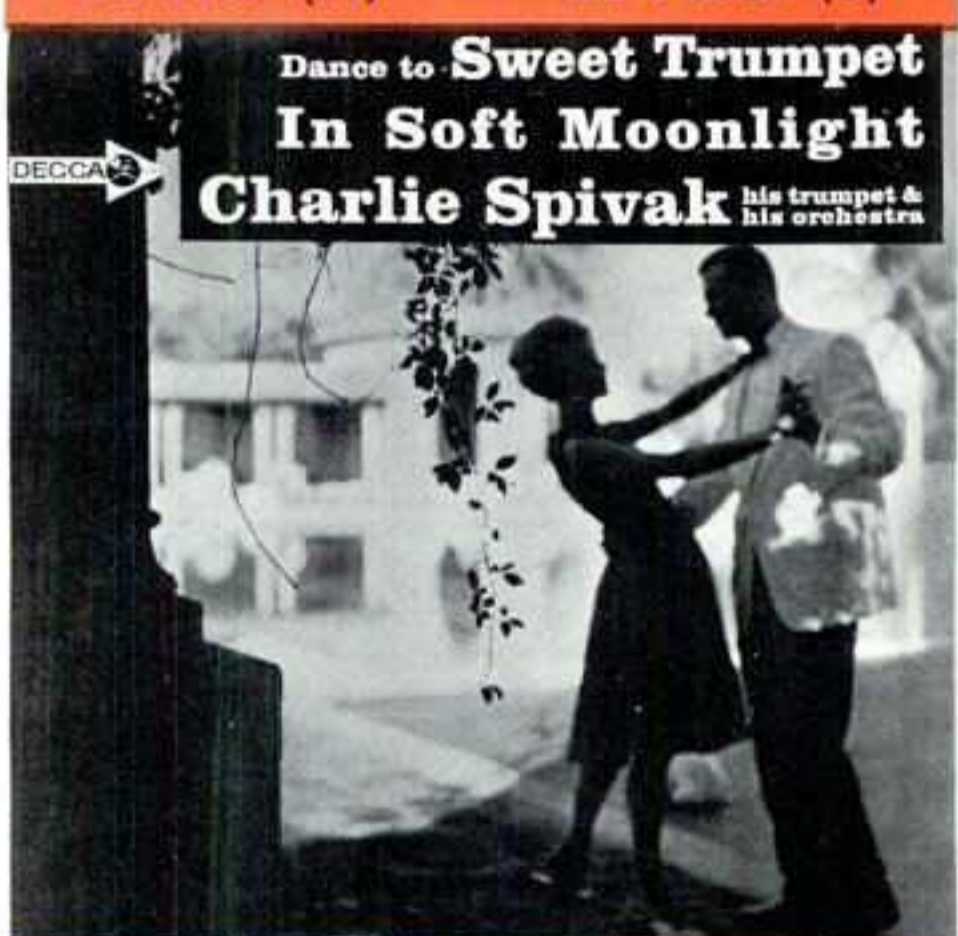
This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	74
2	4	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	28
3	2	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	8
4	9	LAWRENCE OF ARABIA Sound Track, Colpix SCP 314	4
5	3	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	13
6	14	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	10
7	6	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	12
8	5	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	46
9	7	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	30
10	10	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 SD	18
11	8	WEST SIDE STORY Original Cast, Columbia OS 2001	93
12	23	CAMELOT Original Cast, Columbia KOS 2031	116
13	12	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	9
14	17	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CS 8798	5
15	15	OLIVER Original Cast, RCA Victor L50D 3004	24
16	13	ALLEY CAT Bert Fabric, Atco SD 148	17
17	18	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 25497	9
18	11	RICHARD CHAMBERLAIN SINGS MGM SE 4088	7
19	16	PETER, PAUL & MARY Warner Bros. WS 1449	38
20	35	BIG BAND BOSSA NOVA Stan Getz, Verve V6-8494	16
21	37	KINGSTON TRIO #16 Capitol ST 1871	2
22	24	SINCERELY YOURS Robert Goulet, Columbia CS 8731	15
23	19	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	161
24	30	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note BST 8-4117	3
25	25	GYPSY Sound Track, Warner Bros. BS 1480	11
26	28	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABCS 435	23
27	22	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol ST 1759	19
28	20	THE HAPPY BEAT Ray Conniff, His Ork & Chorus, Columbia CS 8749	6
29	26	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LSP 2621	19
30	29	WARM & WILLING Andy Williams, Columbia CS 8679	43
31	—	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LSC 2661	1
32	47	ROMAN GUITAR Tony Mottola, Command RS 816 SD	22
33	39	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	2
34	41	1963'S EARLY HITS Lawrence Welk, Dot DLP 3510	2
35	40	PAUL & PAULA SING FOR YOUNG LOVERS Philips PHS 600078	3
36	27	TIME OUT Dave Brubeck, Columbia CS 8192	81
37	43	OUR WINTER LOVE Bill Pursell, Columbia CS 8792	2
38	—	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LSP 2638	1
39	38	STEVE LAWRENCE WINNERS! Columbia CS 8753	3
40	32	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	77
41	—	OUR WINTER LOVE Felix Slatkin, Liberty LST 7287	1
42	45	I'M A WOMAN Peggy Lee, Capitol ST 1857	2
43	—	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 8009	1
44	21	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	36
45	—	NEW FRONTIER Kingston Trio, Capitol ST 1809	12
46	36	I WISH YOU LOVE Arthur Lyman, Hi Fi SL 1009	3
47	—	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LSP 2620	1
48	33	MY FAIR LADY Original Cast, Columbia OS 2015	151
49	—	RAMBLIN' ROSE Nat King Cole, Capitol ST 1793	27
50	—	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RMP-444	1



DL 4371 (M) • DL 74371 (S)



DL 4357 (M) • DL 74357 (S)



DL 4355 (M) • DL 74355 (S)



CRL 57423 (M) • CRL 757423 (S)

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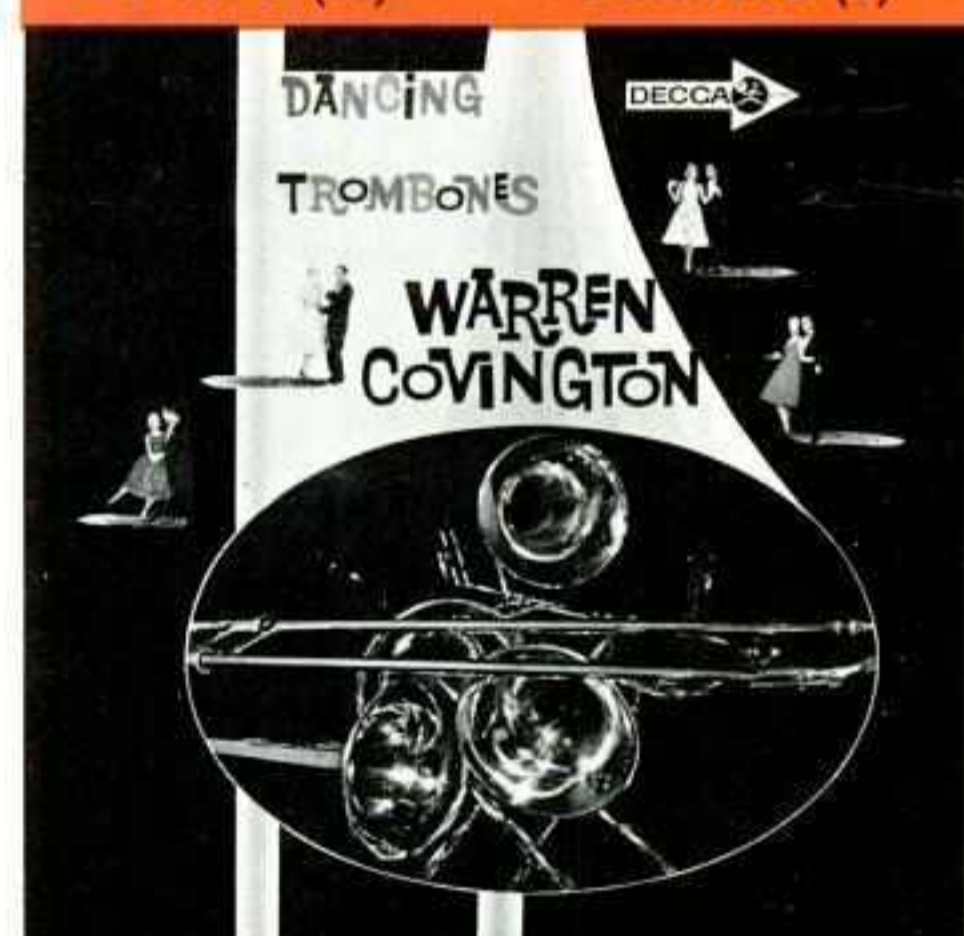
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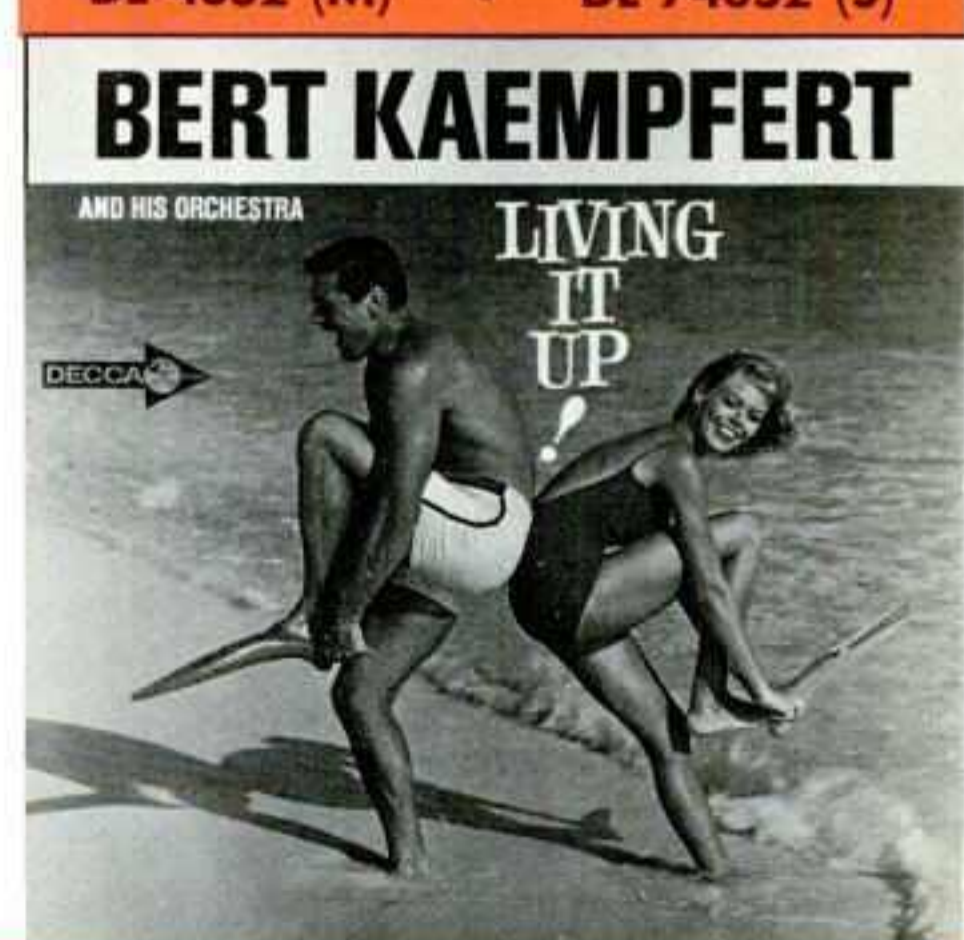
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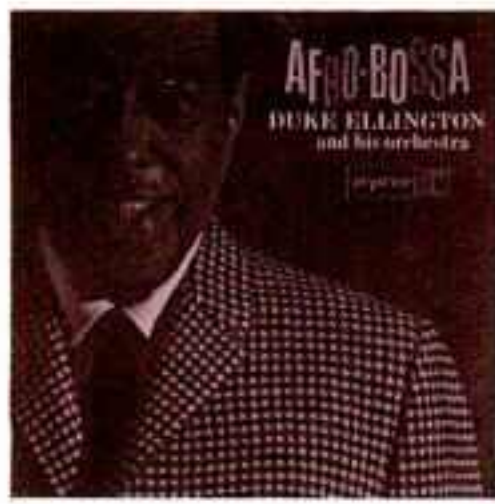
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DL 4374 (M) • DL 74374 (S)

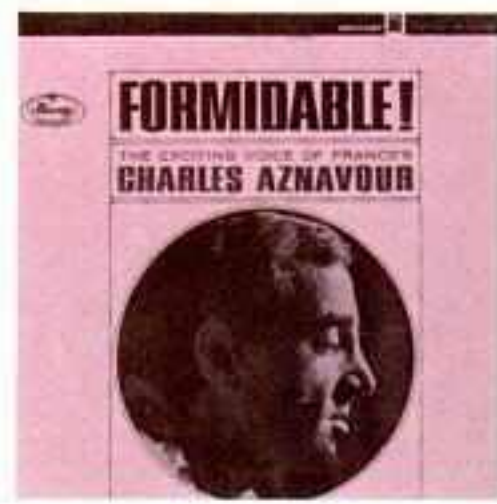
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# ALBUM REVIEWS (continued)



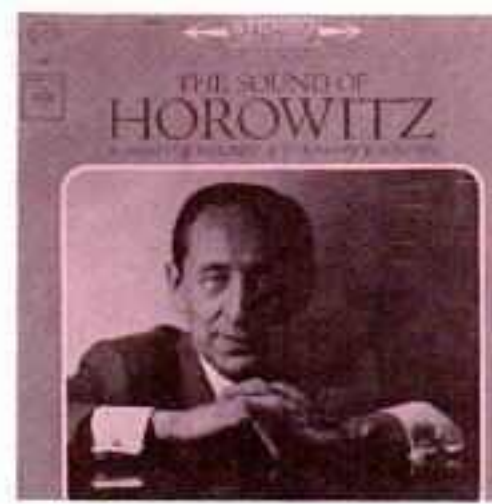
**JAZZ SPOTLIGHT**  
**AFRO-BOSSA**  
 Duke Ellington & His Ork  
 Reprise R-6069 (M);  
 R9-6069 (S)

Duke's first for the label is one that could turn into a big seller for him. It's called "Afro-Bossa," but basically it's Ellington with a bit of the bossa beat thrown in. And with Duke are such stars as Ray Nance, Johnny Hodges, Paul Gonzales and Jimmy Hamilton. Brightest of the tracks are "Afro-Bossa," Billy Strayhorn's "Absinthe" and "Sempre Amore." Fresh wax for Duke's many fans.



**INTERNATIONAL SPOTLIGHT**  
**FORMIDABLE!**  
 Charles Aznavour. Mercury  
 MG 20792 (M); SR 60792 (S)

Charles Aznavour is one of France's top singers, composers and movie stars, as well as a personality, and it is that warm and winning personality that comes over on this disking. He sells his songs in French and even those who don't understand the language will understand his message, especially the femmes. The backing adds much to the Aznavour touch.



**CLASSICAL SPOTLIGHT**  
**THE SOUND OF HOROWITZ**  
 Vladimir Horowitz. Columbia  
 ML 5811 (M); MS 6411 (S)

This release should go right on to the top among classical items. The second Horowitz album for Columbia, it contains Schumann's popular "Kinderszenen" and his knuckle-breaking "Toccata," three pieces by Scriabin (a Horowitz specialty), a Schubert Impromptu, and three Scarlatti sonatas. Keyboard collectors will flock to grab this LP.



**FOLK SPOTLIGHT**  
**SUCH INTERESTING PEOPLE**  
 Steve Addiss & Bill Crofut  
 Verve V 8519 (M); V6-8519 (S)

These are the two lads who won attention last November when they performed at the U. S. Mission to the UN, Adlai Stevenson's home, and then the White House. Three topical songs are among the reasons: "The Missile Song," "12 Days With Khrushchev" and "Such Interesting People." But they also prove their merit on folk songs and ballads of traditional origin. A strong first LP for the folknik buyer.



**POP LOW-PRICE SPOTLIGHT**  
**THE GREAT GLENN MILLER & HIS ORK**  
 RCA Camden CAS 751 (e) (S)

Here are some of the big Miller favorites, for the first time reprocessed for stereo. It's probably the oldest catalog material now available to get the benefit of the electronic channeling process. Add to that the offering of such familiar items as "Juke Box Saturday Night," "Moonlight Becomes You" and "April Played the Fiddle" at the bargain Camden price and a

## SPECIAL MERIT PICKS

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

**POP SPECIAL MERIT**  
**THE RHYTHM AND THE SOUND OF BOSSA NOVA**  
 Miltono. Audio Fidelity APLP 1984 (M);  
 AFSD 5984 (S)

The top drummer of bossa nova in Brazil teams up here with the Oscar Castro-Neves ork to bring forth an exciting bossa nova LP that should have wide appeal. Miltono, whose real name is Antonio Da Souza, gets a chance here to display his great percussion work, which is a combination of American jazz drumming with bossa nova. It adds up to a lot of fine music, including "Voce e Eu," "Bossa Nova Blues," "Boato" and "Desafinado." B. T. "Voce e Eu" Matador, BMI, 2:42.

**POP SPECIAL MERIT**  
**GRAVY WALTZ & 11 CURRENT HITS**  
 Steve Allen  
 Dot DLP 3515 (M); DLP 25515 (S)

Steve Allen is getting more regular exposure now than he's had in quite a period of time, with his own nightly show on TV, as well as the Allen-backed-and-produced jazz TV series, Jazz Scene USA. It is highly likely, in view of these promotion pluses, that Allen may again become an important disk entity. Here's a package which offers Allen's newest single coupling, "Gravy Waltz" and "Preacherman," along with numerous other agreeable efforts, teaming Allen's piano with the background group of Donn Trenner.

**POP SPECIAL MERIT**  
**DIME A DOZEN (2-12")**  
 Original Cast  
 Cadence CLP 3063 (M); CLP 25063 (S)

This is the track of the Julius Monk revue which has been playing before packed houses at New York's Plaza Hotel for the past season. It captures the wonderful parodies on our era like "Barry's Boys," the takeoff on A. & P. Plaid Stamps, on Banlon and Orton clothes, on the Fire Island Road, Peace Marchers, and Newton Minnow. Fun and frolic, especially for those who have seen the bright review, with Jerry Matthews, Mary Louise Wilson and others. Stylish package will aid sales.

**POP SPECIAL MERIT**  
**ORIGINAL SURFIN' HITS**  
 Various Artists  
 GNP Crescenda GNP 84

Here's a surfer's and a teen dancer's dream package. Lots of the gitty, guitar-based sounds that somehow are identified with the surfing scene, and provided by some of the hottest groups from the California Coast areas where the sport has reached its zenith. Included here are the Sentinels, the Soul Kings, the Renegades, the Rhythm Kings, the Breakers, the Surf-tones, the Deltas and others, and inside are slick reproductions (for framing) of the spectacular surfing photos on the cover. A lot of merchandising possibilities here.

**POP SPECIAL MERIT**  
**CANO PLAYS MANCINI**  
 Eddie Cano  
 Reprise R-6068 (M); R9-6068 (S)

Eddie Cano could have another big selling album with this set, spotlighting Cano and his trio in stylish performances of Henry Mancini hits. The tunes include the current favorite "Days of Wine and Roses," plus "Moon River," "Baby Elephant Walk," "Mr. Lucky" and other fine Mancini items. They are played in lilting fashion by the combo. B.T. "Days of Wine and Roses." Witmark, ASCAP, 2:41.

**POP SPECIAL MERIT**  
**THEMES FROM GREAT FILMS**  
 Various Artists  
 Time 52078 (M); S/2078 (S)

Fresh-sounding versions of top film themes have been scored by eight leading arranger-conductors: Hugo Montenegro, Richard Hayman, Hal Mooney, Jerry Fielding, George Siravo, Dominic Cortese, Don Sebesky and Maury Laws. The themes are from such strong films as "Lawrence of Arabia," "How the West Was Won," "Days of Wine and Roses," "To Kill a Mocking Bird" and others. Potent package.

**POP SPECIAL MERIT**  
**A GEORGE WRIGHT PIPE ORGAN CONCERT**  
 Dot DLP 3503 (M); DLP 25503 (S)

George Wright's last organ LP was a strong seller, and this one could do mighty well too. It spotlights the organist in a varied program, including some swinging sides like "South" and "It's All Right With Me," and some tender warm ballad items, like "Fly Me to the Moon" and "Bess You Is My Woman." Fine performances on the mighty Wurlitzer by Wright.

**JAZZ SPECIAL MERIT**  
**ONCE THERE WAS BIRD**  
 Charlie Parker PLP 408

From the collections of jazz critics Whitney Balliet, Ira Gitler and Martin Williams came the masters (from old 78's) to make up this labor of love. The old disks, remastered in October, 1962, were put together to restore the recordings Bird did for Dial Records between 1944 and 1947. Some of the tracks are incomplete, others have never been issued before. They include "Hallelujah," "Get Happy," "Slam Slam Blues" and "Congo Blues." A must for Bird fans.

**JAZZ SPECIAL MERIT**  
**LESTER YOUNG**  
 Charlie Parker PLP 409

These recordings made by Lester Young at the Royal Roost in New York in late 1948 and early 1949. The label is not sure who the sidemen were and thus has not tried to name them, but jazz buffs will probably soon be able to name them all. What counts is that here is more prime work by Prez, including "Sunday," "Be Bop Boogie," "These Foolish Things," "I Cover the Waterfront" and "How High the Moon." Collector's items here.

**JAZZ SPECIAL MERIT**  
**THE IMMORTAL SIDNEY BECHET**  
 Reprise R-6076 (M); R9-6076 (S)

Bechet is immortalized here with a series of selections culled from both concerts and studio work done in France during the last decade of his life. In several tracks Bechet is heard talking in himself and the old New Orleans, as well as playing his legendary soprano sax. He is accompanied primarily by several French trad groups, although in a couple of spots, the Jonah Jones Quartet also turns up. Collectors will find this of special interest.

**JAZZ SPECIAL MERIT**  
**KESSEL/JAZZ CONTEMPORARY LATIN RHYTHMS**  
 Barney Kessel  
 Reprise R-6073 (M); R9-6073 (S)

A natural combination - jazz, Latin songs and Barney Kessel. Kessel, aided by Keith Mitchell on bass; Conte Candoli, trumpet; Paul Horn, saxophone and flute; Stan Levy, drums, among others provide a stimulating and refreshing performance on this waxing. It's worth exposure.

**JAZZ SPECIAL MERIT**  
**HAWKINS! ELDRIDGE! HODGES! ALIVE! AT THE VILLAGE GATE!**  
 Coleman Hawkins, Roy Eldridge,  
 Johnny Hodges

Verve V 8504 (M); V6-8504 (S)  
 They're all here together, Coleman Hawkins, Roy Eldridge and Johnny Hodges, and the music they create is fresh and spirited, as you would expect from this trio. They come through solidly on such tunes as "Satin Doll" and "Perdido" on one side of the LP, and they really go all out on the one tune on Side II, called "The Rabbit in Jazz." A most satisfying outing.

**JAZZ SPECIAL MERIT**  
**THE IMMORTAL DJANGO REINHARDT**  
 Reprise R-6075 (M); R9-6075 (S)

The late, great jazz guitarist, Django Reinhardt, is heard again on the collection of sides recorded shortly before his death in 1953. They feature Reinhardt with his old friend Stephane Grappelly on four sides, and on others with Hubert Rostaing on clarinet plus rhythm. The sides with violinist Grappelly are marvelous, and include "Old Man River," "I Love You," "Swing Guitars" and "R-Vingt-Six." For collectors especially.

**CLASSICAL SPECIAL MERIT**  
**BEETHOVEN: EROICA**  
 Philharmonic Promenade Orchestra of London (Boult)  
 Vanguard SRV 127 (M); SRV 127 SD (S)

What the market may need less than anything now is another version of an almost endless array of Beethoven "Eroicas," yet, it may be said there is always room for a good one, and that aptly fits this new package. Sir Adrian, one of the true peers of the British concert scene, offers a delightful reading of the work in a recording that will take a back seat to no other in terms of technical audio quality. As the package states itself, it provides a "unique demonstration disk."

**CLASSICAL SPECIAL MERIT**  
**HAYDN: PARIS SYMPHONIES (3-12")**  
 L'Orchestre de la Suisse Romande (Ansermet)  
 London CMA 7306 (M); CSA 2306 (S)

Some of Haydn's finest, yet most neglected works, are offered in this three-disk set. It covers the six Paris symphonies, Nos. 82 through 87, three of which are not available in any other versions. Ansermet conducts with admirable directness. The set fills a definite gap in the classical catalog.

**COMEDY SPECIAL MERIT**  
**THE ADVENTURES OF NEWBOLD FLOUND AS THE INCOME TAX MAN**  
 Smash MGS 27033 (M); SRS 67033 (S)

Here's a package of comedy that has topical interest, at least for several weeks, in that it has as its basic theme the annual collection of income taxes. The material runs from short sketches of as long as three minutes down to what are virtually one-liners of a few seconds. Well-known personalities such as Paar, Hitchcock, Jose Jimenez and others are imitated. Andrew Duncan plays the income tax man throughout. Package was produced by Mike Todd Jr.



## ★ NATIONAL BREAKOUTS

MONO

**1963's EARLY HITS . . .**

Lawrence Welk, Dot DLP 3510

**THE BARBARA STREISAND ALBUM . . .**

Columbia CL 2007

**BROOK BENTON GOLDEN HITS, VOL. 2 . . .**

Mercury MG 20774

STEREO

**JALOUSIE . . .**

Arthur Fiedler & the Boston Pops, RCA Victor LSC 2661

**HAIL THE CONQUERING NERO . . .**

Peter Nero, RCA Victor LSP 2638

**OUR WINTER LOVE . . .**

Felix Slatkin, Liberty LST 7287

**JAZZ IMPRESSIONS OF THE BLACK ORPHEUS . . .**

Vince Guaraldi Trio, Fantasy 8089

**SOUNDPOWER! . . .**

Marty Gold & His Ork, RCA Victor LSP 2620

**JAZZ WORKSHOP REVISITED . . .**

Cannonball Adderley Sextet, Riverside RM9-444

## ★ NEW ACTION LP's

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

MONO

**DAYS OF WINE AND ROSES . . .**

Andy Williams, Columbia CL 2015

**SUPERCUSSION . . .**

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

**OUR DAY WILL COME . . .**

Ruby & the Romantics, Kapp KL 1323

**TELL HIM . . .**

Exciters, United Artists UAL 3264

**SOUNDPOWER! . . .**

Marty Gold & His Ork,  
 RCA Victor LPM 2620

**TEENAGE TRIANGLE . . .**

James Darren, Shelley Fabares,  
 Paul Petersen, Colpix CP 444

**HOW THE WEST WAS WON . . .**

Sound Track, MGM 1E5

**MIDNIGHT SUN . . .**

Earl Grant, Decca DL 4338

**HIS GREATEST HITS . . .**

Johnny Crawford, Del-Fi DFLP 1229

**DON'T LET ME CROSS OVER . . .**

Carl Butler, Columbia CL 2002

**IT'S UP TO YOU . . .**

Rick Nelson, Imperial LP 9223

**STEVE ALLEN PLAYS BOSSA NOVA**

JAZZ . . .  
 Dot DLP 3480

**ONLY YOU . . .**

Mr. Acker Bilk, Atco 150

**GENE PITNEY SINGS JUST FOR YOU . . .**

Musicor MM 2004

**UP ON THE ROOF . . .**

Drifters, Atlantic 8073

STEREO

**SUPERCUSSION . . .**

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

**ALL ALONE AM I . . .**

Brenda Lee, Decca DL 74370

**THIS IS MY COUNTRY . . .**

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

**HOW THE WEST WAS WON . . .**

Sound Track, MGM 1E5S

**THE CASCADING VOICES OF THE**

**HUGO & LOIGI CHORUS . . .**

RCA Victor LSP 2644



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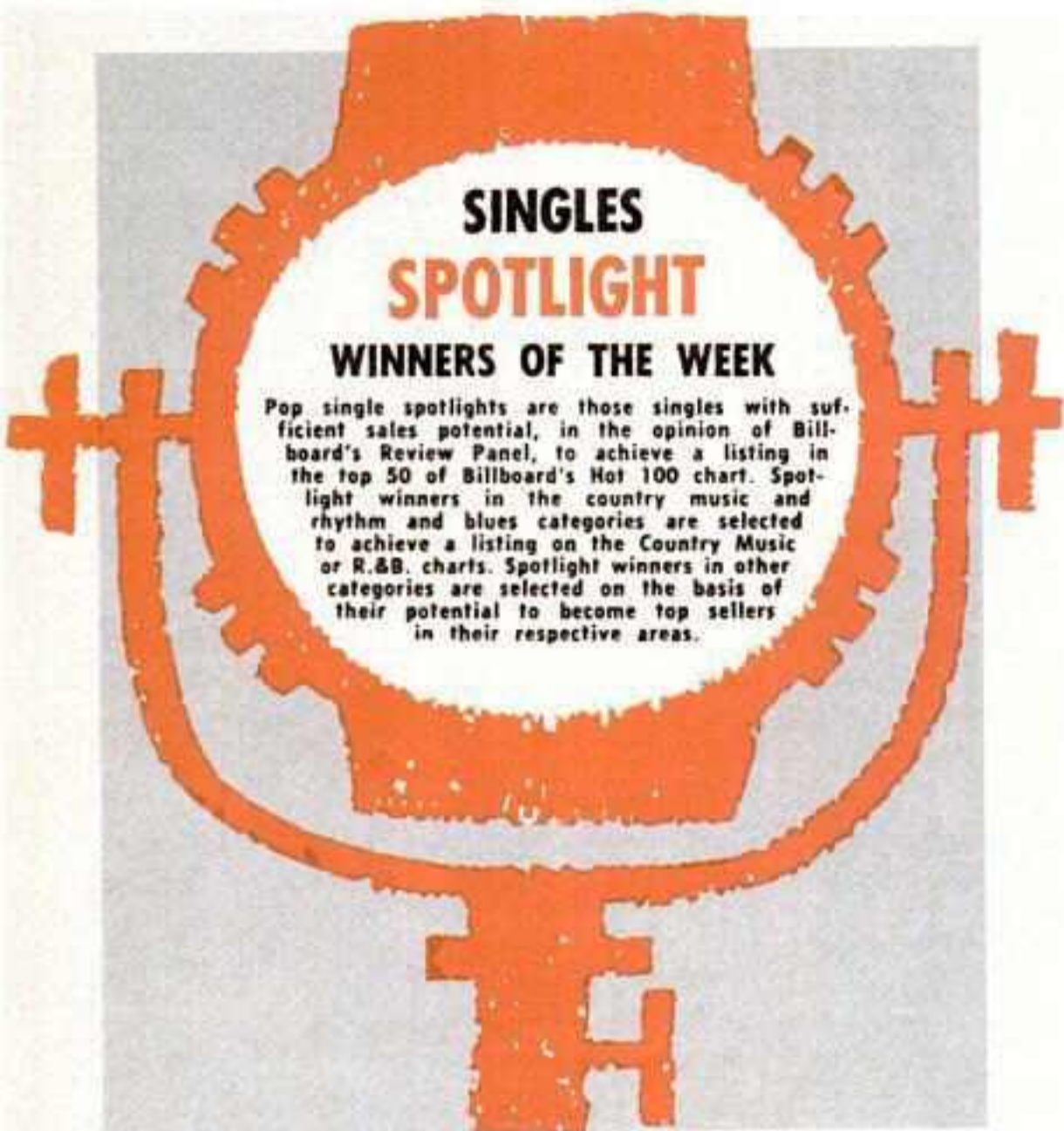
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# SINGLES REVIEWS



## SINGLES SPOTLIGHT WINNERS OF THE WEEK

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

### SINGLES REVIEW POLICY

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

POP SPOTLIGHT

**PATSY CLINE**

**SWEET DREAMS (OF YOU)**

(Acuff-Rose, BMI) (2:33)

**BACK IN BABY'S ARMS**

(Talmont, BMI)—Decca 31483

This could be one of the late singer's biggest records. Topper is a lovely tune, penned by Don Gibson and it's handed a soulful performance. Flip is a bright rocker sung with spirit.

