

Billboard

The International Music-Record Newsweekly

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

KIRSHNER NAMED V.-P. AS DEAL IS OFFICIAL

By REN GREVATT

NEW YORK—The sale of all the assets of the Nevins and Kirshner publishing and recording interests to Columbia Pictures-Screen Gems was confirmed last week. At a press conference at the Columbia Pictures Fifth Avenue headquarters here, Kirshner was named executive vice-president in charge of all Columbia Pictures-Screen Gems publishing and recording activities.

Official signing of the \$2 million deal took place Friday (12). (Billboard first reported the pending deal March 23.) The price includes a substantial amount of cash plus Columbia Pictures stock. The selling price was based, according to Leo Jaffe, executive vice-president of Columbia Pictures, on the Nevins and Kirshner gross for 1962. This was described by Kirshner as about \$2,500,000.

The entire deal is subject to Columbia Pictures stockholders approval at the next annual meeting, to be held next fall.

Organizationally, the new operation will consist of three separate entities. First of these is a new BMI firm now being organized, to be known as Screen Gems-Columbia Music, Inc. This will take over the assets and catalog of Aldon (the N-K BMI firm), Gower (BMI) and SG Associates (BMI). Second is a new ASCAP publishing firm, Col-Gems Music Corporation, which will take over the assets and catalog of Nevins-Kirshner Music (ASCAP) and Colpix and Screen Gems Music, both also ASCAP.

Personnel of the various existing Columbia-affiliated publishing and recording wings are not expected to be affected by the developments. Kirshner said that Al Nevins would be active as a consultant.

It was also brought out that though the former N-K publishing operations would now be a part of Columbia Pictures-Screen Gems, the newly organized publishing firms would continue to service all record companies with song material.

BILLBOARD SURVEY SHOWS

Dynagroove No Sensation Yet But Dealers Say It's Growing

By BOB ROLONTZ

NEW YORK—In the eight weeks since RCA Victor first presented its Dynagroove LP's to the trade at a Princeton, N. J., press conference it has done a massive job of making a large segment of the record-buying public aware of the word Dynagroove. And this Dynagroove-aware public has been buying Dynagroove LP's in quantities that range from "fair" to "sensational."

This is the word from close to 100 key retail outlets checked by Billboard across the country last week, retailers of all types and sizes, including regular dealers, discount houses, department stores, rack jobbers and chain and variety outlets.

These dealers had much to say about Dynagroove, including much that was unfavorable as well as favorable. But even those retailers who said that Dynagroove was not a selling world-beater as yet, talked about the potential of Dynagroove as more record customers come to learn about it. The great majority of retailers checked said that customers who heard the Dynagroove sound liked it.

Dealer comment on Dynagroove sales was most interesting. It varied according to, among other

factors, area, type of store and geographical location. Many dealers said that the Dynagroove advertising campaign by Victor (and the side campaign by Buick) had helped stimulate record business in a moderate manner at least, and occasionally in a very strong one.

The retailers who appeared to be doing best with Dynagroove were the ones that jumped on it at the start, displayed it, played it and made some attempt to explain it. Yet in some areas of the country—the South for example—it had considerably less impact than in the East or West Coast, no matter what the dealer did with it.

But though a large—probably a majority of dealers checked, were flipped over the intensive Victor Dynagroove ad campaign and the fact that many of their customers were cognizant of the name when they came into the store, they were simultaneously upset with the Victor Dynagroove campaign for two reasons. These were that Victor had given them no simple explanation of what Dynagroove was, so they could explain it to their customers; and that Victor had only a limited number of albums (10) on the market in eight weeks, thus cutting down customer choices.

All of the Dynagroove albums were selling, the hottest being Peter Nero. Others selling well were "Madame Butterfly," Mahler's First with

Continued on page 8



★ NATIONAL BREAKOUTS

YOU CAN'T SIT DOWN . . .
Dovells, Parkway 867

★ 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.

CALL ME IRRESPONSIBLE . . .
Jack Jones, Kapp 516
(Paramount, ASCAP) (New York)

NEEDLES AND PINS . . .
Jackie De Shannon, Liberty 55563
(Metric, BMI) (Chicago)

BATTLE HYMN OF THE REPUBLIC AND DIXIE MEDLEY (Parts I & II) . . .
Dick Contino, Mercury 30110
(MRC, BMI) (Cincinnati)

NO LETTER TODAY . . .
Ray Charles, ABC-Paramount 10435
(Peer Int'l, BMI) (Houston)

PATTY BABY . . .
Freddy Cannon, Swan 4139
(Grand Canyon, BMI) (Boston)

EAST SIDE STORY . . .
Hal Blaine & the Young Cougars,
RCA Victor 8147
(Lydia-Angel & Hazlewood, BMI)
(St. Louis)

I KNOW, I KNOW . . .
Pookie Hudson, Double 1 711
(Lloyd & Logan, BMI) (Washington)

ON A MERRY-GO-ROUND . . .
Jerry Wallace, Challenge 9185
(Fabulous, ASCAP) (Seattle)

ARABIA . . .
Del-Cos, Showcase 2501
(Combine, BMI) (Baltimore)

THIS OLE HOUSE . . .
Jimmy Dean, Columbia 42738
(Hamblen, BMI) (Milwaukee)

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

MOA Sweats Diskery Support

Chances Are Pretty Good

By AARON STERNFIELD

NEW YORK—The Music Operators of America stands a better-than-even chance to recapture record company support at the annual juke box convention—to be held this year at the Morrison Hotel, Chicago, September 4-6.

If the four major juke box manufacturers exhibit at the Chicago show—a prospect that seems likely—many of the diskeries which had eschewed the event in recent years will return to the fold.

The attendance and excitement which characterized the MOA shows of the 1950's has been noticeably lacking during the last two years, primarily because only one of the four big music machine manufacturers exhibited.