POP SPOTLIGHT

**THE 4 SEASONS**

**SOON (I'LL BE HOME AGAIN)**

(BoBob, BMI) (2:21)

**AIN'T THAT A SHAME**

(Travis, BMI) (2:07)—Vee Jay 512

The nation's top vocal group comes through with two fine sides here, both of which should make those cash registers ring. Topper is a pretty rockaballad sold with warmth and style while Side II spots the lads in a swinging reading of a foot-stomping rocker.

POP SPOTLIGHT

**SAM COOKE**

**ANOTHER SATURDAY NIGHT**

(Kags, BMI) (2:18)

**LOVE WILL FIND A WAY**

(Kags, BMI) (2:15)—RCA Victor 8164

Sam Cooke should stay way up on the charts with both of these strong sides. "Saturday Night" is a limbo-ish effort with a bit of that "Chain Gang" feel, while "Love Will Find a Way" shows off the warm ballad style of Cooke.

POP SPOTLIGHT

**FLOYD CRAMER**

**(THESE ARE) THE YOUNG TEARS**

(BMI, Canada) (2:13)—RCA Vict 8171

Floyd Cramer is back playing some catchy piano on a tune that brings back memories of "Last Date." It's pretty, it's smooth and it looks like a winner. Flip is "Kaapsedraal" (Cramart, BMI) (2:09).

POP SPOTLIGHT

**THE SHACKLEFORDS**

**A STRANGER IN YOUR TOWN**

(Hazlewood-Little Darlin', BMI) (2:09)

**BIG RIVER**

(Hi Lo, BMI) (2:16)—Mercury 72112

A new folk group, full of vigor, comes through with bright, swinging readings of a brace of country-folk efforts that could take off. Side I is a real foot stomper, while Side II, featuring a Johnny Cash tune, displays the group's exciting harmony.

POP SPOTLIGHT

**THE CRYSTALS**

**DA DOO RON RON**

(Mother Bertha-Trio, BMI) (2:06)—Phillys 112

The Crystals show again what they can do with a solid piece of material, coming through here in first-rate fashion on an infectious rocker. Flip is "Git It" (Lankap) (2:30).

POP SPOTLIGHT

**THE HONEYS**

**SURFIN' DOWN THE SWANEE RIVER**

(Sea of Tunes, BMI) (2:12)—Capitol 4952

Here's the latest surfing side, and the first of substance by a girl group. The thrushes develop a fine sound on this novel approach to surfing, which also has a solid beat. Watch it. Flip is "Shoot the Curl" (Annabelle, BMI) (2:09).

POP SPOTLIGHT

**LARRY FINNEGAN**

**PICK UP THE PIECES**

(Maureen-Laffin, BMI)

**A KISS AND A DOZEN ROSES**

(Maureen-Laffin, BMI)—Old Town 1136

This is Finnegan's best record since his hit a while back. He sells the topper, a country side, with a lot of feeling over sparkling support, and he comes through stylishly on the flip, a story of a soldier who receives a "Dear John" letter.

POP SPOTLIGHT

**ANN-MARGRET**

**TAKE ALL THE KISSES**

(Conmar, BMI) (2:29)—RCA Victor 8168

There'll be a good bit of extra press on the thrush now that her picture "Bye Bye Birdie" is in release. Add to that a solid effort here on a lovely rockaballad and there's a strong chance of a hit. Voices and good background effect add much, too. Flip is "Bye Bye Birdie" (Morris, ASCAP) (2:09).

POP SPOTLIGHT

**FRANKIE LAINE**

**DON'T MAKE MY BABY BLUE**

(Aldon, BMI) (2:09)—Columbia 42767

Frankie Laine steps across here with his best record in a long, long time. It's an Aldon composition produced by Terry (Day) Melcher that gets a multi-tracked contemporary sound that's bound to rocket the vet singer to hitland. Flip is "The Moment of Truth" (Melo-Art, ASCAP) (2:40).

POP SPOTLIGHT

**ARTHUR LYMAN GROUP**

**COTTON FIELDS (THE COTTON SONG)**

(Folkways, ASCAP) (1:45)—Hi-Fi 5071

Lyman has another here with strong hit potential. Its got a soft rocking sound that builds to good effect. Flip is "Limbo Rock (Bossa Nova)" (Four Star-Twist, ASCAP) (2:30).

POP SPOTLIGHT

**RAY PETERSON**

**WHERE ARE YOU?**

(Pogo, ASCAP) (2:38)—Dunes 2024

This is a mighty listenable effort from Ray and his second side written and produced by Pogo Music. The side's a strong ballad sung over most attractive ork support. Flip is "Deep Are the Roots" (Pogo, ASCAP) (2:22).

POP SPOTLIGHT

**WILSON PICKETT**

**IF YOU NEED ME**

(Cotillion, BMI) (2:36)—Double L 713

Here's a mighty strong ballad in the blues vein that the lad sings with conviction. The entire production is somewhat in the Sam Cooke tradition with infectious melody and a recitation that makes it a solid teen item. Flip is "Baby Call On Me" (Correction-Lloyd & Logan, BMI) (2:16).

POP SPOTLIGHT

**SOLOMON BURKE**

**IF YOU NEED ME**

(Cotillion, BMI) (2:30)—Atlantic 2185

Here's another version of this potent Sam Cooke-like piece of material. The singer does it with much feeling and effectively tells his story over the simply backing. Flip is "You Can Make It If You Try" (Conrad, BMI) (2:36).

POP SPOTLIGHT

**JERRY LEE LEWIS**

**TEEN-AGE LETTER**

(Progressive, BMI) (2:18)

**SEASONS OF MY HEART**

(Starday, BMI) (2:56)—Sun 384

Two strong sides from Lewis here. The first is a swinging, blues-flavored side in a solid up-tempo with wild piano runs and stomp. Flip features Jerry with sister Linda Gail in a soulful ballad with great piano.

POP SPOTLIGHT

**JAN BRADLEY**

**BABY WHAT CAN I DO?**

(Janjo, BMI) (2:18)

**THESE TEARS**

(Janjo, BMI) (2:10)—Chess 1851

The thrush is just coming off a substantial hit in "Mama Didn't Lie," and either of these sides could be a follow-up. Both sides get an enthused vocal performance and both have effective backing.

C.&W. SPOTLIGHT

**BENNY MARTIN**

**SINFUL CINDERELLA**

(Starday, BMI) (2:58)—Starday 623

A mighty powerful piece of material here from the pen of Leon Payne. It's all about a wife who cheated and slipped around without even having to leave her house. Strong wax that should register well. Flip is "Rosebuds and You" (Starday, BMI) (2:49).

C.&W. SPOTLIGHT

**STONEWALL JACKSON**

**A TOAST TO THE BRIDE**

(Aldon, BMI) (2:22)

**OLD SHOWBOAT**

(Cedarwood, BMI) (2:50)—Columbia 42765

Stonewall has a pair of bright sides here, both of which have strong pop potential. First up is a solid country ditty with a Bavarian beer hall beat. Real stomping sound here. Flip is a saga tune about adventures at a rodeo. Good material here, too. Take your pick.

C.&W. SPOTLIGHT

**GENE DAVIS**

**I WON'T COME IN WHILE HE'S AROUND**

(Metric-Terran, BMI) (2:20)—Liberty 55562

Here's a strong effort much in the vein of "He'll Have to Go." Davis sings it with heart and pathos and fans of a good country sound will dig it. Flip is "Take a Good Look" (2:15).

★★★★

**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**

**BILLIE AND LILLIE**  
Whip It to Me Baby (Eden, BMI) (2:20) — Love Me Sincerely (Eden, BMI) (2:20). ABC - PARAMOUNT 10421

**LARRY MOORE**  
Houray for Weekends (American, BMI) (2:22) — Two Young Lovers (American, BMI) (2:24). ORIGINAL SOUND 30

**THE FOUR NUGGETTS**  
Crocagator (Marks, BMI) (2:55)—Aladdin's Love (Plaza, BMI) (2:36). DOT 16463

**COZY COLE**  
Big Boss (Kip, BMI) (2:43)—Cozy and Bossa (Kip, BMI) (2:32). BETH-LEHEM 3067

**JEAN TREVOR**  
Since I Fell for You (Advanced, ASCAP) (2:15) — Somebody Knockin' (Gershwin, ASCAP) (2:33). NORMAN 535

**BILLY YOUNG**  
Glendora (American, BMI) (2:41)—Are You for Me (American, BMI) (2:19). ORIGINAL SOUND 29

**THE CRESTS**  
Tears Will Fall (Selma, BMI) (2:04)—Did I Remember (Felst, ASCAP) (2:23). SELMA 4000

**THE PENGUINS**  
Memories of El Monte (Drive-In, BMI) (2:36)—Be Mine (Drive-In, BMI) (2:37). ORIGINAL SOUND 27

**THE MARCELLS**  
I Wanna Be the Leader (Gower, BMI) (2:10)—Give Me Back Your Love (Travis, BMI) (2:40). COLPIX 687

**B. B. KING**  
Chains of Love (Progressive, BMI) (2:35) — Sneakin' Around (Cherlo, BMI) (2:05). ABC - PARAMOUNT 10361

**THE SHERRYS**  
I've Got No One (Dandelion, BMI) (2:52) — Saturday Night (Dandelion, BMI) (2:29). GUYDEN 2084

**VICTOR FELDMAN TRIO**  
Theme From "David and Lisa" (Frank, ASCAP) (2:12)—Theme From "Lawrence of Arabia" (Gower, BMI) (2:15). AVA 123

**CHASE WEBSTER**  
The Town Sleeps Through It (Victor, 2:35)—Your Old Love Letters (Red River Songs, BMI) (2:40). DOT 16466

**FATS DOMINO**  
You Always Hurt the One You Love (Pickwick, ASCAP) (2:08) — Trouble Blues (Conrad, BMI) (2:44). IMPERIAL 5937

**CATHY CARROLL**  
I'm Available (Golden West Melodies, BMI) (2:24)—If You Don't Know What You're Talking About (Aldon, BMI) (2:22). WARNER BROS. 5354

**THE GATEMEN**  
Goodnight Irene (Ludlow, BMI) (2:40)—The Klan (Knollwood, ASCAP) (2:13). MAY 141

**GEORGIA BROWN**  
Bye Bye Blackbird (Remick) (2:55)—Why Was I Born? (Harms, ASCAP) (2:30). LONDON 9597

**LITTLE JOHNNY TAYLOR**  
You'll Need Another Favor (Clreco-Escort, BMI) (2:41)—What You Need Is a Ball (Clreco-Escort, BMI) (2:11). GALAXY 718

**THE FABULOUS DIALS**  
Bossa Nova Stomp (Sales Spinners, ASCAP) (2:08)—Forget Me Not (Sales Spinners, ASCAP) (2:25). JOY 276

**RICK NELSON**  
If You Can't Rock Me (Travis, BMI) (1:57)—Old Enough to Love (Eric, BMI) (2:16). IMPERIAL 5935

**JIMMIE RODGERS**  
(I Don't Know Why) I Just Do (Valley, BMI) (2:13)—Load 'Em Up (an' Keep on Steppin') (Drury Lane, BMI) (2:11). DOT 16467

**ROY HAMILTON**  
Let Go (Trio, BMI) (2:13)—You Still Love Him (Trio, BMI) (2:15). MGM 13138

**RICK FORTUNE**  
Sand in My Hair (Cole, BMI) (2:20)—Running Wild (Cole, BMI) (2:00). RAN-DEE 108

**BUDDY ACE**  
She Will Love (Don, BMI) (2:24)—Good Lover (Don, BMI) (2:11). DUKE 361

**B. BUMBLE AND THE STINGERS**  
In the Mood (Shapiro-Bernstein, ASCAP) (2:22)—Chicken Chow Mein (Mardon, BMI) (2:58). RENDEZ-VOUS 210

**RIC CASTLE**  
She's Got Soul (Pokvan, BMI) (2:38)—The Twilight of Youth (Jepalana, BMI) (2:18). WARNER BROS. 5355

**LAVERN BAKER**  
Trouble in Mind (Leeds, ASCAP) (2:06)—Half of Your Love (Ludlow, BMI) (2:16). ATLANTIC 2186

**MORMON TABERNACLE**  
This Is My Country (Shawnee Press, ASCAP) (2:25)—O Columbia the Gem of the Ocean (Schreiner) (2:30). COLUMBIA 42763

**CHARLIE RICH**  
There's Another Place I Can't Go Northern, ASCAP) (2:36)—I Need Your Love (Hi Lo, BMI) (2:17). PHILLIPS INT'L 3584

**MANTOVANI**  
A Girl Named Tamiko (Famous, ASCAP) (2:13)—Elizabethan Serenade (Ross Jungnickel, ASCAP) (3:10). LONDON 9595

**LESLEY GORE**  
It's My Party (Arch, ASCAP) (2:19)—Danny (Soanka, BMI) (2:06). MERCURY 72119

**SODA BRYANT**  
Battle of Fort Donelson (Quilted, BMI) (2:30)—Who Do Dat! (Quilted, BMI) (2:13). COVER 19631

**JAZZ**

**STANLEY TURRENTINE**  
Smile, Stacy (Parts I & II) (Jana) (4:00, 4:10). BLUE NOTE 1845

**HORACE SILVER QUINTET**  
Too Much Sake (Parts I & II) (Ecaroh, ASCAP). BLUE NOTE 1873

**CHARLIE ROUSE**  
Acontecue (Mauricio Marconi, 3:00)—In Martinique (Mills) (2:13). BLUE NOTE 1882

**JOHNNY (HAMMOND) SMITH**  
Monterey Theme (Jazz Standard, BMI) (2:59). RIVERSIDE 45480

**STAN GETZ AND CAL TJADER**  
Ginza Samba (Cireco, BMI) (2:02)—For All We Know (Fest, ASCAP) (2:36). FANTASY 566

**BLUE MITCHELL QUINTET**  
Capers (Kayak, BMI) (3:55)—Turquoise (Jazz Standard, BMI) (4:14). RIVERSIDE 45478

**PONY POINDESTER**  
Love Me Tender (2:15)—Midnight in Moscow (3:05). PRESTIGE 251

**GENE AMMONS**  
Molto Mato Grosso (Parts I & II) (Pres, BMI) (2:35, 3:24). PRESTIGE 245

**JIMMY RUSHING**  
My Bucket's Got a Hole in It (Parts I & II) (Pickwick, ASCAP) (2:14). COLPIX 686.

**CLIFFORD SCOTT**  
Crosstalk (Jana, ASCAP) (2:24)—Samba De Bamba (Bossa Nova) (Jana, ASCAP) (2:35). WORLD PACIFIC 368

**WILLIS JACKSON**  
Neapolitan Nights (Pres, BMI) (3:12)—Mama (3:22). PRESTIGE 243

**JONAH JONES**  
Jonah Jones Special (Wingus, BMI) (2:44)—European Blues (Wingus, BMI) (3:17). BETHLEHEM 3054

**RHYTHM & BLUES**

**LIGHTNIN' HOPKINS**  
Angel Child—Sinners' Prayer. BLUESVILLE 822

**LOWELL FULSON**  
Shed No Tears (Arc, BMI) (2:10)—Can She? (Arc, BMI) (1:47). CHECKER 1027

**SILAS HOGAN**  
I'm Gonna Quit You Pretty Baby (Excellorec, BMI) (2:23)—Airport Blues (Excellorec, BMI) (2:31). EXCELLO 2231

**COUNTRY**

**CONNIE HALL**  
It's Not Revenge I Want (Cedarwood, BMI) (2:14)—Don't Tempt Me (Moss Rose, BMI) (2:08). DECCA 31484

**RENO AND SMILEY**  
Grandfather's Clock (2:05)—It's a Sin (Hill & Range, BMI) (2:35). KING 5728

**RAY CHARLES**

Take These Chains From My Heart

b/w

No Letter Today

ABC-10435



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ANY QUANTITY

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**LATIN AMERICAN**

**CELIA CRUZ**  
Mi Bomba Sono (2:32)—Virgen de la Macarena (2:49) (2:49). SEECO 8068

**SPIRITUAL**

**THE STAPLE SINGERS**  
Let That Liar Alone (Staples, BMI) (2:43)—I Can't Help From Cryin' (Staples, BMI) (2:12). RIVERSIDE

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

**POPULAR**

**THE MAJORETTES**—Let's Do the Kangaroo (House of Fortune, BMI)—Dance With Me (House of Fortune, BMI). TROY 1004

**LOS ALBINOS**—Bossa de Santiago (Zodiac, BMI)—Girl Shy Bossa Nova (Compton-Cenema, ASCAP). PALETTE 5104

**THE TAPPYS**—Peter Cottontail (Hill & Range, BMI)—Can't We Just Be Friends (Cameo-Parkway, BMI). PAGEANT 608

**BABY RAY AND THE FERNS**—How's Your Bird (Maravilla, BMI)—The World's Greatest Sinner (Maravilla, BMI). DONNA 1378

**R. D. STOKES**—My Sandra's Jump (Harold-Dimple, BMI)—Chop Celery (Harold-Dimple, BMI). 11 BRO'S. 1

**BOBBY SANDERS**—Cloopatra (Blue Skies, ASCAP)—Dead Pigeon (Orama, BMI). SOUND-O-RAMA 117

**BUDDY AND THE WILDCATS**—(The Party's) Over Here (Just-Rebecca, BMI)—Night Crawl (Just-Rebecca, BMI). RUST 5060

**KENNY YOUNG**—Thumble' (Suehill-Padre, BMI)—Don't Waste Your Arrows (Conger, ASCAP). MGM 13136

**AZIE MORTIMER**—Little Boy (I Keep on Changing My Mind) (Azmond, BMI)—Cry Me a River (Saunders, ASCAP). EPIC 9584

**THE DUBS**—Your Very First Love (Coney Island, SESAC)—Just You (Coney Island, SESAC). WILSHIRE 201

**JOHNNY PERRY**—Take My Love to the Zoo-Dee Man (Glad, BMI)—Just for Tonight (I'm Loving You) (Glad, BMI). CHEROKEE 1026

**RICHARD STORMY**—Somethin' Different (Renda, BMI)—Wistful (Renda, BMI). DEWL 22543

**HAPPY CLIVE**—Oh! You Beautiful Doll (Remick, ASCAP)—Laff-a-Lang (Heartbeat, ASCAP) (2:50). HEARTBEAT 50

**DEL PRICE**—Memory Lane (Rual, BMI)—That's All You Gotta Do (Aldon, BMI). ASCOT 2129

**THE UNIVERSALS**—Dear Ruth (Benmed, BMI)—Gotta Little Girl (Benmed, BMI). ASCOT 2124

**THE 5 JOHNS**—50 Miles With Vagabond (Beckie, BMI) (2:20)—Tiptoe (Beckie, BMI). PEN 118

**LARRY BRIGHT**—Surfin' Queen (Maravilla, BMI)—My Hands Are Tied (Hill & Range, BMI). DEL-FI 4204

**TED TAYLOR**—That's Life I Guess (Rennat, BMI)—Be Ever Wonderful (Lion, BMI). OKEH 7171

**STAN VINCENT**—The World Is Round (Angel, BMI)—Hot Fudge Sundae and Pizza Pies (Angel, BMI). FELICE 711

**JACK ROSS**—Shadrack (Fischer, ASCAP)—I'll Take Care of Your Cares (Monaco-Remick, ASCAP). DOT 16460

**FRANKIE DAVIDSON**—Penalty from Heaven—Easter Chick. MELBOURNE 1448

**DURWOOD KIRBY**—Crime Doesn't Pay! (Davis, ASCAP)—Cowboys and Indians (Davis, ASCAP). DAVIS 999

**TOMMY AND THE TARGETS**—Marching Coast to Coast (Pattern, ASCAP)—Sales Pitch (Pattern, ASCAP). BIG R 2001

**THE NITE-NINS**—Shawnee (CFG, BMI)—Nero Shakin' (Juarez, BMI). LAWN 207

**COUNTRY**

**EARL SCOTT**—Guess I'll Never Learn (Acuff-Rose, BMI)—Loose Lips (English, BMI). MERCURY 72110

**SWANEE CALDWELL**—Tear Stained Guitar (Briarcliff-Beryl, BMI)—I Told You So (Lola, BMI). KING 5727

**PATE MORRIS**—Fiddle Twist (Yonah, BMI)—Better Times a Comin' (Yonah, BMI). PEACH 762

**CHARLINE AND DOTTIE**—Golden Record (Crown King, BMI)—God Planned It That Way (Crown King, BMI). EL DORADO 651

**RHYTHM & BLUES**

**LAZY LESTER**—Lonesome Highway Blues (Excellorec, BMI)—Made Up My Mind (Excellorec, BMI). EXCELLO 2230

**POLKA**

**WALTER OSTANEK COMBO**—Wally's and Andy's Polka; Gar-city Polka (Peer Int'l, BMI)—Easy Does It; Near Me Rumba (Peer Int'l, BMI). A-B-S 208 (EP)

**SPIRITUAL**

**THE SINGING ECHOES**—He'll Understand—Ezekiel Saw de Wheel. RAE COX 108

**OTHER SINGLES REVIEWED**  
The singles listed below are rated as having relatively limited sales or programming potential.

**POPULAR**

**PHIL CASS**—That Old Gang of Mine (Remick, ASCAP)—The Unknown Soldier (Witmark, ASCAP). HOB0 100

**ROBBY AND THE TROUBADOURS**—The Lemon Twist (Parts I & II) (Myrales, BMI). BLOCK 602

**THE ELQINS**—Finally (Heteriqui, BMI)—A Winner Never (Heteriqui, BMI). LUMMOTONE 109

**MERLIN BEE**—Watching Grandma Twist (Progressive, BMI)—Baby (Venice, BMI). RAZORBACK 106

**JUDIE LUND**—Hold Out Your Hand (Brad Mar, BMI)—My Baby Needs Love (Empire Song, ASCAP). SOUND-O-RAMA 116

**VINNY CATALANO**—Please Mr. Jukebox Man (Coney Island, SESAC)—Rags to Riches (Saunders, ASCAP). HAMMER 6312

**HAL LANG**—Out of Sight—Out of Mind (Bett-Coe, BMI)—It's Better This Way (Bett-Coe, BMI). BETT-COE 101

**CARLA AND JO**—Yes My Darling Daughter (Massa, BMI)—Wah-Wah (Massa, BMI). MARKIE 107

**THE SHERWOODS**—Shades of Summer (Joli, BMI)—Sneakin' Around (Joli, BMI). JOHNSON 121

**HAL LANG**—Summer Souvenirs (Bett-Coe, BMI)—Lov'a (Bett-Coe, BMI). BETT-COE 104

**COUNTRY**

**MAC SCOTT**—I Created My Own Hell (Tom-Cat, BMI)—Gossip of the Town (Tom-Cat, BMI). KASH 101005

**CHUCK DENNIS**—Memories of Home (Yonah, BMI)—Loneliness (Druid, BMI) (2:40). VERA 401

**JIM MORRISON**—Ace in the Hole (Lobill, BMI)—Bill Bailey Curley Q 001

**DON TEAGUE**—I Had to Say No (Buttilla, ASCAP)—Maybe (Buttilla, ASCAP). RAINS 107

**AL URBAN**—To Die One More Time (Tom Cat, BMI)—It's Just Not My Day (Tom Cat, BMI). FANG 1003

**LEE BEVILL**—Georgia Boy (Happy Hearts-AME, BMI)—The Unemployment Plan (Happy Hearts-AME, BMI). HAPPY HEARTS 129

**MUSIC AS WRITTEN**

**NEW YORK**

Coral rushed out albums by **Jackie Wilson** and by the **DeMotions** to catch in on the sales of their single hits, "Baby Workout" and "My Foolish Heart" respectively. . . . Spoken Arts will issue a record in May featuring young musicians or groups chosen from the membership of the Boys' Clubs of America. . . . **Norman W. Elson**, head of Norel Amusement Corporation, has purchased the Forum Theater on Broadway at 47th Street. . . . **Erroll Garner** is set to compose the major themes for the flick "A New Kind of Love." . . . Hickory Records continued its expansion into the pop field by signing **Lorry Peters**. . . . **Tommy Roe** is in Germany on tour. . . . **Don Owens** of Don Owens music in Memphis has acquired Blue Ridge Records of Vienna, Va.

**Dick Kaltz** has joined the Robert Block Enterprises handling the Block label and Silk City and Myrale Music. . . . Carlton Records has signed **Jesse Williams**. . . . **George Pincus**, back from a three-week trip to England, picked up a lot of songs for the U. S. Songs include "Tous Les Garcons Et Les Filles," "Two Bodies on the Beach," "Flip-Flop" and "Bostic." English tunes include "Manana Pasada Manana," "Dry Tears," "Boot Hill" and "Moon-dust." Prestige Records has set Cosdel as its Philippines distrib. . . . Saturn label of Brownwood, Tex., has issued a dinking with **Lefty Nichols**. Firm is owned by **David Fair** and **Cliffe Browning**. . . . **Herman Kenin**, head of the AFM, was one of 11 men from various segments of industry, professional, civic and labor affairs elected to the board of directors of the American Arbitration Association two weeks ago. **Guy Aldous**, London trial counsel and authority on British Copyright law, will deliver the first of the Jean Geiringer Memorial Lectures in International Copyright at the New York University School of Law at 5:15 p.m. on Friday, April 19, in Arthur T. Vanderbilt School in Washington Square, New York.

**BOB ROLONTZ**

**NASHVILLE**

**Kris Jensen's** "Cut Me Down," penned by **John D. Loudermilk** for the Acuff-Rose combine, is picking up action in several important markets. Other Acuff-Rose songs released recently include "Wall to Wall Love" and "I Take the Chance" by **Tommy Zang** on Hickory, "The Other Boys are Talking" by **Leroy Van Dyke** on Mercury and "Nancy's Minuet" by the **Everly Brothers** on Warner Bros.

**Jimmy Dean** opened pubbery in Music City with **Jay Rainwater** in charge. **Jerry and Harold Bradley** are set to move into their almost-ready offices on Record Row. The Bradley firm will be known as Forrest Hills Publishing Company.

**Bob Ferguson's** Backwoods Music switches to BMI firm of Robert B. Ferguson Music Company.

Cedarwood writer, **Benny Joy**, has returned from tour promoting his "I'm of No More Use to You Old Earth" on the Dot label. Other Cedarwood releases include "Sure Is Lonesome Downtown" by the **Fleetwoods** on the Dolton label, "Lying to Be Together" by **Bill Phillips** on Decca, "Don't Tell Mame" b.w. "Half Laughing, Half Crying" by **Mel Tillis** on Decca, "She's a Good Looker" b.w. "I Know I'm Lying" by **Obrey Wilson** on United Artists, and "Why Don't-

cha Come Home" by **Shirley Ray** on Epic.

RCA Victor's **Eddy Arnold** may have another hit with Pamper Music's "Yesterday's Memories." The song, first cut by **Hank Cochran** on Gaylord, got good reviews and is showing up on several air-play lists.