This year Seeburg, the leading holdout, has announced that it will come out in force at the MOA. And while no definite word has been heard from the other three, indications are strong that they will follow suit. Rowe AMI was the only

Continued on page 45



HELLO, THERE! Frank Sinatra, a casual type, bumps into Ray Charles in corridor outside a recording studio in Hollywood, and they exchange big hellos. Sinatra's latest single is "Come Blow Your Horn," also the title of his new movie.

ROSA May Offer Key

By NICK BIRO

CHICAGO—Music Operators of America received little encouragement from two of the Midwest's leading record manufacturers but out of it all may have come one of the best ideas for revitalizing the association's annual convention in years.

Mercury's Kenny Myers said he "hasn't been asked" to exhibit as yet and he would have to see if the convention attendance would be "beneficial to our company" before making any decision.

Vee Jay's Ewart Abner was more positive noting he "wasn't going to exhibit," citing a "breakdown of communication between manufacturers and operators to a point where the influence by manufacturers on operator buying was virtually nonexistent."

Industry Change

Behind both denials however is the big transformation that has been taking place in the record industry for years, namely that virtually all singles are bought by operators from

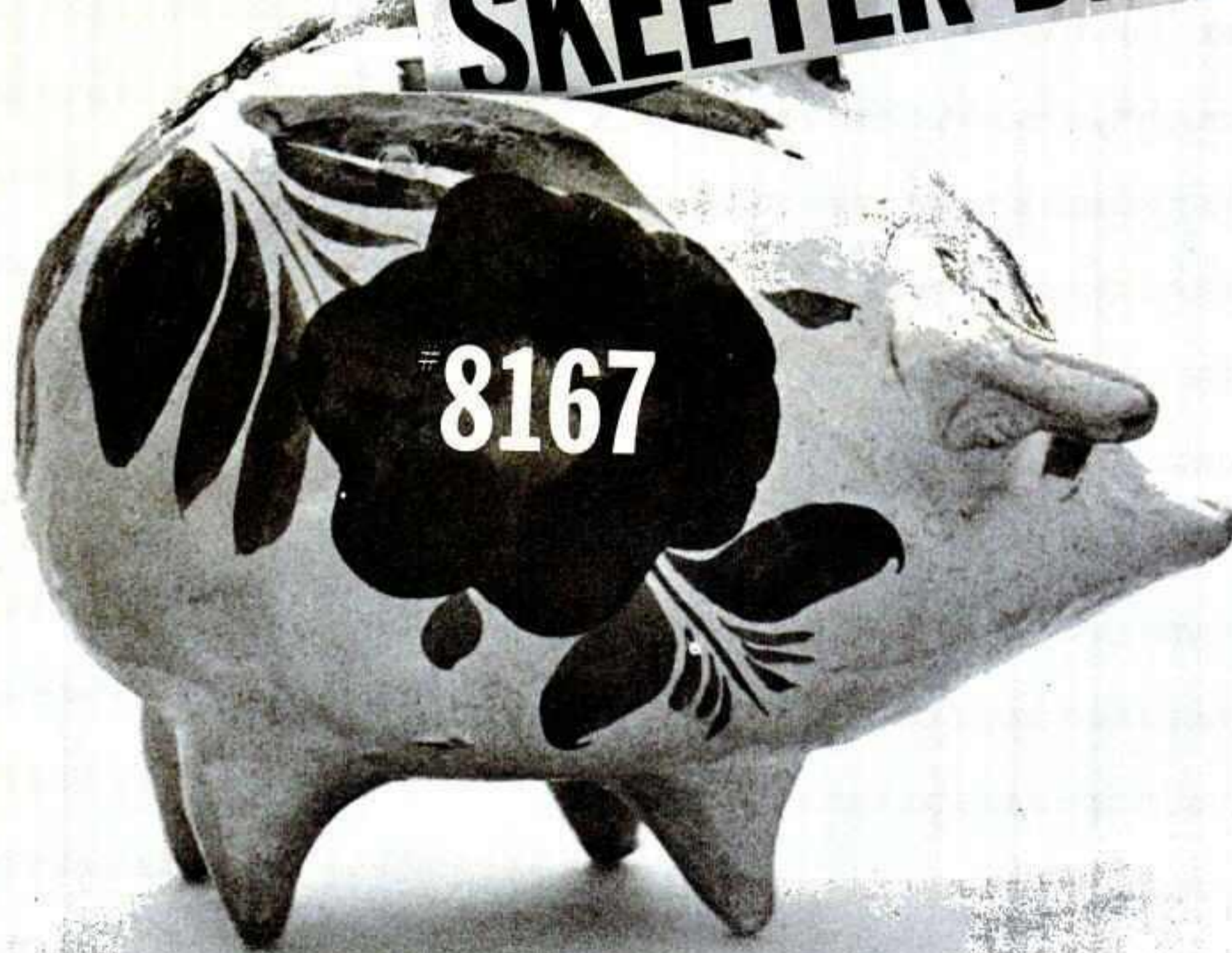
Continued on page 45



TO CASH IN ON THE FUN AND ROMANTIC APPEAL OF GERMANY AND AUSTRIA
SEE 'CAPITOL' OF THE WORLD PROGRAM ON PAGE 9



**"I'M SAVING MY LOVE"
SKEETER DAVIS**



c/w "SOMEBODY ELSE ON YOUR MIND"

ANOTHER HIT YOU CAN BANK ON FROM RCA VICTOR

 **The most trusted name in sound** 

Billboard Weekly Picks to Go 'Round World

By SAM CHASE

NEW YORK — An agreement that calls for the exposure of Billboard's picks of the best new American recorded music directly to the rest of the world on an every-week basis has been set between Billboard and Radio New York Worldwide (WRUL), the only commercial shortwave broadcasting station in the U. S.

Called "Music Worldwide," the arrangement covers several programs for the international audience. The first weekly program, "Worldwide Record Preview," is designed to provide an opportunity for leaders of the music and record industry in all nations to hear the outstanding American popular records just released.

Records will be those given a "Spotlight" rating by the Billboard review panel.

Normally, weeks elapse between release of records in the U. S. and the availability of samples in other countries so that record companies abroad may determine which U. S. disks to release in their own lands.

At the same time, of course, the new program will provide the general overseas listener with unique programming featuring the finest American new popular music.

Scheduled to begin May 8, "World Record Preview" will be beamed around the world twice each Wednesday by Radio New York Worldwide, based upon the record selections published in the current week's issue of Billboard.

It will be broadcast each Wednesday at 12 noon and 1 p.m., and repeated at 6 p.m. and 7 p.m. on the 16, 19, 25 and 31 meter bands.

At the same time, two other programming arrangements have been set between Billboard and Radio New York Worldwide, also to begin the first week in May.

"Worldwide Album Preview" will offer the audience a program similar to "Worldwide Record Preview," but will concentrate on excerpts from the outstanding record albums released during the preceding week, as selected

by the Billboard professional review panel. The program will be carried on Radio New York Worldwide each Monday at 2 p.m. and 7 p.m.

A long-standing feature of Radio New York Worldwide, "The Worldwide Hit Parade," will switch to use of Billboard's "Hot 100" charts beginning May 4. The program features the most popular records of the week in the U. S., plus lists of top records elsewhere in the world.

Thus, it will use as a basis the chart which is the standard of the worldwide record industry in gauging record popularity in the U. S. This program is presented on Fridays at 12 noon and 1 p.m., and repeated on Saturdays at 9 a.m.

Radio New York Worldwide is undertaking these arrangements for its international audience—programming which exemplifies the best in American culture and commerce that can be exported by radio.

It is part of the expanded effort of the station to reach additional millions of shortwave listeners throughout the world.

Last Call for Beefs Against New T.&E. Rule

WASHINGTON — Internal Revenue Service will give the public a last chance to argue or ask for clarification on deductible business expenses in the entertainment, gift and travel category (T. & E.) during a two-day hearing to be held here May 6-7. Suggestions made in person or by written comment will be considered in final wording of regulations governing the deductible business expenses.

Although the proposed new T. & E. regulations, and the bookkeeping rules theoretically apply as of January 1, 1963, Commissioner Mortimer M. Caplin has promised a period of grace for bookkeeping and other adjustments to the regulations. Between January 1, 1963, and 30 days after the final rules are issued, IRS will resolve "reasonable doubts" in entertainment deductions in favor of taxpayers, provided the taxpayer has shown

good faith in trying to comply with the new rules.

Questions have arisen among record distributors and manufacturers as to whether any Christmas gift to a deejay valued at \$25 or less would automatically come under the stigma of "payola." No definite general ruling can be given, say IRS spokesmen. The question of whether the giver can deduct the item as a business "gift" or the deejay receive it without having to report it as income for services received, would depend on the facts in the individual case.

If an audit turned up gifts to a deejay which he did not acknowledge as income, the facts would have to be shifted to determine whether the gift was conceivably in repayment for services rendered—hence, income. In all business gift-giving—but particularly in this case, because of the old payola scandals of pay-for-play on aired records—there is a twilight zone where the gift can be considered a return for services. IRS spokesmen say that whether the gift is given on Christmas or any other day does not alter the facts.

Anyone who wishes to attend the IRS hearings, and particularly those who want to make oral comments, must notify the Commissioner of Internal Revenue, Attention: T.P., Washington 25. Notice must be in by May 2. Hearings on the entertainment deduction rules will be held in the auditorium of the Department of Health, Education and Welfare, 330 Independence Avenue, Southwest, starting at 10 a.m.

Weiser to Head 20th Records

NEW YORK—Norm Weiser has been named vice-president in charge of operation at 20th-Fox Records. He will leave his executive slot at United Artists Records to take over the entire operation of the 20th-Fox Pictures record subsidiary starting April 29. He was named to the executive position at 20th-Fox Records by Seymour Poe, executive vice-president of the film company.

Weiser's appointment ends speculation about the label that has been going on for the past year. The first major release on 20th-Fox Records under the Weiser regime will be the track from the flick "Cleopatra," considered by many tradesters to be a potential smash LP. The label has in release the track to another 20th-Fox picture, "The Longest Day."

According to the film company, the appointment "is the first step in implementing plans to make 20th Fox Records an important record label, and adjunct to the film company's reorganized corporate operation."

Weiser is leaving his post at United Artists, where he has been vice-president in charge of marketing, advertising and public relations, as of this week. Before going to UA, Weiser had his own record consulting firm, and had been active as a writer, author and critic. He was at one time publisher of Down Beat, and before that was with Billboard.

Dick Blase Joins Billboard Staff

NEW YORK—Billboard this week announced the appointment of Dick Blase to its advertising sales department.

In the record and tape fields for more than 15 years, Blase was first with Capitol Records on its Cleveland sales staff, then as branch manager in Memphis. Later, he moved to London Records, first as district manager, then as division manager.

Most recently Blase was with Ampex's United Stereo Tape as national sales and marketing manager.

MINOW'S GOAL: PROVE AIR WAVES ARE PUBLIC

WASHINGTON—Federal Communications Commission Chairman Newton Minow said that one of the most important things he has been able to accomplish during his tenure in office has been "renewing the concept that the air waves belong to the public, not the broadcaster."

In an interview with Arnold Michaelis, aired on WOR-TV, N. Y., Minow expressed his strong belief in the future of television.