**Betty Sue Perry** has signed a new exclusive writer contract with Sure-Fire Music Company, Inc., it was announced this week. She has been with Sure-Fire since 1960.

**PITTSBURGH**

**Leslie Uggams** had to cancel two scheduled weeks at Holiday House beginning June 17 so booker **George Claire** hopes to acquire **Sarah Vaughan** for June 17 and **Paul Anka** for June 24 to replace Leslie. . . . Another cancellation was the May 28 date of **George Kirby** at Horizon Room. . . . **Xavier Cugat** and **Abbe Lane** mopped up during their week at Holiday House.

The Twin Coaches night club, closed since the first of the year, reopens on April 15 with **Rosemary Clooney**. **Rose Calderone**, owner of the club, and booker **Joe Hiller** will host Miss Clooney at a press party luncheon at the Variety Club in the Penn-Sheraton Hotel on that date. . . . Pianist **Lorin Hollander** will be featured with the Pittsburgh Symphony Orchestra at Syria Mosque on April 14 and 15. . . . The date of the **Highwaymen** was canceled at Soldiers and Sailors Memorial Hall on March 29 due to a poor advance sale.

**Little Anthony** has been set by booker **Zeke Nicholas** on April 26 for the **Jeannette** (Pa.) high school prom. . . . **Sandy**, the ventriloquist, who hails from nearby Tarentum, and is now featured in the floorshow at the Conrad Hilton Hotel, Chicago, has waxed a few records recently for Roulette under the name of **Sandy Theoret**, according to her local manager, **Sid Marke**.

**LEONARD MENDLOWITZ**

**PHILADELPHIA**

With major alterations closing traffic to the Widener Building Arcade, **Nathan Mutchnick** is moving his Melody Record Shop from its choice Center City location just down the street to 1213 Chestnut Street. . . . **David Miller's**, local record manufacturer, flew to Louisville, to talk a disk deal with **Cassius Clay**. . . . **Barbara Streisand**, entirely unknown when she appeared here a year ago in the musical, "I Can Get It for You Wholesale," has a hot album among the midtown shops with the record people crediting it to her repeated TV exposures. . . . **Jules Williams** established an Oak Lane Record Shop at 6194 Limestone Pike in that section of the city.

**MAURIE H. ORODENKER**

**Liberty Package Tabbed for 15%**

**HOLLYWOOD** — Liberty is offering a 15 per cent discount, six-month deferred billing plus full exchange privileges on a three-LP release being rushed to dealers by the label's national sales director, **Don Bohanan**.

Packages include two new releases by **Dave Carroll** and the **Ventures**, in a third re-packaged album, featuring the **Marketts**. Payments for the release start in July with equal payments due through September. Offer is effective immediately and ends May 15.

**ANOTHER BEAUTY FOR**

**FRANKIE AVALON**

**CLEOPATRA**

C-1135

On  
**CHANCELLOR**  
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Distributed by  
**ABC-Paramount**

**Overnight Smash!**

**YOU CAN'T SIT DOWN**

P 867

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COMING LIKE MAD

**SANDRA**

by  
**THE VOLUMES**  
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SING WE NOW THE SONGS OF FAITH album FXG-5006  
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**TENDER IS THE NIGHT** (Academy Award Nominee)  
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Ready to Smash Thru in Philly, Chi., L.A., Miami and the rest of the nation.

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"THAT'S WHERE IT'S AT" and "MOVIN' & GROOVIN'"  
Sims Twins #138

"DON'T THROW YOUR LOVE ON ME SO STRONG"  
Johnnie Morissette #139

"THE WADDLE"  
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"DANCE WHAT YOU WANNA"  
Johnnie Taylor Derby 101

"GREAZEE"  
Part II  
Billy Preston Derby 1002

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## THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING APRIL 13

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	HE'S SO FINE	By Mack—Published by Bright-Tunes (BMI)	6
2	5	CAN'T GET USED TO LOSING YOU	By Pomus-Shuman—Published by Brenner (BMI)	3
3	4	SOUTH STREET	By Mann-Appell—Published by Kalmann (ASCAP)	6
4	3	THE END OF THE WORLD	By Dee-Kent—Published by Summit (ASCAP)	8
5	27	I WILL FOLLOW HIM	By Altman-Gimbel-Stole-Roma—Published by Leeds (ASCAP)	2
6	6	BABY WORKOUT	By Wilson-Tucker—Published by Merrimac (BMI)	4
7	2	OUR DAY WILL COME	By Hilliard-Garson—Published by Rosewood (ASCAP)	8
8	11	PUFF	By Yarrow-Lipton—Published by Pepamar (BMI)	3
9	10	YOUNG LOVERS	By Hildebrand-Jackson—Published by LeBill-Marbill (BMI)	3
10	9	IN DREAMS	By Orbison—Published by Acuff-Rose (BMI)	8
11	13	DO THE BIRD	By Mann-Appell—Published by Kalmann (ASCAP)	4
12	28	PIPELINE	By Spickard-Carman—Published by Downey (BMI)	2
13	7	RHYTHM OF THE RAIN	By Gummoe—Published by Sherman-DeVorzon (BMI)	11
14	24	DON'T SAY NOTHIN' BAD ABOUT MY BABY	By King-Goffin—Published by Aldon (BMI)	3
15	12	OUR WINTER LOVE	By Cowell—Published by Cramart (BMI)	7
16	19	MR. BASS MAN	By Cymbal—Published by Jalo (BMI)	3
17	23	TWENTY MILES	By Mann-Lowe—Published by Wyncote-Kalmann (ASCAP)	4
18	8	YOU'RE THE REASON I'M LIVING	By Darin—Published by Adaris (BMI)	11
19	21	FOLLOW THE BOYS	By Davis-Murry—Published by Francon (ASCAP)	3
20	14	BLAME IT ON THE BOSSA NOVA	By Mann-Weil—Published by Aldon (BMI)	9
21	16	ALL I HAVE TO DO IS DREAM	By Bryant—Published by Acuff-Rose (BMI)	5
22	17	I WANNA BE AROUND	By Vimmerstedt-Mercer—Published by Commander (ASCAP)	8
23	—	ON BROADWAY	By Weil-Mann-Leiber-Stoller—Published by Aldon (BMI)	1
24	25	OUT OF MY MIND	By Tillotson—Published by Ridge (BMI)	3
25	—	OVER THE MOUNTAIN (Across the Sea)	By Garvin—Published by Arc (BMI)	1
26	29	DON'T BE AFRAID, LITTLE DARLIN'	By Mann-Weil—Published by Aldon (BMI)	2
27	—	YOUNG AND IN LOVE	By St. John—Published by Odin (ASCAP)	1
28	—	SANDY	By DiMucci-Brandt—Published by Disal-Schwartz (ASCAP)	1
29	—	MECCA	By Nader-Gluck Jr.—Published by January (BMI)	1
30	—	I GOT WHAT I WANTED	By Singleton-Benton—Published by Ben Day (BMI)	1

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

**RECORDINGS AVAILABLE**

(Best Selling Record Listed in Bold Face)

- HE'S SO FINE** — Chiffons, Laurie 3152.
- CAN'T GET USED TO LOSING YOU**—Andy Williams, Columbia 42674.
- SOUTH STREET** — Orions, Cameo 243.
- THE END OF THE WORLD**—Skeeter Davis, RCA Victor 8098; Mills Brothers, Dot 16451.
- I WILL FOLLOW HIM**—Petula Clark, Laurie 3156; Rosemary Clooney, Reprise 20145; Betty Curtis, CGD 10903; Georgia Gibbs, Epic 9585; Jackie Kannon, Stage 518; Little Peggy March, RCA Victor 8139; Frank Pourcel, Capitol 4916; Joe Senterri, Vesuvius 1068.
- BABY WORKOUT**—Jackie Wilson, Brunswick 55239.
- OUR DAY WILL COME** — Eddie Cano, Reprise 20147; Ruby and the Romantics, Kapp 501.
- PUFF**—Peter, Paul & Mary, Warner Bros. 5348.
- YOUNG LOVERS** — Paul & Paula, Philips 40096.
- IN DREAMS** — Roy Orbison, Monument 806.
- DO THE BIRD**—Dee Dee Sharp, Cameo 244.
- PIPELINE** — Chantays, Dot 16440.
- RHYTHM OF THE RAIN** — Cascades, Valiant 6026.
- DON'T SAY NOTHIN' BAD ABOUT MY BABY**—Cookies, Dimension 1008.
- OUR WINTER LOVE** — Anita Bryant, Columbia 42739; Hi-Lites, King 5730; Bill Pursell, Columbia 42619.
- MR. BASS MAN** — Johnny Cymbal, Kapp 503.
- TWENTY MILES** — Chubby Checker, Parkway 862.
- YOU'RE THE REASON I'M LIVING**—Bobby Darin, Capitol 4897.
- FOLLOW THE BOYS** — Connie Francis, MGM 13127.
- BLAME IT ON THE BOSSA NOVA**—Eydie Gorme, Columbia 42661.
- ALL I HAVE TO DO IS DREAM**—Richard Chamberlain, MGM 13121.
- I WANNA BE AROUND** — Tony Bennett, Columbia 42634.
- ON BROADWAY** — Drifters, Atlantic 2182.
- OUT OF MY MIND** — Johnny Tillotson, Cadence 1434.
- OVER THE MOUNTAIN (Across the Sea)**—Bobby Vinton, Epic 9577.
- DON'T BE AFRAID, LITTLE DARLIN'**—Steve Lawrence, Columbia 42699.
- YOUNG AND IN LOVE** — Dick and DeeDee, Warner Bros. 5342.
- SANDY**—Dion, Laurie 3153.
- MECCA**—Gene Pitney, Muscor 1028.
- I GOT WHAT I WANTED**—Brook Benton, Mercury 72099.



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FRANK HUBBELL & HUBB-CAPS (TOPIX)

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Billboard

HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la Fama, Buenos Aires)

Table with columns 'This Week' and 'Last Week' for Argentina hits like 'LIMBO ROCK', 'DAME FELICIDAD', 'ESO BESO', etc.

AUSTRALIA

(Courtesy Music Maker, Sydney) \*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Australia hits like 'PIPELINE', 'FROM A JACK TO A KING', 'IN DREAMS', etc.

BRITAIN

(Courtesy New Musical Express, London) \*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Britain hits like 'FOOT TAPPER', 'SUMMER HOLIDAY', 'LIKE I'VE NEVER BEEN GONE', etc.

Table with columns 'This Week' and 'Last Week' for Denmark hits like 'THE NIGHT HAS A THOUSAND EYES', 'TELL HIM', 'ONE BROKEN HEART FOR SALE', etc.

DENMARK

(Courtesy Quan Musikbureau, Copenhagen) \*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Denmark hits like 'TA' MED UD A FISK', 'SKIP TO MY LOU', 'LESSON ONE', etc.

FRANCE

Table with columns 'This Week' and 'Last Week' for France hits like 'ON TWISTE SUR LE LOCOMOTION/DONNE MOI MA CHANCE', 'TOUS LES GARCONS ET LES WILLES', etc.

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine) \*Denotes local origin

Table with columns 'This Week' and 'Last Week' for French (Walloon) Belgium hits like 'COEUR BLESSE', 'SANS-TOI, MAMIE', etc.

Table with columns 'This Week' and 'Last Week' for Germany hits like 'TOUS LES GARCONS ET LES FILLES', 'BELLES, BELLES, BELLES', 'ELLE EST TERRIBLE', etc.

GERMANY

Table with columns 'This Week' and 'Last Week' for Germany hits like 'ICH KAUF' MIR LIEBER EINEN TIROLERHUT', 'CASANOVA BACIAMI', 'JUNGE KOMM BALD WIEDER', etc.

HOLLAND

Table with columns 'This Week' and 'Last Week' for Holland hits like 'SOERABAYA', 'CATOOTJE', 'BACHELOR BOY/THE NEXT TIME', etc.

HONG KONG

Table with columns 'This Week' and 'Last Week' for Hong Kong hits like 'CRYING IN THE WIND', 'A LITTLE BIT OF SOAP', 'BOSS GUITAR', etc.

ISRAEL

Table with columns 'This Week' and 'Last Week' for Israel hits like 'WALK RIGHT IN', 'QUANDO CALIENTA EL SOL', 'HEY PAULA', etc.

ITALY

Table with columns 'This Week' and 'Last Week' for Italy hits like 'COME TE NON C'E' NESSUNO', 'GIOVANE GIOVANE', 'FATTI MANDARE DALLA MAMMA', etc.

MEXICO

Table with columns 'This Week' and 'Last Week' for Mexico hits like 'AL DI LA', 'CORAZON DE ACERO', 'COSAS (Things)', etc.

Table with columns 'This Week' and 'Last Week' for Norway hits like 'HULA HULA TWIST', 'PA TODO EL ANO', 'VENUS', etc.

NORWAY

(Courtesy Verdens Gang, Oslo) \*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Norway hits like 'SUMMER HOLIDAY', 'ONE BROKEN HEART FOR SALE', 'HEY PAULA', etc.

PERU

Table with columns 'This Week' and 'Last Week' for Peru hits like 'ESPERANZA', 'THE NIGHT HAS A THOUSAND EYES', 'FROM A JACK TO A KING', etc.

VENEZUELA

(Courtesy Radio Caracas)

Table with columns 'This Week' and 'Last Week' for Venezuela hits like 'LA POLLERA COLORA', 'QUE GENTE AVERIGUA', 'AY CARINO', etc.

# International NEWS REPORTS

## BELGIUM

### Swiss Entry Gets Belgian Votes

By JAN TORFS  
Stuivenbergvaart, 37-Mechelen

The Belgian Eurovision competitor, **Jacques Raymond**, and his song "Waarom" ended in ninth place. The day after the festival took place, more than 3,000 Belgians were asked to give their own opinion and votes concerning the festival. More than 60 per cent voted for Switzerland.

Switzerland and Great Britain are the two countries which will probably have the most commercial songs. **Ester Ofarim** with "Ten va pas" (Do Not Go Away) and **Ronnie Carrol** with "Say Wonderful Things" should conquer the international market. **Emilio Pericoli**, who sang the Italian song "Uno per tutte" to the third place, has a good chance also.

Walloon Belgium is impatiently waiting for **Robert Cogoi's** new EP. More than 3,000 copies of the record have already been ordered. Cogoi sings "Je me sens si seule sans toi" (I Am So Lonely Without You) on the EP. This same song is the French version of **Will Tura's** "Eenzaam zonder jou," the best Flemish song of the last five years. The **Cousins**, who did not have a big smash with their last release "Lawdy, Lawdy," came out with a brand-new one entitled "Wadiya" and "Anda" on Palette. Other newcomers this week are "No, No" by **Fats Domino** on Imperial, "Come Back to Me" (Chopin's Etude No. 3) by **Clark Richard** on Ronnex, "I Wanna Be Around" by **Tony Bennett** on CBS and "Don't Set Me Free" by **Ray Charles** on ABC-Paramount. In the LP field **Sandy Nelson's** first 12-inch LP, "Teenage House Party" on Imperial, has been issued.

### Boy for Eriksens

NEW YORK — Congratulations go to our Norwegian correspondent **Espen Eriksen** (also music editor for the *Verdens Gang* newspaper in Oslo) who became the proud papa of a boy March 23.

## BRITAIN

### 'Chariot' 2d Spin; French This Time

By DON WEDGE  
News Editor  
New Musical Express

Something new in international disk releases was made last week by **Pye**. It issued **Petula Clark's** "Chariot" in French and coupled it with "Casanova Baciama" in German! Foreign language records are rare. Only two have made a sizable impact on the chart, **Edith Piaf's** "Milord," earlier, and more recently **Miss Clark's** "Ya Ya Twist." The new release is even more unusual in that "Chariot," in its English version of "I Will Follow Him," was issued earlier in the year and did not make the chart. The song is, of course, a U. S. hit for **Little Peggy March** (RCA Victor) and has now been issued here as **Rosemary Clooney's** (Reprise) version. The last-named, like **Pet Clark's**, is handled by **Pye** here. British right of "Casanova" has been obtained by **Tin Pan Alley Music** and **Bunny Lewis** is writing an English lyric for it.

### Trade Talk

**Sir Joseph Lockwood**, EMI chairman, in behalf of EMI's Australian firm, presented band leader **Joe Loss** with a gold disk—an unusual one. It was for the Loss band's recording of "Begin the Beguine," made in 1934. Total Australian sales over the years have passed the 100,000 mark.

### Visitors

**Glen Wallich**, Capitol Records' board chairman, was in London for talks with EMI chairman **Sir Joseph Lockwood** and the opening of the partially EMI-financed "How to Succeed" at the partially EMI-owned **Shaftesbury Theater**. . . . **Berry Gordy** and **Barney Ales** of the Tamla-Motown group cut short their continental tour and passed through London earlier than expected on their return journey to Detroit.

A host of executives from EMI affiliates were in for talks either at **Hayes headquarters** or the London office or both. Among them were **Auguste**

## PUERTO RICO STATION GOES HIGH POWER

SATURDAY, Puerto Rico—**Carmina Mendez**, owner of radio station **WHOA**, pioneer English language radio station in Puerto Rico, won first prize in recent charity "Crazy Hat Contest" at **Caribe Hilton Hotel**. More importantly, **Miss Mendez's** **WHOA** was recently awarded an increase in power to 5,000 watts and an advantageous move on the dial from 1400 to 870 kilocycles. The new facilities cost the station \$75,000. The new high-powered transmitter is in **Hato Rey**. **Miss Mendez**, who is also a high official in the Puerto Rican Broadcasters Association, will soon open a television station in **Fajardo**.

## Sorry!

LONDON—A goof in picture caption in this department in the March 30 issue stated that singer **Tommy Roe** was handing the tape of his first British release "The Folk Singer" to EMI general promotion manager **Arthur Muxlow**. This was in error of course, because **Roe's** "Sheila" was a smash in Great Britain. As a matter of fact, in the background of the pic is a reproduction of **Roe's** "Sheila" LP issued by EMI in England. Other **Roe** records have also been issued in the British Isles as well.

**Batzem**, export manager of **Electrola**, Germany; **Francois Manchin**, head of the Italian firm, **VCM**; **Harry Christmas**, head of the firm in **Eire**, and **C. Toumbakaris**, head of **Columbia Graphophone**, Athens.

**Bernie Lowe**, president of **Cameo-Parkway**, was in London at the same time as **Bobby Rydell** and had discussions with **Pye** executives on the label's distribution here. . . . A formidable trio of **Mills Music** executives was in London before going on to Paris. They included **Louis Schwartz**, **Max Prendel** and attorney **Sam Buzzell**. . . . **Peter De Angelis** was due in for talks with publisher **Dick James** on release of his material here. . . . Another songwriter, **Harry Tobias**, is expected with his wife April 12 on his first visit since 1958.

Independent producer-publisher **Bunny Lewis** was leaving April 4 on his postponed U. S. trip. After a stay in New York (**Warwick Hotel**), he was going on to **Hollywood**, **Las Vegas**, possibly **Chicago** and **Toronto** during a three-week visit.

### Record Business

From this month **Decca** has changed the name of its **Vogue** lines to **Vocalion**. This has been gradually worked into recent weeks. Ten albums have been issued in the revived **Vocalion** name. Previous **Vogue** tag has been dropped because of "technical difficulties" with the **Patents Office**. It was also the subject of a court action between **Decca** and the **French Vogue** firm a year ago.

First of the singles to be released here from the recording session in **Nashville** by **Helen Shapiro** will be "Woe Is Me." . . . **Frank Ifield** has spent a considerable time this month in the **EMI studios** and has cut nearly 30 titles. His next single will be an American song—**Jimmy Davis's** "Nobody's Darlin' But Mine." . . . On its low price **Encore** line, **EMI** has issued **Jo Stafford's** LP "Smoke Dreams."



TAKING FIVE: Nana Mouskouri smiles during a break at recording session for Philips. The singer waxed the Luxembourg Eurovision Contest tune, "A Force de Prier."

To support its legit musical "How to Succeed," **EMI** has issued an album, an EP and three singles, although the cast right is with **RCA**. . . . The **Philips** group associate **DGG** has issued separately its recordings of **Beethoven's** nine symphonies by **Herbert Van Karajan**, conducting the **Berlin Philharmonic**. . . . **Pye** has more than doubled its air time on **Radio Luxembourg's** English service. Six days a week it has additional quarter-hour programs done live from **Luxembourg** and has one hour from 1 a.m. on Sundays.

### Publishing Business

The **Performing Right Society's** tariff to operators of bingo and similar sessions in theaters, ballrooms, etc. (\$1.05 per thousand), has been upheld by the **Performing Right Tribunal**. The case had been referred to it by the **Cinematograph Exhibitors' Association**, many of whose theater-owning members operate bingo. . . . Songwriter **Jimmy McHugh** is planning to visit **Britain** this spring to open a firm, **Westminster Music**, to handle his own publishing interests. . . . **Hill & Range** has acquired the right from the **Tin Pan Alley** group of "The One That Got Away," **Bunny Lewis's** English version of "A Force de Prier," sung by **Nana Mouskouri** in behalf of **Luxembourg** in the **Eurovision Song Contest**.

## FRANCE

### Barclay Distrib For Colpix Disks

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

**Colpix Records's** new French distributor is **Barclay Records**. First **Colpix** record issued is the original sound track from "Lawrence of Arabia."

**Bel Air Records** has started to distribute **Time Records**. . . . **United Artists** will release, in the French provinces, the hit film, "West Side Story," which has been showing continuously in Paris for over one year and a half. **CBS** is re-releasing the sound track in a new illustrated package. . . . **Polydor** issued the **MGM** record made from "Mutiny on the Bounty" pic.

**Mike Stewart**, **United Artists's** publishing executive, and **Noel Rogers** (**Dominion Music**) were in for business talks. . . . The **Tornadoes** appearing for two weeks at the **Olympia** (April 4-18).

## HUNGARY

### Loss of Szekely A Blow to Opera

By PAUL GYONGY  
Derutcka 6, Budapest

Great loss to the **Budapest State Opera Company** and enthusiasts was the death of bass **Mihaly Szekely**. **Szekely**, who celebrated his 40th anniversary as member of the **Budapest Opera** a short time ago, was one of the finest basses in Europe. He was well known as guest singer at the **Metropolitan Opera House** and the **Glyndebourne Festivals**. He was scheduled to sing **Bartok's** "Prince Bluebeards Castle" at this year's **Edinburgh festival**, a performance he made famous all over Europe. **Szekely** died at the age of 62 after a very difficult five-hour lung operation.

**Joseph Kozma**, world famous Hungarian-born French composer of former U. S. hit "Feuilles Mortes" arrived in **Budapest** to attend the first performance of his one-act opera "Electronic Love," which took place March 31. This is the first time that any of his stage works have been presented at **Budapest Opera House**.

## ISRAEL

### Connie Francis Visit a Wish

By AZARIA RAPOPORT  
73 Ahad Haam St., Tel Aviv

The **Record Guild of Tel Aviv** would greatly appreciate a personal visit here from **Connie Francis**. This electrifying American performer has been its uncrowned queen these last few months. Her **MGM** record, "Do the Twist," is the hottest thing among its steadily growing membership.

In the classical field, a best-seller lately is the locally pressed disk (by **Hed Arzi**) of the **Russian** recording of **Tchaikovsky's** **Violin Concerto in D**, as performed by **David Oistrakh**, accompany by the **USSR State Symphony Orchestra** under **Kyryl Kondrashin**.

**Good Night Stories**, local recordings of children's classics, is charming youngsters here. Two new additions to the **Children's Record Library** are an **Israphon** adaptation of "Alice in Wonderland" and "Pinochio," written by **Margalit Banay**, narrated by



YANKEE DOODLE: Bobby Rydell went to London and cut four titles specifically for British market. Pictured with Bobby (center) are a.&r. men **Ian Rafini** and **Tony Hatch** (left) and **Pye General Manager Louis Benjamin** and the artist's manager **Frankie Day** (right). **Rydell**, who records for **Cameo-Parkway** here, will have his specifically British sides released there on **Pye**.

Esther Sofer and accompanied by Zvi Ben Porath.

Switzerland and Austria were represented at the last Eurovision song contest held in London by Israeli singers Esther Ofarim Reichstadt (who won second prize) and Carmela Koren.

## ITALY

### Many Lands Get Disk Attention

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

The international nature of today's disk business can be seen once again in the variety of announcements forthcoming from Rome and Milan in one week. St. Vincent's is planning the second competition via radio of "A Song for Europe," May 22-26, with representation from all of Western Europe. American artists Ella Fitzgerald and Julian Adderley headlined San Remo jazz festival with great success. Although she didn't win the Eurovision competition for Luxembourg, Philips is bringing Nana Mouskouri to Italy from Greece to introduce her "By Power of Prayer" here. Former Iranian Empress Soray signed to make films in Italy with Dino Delaurentis, has been approached to record in Germany by Werner Mueller, Berlin orchestra leader. Proposed first recording would be "I Still Love You."

In addition to its jazz disks issued under the Parlophon label, Carish has announced "Italia International" which will present only foreign hits. . . . Narciso Parigi was invited to Morocco to sing at the court of King Hassan II. Parigi is a specialist in the Florentine song tradition. Farther north, Rocco Granata, whose only Italian hit has been "Marina," signed exclusively with Belgian's Moonglow label which is represented by Sweden's and Finland's Sonet Logo. Granata has a new hit in Scandinavia, "Ta'ngo of Love." Brazil's bossa nova is Italy's big hit of the moment and new recordings include "Bossa Nova Casanova," by Kay Starr, from the U. S. on Capitol, and "Bossa Nova, Baby," by Tippi and the Clovers from England on Stateside and Mike Rider's "Blame It On the Bossa Nova" from Derby.

Decca, in announcing a special record of four songs for the price of three, features French-born, German and Italian star Caterina Valente in "Caterina Sings in Spanish." New dances

seem to come from all sides. France offers "Tamure" by Tony Gee, while England announces the "Loo-Be-Loo" recorded by the Chucks.

Margaret Whiting and Al Martino are currently touring military bases in Italy. Italian ace Claudio Villa's latest for Cetra is "Tamiko" in English. Pathe offers Italian Yvette Horner in "Paris Holiday" from the film of that name in French. Voce del Padrone is out with Camillo in "Stifelius" and "Torrents."

Second Congress of Song will be held at Acqui June 14-15 and on the final night 12 new songs, each inspired by an Italian wine, will be presented. . . . Eugenia Foligatti, the new artist who won second place at San Remo this year, was honored with a gold medal by her home town of Massolombardo. . . . Children's songs from the Golden Sequin contest in Bologna have been placed on a disk by Ri-Fi under label of Antoniano-Ri Fi.

Peppino Di Capri, who has been recording for more than four years, has just hit the four-million mark in total sales. . . . Top hit of the season in Italian films is "The Overtaking" and theme song, "Gianni," sung on the sound track by Miranda Martino and issued by RCA Italiana. . . . Graz, lots!

## JAPAN

### Meader's LP Opens Conjecture

By J. FUKUNISHI  
108 Kakinokizaka, Meguroku, Tokyo

King Records issued Vaughn Meader's "The First Family" April 1. It is interesting to see how this will sell here where most of the people cannot understand English.

The firm also acquired the right to press the Coral label and its first release is to be made April 20. Coral had been represented by Nippon Grammophon until the end of last December.

Nippon Columbia announced the release of two 45 singles, containing "Seul avec mon Reflex" (Along With My Shadow) and "Quand un Marin" (Coming Back From the Sea), both sung by G. Mustaki and "Sans Rien Dire" (Without Saying Anything) and "Sur les Quai Gris" (On the Gray Quay), both sung by Joel Hommis. They are the French versions of Japanese hit numbers, composed by Toru Funamura, who directed their

recording at Pathe-Marconi's Paris studio last year.

Effective March 21, Nippon Columbia acquired Nippon Electric Sound Company, well known under the trade-mark of Denon in Japan as the manufacturer of professional studio tape recorders, four-track stereo tape recorders for home use and other electric communication apparatus. Denon product is being extensively used by all Japanese radio and television stations.

## NORWAY

### Cue Records Ready to Bow

By ESPEN ERIKSEN  
Editor, Verdens Gang, Oslo

Another independent record firm begins business just after Easter when composer-pianist Sigurd Jansen introduces the Cue label to the Norwegian market. First records will be made up of seven singles, sung by artists Johnny Brudvik, the Modern Four, Kari Neegard, Per Muller, Inger Marie Hansen, Marie Odegard and Roald

Stensby. The records will be distributed by Norsk Phonogram A-S.

New talent has also been brought to records from amateur contests at the Rondo Municipal youth restaurant. Philips signed Sverre Johnsen and the Vikings; Iversen & Frogh inked Toril Stoa and Nor-Disc signed the Vanguards. The final competition took place Tuesday (2).

This year's winning Eurovision Song Contest tune "Dansevis," sung by Grethe and Jorgen Ingmann, has been issued in Norway on the Metronome label. The couple came to Oslo April 4 to film a TV program.

The German hit "Tanze mit mir in den Morgen" has reached 40,000 sales in Norway, and may be a new "Seemann." When the Lolita record "Seemann" ("Sailor") was issued in Norway, it took a year for sales to build. The German song "Tanze mit mir in den Morgen" is issued by RCA, Philips, Odeon and Polydor, with the Norwegian version on Odeo still riding on the charts.

Swedish publisher Stig Anderson recently returned from New York, where he acquired the Scandinavian rights for the tunes that Schroeder publishes in New York. Also he attempted to secure the Aldon Music catalog. He also has the Swiss

melody "Sen va pas," which reached runner-up position in the Melody Grand Prix, and the U. S. chart-topper "He's So Fine." He has also leased a couple of the melodies that the Swedish quartet the Spotnicks launched, and Atlantic Records in the U. S. A. will issue two of the group's records. With Anderson in New York was Simon Brehm of Karusel Records and Anders Burmann of Metronome.

**Movies and Music**  
"The Music Man" and "Summer Holiday" will be premiered in Norwegian cinemas this Easter. . . . The Cliff Richard movie "Summer Holiday" has already brought three records to the Norwegian Top 10: "Summer Holiday" "Bachelor Boy" and "The Next Time." Also expected to make it's entry is a fourth tune from the film, "Foot Tapper," by the Shadows.

A 17-year-old blind boy has composed and recorded the song "Peter's Theme" on the Manu label. The boy's name is Torvinn Mittie. . . . Sales of the "All Star Festival" LP has slowed down in Norway, having reached a total of 49,000. The LP is expected to gain the Norwegian gold disk for 50,000 records and that will be the first (and supposedly the only) time an LP has reached sales of 50,000 or more here.

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THE GERMANS love all kinds of music but American music has a firm place in their affections. With the high level of prosperity achieved in Western Germany, record sales have increased enormously in recent years and E.M.I. has achieved a considerable share in this expanding market.

The E.M.I. company in Germany is **Electrola G.m.b.H.**, whose factory and offices (pictured below) are in Cologne. This central location gives it unrivalled possibilities for effective distribution throughout Western Germany as well as Switzerland, Austria and other Continental countries. A very high proportion of the recordings that Electrola sells come from America.

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**BILLBOARD**  
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**PHILIPPINES**

**Conductors Test Set for Hawaii**

By LUIS MA. TRINIDAD  
264 Escolta, Manila

Dean Lucrecia R. Kasilag has been selected for a six-week fellowship as visiting composer from the Philippines for the "1963 Festival of Music and Art of This Century" in Honolulu late April. The festival is sponsored by the music department of the University of Hawaii.

World renowned conductors, including Akeo Watanabe of Japan and Leonard Bernstein of the United States, will be on the panel of judges. The contestants will all conduct the widely known American Sym-

phony of the Air organized by the late Arturo Toscanini. Climaxing the competition will be a gala concert at the Lincoln Center for the Performing Arts here. Winners of the first three prizes in the competition will be appointed assistant conductors for the 1963-1964 symphony season.

**SWEDEN**

**Festival Tune to Eng. & Germany**

By HENRY FOX  
Kungsgatan 56, Stockholm

One of the Swedish Festival tunes, written by Ake Gerhard, is "Sherezade," which has now been sold to England and Germany. Requests have also come from Benelux, but yet no deal

has been made. One of the local recordings of this song is by Harem Stompers, and it sounds a little like "Petite Fleur." Publisher is Europa Produktion, a company owned by Ake Gerhard.

Ray Adams, who up to now was a free-lance producer, has signed with Fontana for all of the world, and Bo Lofberg, head of Philips, distributing the Fontana label, says that during his last trip on the Continent, he made many good deals high on the top list and is this week No. 2. He had to cancel his trip to the States and go to Germany for new recordings.

A VIP from RCA, New York, Frank Svenson, is visiting the Stockholm office this week. In co-operation with Swedish Radio, a new LP with Mats Olsson will be released with songs by Povel Ramel.

A Swedish version of "Hey Paula" has been made by Anne Louise Hansson on Metronome together with Boris.



**SPECIAL MERIT PICKS**

Continued from page 32

**SPOKEN WORD SPECIAL MERIT**

**VENUS AND ADONIS (2-12")**  
Marlowe Dramatic Society & Professional Players  
London A 4250 (M); OSA 1250 (S)  
London has made a continuing contribution to the repertoire of recorded classics, including a number of Shakespearean plays. Now the splendid Marlowe disk repertory group add to the library with one of the only known recordings of "Venus and Adonis," one of the truly image-filled, and rich-sounding of all the bard's works. Irene Worth and George Rylands are featured players here.

**JAZZ SPECIAL MERIT**

**TERI THORNTON SINGS SOMEWHERE IN THE NIGHT**  
Dauntless 4306 (M); 6306 (S)  
Here's the debut on Dauntless of a big-voiced thrush who piles a lot of meaning into a song. She has good phrasing, a nice liquid quality and the benefit of neat arrangements by Larry Wilcox. In the collection are the title tune, plus "I've Got Your Number," "I Believe in You," "Serenade in Blue" and "I've Got the World on a String." A worthwhile debut and jocks will find numerous spinnable entries.

**FOLK SPECIAL MERIT**

**NETANIA DAVRATH SINGS YIDDISH FOLK**  
Vanguard VRS 9117 (M); VSD 2127 (S)  
Israeli opera and concert star Netania Davrath has achieved a real success story on the Vanguard label. She has recorded several previous LP's of varying mood and content. This one features her lovely voice in a group of traditional Jewish folk songs spanning three centuries. She renders them with moving sincerity and obvious affection.

**LOW PRICE POPULAR**

**THAT'S MY DESIRE**  
Frankie Laine. Mercury Wing MGW 12202 (M); SRW 16202 (S)

**YOURS FOR A SONG**  
Vic Damone. Mercury Wing MGW 12182 (M); SRW 16182 (S)

**GOLDEN STRINGS**  
Florian ZaBach, His Violin and Ork. Mercury MGW 12172 (M); SRW 16172 (S)

**SERENADE FOR LOVE**  
Richard Hayman and His Ork. Mercury (M); SRW 16239 (S)

**MUSIC FOR A PRIVATE EYE**  
Ralph Marterie and His Marlboro Men. Mercury Wing MGW 12238 (M); SRW 16238 (S)



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**THREE-STAR ALBUMS**

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**POPULAR**

**THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S**  
Count Basie. Reprise R 6070 (M); R 9-6070 (S)

**YOU AIN'T HEARD NOTHIN' YET!**  
Sal Salvador. Dauntless D 4307 (M); DS 6307 (S)

**50 GUITARS GO COUNTRY**  
Tommy Garrett. Liberty LMM 13025 (M); LSS 14025 (S)

**HANK MARR TRIO PLUS THREE**  
King 829

**PARIS WITH LOVE**  
Joe Basie, His Accordion and Ork. Audio Fidelity AFLP 1938 (M); AFSD 5938 (S)

**INSTRUMENTAL GOLDEN GIANTS**  
Bill McElhiney and His ork. MGM E 4108 (M); SE 4108 (S)

**MOON GAS**  
BLUES FOR A STRIPPER  
Mundell Lowe. Charlie Parker PLP 822

**THE MILLS BROTHERS SING THE END OF THE WORLD AND OTHER GREAT HITS**  
Dot DLP 3508 (M); DLP 25508 (S)

**HOW LOW CAN YOU GO?**  
Roz Croney. Dauntless D 4309 (M); DS 6309 (S)

**JAZZ**

**DATELINE: EUROPE**  
Dizzy Gillespie. Reprise R 6072 (M); R 9-6072 (S)

**A DIFFERENT JOURNEY**  
The Chico Hamilton Quintet. Reprise R 6078 (M); R 9-6078 (S)

**MARVIS MEETS SHORTY**  
Marvis Rivers and Shorty Rogers. Reprise R 6074 (M); R 9-6074 (S)

**GOOD LITTLE MAN**  
Mary Jenkins. Reprise R 6077 (M); R 9-6077 (S)

**CLASSICAL**

**MISCHA ELMAN PLAYS HEBRAIC MELODIES**  
Vanguard VRS 1099 (M); VSD 2137 (S)

**BRUCH: HINDEMITH**  
David Oistrakh; London Symphony Orchestra (Horenstein - Hindemith). London CM 9337 (M); CS 6337 (S)

**STRAVINSKY: QUATRE ETUDES; SUITES**  
L'Orchestre de la Suisse Romande (Ansermet). London CM 9325 (M); CS 6325 (S)

**INTERNATIONAL**

**A RECITAL OF RUSSIAN SONGS**  
Various Artists. London 5678 (M); OS 25312 (S)

**SPIRITUAL**

**THE IRRESISTIBLE GOSPEL CHORDS**  
Dauntless D 4305 (M); DS 6305 (S)

**POPULAR**

**THE CITY**  
Larry Elgart and His Ork. MGM E 4007 (M); SE 4007 (S)

**GERSHWIN WAS GREAT**  
Various Artists. United Artists UAL 3271 (M); UAS 6271 (S)

**A NEW LOOK AT THE WORLD**  
Allen Keller. Charlie Parker PLP 817

**JAZZ**

**THE COUNTRY AND WESTERN SOUND OF JAZZ PIANOS**  
Steve Kuhn and Toshiko Aktyoshi. Dauntless D 4308 (M); DS 6308 (S)

**CLASSICAL**

**BERLIOZ: BEATRICE ET BENEDICT (2-12")**  
Soloists, Chorus, London Symphony Orchestra (Davis). London OL 256-7 (M); SOL 256-7 (S)

**MASTERPIECES OF THE SPANISH GUITAR**  
Alirio Diaz. Vanguard VRS 1084

**RACHMANINOFF: SYMPHONY NO. 3; CHANSON GEORGIENNE**  
Netania Davrath; Utah Symphony Orchestra (Abravanel). Vanguard VRS 1094 (M); VSD 2119 (S)

**PERGOLESI: FOUR CONCERTOS**  
Andre Jauret; Zurich Chamber Orchestra (de Stoutz). Vanguard BG 638 (M); BGS 5050 (S)

**HAYDN: SIX CANZONETTES; BRITTEN: SIX HOLDERLIN FRAGMENTS**  
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Audio Lab AL 1562

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**VIENNA YESTERDAY . . . VIENNA TODAY**  
Gretl Rath. MGM E 4121 (M); SE 4121 (S)

**YODELING IN THE TYROS**  
Various Artists. Vanguard VRS 9108 (M); VSD 2121 (S)

**RELIGIOUS**

**HE IS RISEN!**  
Various Artists. Word W 3244

**OTHER ALBUMS REVIEWS**

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

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**MUSIC FOR FLUTE AND PIANO**  
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## COLLINS' 5 POINTS

CHICAGO — The five-point program called for by NAB President LeRoy Collins included the following items:

1. Broadcasters must be masters of their own house. Any business materially influencing them, such as ratings and research, must become their concern.

2. Plans must be implemented for the "further elimination of advertiser influence over programming." Other "pressing needs" are for improvement of form and content of commercials, realistic limitations on pro-

gram interruptions and more effective advance assurances of truth of advertising claims.

3. Projection and enforcement of the Radio and TV Codes by the broadcasters themselves, without government interference.

4. Development of a program department within NAB (see lead story).

5. Identification in a meaningful way of all American broadcasting with the banishment of illiteracy via co-operation with broadcast teaching programs beamed at the populations of nations needing such assistance.

## Stereo Called FM's Most Exciting Tool

By NICK BIRO

CHICAGO — FM broadcasters termed "stereo" the most exciting programming tool in the medium's history. "It offers the greatest potential for FM radio and can be the answer to many of your problems," Jack Kiefer, KMLA (FM), Los Angeles, said last week.

He spoke with a group of FM leaders at a day of panel discussions devoted to the FM medium at last week's National Association of Broadcasters convention here.

Other salient points made during the discussions:

"Many FM stations are now effectively competing with AM outlets by doing a strong local job"—James Sondheim, QXR network, New York.

"Don't let stereo lull you into a false sense of security. Use good broadcasting techniques—stereo is a tool, not a panacea"—David Polinger, WTFM, New York.

"Sell your listeners on stereo, the greatest percentage of receivers are still monaural. We constantly remind our listeners that the broadcast they are about to hear in stereo sounds excellent on their monaural sets, but would sound so much better on stereo"—Everett Dillard, WASH, Washington.

### Stereo & FM Synonymous

And in comments from the floor, Mary Lurie, WXFM, Chicago, the local QXR outlet, noted that "to be competitive, stereo and FM will soon be synonymous. It's FM's biggest selling point."

Parker Smith, WVJS and WSTO, Owensboro, Ky., pointed out that his station had dropped the FM designation in its call letters and substituted the word "stereo." Smith said his station announced itself as WSTO-Stereo.

Panelists agreed that stereo separation offered exciting possibilities for commercials, news, sports, live interviews, as well as the traditional recorded music.

### Sports in Stereo

Examples of a basketball game with players moving from speaker to speaker, newscasts with announcers switching speakers for different voices, and other possibilities were cited.

Dillard said he felt national advertisers will support a stereo FM station that shows it's a good broadcast station. The reference was to FM broadcasters exercising good, competitive broadcast techniques similar to that employed by AM outlets.

Panelists also felt that the day had come when FM should examine all types of programming—not just "fine arts" as many stations were confining them-

selves to. A show of hands indicated that a sizable percentage of FM broadcasters in the audience were using popular music.

### Specialized Programming Urged

An FCC spokesman in the audience pointed out that FM stations should concentrate on filling a local community need. In a large market with numerous FM and AM outlets, a particular broadcaster might well decide to program to a specialized audience.

Smaller markets with fewer stations, however, might well need a more general-type programming, the FCC commissioner said.

Polinger noted that last year, 20 per cent of the stereo records he received were unsuitable for stereocasting because of distortion. "This year, it's down to 5 per cent," he said.

## NAB PLANS 'RADIO MONTH'

CHICAGO—An all-out campaign to salute Radio Month next month was launched by the NAB's public relations arm at the recent NAB Convention.

This year's theme will be "Radio—The Mobile Medium" and an elaborate kit, consisting of specially tailored jingles sung by the Keith Textor Singers for all formats (including FM-stereo) have been distributed to all member stations.

This year an extra feature has been added: Radio Month Stamps to be used on all correspondence sent out by the stations.

## Bunker Research Plan Would Get Honest Count for Radio

CHICAGO — Mark Twain once said, "The report of my death has been greatly exaggerated" . . . and Edmund C. Bunker, president of Radio Advertising Bureau, has set forth a massive campaign to show that radio has been and is very much alive.

Commenting at the NAB Convention on the urgency of the need of a carefully controlled pilot study of how to measure radio, under the radio industry's own sponsorship, Bunker said:

"Radio has been hurt, and very badly, by absence of research which both measures our full audience and is accepted

# NAB Program Dept. Seen Aiding Station Specialization Trend

• Continued from page 1

have the NAB given authority to enforce its own standards and would require all broadcasters to become members of NAB.

Praising the NAB Code, he lamented that "it is not complied with and is not adequately enforced." Only 38 per cent of radio stations subscribe to the NAB Code, he said, along with some 70 per cent of TV stations.

### Collins Asks Reconsideration

The Minow proposal took on added meaning in the light of the announcement last week that the FCC is inviting comment on proposals to set commercial time limitations. Referring to the latter announcement, Collins in his speech had said, "Gentlemen of the Commission, I urge you: Reconsider this decision, not as a matter of accommodation, but because it is wrong."

Minow said that the FCC's freeze on new AM radio applications will be held "to the minimum period required." He added that new rules would be proposed shortly to tighten engineering standards and also to "eliminate a great many unnecessary hearings."

The FCC chief expressed the belief that "the Commission should adopt fundamentally different approaches to radio and television." More flexibility and specialization should be encouraged among radio stations in communities with numerous stations on the air, he said. Hailing the "splendid growth of FM's stereo service" and "the advances of FM generally," Minow said that "the time to preserve FM's ability to make its own unique contribution is now."

Minow also took note of the "glimmerings of a return to drama on radio." And he pointed out that with more radios bought in the U. S. last year than ever before, "we will do what we can to help, and not obstruct, radio's continuing growth and service to the public."

## Radio License Committee to Aim at SESAC

CHICAGO—As indicated exclusively in Billboard several weeks ago, SESAC will be the prime target of the All Industry Radio Music License Committee when negotiation get under way for a new pact.

Radio broadcasters at the NAB decided to add several new members to the committee, whose function will be to specialize exclusively on the SESAC negotiations.

The meeting covering the upcoming negotiations brought out that some 600 radio stations which have had their power increased by the Federal Communications Commission now face 50 per cent increases in their SESAC fees for no additional service under terms of the current contract. In addition there were comments made about the difference in structure and operation between SESAC and the other licensing agencies and the need for clarification of the SESAC catalog before new terms are set.



## Impressive Sales Racked Up By Programmers at NAB

By GIL FAGGEN

CHICAGO—Impressive sales were racked up by the more than 15 radio program syndicators entrenched at the NAB Convention.

The highly competitive firms featured suites equipped with multi-channel tape machines and individual stereo earphones, enabling visitors to dig the creative sounds. The Mars outfit set up a transmitter that broadcast their wares to nine individual transistor radios within the suite.

Some of the more important programming producers and syndicators present who are actively engaged in servicing radio stations are:

### Exhibitors Present

The Mark Century Corporation, headed by Marvin Kempner with offices in New York; Richard H. Ullman, Inc., headed by Peter Frank and headquartered in Hollywood; Programatic

Broadcasting Service, New York, a division of Muzak operated by Joseph Roberts and John Esau; Mars Broadcasting of Stamford, Conn., chairmaned by Stanley Kaplan and Bob Whitney; Lang-Worth Feature Programs, Inc., Hempstead, L. I.; SESAC, New York; Tele-Sound Radio Productions, Inc., Bill Debries, general manager, Washington, D. C.; Harry O'Connor Associates, Dallas; Heller Ferguson, Inc., Hollywood; Pepper Sound Studios, Memphis; Commercial Recording Corp., Dallas; Thoms Services, Asheville, N. C.; PAMS, Dallas; Tele-Sound Productions, Washington, D. C., and Creative Services, Inc., Chicago.

These firms are offering packages and programming services to stations ranging from \$200 to \$35,000 and encompass everything from one-liner comedy drop-ins to specially written songs honoring the subscriber's home town.

## Hope Quips Convulse Convention

CHICAGO — "Mr. Newton Minow is a man of high ideals, whose needling, prodding and constructive suggestions has led our great industry up the path to the 'Beverly Hillbillies.' That's all we needed; an outhouse in the vast wasteland."

FCC Chairman Newton Minow roared; NAB President LeRoy Collins' laughter brought tears to his eyes, and the heads of Robert Sarnoff, chairman of the board of NBC; Robert Kintner, NBC president, and other broadcasting dignitaries, rolled back with their laughter.

The jibe was made by Bob Hope, on the occasion of his receiving the Distinguished Serv-

ice Award, NAB's highest award.

The presentation was made by Gov. LeRoy Collins, who introduced Hope to a standing-room-only crowd of some 3,000 radio and TV executives.

Hope, in accepting the award, larded his serious and heartfelt thanks with a further barrage of quips heaped on Chairman Minow.

"I am not surprised to see Mr. Minow here early today. He has to get up at 6 o'clock to watch 'Continental Classroom.' He's sitting there listening and thumbing through the Encyclopedia Britannica," said Hope.

by advertisers and agencies. The damage has been unbelievable proportions—millions of dollars lost to us and being lost to us each year that we allow this situation to continue. That is the big problem in radio, the No. 1 problem," declared Bunker.

### Outlines Procedures

The RAB chief said it was necessary to develop through experiments, a system which can measure all forms of listening on the basis of individuals. He outlined the procedure RAB plans to follow to develop such a system:

RAB plans to retain a research consultant.

RAB will work with the consultancy of Advertising Research Foundation and has joined that organization.

RAB will direct the study without using any research firms now connected with radio audience measurement.

### Publish Report

A final report will be published covering the methodology which emerges through study as best for solving the radio measurement problem.

Bunker estimated the project would cost at least \$100,000 and could run to \$200,000. He said RAB proposed to finance (Continued on page 47)

# VOX JOX

By GIL FAGGEN

**CALLS FOR HELP . . .**  
**Johnny Canton**, PD at WRAW, Reading, Pa., is asking for "oldies" for his new "Oldies But Goodies" show. Canton has opened a membership club called "Club Teen" which affords the youth of Reading a place to dance seven days a week. Johnny's "Club Teen Bandstand" is aired nightly 7 to 8 from the club featuring nationally known record stars. . . . **Vince Hartnett**, WJLK, Asbury Park, N. J., is trying to locate a **Gene Nash** waxing entitled "See Saw." The tune, recorded on Capitol in 1957, was written by **Bob Haymes**.

**"TEEN DANCE-O-RAMA,"** hosted by **Kerry Razor**, has been launched on **WLW-C**, Columbus, Ohio. The once-a-week Saturday TV stanza features the top 10 records of the week, dance contests and special guest recording artists. Each program salutes a different Columbus and Central Ohio area high school.

**WAKE-UP DANGERS:** **Vince Ford**, wake-up man on **WKMI**, has run into some trouble on his morning feature involving awakening, by telephone call, people who write in and request the service. Seems many listeners forgot they wrote or changed working hours. Ford has on occasion dialed the wrong number and most people at 6 a.m. are not the most coherent. All of this brings about some

very funny conversations, all live on the air. . . . Since **KHJ's Bill Calder** has instituted a "wake up bugle" every morning, his nighttime counterpart — **Bruce Hayes**—has started a "lights out" by playing taps on the tuba.

**MOTORISTS of Indiana are warned to watch out for WBOW, Terre Haute, deejay "Bouncin' Bob Rouse who's cycling to Indianapolis on a 26-inch bike to lend support to the Garfield High School five who have won their way into the Indiana High School Basketball State Tournament playoffs.**

**CHANGE OF THEME:** New staffers at **KLME**, Laramie, are: **Jerry Webb**, manager, formerly PD at **KCOL**; **Jim Huitt**, **Denny Hawkins**, **Ellie Shaffer**, **Don Miller** and **Jim Hayes**. . . . **Jim Wood**, formerly of New Jersey, has joined the deejay staff of **KILT**, Houston, in the evening shift. . . . **Billy Parker**, ex-KFMJ staffer, moves to **KLPR**, Oklahoma City. . . . Additions at **WWYN**, Erie, **Rog Miller** (3-8 p.m.) and **Ric Randy** (8-midnight). . . . New PD at **KMO**, Tacoma, is **Tony Brooks**. . . . **Tom Tyler** has moved from **WBAX** to **WZOO**, Spartanburg. . . . New staffers at **WINT**, Winter Haven, Fla., **Bunny Brown**, **Woody Lester**, **Joe Trivette** and **Bruce Parker**. . . . **Jack Rowzie** has returned to **WWDC** for weekend stanzas. . . . **Dick Orkin** to **KYW**, Cleveland, and **Bob Harrington** to **WINQ**, Tampa, both from **WLAN**.

**IN THE GROOVE—DYNA, THAT IS:** **Paul Coburn**, music director, **KWIC**, Salt Lake City, reports that the new RCA Victor Dynagroove process is "terrific." **KWIC**, known as "The Album Station for the Mountain West," is programming one Dynagroove LP cut every hour for the next eight weeks. . . . **WCKR**, Miami, will revert soon to its original call letters of **WIOD AM & FM**. . . . **WJBK**, Storer's Detroit outlet, has been granted permission to boost power to 50,000 watts day and 5,000 watts night.

**AT YOUR SERVICE:** **KTLN**, Denver, has launched a new educational feature, "Dialogue," focusing on religious leaders and educators in discussions of comparative religions.

**Jim Daris** is the newest and latest addition to **KPRC**, Houston. . . . **Scott Bishop**, program director of **WIOD**, 1948 through 1956, appointed to post of program director of **WCKR-WIOD**, Miami.

## Chi Station Ups Country By Tenfold

**CHICAGO — WTAQ** radio, LaGrange, Ill., 1,000-watt full-timer serving the Chicago area, has upped its country and western programming from two to 21 hours a week, making it the heaviest programmer of c.&w. music in the area.

**WTAQ** has garnered some top c.&w. talent to back up its increased c.&w. programming including singer-deejay **Chet Ward**, songwriter-singer **Jimmy Dawson** and **Bill Blough**, singer, musician and band leader known for his work on the "Midnight Jamboree" radio show from Nashville. Bill's air stints include Saturday nights (6-8:30) and 8 to 9 p.m. weekdays.

Included in **WTAQ's** new country music programming has been a full hour per day of "live" c.&w. music done by singer **Chet Ward** with **Bill Madewell's** country Rhythmaires. Ward does a c.&w. record show weekday mornings (6:30 to 7) on the outlet.

Rounding out **WTAQ's** lineup is **Jimmy Dawson**, a 12-year radio veteran from Louisiana, who does a late evening (11 to midnight) stanza five days a week. In addition to his disk-spinning chores, Dawson also plays several stringed instruments and writes songs, one of which, called "Peekin' Through the Knothole In Gramma's Wooden Leg," is slated for release shortly on the chess label.

**Chuck Sebastian**, **WTAQ** owner-president, terms the programming change "simply a response to a growing demand brought on by the influx of many thousands of southerners into the Chicago area in recent years."

## John T. Murphy Crosley President

**CINCINNATI — John T. Murphy** has been elected president of **Crosley Broadcasting Corporation**, succeeding the late **Robert E. Dunville**, who died a month ago. Murphy also has been named to the board of directors and made a member of the executive committee. He previously was executive vice-president of the corporation.

**Crosley Broadcasting**, with headquarters in Cincinnati, is a wholly owned subsidiary of **AVCO Corporation** and operates four VHF television stations—**WLW-C**, Columbus; **WLW-D**, Dayton; **WLW-T**, Cincinnati, all Ohio; **WLW-I**, Indianapolis, and clear-channel radio **Station WLW** in Cincinnati.

Murphy joined **Crosley** in 1949 as general manager of **WLW-D**, and later served in the same capacity at **WLW-T**. He was promoted to vice-president in charge of television in 1951.

## Strike-Born News On WLIB Goes On

**NEW YORK — WLIB**, this city's Negro-oriented radio station, will make its twice-hourly newcast, inaugurated at the inception of the newspaper strike back in December, a permanent part of its daily programming.

The increased news on the hour is designed to serve the 1.6 million Negro community that has only one daily newspaper oriented to its news needs—on a limited basis, according to **Charles Herndon**, **WLIB** news chief.

## programming newsletter

By BILL GAVIN •

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

**RADIO PEOPLE ARE FED UP** with accusations that they're responsible for the present sad state of the singles business. Their job is to program for listeners, they assert. Their responsibility is to their stockholders—to deliver an audience of sufficient size to attract advertising revenue. What records they play—or don't play—are determined by their best judgment, in terms of ratings—not record sales. If they are successful in the rating battle, what right has a record promoter to say that they're wrong?

This, in substance, is the feeling of a majority of the comments we've received from broadcasters on this touchy subject. Strange as it may seem, many top record executives agree.

One says: "If my product receives fair and impartial consideration for air play, I have no complaints." Another says: "The growing practice of record give-aways—freebies to dealers and prizes to listeners—cheapens our product and hurts our business. But how can we stop it?"

Several record manufacturers point out that their singles business in some markets is suffering from distributor inertia plus some pretty antiquated dealer promotion. (Many radio people agree with this.)

**COMPLAINTS** about radio's alleged non-co-operation in exposing new releases comes mainly from the promotion level. Most manufacturers and distributors seem to agree that record sales are a responsibility of the record business—not of radio.

True enough, but broadcasters can't be indifferent to the economic health of a business which provides the bulk of radio's programming content. As long as record sales provide an accurate cross-section sampling of the radio audience preference, we can use the sales data as a reliable programming guide. When this ceases to be the case, then we're programming in the dark.

It is unfortunate, say some record men, that there is no national organization that can speak for the entire group of manufacturers, large and small. For instance, if **R.I.A.A.** were in a position to plan and finance a public relations campaign on behalf of the industry in general, utilizing various consumer media, public demand for records could conceivably be stimulated. Such a result would certainly benefit radio.

**I AGREE** with those who advocate a more widespread use of radio advertising for promoting record sales. According to **Joe Hathcock**, of **WKDA-Nashville**, several record distributors in that city have recently undertaken a radio spot schedule, identifying local retailers by name and location. News of the campaign's success is awaited with much interest.

It seems fairly obvious that people who listen regularly to records on radio would be the likeliest targets for consumer advertising. Such campaigns have been very successful in boosting specific LP sales in various markets. They could conceivably do a job for singles, too.

So far as is known, however, no station has ever undertaken a voluntary campaign to spark a new interest in record buying. Instead of complaining that singles sales have fallen to such a low ebb that only the top 20 listings are reliable, a station might remind its listeners that the music they enjoy on radio is made possible through their continuing record purchases.

As a great many have pointed out, radio and records are inseparable partners. They might, with great benefit to both parties, be friendly allies as well.

### "BEST SIDE STORY"

**Atlanta** (**Paul Drew-WAKE**): Good request action: "What Kind of Girl Are You?" (**Jimmy Griffen-Reprise**) and "Lovers" (**Blendtones Success**).

**Buffalo** (**Doug China-WKBW**): Gaining Fast: "I Love You Because" (**Al Martino-Capitol**) and "Tamoure" (**Bill Justis-Smash**). Pick: "Cottonfields" (**Arthur Lyman-Hi-Fi**).

**Denver** (**Glenn Bell-KIMN**): New on sales chart: "Calling All Cars" (**Savey Summers-Vim**). Pick: "Don't Make My Baby Blue" (**Frankie Laine-Columbia**).

**Grand Rapids** (**Bill Merchant-WGRD**): Taking off: "Two Kinds of Teardrops" (**Del Shannon-Big Top**). Pick: "If You Need Me" (**Solomon Burke-Atlantic**).

**Hartford** (**Bertha Porter-WDRG**): Sales starting: "That's How Heartaches Are Made" (**Baby Washington-Sue**).

**Louisville** (**Tim Tyler-WAKY**): Big: "This Old Heart" (**Monarchs-Jam**). Sales: "Mother, Please" (**Jo Ann Campbell-Cameo**). Pick: "The Town Sleeps Through It" (**Chase Webster-Dot**).