All-channel receivers which make it possible for many cities to receive as many as 12 channels will open up the possibility of an educational network, and a much more comprehensive selection of television program for the viewer in the future, the chairman said.

Music Pubs Reeling Over Proposed Bill

WASHINGTON—Music publishers are aghast at a recent bill proposing to raise all copyright registry and renewal fees to \$6. Rep. Thomas Steed (D., Okla.), author of the bill and chairman of a House Appropriations Sub-

committee, would up the fees from the present \$4 registration and \$2 renewal, to a straight \$6 across the board for all categories of copyrighted entries.

The bill is presently with the House Judiciary Committee, but is not yet slated for any action. Copyright Office spokesmen say the bill was not requested by the Library of Congress, nor does the Copyright Revision Report on proposed changes in the 1909 Copyright Act recommend any raising of copyright fees.

Billboard BACKSTAGE

Report From Milan

WE WANT and need more American record artists to come to Italy and appear on RIA-Television. This is the plea of top record executives in Milan, who gave me a report on the Italian record scene today. Artists like Connie Francis, Neil Sedaka, Paul Anka have all recorded some of their big hits in Italian in Italy and have appeared on the State-controlled television station, the only outlet here.

The Italian record market is predominately a 45 r.p.m. singles market. Approximately 20,000,000 singles units were sold last year through the 3,000 retail dealers. A single costs 700 lire, about \$1.10. LP's, of which approximately a million were sold last year, cost an average of 3,000 lire, about \$5. There is virtually no discounting. There are no rack jobbers or one-stops. Distribution is from the manufacturer through depots (distributors) through salesmen to record dealers.

The record industry, with the exception of RCA, is based in Milan. RCA's headquarters are in Rome.

There are three record clubs in existence in Italy today: Reader's Digest, Orfeo and Voce Del Padrone (the EMI group). Advertising for and promotion of club sales is virtually all done by mail.

A big hit single record can top 300,000. There were al seven such hits in 1962. A good selling single is 50,000 u And there are about 18,000 juke boxes in operation in Italy today. Here in Milan I saw mostly late-model Seeburg, Wurlitzer and Rock-Ola machines.

I visited the Milan Fair which is truly an exceptional display of every conceivable commodity. Over 4 1/3 million square feet of exhibit space is utilized by thousands of manufacturers to display their wares. Nowhere in the U. S. do we have such an exhibition of consumer, industrial and business goods. The administration of the fair, which is in its 41st year, is superb.

Milan is a bustling, cosmopolitan city that is enjoying full employment. The business perceptiveness of the people I was privileged to visit shows a deep and vital interest in national and international marketing opportunities.

Italians and Americans of Italian descent can be proud of the economic progress and growth which is so evident in the area of Milan.

Hal B. Cook PUBLISHER

DEPARTMENTS & FEATURES

- General
 - Talent 12
 - Country Music 18
 - Rhythm & Blues 20
 - Folk Music 16
- Music Pop Charts
 - Hot 100 23
 - Page 1 Singles 1
 - Top LP's 28
 - Page 1 Albums 30
 - Honor Roll of Hits 37
 - Hot Country Singles 18
 - Hot R.&B. Singles 20
- Record Reviews
 - LP Reviews 27
 - Singles Reviews 24
- International
 - Hits of the World 32
 - Int'l News Reports 33
 - Int'l Exchange 36
- Radio-TV Programming
 - Programming Newsletter 38
 - Ready-to-Go Programming 40
- Phono-Tape Merchandising
 - Equipment Newsletter 41
 - Best Selling Phonos 42
- Coin Machine Operating
 - Music Machine Programming 46
 - Double-Play Disks 46
 - Bulk Vending 48
- Buyers & Sellers
 - Classified Mart 43

IN CHI STATION CASE

Powell Pressured Him, Rep. Charges

CHICAGO — A U. S. congressman charged that political pressure had been applied to get him to drop his fight against alleged programming violations by WYNR, new McClendon Corporation "rocker" here.

Rep. Roman C. Pucinski (D., Ill.) was among a stream of pro and con witnesses to appear at Federal Communication Commission hearings here last week.

Pucinski said an appeal was made by a WYNR representative to Rep. Adam Clayton Powell (D., N. Y.) to get Pucinski to drop his fight against the Chicago station. Powell is chairman of the House Committee on Education and Labor, of which Pucinski is a member.

The hearings were called in the wake of protests over WYNR dropping several foreign language programs in favor of the station's new "Negro oriented" format. Among the shows discontinued was one produced and voiced by Mrs. Pucinski, mother of the Illinois congressman.

WYNR has contended the foreign language programs involved certain "brokerage" contracts frowned upon by the Com-

mission and that surveys and experience showed it could better serve Chicago's public interest by programming for the area's mushrooming Negro population of more than one million.

In his testimony, Pucinski denied that concern over his mother prompted his protests of WYNR's action. "As far as my mother is concerned, I was delighted with the WYNR decision because it would make my task of trying to persuade my dear mother to take it easy just that much simpler," Pucinski said.

The legislator admitted, however, that his mother's broadcasts were presently aired over at least two other Chicago area stations. A move to subpoena Mrs. Pucinski by McClendon attorneys was denied by the Commission examiner.

Previously an official of the Church Federation of Greater Chicago testified that it was desirable to have a station that beams its programs at a primarily Negro audience.

Rev. Rubin H. Gums, executive secretary of the department of radio and television of the church federation, also testified that a public service program put on by the federation and broadcast by WYNR had evoked keen interest. The show is Conversation, a panel show in which teenagers discuss problems.

The Reverend Gums said he did not know of any comparable programs in the Chicago area, and that WYNR had made free air time available for the show.

He also spoke of the strong appeal of WYNR to the Negro population in Chicago and teenagers of all races.

Transcripts of the hearings will ultimately be sent to the FCC which has the power to vindicate WYNR or start proceedings that could ultimately lead to license revocation.

Eddie Edwards Dies in Gotham

NEW YORK—The leader of the Original Dixieland Jazz Band and collaborator on such song greats as "Tiger Rag," "Clarinet Marmalade" and "Fidgety Feet" is dead at 71.

Edwin Branford (Eddie) Edwards died at his home at Amsterdam Avenue bringing to an end a career which took him from New Orleans' Ragtime bistros to Europe and the Hippodrome, Palladium Kit Kat Club and Paris' Folies Bergere. Edwards' band was the first American band to play a com-



BEVERLY BUFF, Bethlehem recording artist, is riding the C.&W. charts with "Forgive Me." The lovely thrush is booked by the Ted Moore Agency, 1773 Beacon Hill Boulevard, N.E., Atlanta 6, Ga. (Telephone 636-5683.)

(Advertisement)

Morris Gets Drake Show Pub Rights

NEW YORK—E. H. Morris has snagged the publishing rights to the forthcoming Alfred Drake show called "Zenda," based on "The Prisoner of Zenda." Music was written by Vernon Duke, and Sid Kuller and Leonard Adelson are handling the lyrics.

"Zenda" is due to open in San Francisco at the Curran Theater in August. It is being presented by Edwin Lester. It will play Los Angeles after San Francisco, and then may play the Fisher Theater in Detroit and the O'Keefe in Toronto before coming to New York in November. George Schaeffer is the director, Pembroke Davenport the musical director, and Irwin Kostal is doing the orchestrations.

E. H. Morris is publishing scores to a number of other musicals for next season, including "Golden Boy" (Adams & Straus), "The Matchmaker" (Peter Herman), the Chicago revue due soon in New York "Put It in Writing," and the musical based on the book, "The Golden Spur." The resurgence of the "Bye Bye Birdie" music, due to the flick version out now, is also making E. H. Morris people happy.

mand performance before the King and Queen of England.

Surviving are a son, Edwin B. Edwards, Jr.; three sisters, Miss Hatti Edwards, Mrs. Irene Edwards and Miss Hilda Edwards, all of New Orleans, and four grandchildren. Burial was last Saturday in New Orleans.

Merc Offers 15-for-100

CHICAGO—Mercury is offering dealers a bonus of 15 albums free with each 100 purchased in its new "Sellstar 85" program. The plan covers 12 new LP's in Mercury's April release and 73 albums from Mercury's catalog, a total of 85 LP's.

The new April release is composed of nine pop and jazz LP's and three classical albums. The pop and jazz collection features albums by Faron Young, Billy Eckstine, Gisele MacKenzie, Patti Page, Bob James Trio and Stu Ramsey.

Also included is a "Spring Is Here" album, featuring interpretations by David Carroll, Eckstine, Sarah Vaughan, the Platlers, Clebanoff, Richard Hayman, Helen Merrill, Buddy Morrow, Eddie Heywood, Xavier Cugat, Hal Mooney, Frank D'Rone and Jan Marek.

The classical albums feature Antal Dorati conducting the London Symphony in Tchaikovsky's Pathetique Symphony, Stanislaw Skrowaczewski conducting the Minneapolis Symphony in Prokofiev's Romeo and Juliet Ballet, and Paul Paray conducting the Detroit Symphony in Ravel, Rapsodie Espagnole La Valse and Pavane Pour Une Infante Defunte.

Frank's King of the Jingle

By GIL FAGGEN

HOLLYWOOD—One of the most perplexing problems facing radio station management is how to come up with and perpetuate a distinctive "sound"... one which will set his station apart from the others.

This problem is particularly acute in the multiple-station markets where there are several stations programming the same type of music.

During the past decade radio stations have virtually been

mushrooming by the hundreds with no apparent slow down—until the most recent FCC freeze.

The result of this uncontrolled "growth" to cite just a few examples are: Portland, Ore. — the 28th radio market with 11 AM metropolitan outlets, and Denver — the 26th radio market with 16 AM metropolitan outlets.

The newcomers to a market were the first to implement their programming and promotion

with jingles on a large scale. The custom-made jingle packages soon became "the thing" for the driving rock and roller seeking to make its niche in a market.

Today, jingles are being used by virtually every radio station — no matter what the format or operation to assist it in achieving the all-elusive distinctive "sound." One of the people greatly responsible for the overall acceptance of jingles is Peter Frank, president of Richard H. (Continued on page 38)

AGE OF MATURITY

ROSA Picks Miami For 1st Convention

PHILADELPHIA—Not to be outdone by other, longer established disk industry trade groups, the Record One-Stop Association (ROSA) served notice last week that it too can and will have a national convention. The site will be the Beach.

In a bid to achieve a measure of co-operation among the various trade groups, ROSA President, Irv Perlman, has selected June 23 through 25 as the dates for the ROSA affair. Thus, the ROSA conclave will conclude the same day the ARMADA Convention begins at the Eden Roc Hotel, the Fountainebleau's

Collins Avenue nextdoor neighbor.

Perlman has already dispatched letters to ARMADA President Amos Heilicher and Cecil Steen, recently elected president of the National Association of Record Merchandisers (NARM), to address the ROSA delegates and to take part in their meetings.

Steen and Heilicher were also invited to arrange to have members of their respective boards take part in panel discussions planned for the ROSA sessions. Commenting on the plans, Perlman said, "This will afford an unprecedented opportunity for exchange of views and information between these important segments of the industry and ROSA."

Atlantic Duo At \$250,000

NEW YORK — Atlantic and Atco Records estimate that the firm has rolled up to the \$250,000 mark to date in their special Ray Charles-Bobby Darin album sales plan which will continue through the month of April.