**New York** (**Jack Lacey-WINS**): Showing well: "El Watusi" (**Ray Barretto-Tico**) and "The Love of a Man" (**Theola Kilgore-Seroc**). Looking good: "Still" (**Bill Anderson-Decca**). Pick: "The Bachelor" (**Little Julius-Diamond**).

**Philadelphia** (**Larry Justice-WIBG**): Big: "Rainbow" (**Gene Chandler-VeeJay**). Gaining fast: "What Are Boys Made Of" (**Percells-ABC-P**). Starting: "All Right" (**The Grandisons-RCA Victor**). Pick: "O O Kook a Boo" (**The Tip Tops-Parkway**).

**San Diego** (**Johnny Holiday-KCBQ**): Jumping: "Hot Pastrami" (**The Dartells-Dot**). Pick: "Just Hold My Hand" (**Teddy Randazzo-Colpix**).

"SHAME,  
SHAME,  
SHAME"

by

**JIMMY REED**

VJ 509



**RECORDS**

1449 S. Michigan Ave.  
Chicago 5, Ill.

"NASHVILLE  
BOSSA NOVA"

**Marvin Hughes**

Capitol 4950

Promo Records Available

**AIREFIELD MUSIC**

1483 N. Vine Street  
Hollywood 28, Calif.  
Hollywood 9-2239

## "A SALUTE TO NEW YORK RADIO STATIONS"

Ben Matsik's Town and Country Club seats 2,000 people. It usually takes extensive newspaper promotion to fill it. The newspaper strike made it impossible to advertise.

Due to the New York Disc Jockeys playing my records, and promoting the engagement, we are happy to announce that we were sold out every night.

**Tony Bennett**

**POLYMAX**  
**PRESSINGS ADD A NEW SOUND DIMENSION**  
 You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.  
 CREATED BY **RESEARCH CRAFT CORPORATION**  
 1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.



## ABC Raps Nielsen Again, Says New Ratings Fairer to Radio

CHICAGO — ABC Radio's hierarchy continued its relentless attack on the A. C. Nielsen rating service during an ABC affiliated radio station's meet at the NAB Convention.

Robert R. Pauley, web proxy, told the 200 ABC representatives that the radio net has and will continue to take a positive stand concerning ratings.

"In giving up the only national radio ratings system, (Nielsen) we risked losing most of our business," Pauley said. "But instead of simply giving it up and assuming a negative position, we set about to replace it with the best possible research we could find and then promote and sell it to the best of our ability. After several months of examination,

## TB Assn. Gives Award to 'Drs.'

NEW YORK—Recording and TV stars Richard Chamberlain and Vincent Edwards received special awards from the National Tuberculosis Association at the Overseas Press Club, Tuesday, April 2.

Others cited for their contribution of time and talents in the fight against TB were: Anna Marie Alberghetti, Gertrude Berg, Henry Fonda, Julie Harris, Rudy Vallee and Eli Wallach.

**RECORD PROCESSING AND PRESSING**  
45 R.P.M.—33 1/3 R.P.M., any quantities.  
Complete Record Service.  
Includes Labels—Processing—Masters.  
Send your tape—we do the rest!  
**SONG CRAFT** 1650 Broadway  
New York 19, N. Y.

we settled on Sindlinger & Company."

In his sales report to the stations, James E. Duffy, executive vice-president of ABC radio and national director of sales, said that the network's new rating service is playing an important role in the net's success.

"The results of Sindlinger's studies point up the fact that radio has been undercut for years," he said.

## Radio News in Prime Time Slot

SEATTLE—A bold step in radio programming was taken recently by Radio KING, with initiation of a five-day-a-week, 90-minute news block entitled, "Total Report," slotted in prime drive-home time.

The talk block is designed to cover the entire news spectrum for Western Washingtonians, featuring top names in the fields of national, local sports, entertainment and business news reporting.

The new program is unique in several respects. It presents total news coverage from 5 to 6:30 p.m. Monday through Friday through a host of news specialists and special features, plus the various segments which are tied together by a host, Howard Bell.

Howard Bell not only provides continuity to the comprehensive news report, but comments on news highlights and sidelights. In addition to major international and national news and commentary, "Total Report's" daily scope encompasses news on sports, entertainment,

## MUSIC BYWORD AS SESAC HOSTS SWINGIN' BASH

CHICAGO—Music, Music, and More Music! was the byword at the SESAC hospitality suite at the Conrad Hilton Hotel during the NAB four-day meet.

Delegates eager to find relief from the round of meetings and discussions flocked in droves to 906A to listen to non-stop entertainment by Terry Gibbs and his group, Richard Maltby, Betty Madigan, Bill Snyder, the Billy Taylor Trio, Woody Herman, Roy Drusky, Til Dieterle and Bill Anderson. The result was overwhelming as delegates spilled out of the four-room suite into the corridors.

"Next year we're going to lease the ballroom," commented SESAC's Sid Guber.

## Falanga for WB

BURBANK, Calif. — Frank Falanga, veteran Boston area record man, has been named promotion representative for Warner Bros. Records in the Hub territory. The appointment was made by Joe Smith, national promotion manager of the label.

Falanga has been associated with Capitol Records branch, Dale Enterprises and Mercury Records, during his eight years in the record business.

hunting and fishing, business, weather and traffic.

KING is the 50,000-watt outlet of King Broadcasting Company. Sister stations are KGW-AM-FM-TV, Portland, and KREM-AM-FM-TV, Spokane.

## JFK Applauds Radio 'Service'

CHICAGO—President John F. Kennedy, through a special film shown at the formal opening ceremonies of the NAB meet here, Monday April 1, expressed his appreciation for "the increasingly important service which radio and television are providing to the American people."

The President also expressed the appreciation of all citizens for broadcasting's vital role in keeping the nation informed as well as entertained.

## Alabama to Air Education Hour

CHICAGO — Broadcasting history will be made the night of April 10 when every radio and TV station in Alabama will simultaneously broadcast a one-hour program entitled "Breakthrough for Education" in prime time, 8 to 9.

The announcement of the massive effort was made by the Alabama Broadcasters Association at the NAB Convention last week.

A total of 69 AM and FM stations and 16 television stations in the State, plus three stations in adjoining States, will broadcast the program in support of greatly increased funds for Alabama public education at all levels.

EVERYBODY'S SWINGIN' WITH ...

"OUR BIG HOUSE"



#101

b/w

"I'm Not One of Them"

by

**DURWOOD HADDOCK**



KERMIT, TEXAS

Promo Copies Available

Write: Vaughn Brinson  
Eagle Records, Kermit, Texas

SMASH HIT!

I LOVE YOU BECAUSE

b/w

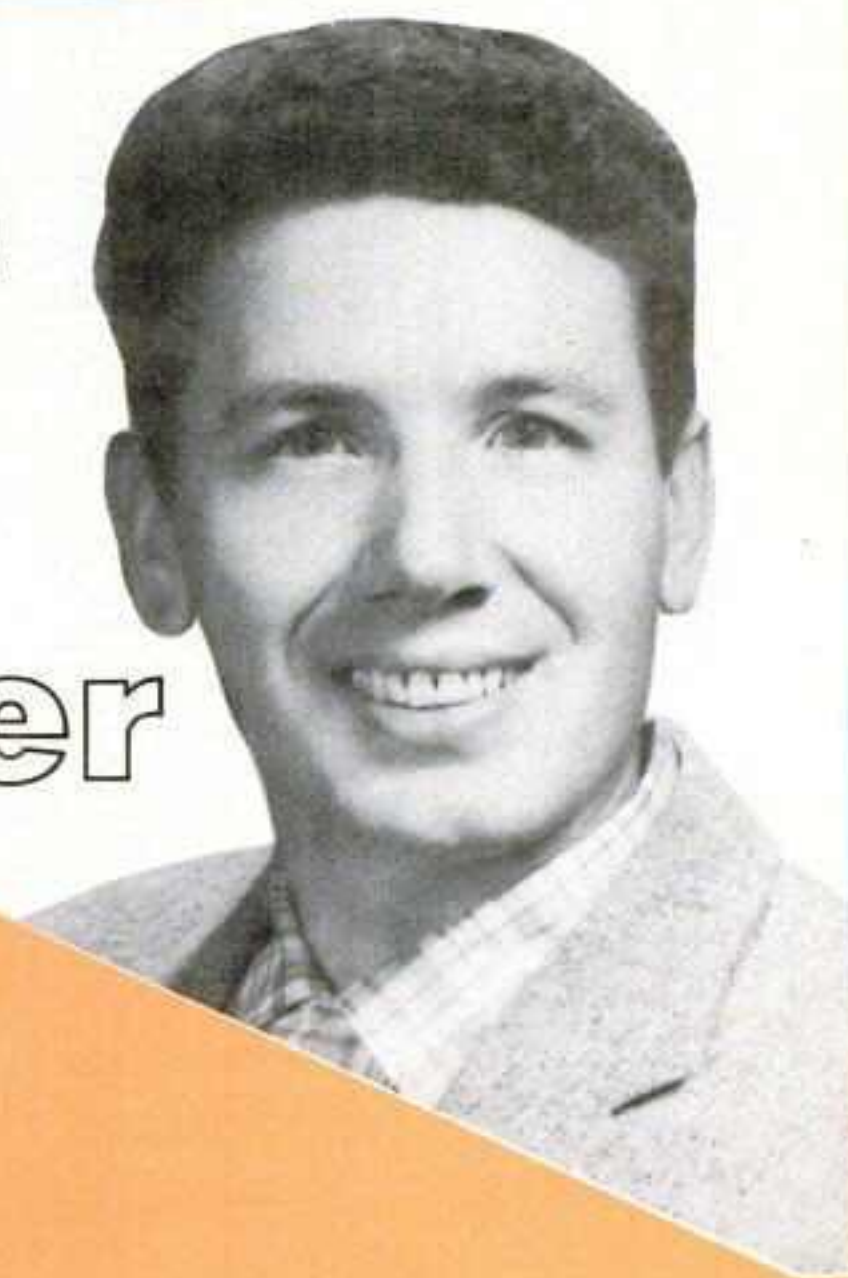
Merry-Go-Round  
AL MARTINO

#4930



**MR. ED EASTON**  
Music Librarian, Radio Station WFRM  
Coudersport, Pa.

is a  
**pleased programmer**



"Add me to the list of the announcers who are completely satisfied with the record service of RSI. We were so happy about the 'pop' service we have also added the album service and we find it has fulfilled about 90 per cent of our musical needs. We know that RSI provides us with the music that is listened to and we have ceased worrying about our popular library because RSI provides the quick service that is so necessary on pop music."

Thank you, Mr. Easton. Though more than 1600 radio stations have turned to RSI to service their needs, there are still many who probably have programming problems with which RSI can help. This message is directed to them.



**RECORD SOURCE INTERNATIONAL**

1564 Broadway  
Box B  
New York City 36

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



# TURNTABLE TIPS

By MIKE TURNTABLE

**JOCK JOTTINGS...** A thanks to Mike and Mickey from Fred Mitchell at WOHO... Jim Dandy of WCPO in Cincinnati hints there may be some exciting new changes in that market... Hottest record at KEEP-Radio in Twin Falls Idaho, is "Our Winter Love" by Bill Pursell, reports Ed Prater, the P.D. ... Jim Stagg at KYW-Radio tells us that "Pipeline" by the Chantays is a breakout in the Cleveland area.

**CROSS-COUNTRY** — The promoting promoter on the Coast has started his annual tour with Ray Charles. Hal Zeiger reports that reaction to the Charles concert has again been fantastic. The tour hits Chicago for two concerts and then goes eastward, through Pittsburgh into Newark and New York City, where he will appear at Carnegie Hall. ... Among the many things we never knew: The Spanish International Network has its name shortened to "S.I.N." (honest, they have sales offices at 247 Park Avenue)... KVOB in Bastrop, La., and KVOC in Caspar, Wyo., were fined \$1,000 and \$1,500 for violations of the Communications Act and Commission rules. The stations claimed ignorance of these infractions, but as we all know, ignorance of the law is no excuse.

**SOMETHING NEW:** In the last week we have learned about 10 radio stations which are conducting their own individual surveys of the market. From the sad state of the national surveys and the quality and quantity of it in any given local market, this is probably a wise idea. We know of one instance where broadcasters conducted a survey for their market and were very cocky about it—until the phone call measuring stick was applied to their broadcast area. The result was a lot different from what they thought. To say that their confidence was shaken is to put it mildly.

The local broadcaster conducting his own research could lead to a new day. We propose that all the broadcasters in a given market form a co-op to conduct a survey for the benefit of all the stations. When you lump together AM and FM radio plus the TV stations in an area, the cost factor per outlet should be within reason, a good deal more so than the fantastic sums that have been charged by the national surveyer. The results should prove more adequate for local regional and national advertisers.

Just to refresh the minds of

the older heads in the broadcast field, remember back in the days when the situation got sticky with ASCAP? That was how broadcast music was formulated. Couldn't something similar be the answer to the bad taste that the public has in its mouth over the con game that has been conducted on a national scale? We pass the idea on to the broadcasting fraternity as food for thought.

**CONTESTS AND GIMMICKS:** It seems that when springtime rolls around broadcasters break out in a rash of new contest ideas. Some of them may be worthy of consideration for your market.

In Pittsburgh WEEP is conducting a "Weep Along with Henry" contest. Listeners are called by phone and invited to sing along (over the phone) with a record. They win merchandise and cash. P.D. Ron Thompson says this has been a winner.

WKBW in Buffalo, N. Y., has started to register listeners for their own Key Club. You can see the possibilities in this.

In a few other markets disk jockeys are planning a Car Wash Day. Deejays will wash your auto at a chosen location with the fee going to charity. (Now look, fellas, charity does not begin at home.)

CKEY in Toronto is giving out Good Guy Buttons. Then they deck out a deejay in the buttons and ask listeners to count how many there are on his jacket. Prizes: Albums.

Another national contest idea is the one dreamed up by Mercury's Maury Diamond. It's a Cugie contest, being conducted in conjunction with Cugie and Abbe's "Watermelon Man." Idea is for deejays to invite listeners to send in drawings of "The Watermelon Man." One of the prizes is an original Cugie sketch of the winner.

**DEEJAYS & RECORDS...**

Just about every radio station in the country has a deejay busily engaged in becoming a talent agent, an a.&r. man, a producer and possibly, with a little luck, a record tycoon. Every platter spinner feels that he has uncovered the country's next million-record seller. In three instances in this last week we have had promotion men from various national labels in our office who actually are looking for this kind of material. So fellas go to it. Come up with that big seller. May you wind up like one jock we know who wound up with 25 big ones in his pocket.

## BEST LAID PLAN OF MOUSE-POW!

LANCASTER, Pa.—WLAN-FM has inadvertently discovered a musical mousetrap. The station, located next door to the Red Rose Feed Mills, is frequented by many furry visitors.

One of these unannounced visitors—who obviously digs WLAN's restful music—cuddled up on a stack of classical records on an automatic record machine. The heartless machine went into its cycle and in no time at all another victim was chalked up to automation.

Ah, to build a better mousetrap?

## Brown Gets WYNR Post

CHICAGO — WYNR, six-month-old McLendon Corporation hard rock radio outlet here, has upped Floyd Brown to the post of program director, replacing Jim Randolph who resigned last week.

Brown is an eight-year Chicago radio veteran and has been a morning air personality on WYNR as a member of the Brown and Harder show from 5:30 to 9 a.m.

Randolph will continue his 3-7 p.m. air slot but is expected to announce other plans soon.

WYNR also named Mark Sommers, formerly program director at McLendon-owned KTSA, San Antonio, to the post of operations director. Sommers will serve in a "management-co-ordinating" role but is not expected to be on the air.

A spokesman for WYNR said the changes will have no effect on the station's programming philosophy or format. WYNR recently moved into the fifth, fourth and third spot for morning, afternoon and evening Pulse ratings respectively (Billboard, March 16).

Its "swinging sound" has placed it together with WLS and WIND as the city's three biggest showcases for singles product.

Before joining WYNR earlier this year, Brown spent eight years with WRMN, Elgin, Ill., as program director. He was also station manager briefly for the Big Delta armed forces radio installation in Alaska.

Sommers, in addition to his program director post in San Antonio, is an experienced airman, having served in that capacity in Dallas, Los Angeles, Las Vegas and Houston. Prior to that he headed his own radio-television advertising agency.

# 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.

## 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	2	CAN'T GET USED TO LOSING YOU, Andy Williams, Columbia 42674	7
2	1	THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	12
3	6	PUFF, Peter, Paul and Mary, Warner Bros. 5348	5
4	5	YOUNG LOVERS, Paul and Paula, Philips 40096	5
5	3	IN DREAMS, Roy Orbison, Monument 806	10
6	4	RHYTHM OF THE RAIN, Cascades, Valiant 6026	14
7	7	OUR WINTER LOVE, Bill Pursell, Columbia 42619	11
8	11	FOLLOW THE BOYS, Connie Francis, MGM 13127	7
9	8	ALL I HAVE TO DO IS DREAM, Richard Chamberlain, MGM 13121	10
10	10	I WANNA BE AROUND, Tony Bennett, Columbia 42634	14
11	12	OUT OF MY MIND, Johnny Tillotson, Cadence 1434	7
12	14	OVER THE MOUNTAIN (Across the Sea), Bobby Vinton, Epic 9577	6
13	13	DON'T BE AFRAID, LITTLE DARLIN', Steve Lawrence, Columbia 42699	6
14	17	YOUNG AND IN LOVE, Dick and Deedee, Warner Bros. 5342	5
15	15	I GOT WHAT I WANTED, Brook Benton, Mercury 72099	5
16	19	MECCA, Gene Pitney, Musicor 1028	4
17	18	WATERMELON MAN, Mongo Santamaria, Battle 45909	5
18	9	WHAT WILL MY MARY SAY, Johnny Mathis, Columbia 42666	12
19	—	DAYS OF WINE AND ROSES, Andy Williams, Columbia 42674	5
20	20	ALL OVER THE WORLD, Nat King Cole, Capitol 4919	7

## 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—Five Years Ago**  
April 14, 1958

1. Tequila, Champs, Challenge
2. He's Got the Whole World in His Hands, L. London, Capitol
3. Sweet Little Sixteen, C. Berry, Chess
4. A Wonderful Time Up There, P. Boone, Dot
5. Believe What You Say, R. Nelson, Imperial
6. Lollipop, Chordettes, Cadence
7. Twilight Time, Platters, Mercury
8. Catch a Falling Star, P. Como, RCA Victor
9. Who's Sorry Now, C. Francis, MGM
10. Book of Love, Monotones, Argo

**POP—Ten Years Ago**  
April 11, 1953

1. Doggie in the Window, P. Page, Mercury
2. Till I Waltz Again With You, T. Brewer, Coral
3. I Believe, F. Laine, Columbia
4. Prefond, N. K. Cole, Capitol
5. Tell Me a Story, F. Laine-J. Boyd, Columbia
6. Tell Me You're Mine, Gaylords, Mercury
7. Your Cheatin' Heart, J. James, MGM
8. Wild Horses, P. Como, RCA Victor
9. Don't Let the Stars Get in Your Eyes, P. Como, RCA Victor
10. Side by Side, K. Starr, Capitol

**RHYTHM & BLUES—5 Years Ago, April 14, 1958**

- Tequila, Champs, Challenge  
Sweet Little Sixteen, C. Berry, Chess  
He's Got the Whole World in His Hands, L. London, Capitol  
Lollipop, Chordettes, Cadence  
Don't You Just Know It, H. Smith, Ace

- Twilight Time, Platters, Mercury  
Book of Love, Monotones, Argo  
Who's Sorry Now, C. Francis, MGM  
Breathless, J. L. Lewis, Sun  
Twenty-Six Miles, Four Props, Capitol

## Brotherhood Awards Given to Stations in New York & Denver

CHICAGO — Radio stations WNEW, New York, and KOA, Denver, were honored by the National Conference of Christians and Jews at special ceremonies held concurrently with

the NAB Convention at the Conrad Hilton.

The stations received the National Mass Media Brotherhood Awards from the NCCJ for outstanding contributions to better human relations.

## Canada Royalty Sked Changed

OTTAWA — Changes in the tariff schedule of the Composers, Authors and Publishers Association of Canada, affecting royalties on broadcast music paid to CAPAC by private broadcasters, has been approved by the Copyright Appeal Board.

The changes provide for: A change in assessment for privately owned radio stations;

A new CAPAC fee to cover the privately owned CTV Television Network, Ltd.;

Establishment for the first time of a new tariff on broadcasting stations that provide a music service to subscribers or in shopping centers.

WNEW, four-time winner of the NCCJ award, was cited for "The Blockbusters," presented on "News Closeup." KOA, for the "Best Local Station Program," "The Rise and Fall of Doctor John Galen Locke."

The five television winners were Death Valley Days program for "Abel Duncan's Dying Wish," "Best Syndicated Show"; CBS Reports program "The Other Face of Dixie," "Best Network Documentary"; CBS, The Defenders for "The Indelible Silence," "Best Network Dramatic Show"; WJRT, Flint, Michigan, for "The Bridge," "Best Local Station Program," and ABC, Bell and Howell Closeup program, "The Great Conversation," "Special NCCJ Joint Recognition Award."

## Focus on the Deejay Scene . . . .



**DIG THAT CRAZY OUTFIT** on Sig Sakowicz (left), WGN and WTAQ radio-TV personality, as he is crowned "King of Bock" at the Bock Beer Festival in Chicago's Germania Club. Rivaling Sig for good looks is "Bock Queen" Sandy Heyn (center) and looking happily on is Thierry McCormick, PR for Peter Hand Brewing. Sakowicz recently began his fourth consecutive year on WGN with his interview show slotted Saturdays 7:05-8 p.m. and Mondays 11:05 to midnight. Sig and his many celeb guests permeate the Windy City's airwaves on WTAQ Monday through Friday 12:30 to 1:30 p.m. from the Brass Bull in the Sheraton Hotel.

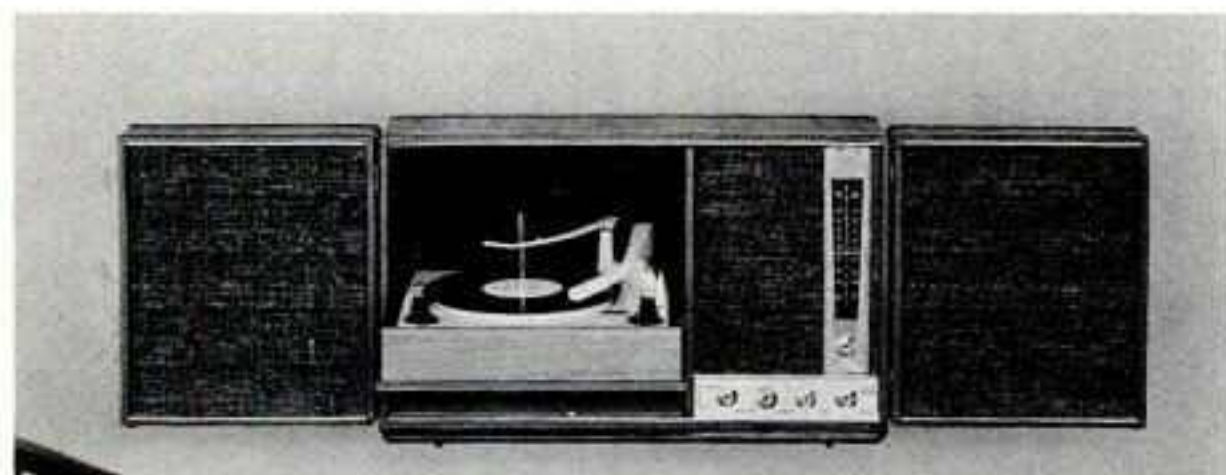
# Waters Conley Models Hit All Price Ranges

CHICAGO — Waters Conley has introduced 14 new phonola models for 1963 merchandising, ranging in price from \$19.95 to \$299.95. At a presentation at the Knickerbocker Hotel here, Howard Kavin, national sales chief, said the brand's sales were up 35 per cent in the fiscal period ending March 31.

Highlights of the line included various three-way models suitable for use as table units, wall-

mounted models or consolettes, the latter with the addition of optional conso-legs.

Also a part of the line are three console models and upper end portables. All units in the new line will become the subject of regular TV advertising on NBC-TV's morning "Today" show, hosted by Hugh Downs and Jack Lescoulie. Lescoulie attended the presentation and spoke to the group. Downs took part in a filmed sequence.



PHONOLA MODEL 2463, known as the Venus, employs slim-profile styling with tilt-out record changer. The portable also contains AM/FM radio and lists at \$179.95.



PHONOLA MODEL 2663 console stereo phono, featuring AM/FM tuner with FM stereo. Eight-inch bass and four-inch tweeter speaker in each cabinet. Suggested list \$229.95.

# Mills, Saxon Moved Up by RCA Sales

NEW YORK — Delbert L. Mills and Raymond W. Saxon have been named vice-chairman and president, respectively, of the RCA Sales Corporation, according to W. Walter Watts, chairman of the board. Saxon will continue to report to Mills.

Mills formerly held the post of operating vice president and is also a vice-president of RCA. As such, he is in charge of the Victor Home Instruments Division. He joined the company in 1960. Previously, the Dayton, Ohio, native was president of Federal Telephone and Radio division of IT&T. Earlier in his career, he was with General Motors.

Saxon is a 23-year veteran with RCA and he has served since 1960 as vice-president, marketing, after his previous posts of vice-president, sales and vice-president and general manager of the former Victor radio and Victrola division.

Appointment of the two to their new posts "is in recognition of the substantial contribution they have made to the tremendous improvement of our home instrument business," Watts said.

"Last year, an all-time RCA record was established in home instrument sales and this upward trend has continued into 1963."

## Emerson Table Unit

Emerson Radio, Inc., has introduced an extensive new line of home entertainment equipment, including table radio Model G1709. Unit has a suggested list of \$19.95 in ebony and \$24.95 in an assortment of other colors.

# Phono-Tape

## equipment newsletter

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

CHICAGO

**RADIO'S SLOW REVOLUTION:** In television, most manufacturers and distributors are now beginning to see a glowing future. After nine years on the market, color TV is finally beginning to move. More and more people in the television industry are convinced that the future is in color. To dealers, distributors and manufacturers, color means a new product—a new change to sell something superior—with better grosses and better profits.



This is easy to see and easy to understand. You don't have to be in the television business to feel the new excitement that perfected color is now bringing. There are more programs in color on the air, better color sets. Everybody knows that color television is finally "catching on."

Could you use color radio? Well, that is with us now, and there'll be no stopping it—not that anybody would want to. We refer, of course, to FM, whose history is strikingly parallel to color TV. Like color TV, FM is not strictly a new medium—but a way to get more realism out of an old one. Like color, it's not new—it's been with us for about 17 years. And like color, it's just beginning to catch fire.

This is being written at the Chicago convention of the National Association of Broadcasters. I've been to 13 of these annual conventions. In the old days the sessions on FM were so sparsely attended they could have been held in a broom closet. Most of the FM broadcasters couldn't afford the price of a ticket to Chicago.

This year's FM meeting was heavily attended. They bubbled over with far more enthusiasm than the meetings of telecasters. At the equipment exhibits, manufacturers of broadcast gear were showing an unprecedented selection of FM equipment and high fidelity audio broadcast items. And business was good.

This is important to you—not because you might be an FM broadcaster—but because you are presumably in some phase of the music business. If you sell electronic music equipment, your future is—at least partly—tied in with that of the FM broadcasters. They depend on you, as your "circulation managers." You depend on them as the source of the fine music you're selling your customers when you sell FM radio.

**BRIGHT FUTURE:** FM broadcasters heard—and exchanged—cheering news. Not the least was a study conducted by the Harvard Business School, which predicted that the number of FM sets in use will equal AM radios by 1967—and that one year later FM sets will outnumber AM by 2.4 million. The report forecast that the number of FM stations on the air will increase steadily until a level of about 3,200 is reached some time in the 1970's—about three times today's number.

The most fascinating sessions were those on FM stereo. FM stereo broadcasters, by and large, are a young and enthusiastic group. They are now feeling some of the excitement that radio's old-timers felt in the first days of AM radio.

Despite the fact that FM stereo is only a little over a year old, it became clear at the broadcasters' convention that its growing pains are coming to an end and it's becoming an established medium. For example, a growing number of commercials are in stereo—and when Madison Avenue accepts you, you're in.

**IN A PANEL SESSION** on FM stereo, the Electronic Industries Association's consumer products staff director, L. M. Sandwick, made the observation that American manufacturers this year will produce well over a million FM stereo receivers. FM stereo, therefore, has been accepted more quickly than any other innovation in the home entertainment field since television. It took AM radio four years to reach the million-a-year-rate; it took FM much longer.

From the standpoint of the dealer, the cheering news from stereocasters at the NAB convention is this: The quality of FM stereo transmission will continue to improve, as broadcast engineers gain experience, as better equipment is available, as the supply of records suitable for compatible FM stereo broadcasting continues to be upgraded.

Most stations which are broadcasting in stereo intend to increase their hours of stereo transmission as quickly as possible. Many of them already are full time or nearly full time in stereo.

**STATION OFFICIALS** participating in the panel discussions, and those I talked with in the corridors, realize the importance of in-store demonstrations. Many of them personally are musical purists—some even expressed outright distaste for exaggerated stereo and ping-pong effects. But almost to a man, they see the value of scheduling programs of demonstration-type records and easily perceived stereo effects at convenient times for in-store demonstrations.

After years of profitless operation, FM station operators are beginning to see the prospect of success. They persevered because they had faith in their product. Those of us in the "hardware" end of radio business can give thanks that so many FM broadcasters kept this faith. Because of this faith, we have a superior product to sell in today's FM and FM stereo radios. From here on, it looks like clear sailing for color radio.

# Hi Fi in Paris: Excitement

By RAYMOND V. PEPE

(Editor's note: Billboard invited Raymond V. Pepe to prepare the following report on his observations of the recent high fidelity show in Paris, which he

## Show Tunes Out on Tape

NEW YORK—United Stereo Tapes is offering a selection of Broadway show material out of London's low-price Richmond LP catalog at a price of \$4.95 per tape. Each of the new tapes contains two complete show scores.

There are seven separate pairings including "West Side Story" and "Flower Drum Song," "My Fair Lady" and "The King and I," "Gypsy" and "Music Man," "Gigi" and "South Pacific," "Oklahoma!" and "Carousel," "Kismet" and "Can Can" and "Irma La Douce" and "Bells Are Ringing." All of the scores are done by various London theater groups.

A prepack is being made available consisting of three each of the first four named and two each of the other three selections, along with a counter merchandiser. Orders placed before April 25 will also bring dealers 20 free "Speedo" three-inch recording tapes worth 50 cents each at retail.

attended in his capacity as president of this country's Institute of High Fidelity. He is also vice-president of James B. Lansing Sound, Inc.).

PARIS—The Paris high fidelity show (called Festival International du son) was held at the Hotel Palais D'Orsay March 7 through March 12. This was the third Paris high fidelity show, and its attendance in excess of 62,000 exceeded last year's by more than three times.

The show was operated by the Syndicat Des Industries Electroniques de Reproduction et D'enregistrement in co-operation with the Federation Nationale Des Industries Electroniques et de la RTF and the government controlled French radio. Exhibit rooms occupied three complete floors of the hotel. Five of the salons and its grand ballroom were used for live concerts that were put on throughout the hours of the show.

The products of over 125 companies were displayed and demonstrated, including a good representation of U. S. manufactured products, with such well-known names as Fisher, Scott, Sherwood, Shure, Dynaco, Pickering, JBL, University and many more being represented. The companies displaying and demonstrating were in the instance of foreign manufacturers represented by their agents and distributors.

An LP album commemorating the event and carrying on its cover the reproduction of the poster that had been used to advertise the show was sold in conjunction with a copy of the show program for 25 francs (\$5). I was informed by the show management at the end of the show that over 15,000 of these albums had been sold. Side one of the album carried pop vocals and band numbers, with the second side being devoted to classical orchestral renditions.

The interest and excitement of this show was reminiscent of the type of activity which surrounded high fidelity shows in the States six or seven years ago. The average person attending the show was intensely interested in the equipment and its function. It was apparent from comments of the personnel manning these rooms that this was a buying audience.

This is perhaps but another reflection of the tremendous improvement of the economic climate in Europe in general, as well as France in particular. The exhibitors confidently expected that sales of high fidelity components in France this year would triple last year's results.

The size of the attendance is particularly significant since it represents actual paid attendance (admission charge, 3 francs or 60 cents). This contrasted with an actual paid attendance in such

(Continued on page 46)

## 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.

**ELEKTRA**—Expires April 15, 1963. Started March 15, 1963. Discount plan on two top albums from catalog: "The Best of Bikel" and "The Limelinters." Suggested list for this time only: \$3.69 for regular \$4.98 mono; \$4.40 for regular \$5.95 stereo.

**DOT**—Expires April 15, 1963. Started March 15, 1963. Billy Vaughn Month. Entire Vaughn catalog of mono and stereo albums and EP's, 15 per cent discount.

**KING**—Expires April 23, 1963. Started March 1, 1963. One free country LP for every three purchased on entire catalog of both King and low-priced Audio Lab line. Covers 124 sets in all on both labels. This is an extension of deal which originally expired March 31, 1963.

**CAPITOL**—Expires April 30, 1963. Started March 4, 1963. For dealers, one Kingston Trio album at 62 cents with one at regular price, as part of Greenback Dollar Days promotion, which applies to all Kingston Trio LP's.

**ANGEL**—Expires April 30, 1963. Started March 1, 1963. Entire Angel catalog of orchestral stereo LP's, one free album for every two purchased. Plan goes under title "Angel Spring Stereo Bonus."

**ATLANTIC**—Expires April 30, 1963. Started April 1, 1963. April is Ray Charles month. Dealers offered one free Ray Charles album for every two purchased, with 30-60-90-day delayed billing. Applies to 17 Charles albums.

**ATCO**—Expires April 30, 1963. Started April 1, 1963. April is Bobby Darin month. Dealer is offered one free Bobby Darin album for every two purchased, with 30-60-90-day delayed billing. Applies to 11 Darin albums.

**BLUESVILLE**—Expires April 30, 1963. Started March 15, 1963. On "Lightnin' Hopkins with Sonny Terry" album, \$3.98 for regular \$4.98 album, plus extra 10 per cent discount. Also special 15 per cent discount on a selection of Bluesville 45 r.p.m. singles.

**COLPIX**—Expires May 10, 1963. Started March 20, 1963. "Sing Along With Jack" plan. Special sales plan on four new releases and three recently released albums. Also separate special discount program on catalog. Contact distributors for details.

**MERCURY**—Expires May 14, 1963. Started April 1, 1963. On Perfect Presence Sound Series. Dealers get one album at 63 cents with one purchased at the regular price.

**LIBERTY**—Expires May 15, 1963. Started March 15, 1963. On three special albums new releases by the Ventures and Dave Carroll and repackaged set by the Marketts: Special 15 per cent discount, six-month deferred billing, full exchange privileges.

**PRESTIGE**—Expires May 31, 1963. Started April 1, 1963. Special 15 per cent discount on the label's Top 10 national best sellers known as the Prestige Giants. Also 10 per cent discount on remainder of Prestige material.

**NEW JAZZ**—Expires May 31, 1963. Started April 1, 1963. A 15 per cent discount on catalog merchandise for duration of the period.

**EPIC**—Expiration indefinite. Started April 1, 1963. A 15 per cent discount on 11 new LP releases and 37 specially selected catalog LP's.

**CAPITOL**—Expiration indefinite. Started April 1, 1963. Capitol-of-the-World German-Austrian LP catalog of 27 LP's. One free album for each two purchased. Includes two new April releases.

## DYNA-PRUVE ...?

Dynamic Groove Control has been operating at COOK for years, in all Cook records, because...

The Automatic Continuously Variable Spectrum Equalizer is covered in Cook US patent 2,603,720. Proof!

The Recording Volume Indicator—first described 15 years ago by Cook in Audio Eng. magazine. Proof!

Cook operates a special noise-free solid-state mastering channel (all speeds, 30 i.p.s. incl.) open to 30Kc on the master at hi level, standard mastering and processing rates. You can press with Cook too, and nail down inventory problems. Positively lowest prices for first quality pressings. Come visit us and see for yourself. You'll be most welcome. Your albums will hit hard and fast on Cook DGC and Vector-Stereo recordings. Be dynamic, and run your next release with:

**COOK**

Labs - 2nd St. - Stamford, Ct.

## R & B One-Stop HEADQUARTERS

Just ask for it. We've got it. Write to be put on our mailing list. Free Title Strips for Ops.

## MUSIC BOX ONE-STOP

1301 W. 79th St., Chicago 20, Ill. Phone: AB 4-3600  
2524 W. Pico Blvd., Los Angeles 6, Calif. Phone: DU 5-2913

Say You Saw It In Billboard

## NEW DEALER PRODUCTS

### Wireless Mike

A vest pocket FM wireless mike that really works. That's the description for this new solid state, eight-ounce mike, de-



veloped by Minatronics of Pittsburgh, for use by performers and speakers making presentations. Range extends up to 200 feet. Price, including transmitter, receiver and mike, is \$475.

### Memocord

Allen Communications, New York, is operating as U. S. sales agency for the Memocord (shown above), billed as "the world's smallest tape recorder." The 1½-ounce pocket recorder



has one hour of recording time and contains a built-in speaker-mike combination. Made in Europe, the unit can be used with a volume control headset, foot pedal and speed control. List price is \$99.95.

## Hi-Fi Stirs Paris Excitement

Continued from page 45

shows in Los Angeles and New York of an average 26 to 27 thousand.

The number of dealers handling components in France has doubled in the past year, with expectations that they will more than double this year. Speaking with dealers at one of their meetings, as well as the distributors and foreign company representatives, it is evident that they expect a boom year in 1963 for the sale of components.

Though many U. S. firms were represented, little more than token items of their complete lines were displayed and demonstrated. British and Japanese products, as well as products from other countries within the common market, were much more effectively demonstrated and in far greater depth. This condition is no way represents a lack of interest on the part of the consumer public.

Prices for U. S. products are considerably higher than those marketed by the British and Japanese in this market. This is not occasioned by import duties since they are the same for Japanese and British as they are for those from the U. S.

### Difference

The principal difference occurs as a result of the distribution and marketing methods employed on U. S. products in Europe. There was intense interest on the part of the consumers for

U. S. kit high fidelity component products, although very few, if any, were shown. Conversations with dealers who attended this show from all parts of France as well as other countries in Europe revealed that most of their problems are similar to the ones experienced by high fidelity component dealers in the United States.

Included were such things as more and better descriptive literature and more comprehensive and explanatory instruction manuals on component equipment. The one very significant exception to dealer complaints is that of discounting: discounting on high fidelity products is practically nonexistent in Europe. U. S. magazines such as High Fidelity and Audio are widely read by enthusiasts here.

The one inescapable conclusion I would have to draw from my visit to this show was that the high fidelity component market is presently strong in Europe and growing by leaps and bounds. American products are known and desirable to the consumer.

U. S. manufacturers would do well to take a good look at this market and its operations therein. The demand is there, the economic health is excellent and growing. For the U. S. manufacturer to get his share of this market, it needs more of his attention and marketing effort.

## BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

### BEST SELLING AM-ONLY TABLE RADIOS

POSITION				
This Issue	1/12/63 Issue	10/13/62 Issue	BRAND	% OF TOTAL POINTS
1	2	3	General Electric	21.4
2	5	1	RCA Victor	20.3
3	1	4	Magnavox	15.7
4	3	5	Motorola	13.1
5	4	2	Zenith	8.5
6	6	7	Admiral	3.0
Others				18.0

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.

1/12/63 Issue: Emerson (7).  
10/13/62 Issue: Emerson (6); Packard-Bell (8).

### BEST SELLING AM-FM TABLE RADIOS

POSITION				
This Issue	1/12/63 Issue	10/13/62 Issue	BRAND	% OF TOTAL POINTS
1	1	2	Magnavox	17.6
2	2	1	Zenith	13.8
3	5	2	RCA Victor	12.3
4	3	4	General Electric	12.0
5	7	5	Granco	6.7
6	5	7	Motorola	6.2
7	7	—	Panasonic	6.0
Others				25.4

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

1/12/63 Issue: Masterwork (4); Channel Master (9).  
10/13/62 Issue: Delmonico (6).

## Magnavox Sales Rise by 43%

FORT WAYNE, Ind.—Magnavox sales reached over \$200,000,000 in 1962, representing a 43 per cent increase over the \$140,000,000 gross volume level in 1961. Magnavox president, Frank Freimann, in the firm's annual report, added that the 1962 figure represents an increase of 250 per cent since 1958.

After tax earnings rose to \$12,656,000, 41 per cent above the 1961 earnings level. Earnings per share of \$1.73 were noted for 1962 as against \$1.26 for the previous year.

Despite generally bad weather conditions, sales for the first two months of this year also rose 20 per cent over those of a year ago.

RCA's Liberty (3RC5) table model FM/AM radio has been selected for exhibition at upcoming international design expositions in Buenos Aires, London and the Louvre, Paris. The unit, which comes in a black and white color combination, has an optional dealer price of \$69.95.

Headed for a Hit!

## THE BLUE BELLES

DECATUR STREET  
(One Block North of South Street)  
b/w  
ACADEMY AWARD  
Newtown #5019  
NEWTOWN RECORDS  
6600 North Broad St.  
Philadelphia 26, Pa.  
Livingstone 8-5010

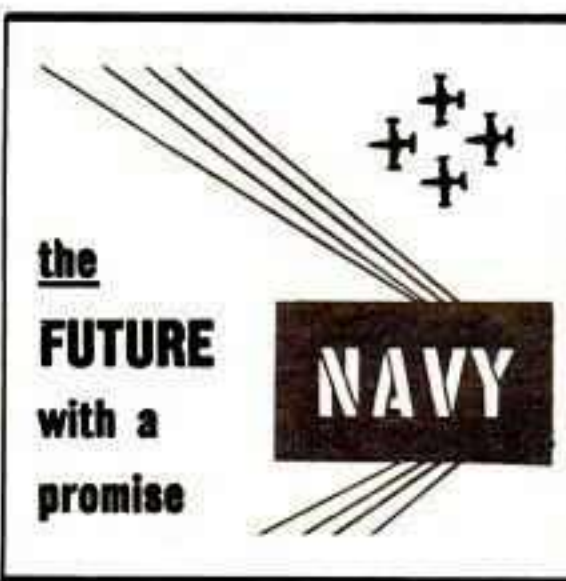
## ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise. Write to be placed on our national mailing list.

We ship anywhere C.O.D.

## Barney's One-Stop

1144 S. Kedzie Av., Chicago 12, Ill.  
Phone: NE 8-9053



### Bunker Research

Continued from page 41

the study through its own funds and would also seek the support of others.

"No other industry turns over to outsiders virtually complete control of the flow of cash into their business. And yet that is what we have done in radio, and I believe the day will come when television finds it has the same regret," Bunker charged.

#### Need Figures

The lack of research data available on radio was putting the media at a disadvantage, a group of key advertisers, agency representatives and radio station representatives agreed at a panel devoted to "The Importance of Radio's Dollar Volume Figures."

"If radio is not seen in the right company, it won't be brought," they pointed out.

The group urged broadcasters to contribute information and work through their national associations to make figures available and help radio grow.

#### Negative Implication

An advertising agency spokesman pointed out that agencies need figures to buy—if they don't buy, radio can't grow.

"When figures are not available, the implication is that expenditures are so small as to be inconsequential," a panelist said.

The group stressed that radio, with its almost 4,000-odd stations, was the only major media which did not make figures available.

#### FCC Figures Old

"Traditionally, sellers supply information about their products—we resent the necessity to estimate," an agency spokesman said.

It was pointed out that currently, the only figures available on radio advertising expenditures were compiled by the Federal Communications Commission, and these were over a year old when released.

"Don't expect advertisers to have faith in your industry if broadcasters don't have enough faith to provide figures," an advertiser pointed out.

#### RAB Willing

Ed Bunker, of the Radio Advertising Bureau, said that his group was willing to do the job and that tests showed it could be done accurately and at a minimum cost. A figure of \$2 per station per month was mentioned.

Bunker said that stations need not set up elaborate bookkeeping systems—sending an extra carbon of a billing invoice to RAB's accounting department would be enough.

He emphasized that RAB would keep confidential all specific information about individual stations but would just release brand totals.

#### Not Bad Faith

A panelist pointed out that once a commercial was aired, it became public information and it was ridiculous for broadcasters to maintain they were betraying the faith of the advertiser by furnishing figures.

"Give us your 'OK,'" Bunker urged broadcasters. "Give us a clear indication you want the service, and we'll go to work," he said.

Melvin A. Goldberg, vice-president and director of NAB research, said that the association was definitely going to go into radio research.

"But you (broadcasters) have to decide what information you want. Just don't ask for ratings," he pleaded. "We need research for all markets—small and large—but we need your co-operation in compiling figures."

## Billboard Buyers & Sellers

# CLASSIFIED MART

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

### DISTRIBUTING SERVICES

#### RECORD DISTRIBUTORS

#### NATIONAL DISTRIBUTION

On your own record label

Wire or write

**WORLD WIDE RECORD DIST. CO., INC.**  
1650-B Broadway, New York 19, N. Y.

**WE'LL SELL FOR YOU!**  
Small fast distributors group, also owners of good advertising medium looking for **HOT SALES ITEM OR ITEMS**. (all kinds, cheapies too), toys or games. Also will sell Educational Systems, Job Opportunities, Tangible or Intangible Products or Services. Must have broad profit base. We pay our sales people well. Will sell directly through distributors or on per inquiry basis if really hot! Write immediately to: WPKO, Box 67, Waverly, Ohio. Attention, Denton.

**CLASSICAL RECORDS AT GIVE-AWAY prices.** Greatest opera and concert artists of 1935-'42 period on perfect 78 rpm's. Many collector's items. Buy singly, albums or make offer for lot of 600. R. Reynolds, 6875 Crandon, Chicago, Ill. Phone: MU 4-0027.

#### HAYDN SOCIETY RECORDS

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

Send for current catalog

**ESOTERIC, INCORPORATED**  
P. O. BOX 1799  
HARTFORD, CONN.

National Distributors for  
**HAYDN SOCIETY RECORDS**

### RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

#### RECORD PROMOTION & PUBLICITY

#### NEW OFFICES • NEW LOCATION

Same great promotion know-how

#### JOE PETRALIA

Record Artists Representative  
Park Sheraton Hotel

Suite 264 55th St. at 7th Ave.  
New York 19, N. Y.  
Phone: JU 6-6935

#### RECORD COVERS

Creative young design group specializing in covers and promotional material, provides complete mechanical to your exact specifications, including artwork and/or photographs. Excellent samples available. For presentation and reference kindly contact

#### COVERS

Box 483, c/o Billboard  
1564 Broadway New York 36, N. Y.

#### SWING INTO SALES

Via New England record promotion. Full coverage, lowest rates.

#### STEVE SANDER

201 Savannah Ave. Boston 26, Mass.  
CY 8-2215—LI 2-5859

**NO JOB TOO SMALL—QUALITY PRESSING.** Low cost. House of Wax, 1697 Broadway, N. Y. C., CI 7-2159. np

#### RECORDING FACILITIES & SUPPLIES

#### PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.  
8 Singers (male-female), 10 Instruments—Vocal Groups.  
Best, Modern Tape and Disc Equip. (Ampex, Altec, RCA)  
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$11.50; two Songs, \$20.00 (45 or 78); add Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$4.00 each per song.  
WRITE FOR FREE BROCHURE.

**DEMONSTRATION RECORD COMPANY**  
(Our 10th Year)  
Box 3404, Sta. C Lincoln, Nebraska

#### RECORD ACCESSORIES & DEALER FIXTURES

#### EFFECTIVE DISPLAYS SELL RECORDS!

Art-Phyl makes a complete line of record displays for pegboard, counter, floor. Use your space effectively—at low cost!  
The most diversified record rack and display line.

**ART-PHYL CREATIONS**  
508T Frelinghuysen Avenue  
Newark 14, N. J.  
N.J.: BI 8-5100 N.Y.: WO 4-2565

#### BUSINESS OPPORTUNITIES

**INTERNATIONAL PROFITS YOUR object?** You can reach and sell your published songs, tapes, masters, services to leading music industry influentials all over the world through the International Buyers & Sellers Exchange. Designed to help you reach markets outside the U.S.A., it appears each week in Billboard.

#### MISCELLANEOUS

#### \$202,573 TO WRITERS

Your unpublished manuscript may be valuable! Our famous subsidy plan has returned \$202,573 to writers (mostly beginners) in the past seven years. We will publish, advertise, promote your book and pay you 40% of retail price.  
Send for FREE BROCHURE BB.

**PAGEANT PRESS**  
101 Fifth Ave. New York 3

**ATTENTION, JUNE BOX OPERATORS.** Wanted all your take-offs. Pay high prices for monthly shipments. Can use any quantity. Write to Earl Kuhns Dist. Co., 1286 Manzano Way, Sunnyvale, Calif., or phone 739-7032.

**WANTED TO BUY: SURPLUS CLASSICAL L. P. Records, any label, any quantity.** Rose Radio, 214 Wabash St., Chicago, Ill. Enclose listings, quantities and prices.

**Say You Saw It in Billboard**

#### RENT

#### 1963 CHEVY II's

Day - Week - Weekend - Evening  
NO MILEAGE CHARGE

#### METRACAR

326 E. 48th St.  
Bet. 1st & 2nd Aves.  
N. Y. C.

Reservations: PL 5-4616  
Bring this ad and save 5%

**"COMEDY GUIDE"—A FREE 24-PAGE book listing "Broadcast Comedy" is yours for the asking.** Also available is a sample copy of "Days, Dates and Data" a deejay comedy folio at \$3. Write today. Show-Biz Comedy Service (Dept. MW), 65 Parkway Court, Brooklyn 35, New York. my4

**36,000 PROFESSIONAL COMEDY LINES!** Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh15-64

**WANTED TO BUY: Harp Records, all labels.** Only clean stock at close-out prices accepted. Please state quantity and prices in first letter. Reply to Don Henry, International Music Service, 43 W. 61st St., New York 23, N. Y. ap20

#### 1564 BROADWAY N.Y.C.

Times Square Office  
Space for Rent.

8700 Square Feet.

Central Air Conditioning.  
Very Reasonable Rental.

Contact

**KENNETH LAUB**  
of Collins Tuttle & Co.  
261 Madison Ave.  
New York 16, N. Y.

Telephone:

MUrrayhill 2-4020

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

Buyers and Sellers'  
**CLASSIFIED MART**

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

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

#### CLASSIFIED RATES Per Insertion

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

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

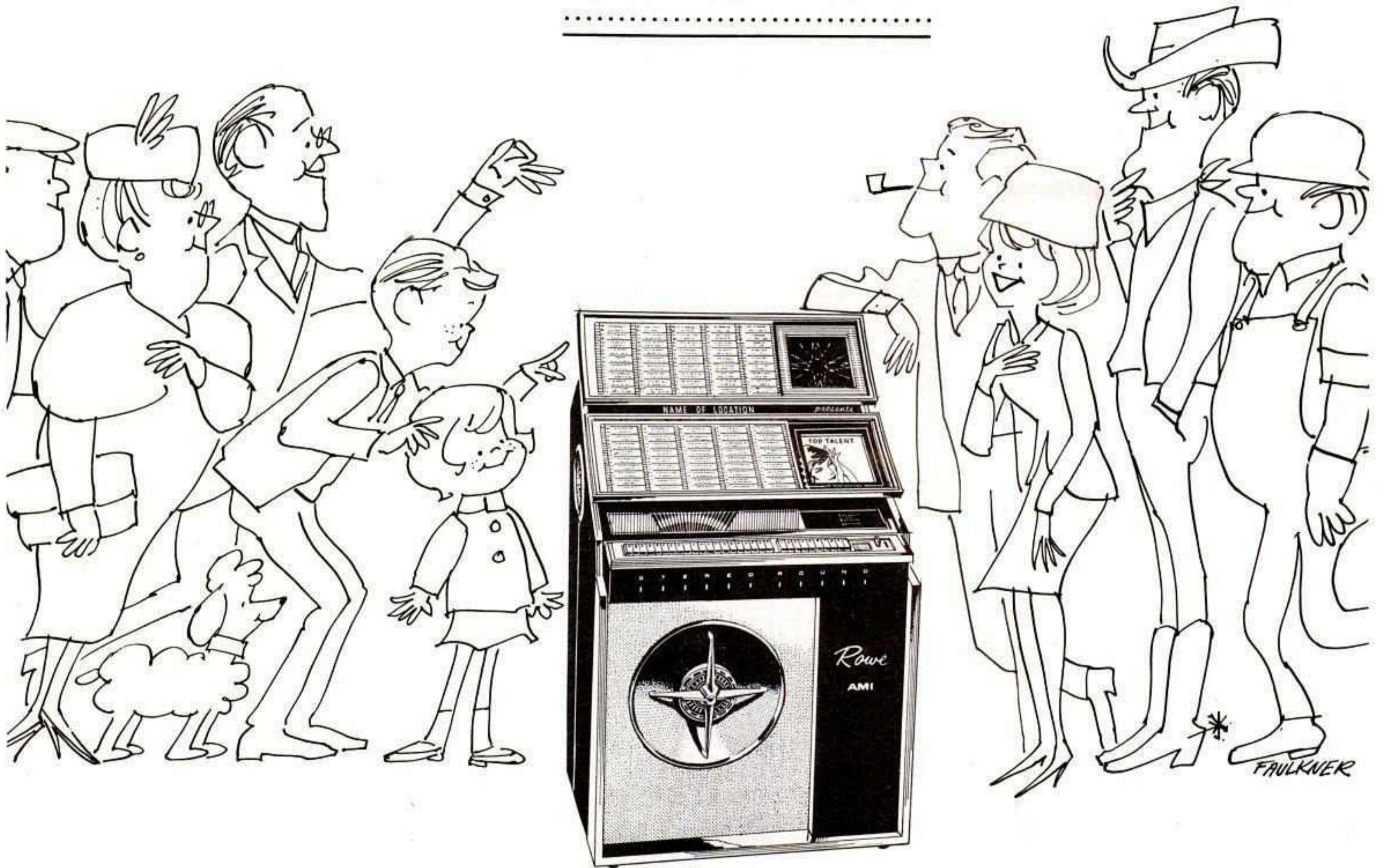
#### USE THIS HANDY AD ORDER BLANK

Please insert the following ad for \_\_\_\_\_ consecutive issues.  
Classification: \_\_\_\_\_ Size: \_\_\_\_\_  
 Set regular classified style.  Set boxed classified style.  
 Amount enclosed \_\_\_\_\_  
Copy: \_\_\_\_\_  
Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Please enclose your payment. We do not bill for classified ads.

#### BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

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

# HIT



**Why does everybody like the Rowe AMI phonograph?**

**OPERATORS** ... because they can provide 200, 160 or 100 selections with only *one* phonograph. Because Rowe AMI has all the features, including a Top Talent tune setup, that save a routeman's time. Because its realistic price and low operating costs mean more net profits.

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

Because it can be fully personalized to the location no matter how long the name.

**PATRONS** ... because it has plenty of selections to choose from in every category. Because it delivers the music, in beautiful Stereo Round,\* without delays that provoke impatience.

There are dozens more reasons for the popularity of the Rowe AMI phonograph. Ask your Rowe AMI distributor and get yourself a deal.

\*Pat. pending



## ROWE AC SERVICES

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

ANdover 3-0555

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



# Season of Adult Music Means Happy Days for Juke Box Ops

By REN GREVATT

NEW YORK — Talk is constantly heard in record circles of good music, a term which means many things to many people. But for the juke box operator, any trend to what he himself may regard as good, or what he might choose to call "adult" music, can only be welcome news. And there's a lot of good music around today, of the kind that's bound to pull more dimes and quarters from the pockets of the cash customers in pubs and lounges everywhere.

It's already a good season for instrumental singles hits, with Bill Pursell's "Our Winter Love" on Columbia just now passing its peak on the Billboard "Hot 100" chart. This disk has enjoyed especially heavy juke play.

But there are others, too, and interestingly enough, of widely

varying hues. There is the conga drummer, Mongo Santa Maria, ordinarily associated with jazz circles, whose "Watermelon Man" on Battle Records has become a widely programmed item. On a completely different instrumental kick is the rickety, old-fashioned flavor of "Yakety Sax," by Nashville's tenor sax king Boots Randolph on Monument Records.

In still another direction is the soft, easygoing flow of Henry Mancini's "Days of Wine and Roses," employing an almost instrumental choral effect. This is regarded as particularly hot for the boxes right now, in view of the national distribution of the pic from which it takes its name. Yet another instrumental flavor currently in favor is that of the Arthur Lyman combo with its Polynesian-styled percussion sounds on "Love for Sale," on Hi Fi Records.

### Jazz Organ Hot

Toward the lower end of the "Hot 100" currently but, nevertheless, important operator wax are such items as jazz organist Jimmy Smith's "Back at the Chicken Shack," on Blue Note, and Charlie (bossa nova) Byrd's "Meditacao" on Riverside, two naturals for dancers. In the sweeping, concertish mood category is "Theme from Lawrence of Arabia," with twin pianists Ferrante and Teicher, on United Artists.

Two other newer items are achieving good early attention and should be watched. Jo Har-

nell, who recently scored impressively with his "Fly Me to the Moon Bossa Nova," on Kapp, has a new one, "Diane," in much the same groove. Steve Allen, long absent from any sort of sustained disk activity, has a new piano instrumental in "Gravy Waltz," on Dot, and fans of his regular TV show are good play prospects if they find this one on the box.

But the adult programming bait doesn't end with instrumentals, not in today's pop chart derby. A number of other strong items figure as box winners, including Andy Williams, who has lately become hotter on disk than ever before.

Benefiting from regular television exposure, Williams has scored a smash with his fine current ballad offering "Can't Get Used to Losing You," on Columbia. The side reached the No. 2 slot this week.

### Adult Fare

The same label, Columbia, could be said to be dominating the top chart action in good music material at the moment. The firm has seven sides in the Top 40 listing, all of which can qualify for adult spins. Eydie Gorme is coming off the biggest hit of her career in "Blame It on the Bossa Nova," while Miss Gorme's husband, Steve Lawrence, given a new sound by the label, is scoring with "Don't Be Afraid Little Darlin'," after his smash "Go Away Little Girl." The latter was on many thou-

(Continued on page 58)

## Tansey Takes NAMA Post



GILBERT H. TANSEY

CHICAGO—Gilbert H. Tansey has joined the National Automatic Merchandising Association to handle convention and membership recruitment and to serve as secretary of NAMA's affiliated State councils.

Tansey replaces Thomas E. McCarthy who resigned as NAMA director of conventions and member services. McCarthy will become an account executive with an association management firm, headquartered in Glenview, Ill., where he will serve as executive secretary for two trade associations.