The quarter-million mark has been reached with sales on a total of 28 albums—17 by Ray Charles on Atlantic and 11 by Bobby Darin on Atco. According to the firm, every Charles album and every Darin set is available on a one free album with each two purchased (price category for price category). The labels are also offering the 30-60-90-day deferred billing to qualified dealers.

In addition to the Darin-Charles specialty plan, the label is also pushing the rest of its catalog on special 15 per cent discount.

Two new albums qualify for this discount in "Inside Folk Songs," by Shel Silverstein and "He's in Charge Here," by Gerald Gardner. Silverstein's set is getting a promotional boost from his first appearance on the Johnny Carson "Tonight" show last Wednesday (17).

OVER ROCKIES

Sunkissed Idol Shipping East

HOLLYWOOD — A tour is now being mapped for Dick Dale to bring him and his seven-piece Del-Tones to markets in the East and Midwest. Capitol Records, which recently signed him to an exclusive seven-year contract, has sought to send Dale to Eastern areas in the hope of igniting the same enthusiasm for his records in markets other than Southern California.

Dale can be expected to hit the road this summer on a nationwide promotional tour on behalf of both Capitol Records and American International Pictures, for whom he will soon be starting films.

The A-1 film, "Beach Party," will start shooting April 25 and is scheduled for release in July. The film also features Frankie Avalon, Annette, and Bob Cummings. Capitol next week will issue its own first recording of Dale and the Del-Tones, a single coupling "King of the Surf Guitar" and "Hava Nagila."

Billboard

Published Weekly by The Billboard Publishing Company 2160 Patterson St., Cincinnati 14, Ohio Tel.: 381-6450

Publisher

Hal B. Cook ... New York Office Editorial Office

1564 Broadway, New York 36, N. Y. Area Code 212, PL 7-2800

Editor-in-Chief ... Sam Chase

Editors ... Robert Rolontz, Aaron Sternfield

Associate Editor ... Ren Grevatt

Department Editors, New York

Music News ... Robert Rolontz

Phono-Tape & Special Issues ... Ren Grevatt

Radio-TV Programming ... Gil Faggen

International News ... Jack Maher

Talent & Copy Editor ... Jack Orr

Coin Machines ... Aaron Sternfield

Editorial Assistant ... Barry Kittleson

U. S. Editorial Offices

Cincinnati, Exec. News Editor, Wm. J. Sachs

Chicago, Midwest Editor ... Nicholas Biro

Hollywood, W. Coast Manager ... Lee Zhitto

Washington ... Mildred Hall

Nashville ... Mark-Clark Bates

Research Department, New York

Director ... Thomas E. Noonan

Pop Charis Mgr. ... Andrew Tomko

Production Department, New York

Art Director ... Lee Lebowitz

General Advertising Office, N. Y.

Director of Sales ... Andrew Csida

Advertising Manager ... Peter Heine

Promotion Mgr. & Intl. Sales ... Frank Luppino

Midwest Music Sales ... Richard Wilson

West Coast Music Sales ... Kae Algyer

Coin Machine Adv., Chicago

Coin Machine Ad. Mgr. ... Richard Wilson

Circulation Sales, New York

Circulation Manager ... Walter F. Grueninger

Subscription Fulfillment

Send Form 3579 to

2160 Patterson St., Cincinnati 14, Ohio

Fulfillment Manager ... Joseph Pace

U. S. Branch Offices

Chicago 1 ... 188 W. Randolph St.

Area Code 312, CE 6-9818

Hollywood 28 ... 1520 North Gower

Area Code 213, HO 9-5831

St. Louis 1 ... 812 Olive St.

Area Code 314, CH 1-0443

Nashville 3 ... 726 16th Ave., South

Area Code 615, 244-1836

Washington 5 ... 1526 G St. N.W.

Area Code 202, 393-2580

International Offices

European Office ... Arthur Rosetti, Dir.

44 Curzon St., London W. 1

GROsvenor 7496

Brazilian Office ... Mauricio Quadrio, Dir.

Rua Visconde de Gavea 125

Rio de Janeiro

Argentine Office ... Ruben Machado, Dir.

Lavalle 1783, Buenos Aires

Cable Address: BILLBOARD, NEWYORK

Subscription rates payable in advance.

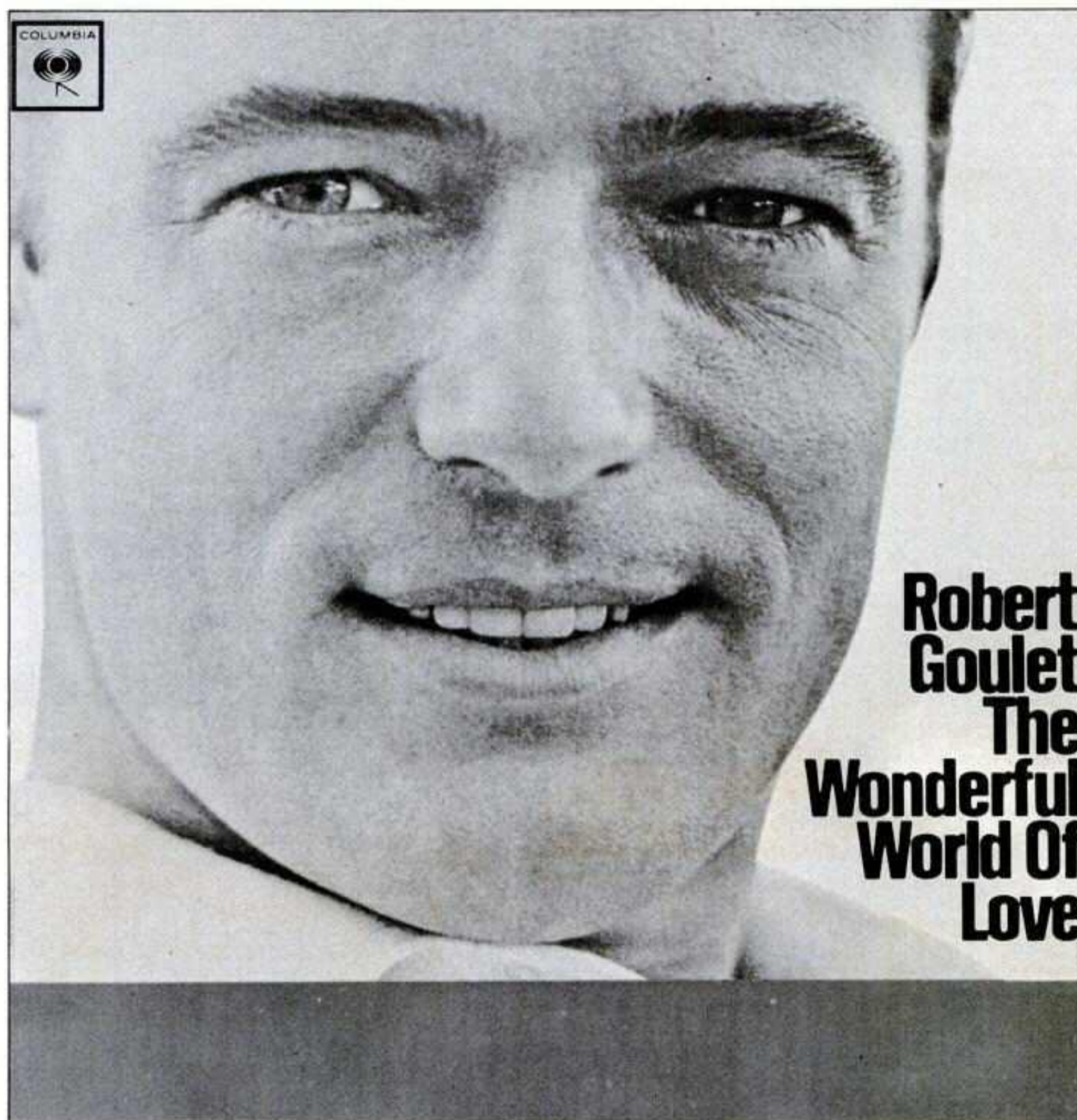
One year, \$15 in U. S. A. (except Alaska, Hawaii and Puerto Rico), Canada and Europe. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address.

Published weekly. Second-class postage paid at Cincinnati and at additional entry offices. Copyright 1963 by The Billboard Publishing Company. The company also publishes Vend, the semi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$10; High Fidelity, the magazine for music listeners; one year, \$7, and American Artist; one year, \$7. Postmaster, please send Form 3579 to Billboard, 2160 Patterson St., Cincinnati 14, Ohio.

Vol. 75 No. 17



Get Ready for **4** Recordbreaker No.

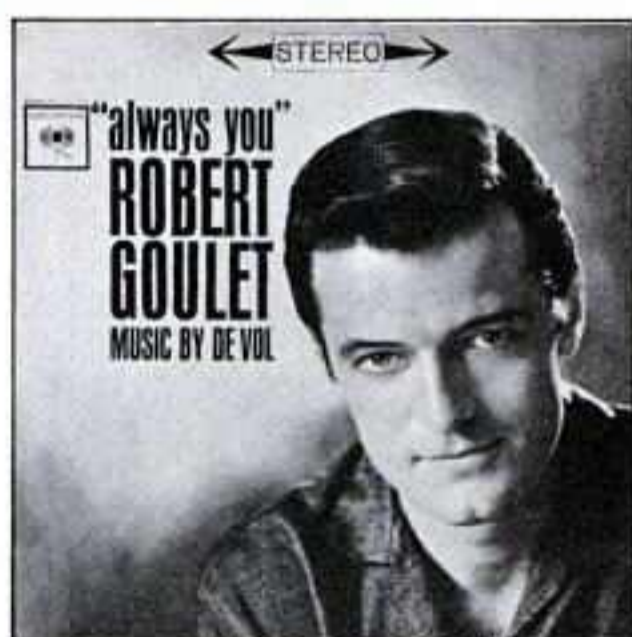


CL 1993/CS 8793†

No. 1

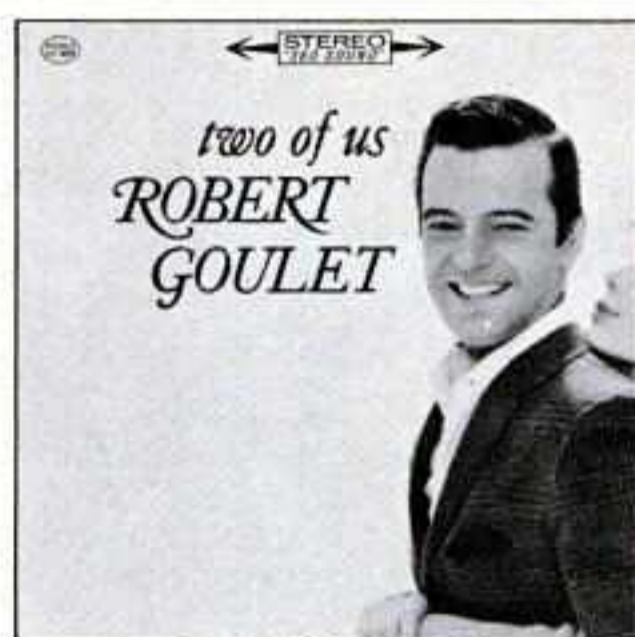
No. 2

No. 3



CL 1676/CS 8476†

53 weeks on the
Billboard Top LP
chart.*



CL 1826/CS 8626†

33 weeks on the
Billboard Top LP
chart.*



CL 1931/CS 8731†

15 weeks on the
Billboard Top LP
chart.*

From Columbia Records

© COLUMBIA MARCAS REG. PRINTED IN U.S.A.