Tansey comes to NAMA from the Dartnell Corporation, a research publishing company where he specialized in developing and conducting training seminars for executives.

## W. German Ops Plan Repeat U. S. Junkets as Good Trade Investment

By OMER ANDERSON

FRANKFURT—West German operators are planning a series of trade survey charter plane junkets to the United States this year.

The schedule will be announced later, but trade leaders said that at least three see-America sorties will be arranged. The German trade has just discovered the possibilities inherent in charter-plane tours. The outlook, henceforth, is for heavy German trade travel across the Atlantic.

The Germans will try to arrange charter plane flights to major U. S. trade meetings, foremost these of MOA and NAMA. However, the flights have a broader purpose: to enable German operators and distributors (and also manufacturers) to ab-

sorb American expertise and techniques.

The Germans, perhaps belatedly (although they don't think so), are bent on learning from the U. S. through frequent travel to America and study trips from coast to coast.

There is nothing humble or self-effacing about the German trade's charter-plane discovery of America. Not only do the Germans hope to learn from the United States; they hope, in the process, to drum up business for German-made equipment.

### Failed Often

This country has failed conspicuously to crack the U. S. coin machine market, virtually the only segment of the German electro-mechanical industry with no substantial U. S. trade. In the light of last autumn's reconnaissance by a charter-plane party, the German trade is now disposed to blame its failure as much on poor merchandising as on unfavorable market conditions.

It was the charter flight last October by German, Dutch and Swiss operators, distributors and technicians that set off the current travel wave. This group attended the NAMA convention in San Francisco and visited major trade centers and plants en route back to New York. For many of the European ops, the trip was the biggest experience in their lives since World War II.

All returned tremendously impressed by the vitality and enterprise of the U. S. trade. A poll of the participants shows that, six months later, most of them have introduced U. S. operating techniques into their own business, and are profiting thereby. For example, an operator in

# Coin Machine

## OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING

## Md.'s 'Little Vegas' Hit by State Bills

WASHINGTON — A gaming pinball ban in Maryland's Prince Georges County was enacted last week on the heels of a broader bill to banish slot machines Statewide over a five-year period. Thus will end Maryland's "little Vegas" of four counties where the slots and gaming pins have been legal. A third action limited amusement pinball machines to two per floor in Montgomery County.

The State Assembly scythed through all coin-operated gambling devices, ending permissive gambling in Southern Maryland, as promised by Maryland Gov. J. Millard Tawes in his recent election campaign.

Some confusion may result from the segmented anti-gambling sanctions. The State anti-slots bill, with penalties up to \$10,000 fine or a year in jail, "excludes" free-play pinball machines from the stiff penalties when they do not pay off in cash. Machines which pay off are theoretically in violation of anti-gambling State laws passed

previous to the present ban, but machines bearing the IRS \$250 gaming tax stamp are estimated to have been going in 3,000 locations throughout the State. A recent crackdown at both federal and State level disconnected a good many of these.

On the other hand, the bill banning gaming pins in Prince Georges County will affect all pinballs bearing the Internal Revenue Service gaming stamp, making owners liable for a maximum \$1,000 fine and up to a year in jail, whether payoff was made in free plays or money. No evidence beyond the federal gaming tax stamp will be needed for enforcement.

The third and somewhat surprising action, limiting ordinary amusement-type pinballs in Montgomery County locations to two per floor, also specifically prohibits any free-play devices. The latter, under ordinary circumstances, should bear the IRS \$250 stamp, since the Treasury ruled two years back that all machines with free-play or multiple-odds mechanism are per se gaming devices.

Reaction to the ban on slots and gaming pinballs was loud and sad in four Southern Maryland counties which have been collecting revenue expected to reach an estimated \$1,797,000 in 1963 on the machines. The law will gradually squeeze out the machines, allowing 20 per location in July 1966; 10 machines by July 1967, and none anywhere in Maryland after July 1, 1968. The gradual approach will give the four counties a chance to replace lost revenue from slots with other tax take, if necessary.

## Federal Tax Agents Grab Ark. Pinballs

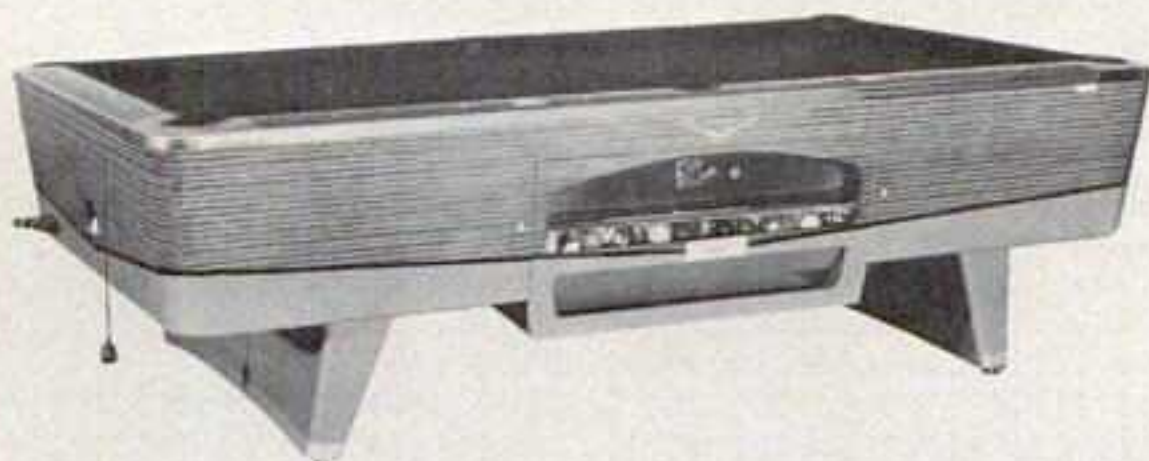
WEST MEMPHIS, Ark.—A team of four U. S. Internal Revenue agents swept through West Memphis last week and confiscated nearly \$5,000 worth of pinball bingo machines which did not have the \$250 Federal gaming stamp.

The agents, with a large truck accompanying them, picked up four machines at Pancho's Restaurant, a first-class Mexican food eating place owned by Berger Enterprises and headed by Louis Kack Berger.

The agents also stopped at Dot's Cafe on Highway 70, a mile east of West Memphis. A scout had reported a machine there with no stamp. When agents arrived, however, the machine had been disconnected.

Word of the agent's raid traveled fast. By the time they got to B & F Cafe and Truck Stop a few hundred yards down

(Continued on page 58)



Irving Kaye Company, Inc., Brooklyn, has streamlined its de luxe Eldorado pool table. Lower part of the cabinet and the legs are now painted in colors which complement the grain finish of the upper part of the cabinet. This adds a longer, shallower look. Tables are available in platinum walnut, mahogany and teak with the new complementary finishes.

# 'Golden Oldies' Single Button Gets Lots of Play in New York

ROCHESTER, N. Y. — A "Golden Oldies" experiment has had some mildly spectacular results for John Bilotta, large juke box distributor and operator here.

Bilotta says his machines have shown a 20 to 25 per cent increase in collections since he started programming a single-button Golden Oldies concept on some 90 juke boxes.

In fact the experiment has been so successful that Bilotta's Newark (N. Y.) radio Station WACK is going to start a "Twilight Hour" devoted to the sounds of the 1920's and 1930's.

The radio station and juke box programming will be tied together—each promoting the other.

## Yesteryear Sounds

Bilotta is also trying to interest record companies in re-issuing some of the fine songs of yesteryear.

Bilotta reports a marked in-

## SEEBURG ADDS 10 LITTLE LP'S

CHICAGO—Ten new albums have been added to Seeburg's Little LP library. Albums released in the program since the second edition of the little LP catalog was published in January now total 52.

RCA Victor artists are represented in six of the latest sets. These are Paul Anka, Sergio Franchi, Sam Cooke, Perez Prado, Arthur Fiedler and Hank Snow and Anita Carter. Other artists are Tony Mottola, Command; Gloria Lynne, Everest; Jimmy Reed, Vee Jay, and Leonard Pennario, Capitol.

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**BUILT-IN AUTOMATIC**  
**INCOME**  
**TOTALIZER**

The **SEEBURG**  
Revolutionary **LP**  
New **CONSOLE**

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United Classic Bowler .....\$595.00  
Bally Heavy Hitter ..... 195.00  
Keeney Hi-Straight ..... 115.00  
Hercules Gun ..... 245.00  
Gottlieb Sitting Pretty ..... 125.00  
Williams Space Ship ..... 195.00

## Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410 .....\$545.00  
Wurlitzer 2500, 2504, 2510 ..... 645.00  
Wurlitzer 2300 ..... 445.00  
Rock-Ola Hide-A-Way 1440 ..... 75.00  
AMI F120 ..... 175.00  
AMI E 120 ..... 95.00  
Seeburg 200 Sel. WB ..... 59.50  
AMI 200 Sel. WB ..... 59.50  
Wurlitzer 5210 WB ..... 59.50  
Wurlitzer 5207 WB ..... 37.50  
Seeburg 3W1 WB ..... 29.50

## CIGARETTE VENDORS

Eastern, 22 column ..... \$45.00

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crease in interest from the 35 to 45 and even older age groups in hearing the recordings of Glenn Miller, Artie Shaw, Al Jolson and others.

Bilotta's radio station programming is broken down by years. As an example, a 1947 program consists of:

Arthur Godfrey's "Too Fat Polka"

The Harmonicats "Peg o' My Heart"

Woody Herman's "Woodchoppers Ball"

Vaughn Monroe's "Ballarina"

Les Paul and Mary Ford's "How High the Moon"

A 1940 sample consists of:

Bob Wills' "San Antonio Rose"

Frank Sinatra's "All or Nothing at All"

Artie Shaw's "Begin the Beguine" and "Stardust"

Johnny Long's "Shanty Town"

Bilotta has issued a blanket invitation for record companies to furnish him lists of their "Golden Oldies." He said he would order them both for use on his radio station and his juke box business including his routes plus his Bilotta Enterprises and Rex-Bilotta Distributors, Wurlitzer distributor for all of New York State except the greater metropolitan area of New York City.

Another Bilotta idea is a "skill" record that would automatically promote the Golden Oldies whenever the juke boxes are silent over an extended period.

## House Record

In a letter to A. D. Palmer, Wurlitzer director of advertising and promotion, Bilotta suggested, "Why not have a promotion record for the house owner to play when things are quiet on the phonograph. This record could be a voice that says, 'Hi folks, remember the good old days a few years back when we all thrilled to this Helen O'Connell best seller?'"

"At this point, play a few bars of Helen O'Connell's

'Green Eyes' followed by a voice that says 'Of course, the world of fine popular music reached new peaks with the late and great Glenn Miller and such immortals as . . .' (play a few bars of a Glenn Miller favorite).

"Do this with a few more great hits of the past and then explain that all these and many more can be heard right here and now by pressing the 'Golden Oldies' button for 50 cents.

"End it with a seductive female voice saying something like, 'Let's you and I take a musical trip down memory lane and share again some of the finest musical moments in the history of great music.'"

Bilotta said he felt it would be even more effective if such artists as Helen O'Connell, Bing Crosby and Harry James could do their own voice cuts.



**VENDOR-TRONICS' new currency changer handles dollar bills plus coins, and sells for \$1,195. Unit has a capacity of \$740.10 and provides a maximum of 1,578 vends from one full loading. Modern Coin Company, Cincinnati, headed by Willard Walton, has been named national distributor.**

# Folk Tunes Making Fans in Milwaukee

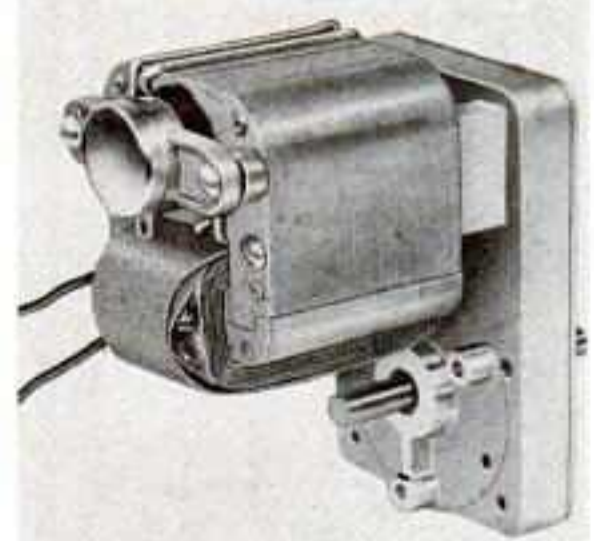
MILWAUKEE — One-stops claim that juke box operators now pay closer attention to the

folk music releases when programming their routes. For a long time, operators here shied away from folk tunes. Only exceptions were coinmen that catered to spots patronized by the high school and college trade. Today, according to Gordon Pelzek, Downtown Radio Doctors, each order for a coinman contains a healthy share of the new folk items.

Top folk performers on the juke box shopping lists include Warner Bros.' Peter, Paul and Mary; the Kingston Trio and the fast rising Rooftop Singers. Best selling new folk music release this week has been "Tom Cat" by the Rooftop Singers, following close on their first smash waxing, "Walk Right In."

Also swingers, says Gordon Pelzek, are Peter, Paul and Mary's new "Puff" and The Reverend Mr. Black, by the Kingston Trio, all in the folk song vein.

Folk tunes are in good demand among the operator trade



**TYPE "T" AND "A" vending machine motors, equipped with single or double magnetic brake and featuring interchangeability with most motors now in service, have been introduced by Speedway Manufacturing Company, La-Grange Park, Ill.**

## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

### CAN'T GET USED TO LOSING YOU

ANDY WILLIAMS, COLUMBIA 42674

### DAYS OF WINE AND ROSES

### TWENTY MILES

CHUBBY CHECKER, PARKWAY 862

### LET'S LIMBO SOME MORE

### I GOT WHAT I WANTED

BROOK BENTON, MERCURY 72099

### DEARER THAN LIFE

### SURFIN' U. S. A.

BEACH BOYS, CAPITOL 4932

### SHUT DOWN

### FOOLISH LITTLE GIRL

SHIRELLES, SCEPTER 1248

### NOT FOR ALL THE MONEY IN THE WORLD

### YOU DON'T LOVE ME ANYMORE (and I Can Tell)

RICK NELSON, DECCA 31475

### I GOT A WOMAN

### LOSING YOU

BRENDA LEE, DECCA 31478

### HE'S SO HEAVENLY

### A LOVE SHE CAN COUNT ON

MIRACLES, TAMLA 54078

### I CAN TAKE A HINT

### TAKE THESE CHAINS FROM MY HEART

RAY CHARLES, ABC-PARAMOUNT 10435

### NO LETTER TODAY

## Recent

## STEREO RELEASES

for Music Operators

### SEEBURG ARTIST OF THE WEEK

**BILLY ECKSTINE—Don't Worry 'Bout Me**  
Mercury (Pop Vocal)

Till There Was You/What Kind of Fool Am I? • It Isn't Fair/(Love Is) The Tender Trap • Beauty of True Love/The Exodus Song • Guilty/Don't Worry 'Bout Me • Tender Is the Night/Stranger in Town

All titles listed above are custom 33 $\frac{1}{3}$  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.

at the Record City one-stop, too, affirms Gene Geier. He lists "Tom Cat," by the Rooftop Singers, as the outlet's best seller in the coin trade. Also big with operators here is the Peter, Paul and Mary "Puff."

Bossa nova continues to find favor with juke box disk buyers. "No particular artists leading the demand, however," says Geier. "The operators just want the latest bossa nova releases, they don't care who the artists are."

A strong moving juke box record noted here is "Hey Little One," Dorsey Burnette, on Era Records. This reissue has picked up momentum in this market as

the result of hard hitting air coverage in recent weeks.

Several Western records moving fast at the Downtown Radio Doctors one-stop are James Gilreath's "Little Band of Gold," on Joy; Ned Miller's "One Among the Many," Fabor Records, and "Blue," Jack Reno, Fonograf.

Expected to blossom into strong juke box favorites, are these two fresh releases, reports Gene Geier, Record City: "Move Along Baby," Les Paul and Mary Ford, Columbia, and Brenda Lee's new "Losing You," Decca. Geier also forecasts good juke box action for the new "Struttin' With Maria" by the Tiajuana Brass.

**ZIG-ZAG**

Counter Game

5-ball play, 12-5¢-10¢ play. Size 12"x17"x4" in line scoring high scoring. All natural wood cabinet.

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2 1/2" Balls, 1-15 w/Cue Ball 14.00  
46" Cues \$1.50 ea. 1.50 ea.  
52" Cues \$1.95 ea. 2.50 ea.  
57" Cues \$2.95 ea. 32.00 dz.  
48" Plastic Cues 2.50 ea. 24.00 dz.  
52" Plastic Cues 3.00 ea. 22.00 dz.  
Plastic Triangles, 3/4" 1.00  
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**UJA to Honor Assistant D. A. William Cahn**

NEW YORK—William Cahn, assistant district attorney of Nassau County (Long Island) has been named guest of honor for the 1963 annual Coin Machine Division of the United Jewish Appeal of Greater New York.

Guest speaker at the annual banquet will be New York State Attorney General Louis Lefkowitz. Both men, through their association with Irving Holzman, last year's general chairman, have been active in past Coin Machine Division UJA affairs.

Cahn distinguished himself as a prosecutor when he acted against racketeers who attempted to infiltrate the industry in Long Island.

Gotham coinmen will meet at UJA headquarters 6 p.m. Thursday (11) to set a date and place for the Victory dinner.

**AT LONG LAST**

**English Brewers Give Juke Box a Kind Word**

LONDON—The wall of resistance toward juke boxes in United Kingdom taverns owned by breweries has been breached this week.

Seeburg (G.B.), Ltd., has reached agreement with six major UK brewing companies, John Henderson, Seeburg head man here, said.

Under the arrangement, the brewers will provide a selected list of their public houses for operators of Seeburg juke boxes to survey and assess as locations.

Deal applies to "managed houses" of the breweries, which by implications, leaves tenant landlords with more latitude to install juke boxes. Brewers' policies previously have been "frowning" toward juke installations except in what one London operator describes as "slop and sawdust pubs."

Henderson credits "prestige appearance" of the Seeburg

LP stereo console and consolette for the malsters' mellowing attitude. He was also enthusiastic about the "beneficial effects" of UK coin-amusement exhibitors meeting brewery execs at the Licensed Victuallers First Trade Fair last month in London.

Up to this Seeburg breakthrough, traders' plaint has had bitter overtones. And in fact, as Henderson scores, much discerning promotion is yet required before juke box operators and distributors get access to the majority of UK brewery-owned tavern sites. These total some 60,000 in England and Wales.

Seeburg exec was energetic personally at LVA expo, "getting the right people from the breweries there on the spot," he confides. "This persuaded them that our LP console and consolette are eminently suitable for their premises," he added.

**Cracking Coast Supermart**



EXPANDED QUARTERS of L. & N. Music Company, Cleveland, houses the firm's enlarged games and cigaret business. The addition of more than 4,000 square feet increased space 50 per cent, according to Louis Pearlman, who with his brother Nate operates the concern. L. & N. Music was begun in 1931 in a small upstairs office. The music company expanded heavily into cigarets and games when it purchased a route of more than 150 locations from Monroe Coin Machine Exchange Company in April 1961.

**Pinballs All Right in Ohio Taverns If Machines Are Used Within Law**

COLUMBUS, Ohio—Ohio State Liquor Director Donald D. Cook has been enjoined from taking action against pinball machines in licensed establishments unless the machines have been used unlawfully.

That's the gist of a restraining order issued Wednesday (20) by Common Pleas Judge Dana F. Reynolds, Franklin County.

Some 19 operators and one location owner had asked for a declaratory judgment after Cook had announced a crack-

down on pinball machines in a press conference the previous day.

The court's order is to remain in effect until the courts have passed on whether the machines come under the State Liquor Board's regulation on pinball machines and, if it does, whether the regulation is valid.

Attorney Brooke Alloway, Columbus, is representing the litigants seeking relief from Cook's April 1 designated date for revoking licenses of permit holders with pinball or other game machines on their premises.

Director Cook told the press conference a pinball machine is considered a gambling device whether it racks up free games or the player receives a payoff. He indicated he expected the action to be taken to court.

**London Seeburg Seeks New Office**

LONDON — Seeburg (G.B.), Ltd., are seeking "a larger and more suitable location" in London.

The firm intends to unite its Wigmore Street head office with its service and engineering facilities presently at Felton. John Henderson, general manager in the United Kingdom, told Billboard this week.

**AMERICAN 9' SHUFFLEBOARDS \$145**

<b>BIG BALL BOWLERS</b>	<b>PUCK BOWLERS</b>	<b>Deluxe Shooting Gal.</b> \$275
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Bally Trophy ..... 245	ABC ..... 145	Wms. Safari ..... 165
United Royal ..... 195	Congress ..... 145	Big Top ..... 195
Bally Challenger ..... 375	Bally Deluxe Club ..... 245	Sportsman ..... 125
United Holiday ..... 745	Bally Lucky ..... 295	United Sky Raiders ..... 195
<b>PUCK BOWLERS</b>	Chgo. Coin Rocket ..... 85	<b>ARCADE EQUIPMENT</b>
Keeney Bonus ..... \$ 95	United Shooting Star. 95	Pollard Football ..... \$175
Keeney Speed Lane ..... 145	<b>GUNS</b>	Hole-in-One ..... 75
Keeney Century ..... 145	Exhibit Gallery ..... \$ 95	Road Racer ..... 345
Keeney Jewel ..... 185	Rifle Gallery ..... 95	Merry-Go-Round ..... 125
		Jet Pilot ..... 195

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10 SIDEWALK ENGINEERS 125.00	Contest ..... 235	Bally Hot Rod ..... 395
50 ABT CHALLENGERS 49.50	Double Action ..... 250	Bally Western Express 425
<b>VENDORS</b>	Flipper Parade ..... 275	Bally Speed Boat ..... 395
100 Victor 1c Ball Gum \$ 6.50	Hi-Diver ..... 195	Champion Horse ..... 395
100 Advance 1c Ball Gum 4.50	Jolly Joker ..... 265	Tusco Elephant ..... 450
10 Apco 6 Drink 295.00	Jungle Doll ..... 195	Meteor Hot Rod ..... 225
10 Continental 20 Cigt. 175.00	Lightning Ball ..... 250	Bally Motorcycle ..... 325
10 Continental 30 Cigt. 210.00	Lite A Card ..... 225	Miss America Boat ..... 295
10 Vendo Ice Cream 350.00	Miss Annabelle ..... 195	Model T Ford ..... 395
10 Vendo Milk 350.00	Melody Lane ..... 295	Old Smokey ..... 275
	Maestic ..... 150	Pony Express ..... 175
	Pic Nic ..... 175	Round World Trainer 395
	Race Time ..... 235	Sandy Horse ..... 250
	Royal Flush ..... 125	Twin Merry-Go-Round 295
	Sea Wolf ..... 175	Toonerville Trolley ..... 375
	Sweet Sue ..... 295	<b>BRAND NEW</b>
	Show Boat ..... 295	Chuck Wagon, Cow Pony, Fire Engine, Highway Patrol, Indian Scout, Midget Racer, Stage Coach, Sante Fe Express. Write for special prices.
	Straight Shooter ..... 185	
	Super Score ..... 150	
	Sunshine ..... 175	
	World Beauty ..... 225	

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**BULK VENDING**

# Personal Service Big Factor In Selling Locations, Panel Told

By NICK BIRO  
CHICAGO—"Let the location owner see and feel the merchandise he's going to vend." That's Roger Folz's advice to operators trying to sell a new stop.

Folz, who, with his brother Harold, operate some 30,000 machines making him the largest single operator in the U. S., said he always gives the location owner some samples of his products.

"When the location owner starts to give me back the ball gum for charms, I push it right back at him. The longer he fingers and plays with the merchandise, the better chance I have for making a sale."

Folz spoke with Paul Crisman, Rolfe Lobell, Harold Folz and Bob Kantor in a panel devoted to financing, procuring

locations, commissions and mail order vs. service business.

**Profit Stressed**  
Roger Folz noted that with small stores, he usually took in a sample machine, gave the location owner numerous fill samples, and stressed the profit the machine could make for him—rather than emphasizing the servicing and work that Folz would do.

With large chains, Folz said he took a picture of typical installations to the chain store buyer, again gave him some samples of the fill, and emphasized the earnings the machines would produce.

"The best way to get around talking commissions is to talk profits," said Folz. "When another operator offers a higher percentage, I always say 40 or 50 per cent of nothing is still nothing. We always point out to people that we use the best merchandise, give top service, plan our merchandising and guarantee a high return."

Folz said he also stressed his firm's reputation, pointing out that his firm will stay with the chain, that his is a firm of long standing, with good reputation, not a blue-sky operation.

Rolfe Lobell noted that with locations getting more sophisticated it was necessary for operators to use more advanced selling techniques. He cited a brochure that Graff Vending, Dallas, was using in selling locations.

The Graff brochure shows pictures of typical installations, talks about frequency and type of servicing, gives profit breakdowns and the like.

Lobell said that Leaf Brands, his parent firm, would compile such a brochure and make it available to NVA members.

Discussing financing, Paul Crisman pointed out that his firm regularly relied on 6 per cent bank loans—a very simple

thing to get if the person's credit and reputation were all right. He suggested it for all operators.

Harold Folz pointed out that his firm did about 90 per cent of its business with locations that were serviced personally and only about 10 per cent with mail-order stops.

"If I had my choice, I would

gladly change it to 100 per cent personal service," he added. Folz said that mail order was a faster-money business and that  
*(Continued on page 58)*

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THE MOST COMPLETE and FINEST LINE of BULK VENDORS  
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Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT! Large Stock of Vendors—Parts and Merchandise.

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SAME FINE FLAVORS CENTERS AND COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 G	210 ct. & Giant Size . . . 28 1/2¢ lb.
Chicle Ball Gum, 130 ct. . . . .	36 1/2¢ lb.
Chlor-o-Vend Ball Gum . . . . .	41 1/2¢ lb.
Chlor-o-Vend Chicks, 320 ct. . . . .	41 1/2¢ lb.
Chicle Chicks, 320 G 520 ct. . . . .	37 1/2¢ lb.
Bubble Chicks, 320 G	520 ct. . . . . 29 1/2¢ lb.
Tab (short stick), 100 ct. . . . .	38¢ box
5-Stick Gum, 100 packs . . . . .	\$1.90
F.O.B. Factory 150 lb. lots.	

**AMERICAN CHEWING PRODUCTS**  
38 years of manufacturing experience  
4th & Mt. Pleasant • Newark 4 N. J.

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The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

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\*With QUICK-TACH at slight extra cost.

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## BELL, LOBELL CITED BY NVA

CHICAGO—Harry Bell, Chicago operator, and Rolfe Lobell, Leaf Brands, Chicago, were cited for outstanding service to National Vendors Association last week. Bell, the association's treasurer, and Lobel, convention chairman, received their citations from Don Mitchell, legal counsel, at the Saturday afternoon luncheon in Chicago's Sheraton. Mitchell noted that Bell's service came "despite a long seige of recent illness," and that Lobell had been a perennial contributor to NVA's effort and success since the association's inception some 13 years ago.

## VENDING HEADQUARTERS for VICTOR

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← L. C. TOPPER, \$15.00 ea.

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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.

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2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



5c ATLAS MASTER Jumbo Charm Vender

## AMCO SANITARY VENDOR

The Finest for  
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**10c, 25c and  
50c Operation**

Vends flat packs up to 1/8" x 2" x 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

**MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.**

### J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, 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

# Highlights of the NVA Convention



BILLBOARD'S NICK BIRO interviews Ken McPhail and members of his two Canadian bulk vending firms following the group's dramatic walkout preceding last week's National Vendors Association conclave. McPhail had applied for NVA membership and been refused. Following considerable parliamentary jockeying at the pre-convention board meeting, McPhail's group left in a stormy protest before their membership application could be put to a vote. Left to right: Doug Clar, McPhail Vending; Bill LaPlatt, Beaver; Sterling Douglass, Vend-Craft president; Glenn McPhail, Beaver of America; Ken McPhail; Dick Rollins, sales manager; Sid Caplan, attorney; John Boylen, investor; Roy Chase, Vend-Craft, and Ray Tourangeau, investor.



NATIONAL VENDING MACHINE Distributors Association members gather at their annual luncheon meeting held in conjunction with the big bulk vending convention—last week. Elected to office were Ed Flanagan, president; Nathan Rake, vice-president, and Bernie Bitterman (retained) as secretary-treasurer. Moe Mandell retired after seven years in the president's chair.



EVERETT GRAFF (right) is cited as the Northwestern Corporation's leading distributor at pre-National Vendors Association convention festivities here last week. Northwestern president Waldo Bolen makes the presentation.



NATIONAL VENDING Machine Distributors cited the Northwestern Corporation as the year's outstanding manufacturer at last week's National Vendors Association conclave. Waldo Bolen, Northwestern president, accepts the trophy from Moe Mandell, retiring president of the distributor group.



MR. AND MRS. PAUL GYNES receive the keys to a new Falcon station wagon from Paul A. Price (left) following a drawing held by Price's firm at last week's National Vendors Association conclave in Chicago's Sheraton. It's been a happy two weeks for Gyness, who just the week before was named chief executive officer of Graff Vending, Dallas.

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**IMMEDIATE DELIVERY**  
World Famous  
**VICTOR**  
Standard **TOPPER**

1c or 5c  
For Ball Gum and Charms.  
Also available for Peanuts and Bulk Candles.  
Packed and sold 4 to a case.

(Member MVMD, Inc.)  
**GRAFF**  
VENDING SUPPLY CO., INC.  
2817 W. Davis Street Dallas, Texas

Say You Saw It in Billboard

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Parc. Converted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.64
Cashew, Butts	.61
Peanuts, Jumbo	.45
Spanish	.32
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-Blo Gum, 72 ct.	\$.35
Malt-ette, 100 ct., per 100	.32
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.  
One-third Deposit, Balance C.O.D.

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*Northwestern*  
**SUPER SIXTY**

This capsule vendor is truly the most accurate on the market. Handles all size capsules without "skipping," breaking or crushing.

Gold decorative front panel. Mammoth capacity.

Available with  
5c, 10c  
or 25c  
Mechanisms

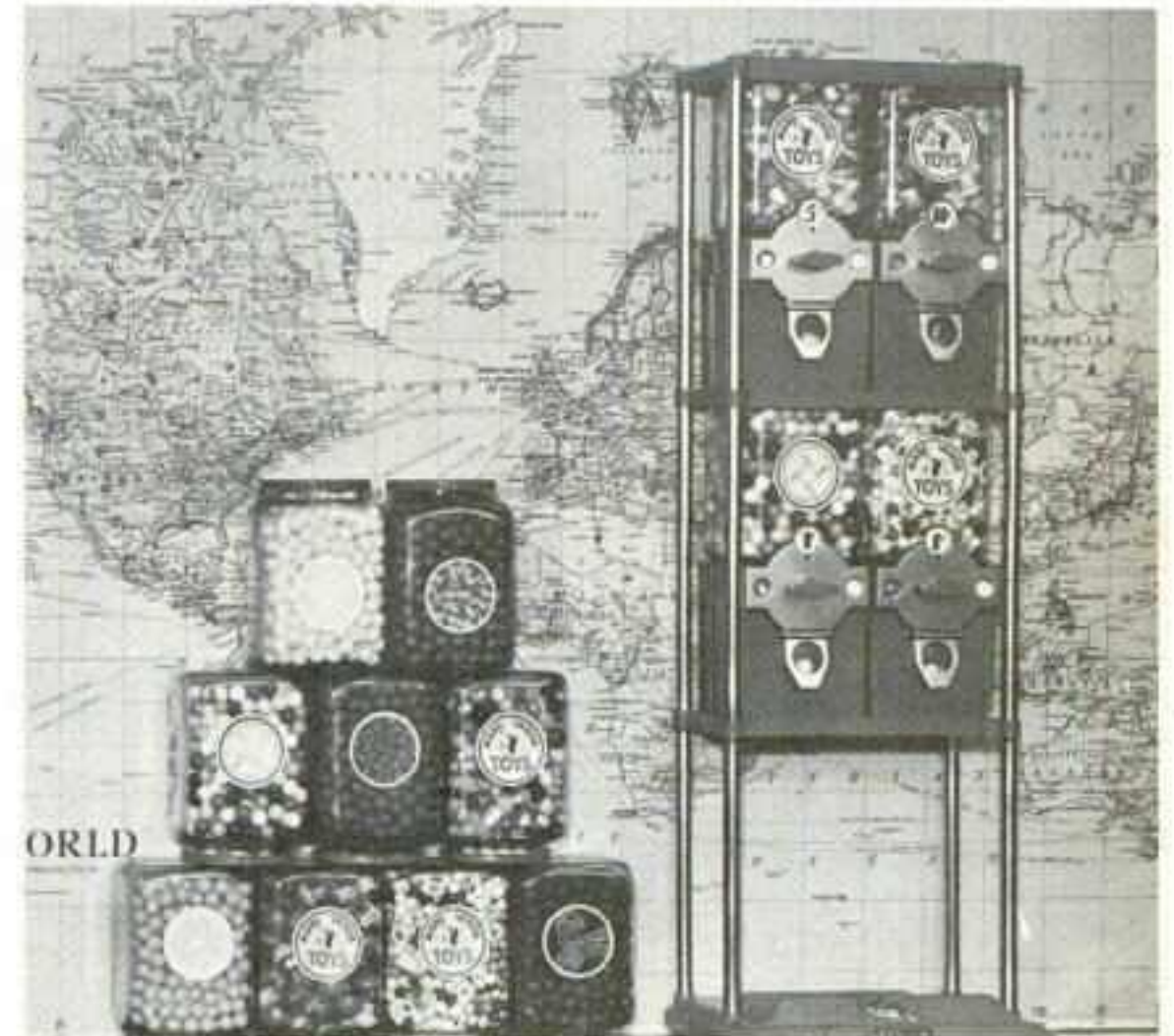
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SALES AND SERVICE CO.  
MOE MANDELL  
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1. Engineered for coins of any country, up to size of large English penny or U. S. 50c.
2. YEARS AHEAD STYLING—Demanded by Chain Stores.
3. Compact, practical—Smallest floor space with greatest earnings. Mark 1's fasten neatly together, forming a battery of any size.
4. THE FINEST MATERIALS—Without comparison for time, weather, and usage resistance.
5. BUILT FOR BUSINESS—Corner locks eliminating water seepage, corner protection pipes, out-of-view wheels, and innumerable other exclusive features are reasons why Beaver is the world's largest selling bulk vendor.
6. SIMPLE—Ready-filled jars with labels or displays speed up servicing. Chain Store managers who fill their own machines will find it easy—even if they know nothing about vendors.
7. SANITARY—Jars come filled, labeled, and clinic clean.
8. SWIFT—Ready-filled quick-change jars cut service time way down and practically eliminate shop work with no more filling, applying decals, washing globes, etc.
9. The empty jars themselves will be in great demand by store-keepers, his friends, and his customers for cookie jar or display jars.

**Truly . . . the Disposable Jar used in conjunction with the BEAVER MARK I opens up "A New Frontier in Bulk Vending"**

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from REX-BILOTTA**

Buy  
**ONE (1) WURLITZER,  
MODEL 2700**  
Get  
**3 MODEL 5100  
WALL BOXES**



The famed  
Wurlitzer  
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"Jewel" it-  
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Ten Top

Tunes at the drop of a half dollar.  
Reap profit from the fabulous combina-  
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Model 5010 Wallboxes hooked into a  
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the famous Golden Bar. The best money-  
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juke box history!

**Plus 1 POWER PACK  
Plus INSTALLATION**

**SPECIAL!** We'll show you how to  
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Ask about our plan!

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NEWARK: 224 N. Main Street  
ALBANY: 1226 Broadway

**Atlanta House  
For Guggenheim**

CHICAGO — Karl Guggen-  
heim, Inc., New York charm  
manufacturer, last week named  
its 12th regional warehouse,  
H. B. Hutchinson, Atlanta. The  
firm also has warehouses in  
Baltimore, Boston, Chicago,  
Cleveland, Dallas, Houston;  
Kansas City, Mo.; Los Angeles,  
New York; Oakland, Calif., and  
Philadelphia.

**RECONDITIONED &  
REFINISHED VENDORS**

- N.W. Model 49, 1¢ or 5¢ Bulk...\$13.50
- N.W. Model 49, 1¢ B/G ..... 13.50
- Silver King 1¢ & 5¢ Bulk..... 8.50
- Victor Toppers, 1¢ ..... 11.00
- Acorn 1¢ or 5¢ Bulk ..... 12.00
- Silver King 5¢ Hot Nut (NEW) 15.00
- Premiere 1¢ Card Vender..... 14.50
- Victor Model V 1¢ ..... 8.50
- N.W. 10 col. Tab Gum ..... 21.50
- Mills 6 col. Tab Gum ..... 14.50
- DuGrenier 4 col. Tab Gum .... 14.50
- Victor Vendoramas, 1¢ ..... 13.95
- Victor 2000 (like new) ..... 18.50
- N.W. 5¢ Pkg. Vender ..... 21.50
- Victor Baseball Game ..... 19.50
- N.W. Model 60 (like new)..... 13.50
- Victor Baby Grands, 5¢ capsule 8.95
- Victor 400, capsule ..... 10.00
- Silver King Hunter, B/G (NEW) 29.50
- 5¢ Trading Card Vender, 3 col. 29.00
- Acorn Model 400 1¢ B/G ..... 12.50
- 2 col. Postage Stamp,  
25¢ & 10¢ (like new) ..... 19.50
- 3 col. Ajax Hot Nut ..... 29.50

Send for list of merchandise,  
charms, novelties and machines.  
1/3 DEPOSIT ON ALL ORDERS,  
BALANCE C.O.D.

SEND PAYMENT IN FULL FOR ALL  
ORDERS UNDER \$20.00.

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**Say You Saw It in  
Billboard**

**Cruising the NVA Convention**

Billboard's roving photographer caught these scenes of  
action at the exhibit area of last week's National Vendors  
Association Convention at the Sheraton Chicago Hotel.



**FOR SALE—USED**  
VICTOR TOPPER DELUXE, 1c...\$ 9.00  
ACORN, 8 Lb., S.A.W., 1c.... 9.00  
VICTOR PEN MACHINES, 10c.. 14.00  
ABBY TRADING CARDS,  
5c (3 Column) ..... 13.00  
ABBY TRADING CARDS (New)  
5c (2 Column) ..... 13.00  
(All Good Condition)  
**BASEBALL CARDS—**  
ALL TIME GREATS.....\$ .50 M  
**BASEBALL CARDS—**  
TED WILLIAMS ..... .35 M  
(Minimum 100 M)  
FOB—Oceanside, New York  
**FOLZ VENDING CO., INC.**  
Box 8, Oceanside, N. Y.

The SENSATION of the N.V.A. Show!  
**Krush & Castro  
Skeletons**

The skeletons everyone's been looking  
for! Realistic, lifelike heads of Khrush-  
schev and Castro on skeletons.  
Loads of play value for young and old  
alike.

Labels  
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Servicing is  
Simplified  
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**Northwestern  
INTERCHANGEABLE  
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**Northwestern  
SIXTY**  
With QUICK-TACH at  
Slight extra cost.

- ... Easy to Service
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- ... Time Saving
- ... More Profit

Complete line of  
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stands, supplies,  
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**IF YOU ATTENDED N·V·A· in  
CHICAGO—YOU BOUGHT IT**

IF YOU COULDN'T GET THERE—

**SEND FOR SAMPLES**

**"PLAY  
BALL"**  
WITH  
**CRAMER'S**  
100 COUNT  
**BASE-BALL MIX**  
every ball  
**IS A COMPLETE PLAY**

**CRAMER GUM CO., INC.**

75 GOVE STREET EAST BOSTON 28, MASS.

Member National Vendors Association

- Member Carolina Bulk Vendors Association
- Member New York Bulk Vendors Association
- Member Ohio Bulk Vendors Association
- Member Florida Penny Vendors Association
- Member Massachusetts Bulk Vendors Association
- Member Western Tennessee Bulk Vendors Assoc.

**BULK VENDING SALE**  
All machines clean and ready for  
locations.

- N. W. MODEL 60, like new. \$11.50
- N. W. MODEL 49 ..... 12.50
- N. W. TAB GUM ..... 14.95
- N. W. MODEL 33 BALL GUM  
& PEANUTS ..... 4.25
- ACORN 400 CAPSULE, ROCKET  
or 100 COUNT GUM MACH. 10.95
- ACORN 6 or 8 LB. GLOBE, 1c  
BALL GUM or CONFECTION 9.95
- SILVER KING, 1c or 5c.... 4.95
- HALLMARK PEN MACHINES,  
25c ..... 13.50
- SELECTO VENDOR TAB VENDORS 5.95
- U. S. POSTAGE STAMP  
MACHINES, 5c, 10c Col.. 9.95

Write for catalog on complete line  
of Bulk Vendor Supplies.

**TITAN VENDOR SUPPLY CO.**  
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# Report From Britain

## Seeburg Stet Till '65

LONDON—Juke box operators in the UK have been notified by Seeburg (G.B.), Ltd., that the firm's LP console units won't be superseded until 1965 at least.

News was announced last week by John Henderson, UK Seeburg head. Capital saving would "greatly help operators," courtesy of his firm's policy, he pointed out. He brought the news from the Seeburg International Sales Conference in Zurich this month.

## Phonos Help Diskeries

LONDON—Juke boxes have influenced and helped the UK record industry, L. Cullum, factory manager of Ruffler & Walker, Ltd., London distributor, told a large gathering of the British Sound Recording Association last week.

Cullum was addressing the group by invitation at the Royal Society of Arts. He spoke of the history of the juke box in detail, and demonstrated the workings of a machine.

The lecture, the first to arts group about juke boxes, was introduced by H. J. Leak, president of BSRA and founder of H. J. Leak and Company, Ltd., electronics equipment maker.

## Venus Takes Bow

LONDON—The debut of the Keeney Venus pin table in the UK was held in London last week. Pressmen and distributors were hosted by Mar-Matic Sales, Ltd., over cocktails at the Goring Hotel where the showing was held.

The gathering was to celebrate arrival of the first consignment of this new bingo pinball machine, handled exclusively by Mar-Matic Sales, Ltd., in the UK through their distributors: Coughtreys Automatic Supply Company; Ruffler & Walker, Ltd.; Peter Simper & Company, Ltd., and Perrett Automatics, Ltd.

The press reception was followed by a lunch meeting for Mar-Matic distributors, "to discuss promotion of the new Keeney machine," said Mar-Matic exec Geoffrey H. Grange.

# Mar-Matic Sales Executive Prefers LVTF Over ATE

LONDON — Uncomplimentary comparisons between the Amusement Trades Exhibition in January, and the Licensed Victuallers' Trade Fair two weeks ago, were voiced for the coin-trade by one executive this week.

"The LVTF show was enjoyed, and was better dressed and better laid out than the ATE," Geoffrey H. Grange, general sales manager of Mar-Matic Sales, Ltd, told Billboard. "The tone was better, and the

attendance was many times the size of the ATE," he stated.

Grange, echoing remarks of spokesmen for other UK distributors, felt that ATE organizers "should use a hall like Earls Court next time, instead of the Royal Horticultural Hall." The former auditorium is more accessible, and better known to the public, besides having better accommodations.

Grange scored the attendance comparisons of the two recent expositions. "The LVTF had 28,000 visitors, while the ATE had the same 3,000 milling around all week," he pointed out.

His company, Mar-Matic Sales, will exhibit at the Northern Amusement Trades Exhibition, Blackpool, in November, he said. Organizer is Jack D. Rose Exhibitions, Ltd., Brighton.

# Rowe AC Lays Out Areas for Distributors

CHICAGO—Southern Amusement Company, Memphis, and Automatic Music Distributors, Oklahoma City, were last week named distributors for Rowe AC Services' line of phonograph and vending equipment.

Southern will handle the line in the western half of Tennessee, northern half of Mississippi and all of Arkansas except Fort Smith and Fayetteville.

Automatic will handle the line for all of Oklahoma plus Fayetteville and Fort Smith, Ark. Principals of Automatic are Harlan Drake, president; John H. Porter, vice-president, and Mrs. Edna Drake, secretary-treasurer.

Southern's staff includes Mrs. Celia G. Camp Hodge, Charles V. McDowell and Wolf Lebovitz.

# Jim Cherry Back After Eight-Week Europe Sales Trip

NEW YORK — Jim Cherry, general sales manager for Mar-matic, Ltd., was in New York this week after a two-month European sales trip. Mar-Matic represents Keeney and Jennings in Europe.

Cherry will visit both factories during his stay in the United States. During his recent Euro-  
*(Continued on page 58)*

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BINGOS—RIDES  
MUSIC, etc.

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Exclusive A M I Dist. Ea. Pa.  
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PROFITABLE  
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New Styling! New Operating Mechanism! Formica Burn-Proof Rails! Exclusive Valley "Easy-Count" Score! Regulation 2 1/4" Balls! 3 Popular Sizes: 75x42, 84x47, 90x50. Many other features.

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MUSIC • GAMES • VENDING

VENDING	MUSIC
Completely Reconditioned	A.M.I. 1-200M (50c) . . . . . \$345
ROWE L-1000 4-Flavor, Exceptionally Clean . . . . . \$535	A.M.I. CONTINENTAL 2-200 (50c) . . . . . 725
ROWE RV 750 (Fresh Brew) . . . . . 445	ROCK-OLA 1448 . . . . . 225
VENDO VCV 900 (Fresh Brew) . . . . . 295	ROCK-OLA 1455 . . . . . 225
DUGRENIER K-12 Cig. (Man.) . . . . . 140	UNITED UPA-100 . . . . . 175
SEEBURG E-2 Cig. . . . . 195	WURLITZER 2510 Stereo (50c) . . . . . 550
CORSAIR "30" Cig. . . . . 165	
CORSAIR "20" Cig. . . . . 175	
STONER 160 CANDY . . . . . 165	
NATIONAL 11ML Cig. . . . . 135	
ROWE 8-COL. CANDY . . . . . 125	
ROWE 1020A, Ice, 4-Flavor . . . . . 1,195	
ROWE ALL PURPOSE MERCHDR. . . . . 845	
ROWE 20-700 Man. 20-Col. Cig. . . . . 175	
ROWE 20-700 Electric . . . . . 225	

Immediate Delivery on the Sensational New

### Bally SPINNER and CROSS COUNTRY

Fast Action and Profits!

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Distributors for

## AMI—ROWE—BALLY

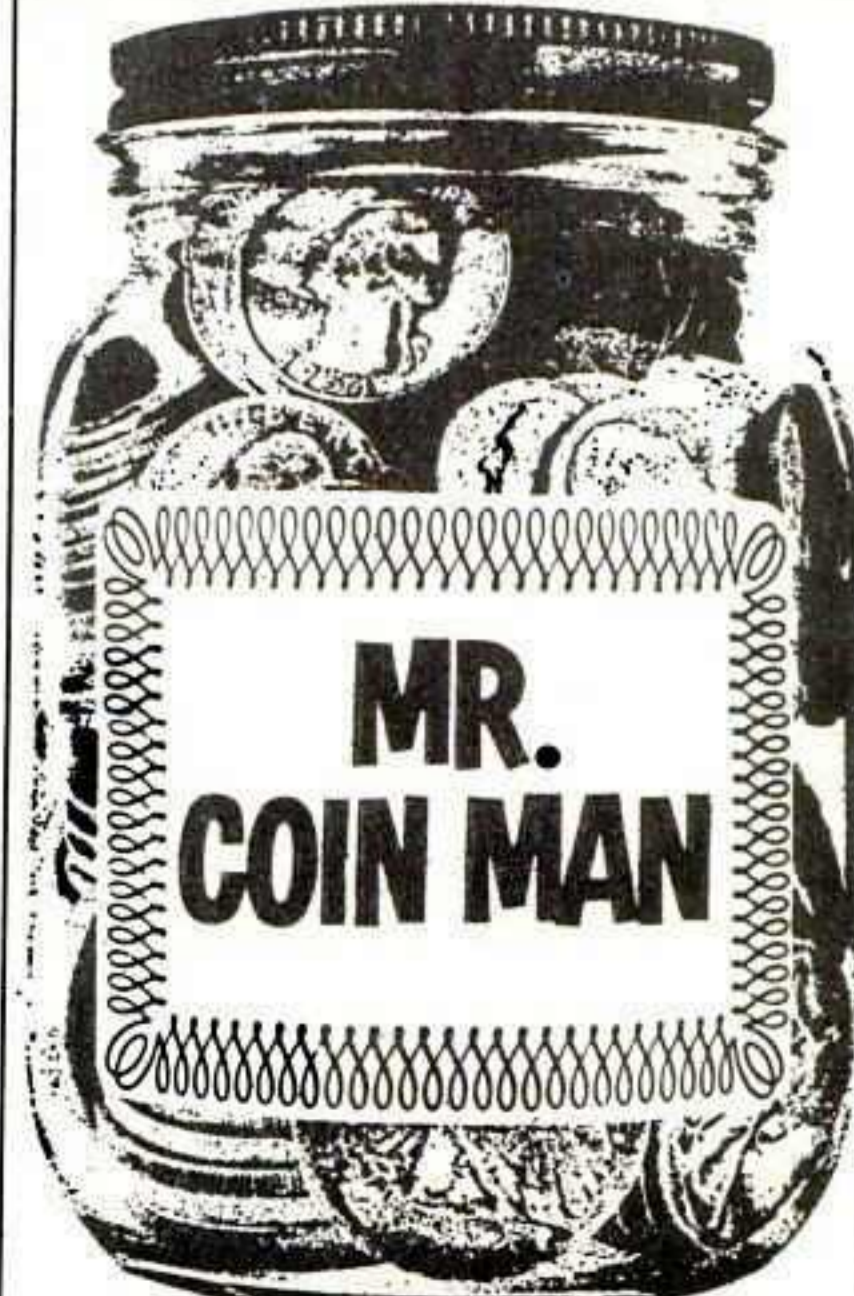


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Serving the Industry for Over 30 Years

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National 9M	85.00
Rowe 20-700	225.00
Rowe Ambassador (14 column)	165.00
Rowe Commander (11 column)	85.00
DuGrenier K-12	125.00
Eastern Electric Mark II (220)	110.00
Candy Vendors	
Stoner (8 column)	\$145.00
Stoner (6 column)	115.00

**W. B. Distributors, Inc.**  
1012 Market St., St. Louis 1, Missouri  
Established 1932

## EUROPEAN NEWS BRIEFS

### Petaco to Pinballs

MADRID—The Spanish coin machine manufacturing firm of Petaco is expanding into pinball production in response to the pinball boom now sweeping the country. Petaco, which has scored great success with the licensed production of the Bel-

gian Rennottee juke box, will receive assistance from West German and U. S. pinball technicians. However, Petaco is trying to develop a pinball machine suited to Spanish operating conditions.

The machine should be economical and rugged, while at the same time being simple to serv-

ice and maintain. Petaco is striving to develop a pinball which has a simplified electronics mechanism that can be repaired at the location, possibly with interchangeable units. The Spanish government is co-operating with trade in encouraging expansion through liberal legislation and tax inducements.

### Seek Uniform Tax

ZURICH—Switzerland's coin trade is mounting a campaign for uniform national coin machine taxation and legislation.

The Swiss trade association, l'Association de la Branche Suisse des Automates (ASA), is assailing the present system of canton jurisdiction. The cantons or provinces enjoy great autonomy and have virtual supreme power over business enterprises within their borders.

This autonomy has produced a fantastic crazy-quilt of tax laws and legislation, whereby some cantons give carte-blanc to coin machine operators while other cantons smother the operator in restrictive legislation.

This diversity makes it impossible to plan coin machine business operations on a national basis. The AST has no illusions about reforming the canton system of government, but the trade group is trying to get agreement for roughly uniform laws and taxes.

### Denmark Phonos Gain

COPENHAGEN — Denmark is scoring steady, if unspectacular, juke box gains. Latest figures show the total juke box count in the country increased in 1962 from 2,150 machines to 2,400. In addition to a net gain of 250 machines, there was substantial replacement of vintage equipment.

The trade rates 1962 as perhaps the biggest equipment replacement year since the war. Part of the replacement rush is attributed to uncertainty over Denmark's future in the trading blocs.

The Danes had counted on Britain's entry into the European

Common Market, which would have brought automatic Danish membership. Now Britain is moving to revive the European Free Trade Association (EFTA) as a rival to the Common Market. This would increase tariffs on German coin machine imports, Danish operators fear.

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- Hitting all 4 Drop Targets after completing Royal Flush lites "Special"

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### Fed. Tax Agents

Continued from page 49

the highway, they had to wait only a few minutes before owner Floyd Craig showed up with a \$250 stamp.

A fourth location closed before the agents got there.

West Memphis Police Chief W. D. Holland later told newsmen all the places raided by the agents were in the county,

### 15 for Caroline

CHICAGO — Empire Coin Machine Exchange's Caroline Weintraub celebrated her 15th anniversary with the firm last week and received a cake and a party from owner Gil Kitt, and Joe Robbins, manager.

not in the West Memphis city limits. He said the City of West Memphis had an ordinance prohibiting display of pinball games inside the city.

### Personal Service

Continued from page 52

personal service required a bigger investment, was slower, but was better in the long run.

In mail order, Folz said machines were often out of order and left unattended for months.

"Merchandising is the key to success," Folz emphasized. "When we do our own servicing, we can control quality of merchandise, filling technique, cleanliness of machines and their function." He said that profits were substantially higher.

Kantor suggested that in selling locations, operators point out that bulk machines increase the time customers will spend in a store. "Stopping for a minute to patronize a bulk machine can often produce extra sales for the retail outlet," he said.

Kantor said the bulk machines produced a "happy atmosphere for kids, and made shopping a "happy experience for the whole family."

### German Ops Plan 2d U. S. Junket

Continued from page 49

and supersalesman, hard-headed businessman and technician.

A West Berlin operator observed, "I learned on the trip

last autumn that there is more to the American trade than equipment. We Europeans will never get the same results with U. S. equipment until we apply the same drive and imagination as do American operators."

### Adult Music

Continued from page 49

sands of boxes and the newer item should be spotted on just as many.

Tony Bennett continues to be around with his current "I Wanna Be Around," good music by almost any standard, and all-market music to boot. Johnny Mathis' "What Will Mary Say," and Andy Williams' "Days of Wine and Roses," the flip incidentally of "Can't Get Used to Losing You," both figure as sure juke bets.

Several other prominent names in the non-teen scene are also currently in the "Hot 100" running, making for a sort of bonanza of box fodder for ops. Nat King Cole has an infectious sing-along kind of ditty in "All Over the World," on Capitol, while Al Martino, on the same label, reappears on the charts for the first time in years with "I Love You Because."

Ops will also be glad to learn of the return to hitdom of Ella Fitzgerald, with a wild, live performance version of "Bill Bailey," with the crowd helping her along all the way. Frank Sinatra has also hit the list with "Call Me Irresponsible," and Robert Goulet, one of the newest and hottest acts on the show business scene, is making noise with "Two of Us," a side that should please every feminine juke player.

### Two-Way Street

This U. S.-German coin trade romance is very much a two-way affair. Since the trip last autumn, the German trade has been deluged with invitations from the U. S. trade.

Part of the reason is the success scored by Rock-Ola with their invitation to last autumn's junketing Germans. The party visited the Rock-Ola plant and came away enormously impressed. An operator from Cologne who sampled David Rock-ola's hospitality reminisced only recently. "To me that was the highlight of the trip, seeing the Rock-Ola plant. It held a real fascination for me. What I saw there convinced me that American equipment has to be good, because of their production process."

A Rock-Ola representative, confirming that the Rock-Ola red carpet is always out from junketing German tradesters, said contentedly, "You know that visit by the Germans to our plant last autumn didn't hurt the sale of our machines in this country a bit. Not a bit. Business has been terrific."

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STONER CANDY 160	175	Bally HEAVY HITTER	165
STONER 500-D, Instant	175	Wms. '62 WORLD SERIES	395
STONER D-13, Instant	295	Wms. DLX. BATTING CHAMP	325
ROWE RV750 (Fresh Brew)	445	Wms. PINCH HITTER	245
SEEBURG E-1 Cig.	175	Wms. OFFICIAL BASEBALL	275
SEEBURG E-2 Cig.	200	Midway DLX. BASEBALL	395

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### Jim Cherry Back

Continued from page 55

pean trip he appointed several distributors for both lines.

Mar-Matic will exhibit at the Milan Trade Fair, April 11-27. Geoffrey Grange of the firm's London office will be on hand. The Mar-Matic exhibits will be handled by the firm's Italian distributors, Electrophon of Milan and Quematic of Florence.

Cherry will return to Europe in about six weeks and will set up headquarters somewhere on the Continent. Before returning he will report to Maurice Sykes at the Mar-Matic plant in Ireland Island, Bermuda.



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# Billboard PHOTO GALLERY OF Newsmakers



**FOR BALLAD BUFFS:** Minstrel Oscar Brand has audience enthralled as he gives autographs at Syracuse University, where he appeared in promotional tour for his newly published book, "The Ballad Mongers." He later made concert appearance there.



**CONNIE ON THE MOVE:** MGM's Connie Francis is off for a South African junket to promote her latest movie, "Follow the Boys." On hand at International Airport to see her off are MGM executives Gene Moretti (left) and Sol Handwerker.



**BRENDA IS BACK:** Decca's Brenda Lee has just returned from a successful tour of Europe and from evidence of the bouquet somebody was happy to see her back. She makes her night club debut at New York's Copa in May.



**SO FINE:** "He's So Fine," by the Chiffons, earned Billboard's No. 1 Award. Eddie Mathews, general manager of Laurie, collects plaque from our Tom Noonan (right).



**COMPOSERS CLACK:** Veteran songsmith Jimmy McHugh chats with young writer Bob Forshee at reception in Nashville sponsored by ASCAP.



**MADRID MEETING:** When the Brothers Four arrived in Madrid, where they will be starred on a television program, they were met and interviewed at the airport by Billboard's Raul Matas, followed by a cocktail party given by CBS-Hispavox.



**MUSIC MOGULLS:** A pair of top publishers who represent Ivan Mogull Music, Ltd., Stig Anderson (Stockholm) and Dov Ziera (Haifa), at right, met in New York recently with Jivan Mogull himself to talk over things to come.



**PERT PETULA:** Cutting some follow-up tunes to her already popular German hits in Munich is Petula Clark. On hand are arranger-conductor Henry Mayer (left) and Claude Wolff, as well as music publisher Hans Beierlein (right).



**TRACK RECORD:** Composer Meredith Willson (left) was recipient of gold record last week from Mike Maitland, president of Warner Bros. Records, as sales of the sound-track album of "The Music Man" went over the \$1 million mark.



**INITIAL WAXING:** The Ross Sisters, Carolyn and Sylvia, who were recently signed by Capitol Records, are shown in Nashville during their first disk session. John Denny (left), of Cedarwood Publishing, and Nick Venet, a.&r. man, supervise.