*As of April 13th †stereo

Grennel Nabs Czech Label Rights

NEW YORK—The future of the Artia and Parliament record label was clarified last week when it was learned that Horace Grennel, president of Abbey Records, Kearny, N. J., the leading creditor of the now defunct original Artia-Parliament Industries, Inc., has acquired the U. S. distribution rights on the Czech Supraphon catalog. Supraphon was the major source of product formerly released here on Artia and Parliament.

Grennel was in Prague last week signing the agreements for U. S. and Canadian distribution of the catalog. Following this, he moved East to Moscow for conclusion of an arrangement

for distribution here of the Russian, M-K record line. This line contains material by Gilels, Richter and the Oistrakhs among other famed international artists.

Prior to departing for Europe, Grennel named Abner Levin to the post of vice-president and general manager for the new manufacturing and distributing organization. Until recently, Levin was associated with Jesse Selter's multi-faceted disk operations, in charge of the Urania label. Prior to that, he was with Sam Goody. Uranian was acquired last August by Grennel from Selter and now will again be handled by Levin under a separate Grennel firm, Urania Sales Corporation.

Added Company

Another firm, to be known as Connoisseur Record Corporation, will be involved in the manufacture and distribution of Artia, Parliament, Supraphon and M-K. Artia will be the releasing label for records made here from Supraphon tapes. A number of disks, however, will be imported from Czechoslovakia and these will carry the Supraphon label. Artia will carry a \$3.98-\$4.98 price structure while Supraphon will be pegged at \$4.98-\$5.98.

The Russian M-K label will be imported in the form of fin-

ished pressings and will be marketed here at \$4.98-\$5.98. Parliament will be a low-price line for certain material in the Supraphon catalog. It will sell for \$1.98-\$2.98. There will be at least 30 new releases a year each stemming from Supraphon and M-K.

Levin, who joined the Grennel team March 11, said that product on all the labels will focus on classical, semi-classical and international folk. There are no definite plans as yet for release of American-made product. Levin said, however, that there will be some domestic product later.

New Man

Levin has already appointed Larry Sockall to the post of sales manager. Sockall is currently lining up a complete distributor network. Headquarters are now in the Abbey offices in New Jersey but new offices will be opened soon in the new Bakers Trust Company Building in New York.

The former Artia-Parliament combine has been out of business since last year, with creditors continuing to meet in an effort to effect arrangements for a dissolution. A number of manufactured records are stored in a warehouse and Grennel, as a leading creditor, is expected to have a good chance of acquiring this product when assets are finally disposed of.

The firm collapsed last year when a firm known as Century Factors advanced a sum of over \$1 million against accounts receivable which turned out to have considerably less value than originally claimed. Creditors then moved in to close the firm down.

Cole Opening N. Y. Offices

CHICAGO—Cole Publishing Company here headed by Charles (Chuck) Cole is opening offices in New York, part of a program of stepped-up activity for the firm. In the last three months alone, Cole has had some 30 releases, including a hit by the Everley Brothers on Cadence, "I'm Here to Get My Baby Out of Jail." Besides Chicago and New York, Cole has offices in California and Nashville. Cole is one of the more aggressive publishing houses in the record field, having its own staff of promotion men and a regular direct mail program that takes its material into some 1,800 radio stations around the country.

Visitors Figures Challenged by Aussie Exec

NEW YORK — Max Baker, director of the Federation of Australian Commercial Broadcasters, wrote to Billboard this week concerning a speech made a few weeks ago by George Cooper, managing director of Boosey and Hawkes of Australia at a luncheon meeting of the International Record and Music man's Club here.

Baker said that he felt commercial radio in Australia in 1962 will gross about \$25 million rather than the estimated \$30 million quoted by Cooper.

Baker also said that he doubted that 90 per cent of the programming fare of Australian commercial radio was of U. S. recorded music, as Cooper said it was. Baker said that a 1960 survey in Melbourne in 1960 indicated that only about 12 per cent of the total radio programming time was devoted to "music of transient popularity." Thus, he concludes, the 90 per cent figure for U. S. music is inaccurate for Australian radio.

INTERDISC LINES UP TOP JAZZ ACTS FOR EUROPE

NEW YORK — Interdisc, the European firm that represents the interests of a number of leading independent jazz labels, will step up promotional activities on a number of its top artists. Paramount in the drive is the staging of a live performance and TV dates for these top disk acts.

Alan Bates, general manager of Interdisc, is currently in New York lining up talent for a series of planned tours. They will take place during the next European season, roughly between October and March. Bates is building as complete a personal appearance itinerary for the artists, which includes a string of night club engagements, TV appearances and concerts. Bates works closely with the indie jazz labels represented by Interdisc (Riverside, World Pacific; the Prestige subsid, Hi Fi, etc.) and Philips which distributes the records.

In the concert season just completed, Bates took Riverside's Charlie Byrd and Pacific Jazz's Les McCann on a concert tour.

Byrd and McCann were virtually unknown in Europe and, though the tour was no financial winner, it did much to boost the reputations of both artists. Zoot Sims was presented on the same bill to cash in on the tenor sax-guitar bossa nova sound, and to team the relatively unknown artists with the better-known Sims.

Cannonball Adderley and McCann will be the focal points of the forthcoming season's promotion. Adderley has already done concerts in San Remo and Sweden, and TV in a number of countries across the Continent. A full-scale concert and TV schedule is being set up for the alto saxist for next October which will probably last the entire month.

The Philips distribution networks closely with Bates in supplying records to the various cities and areas in which the dates are played. Philips also is involved in the production of detailed press kits and promotional displays that highlight the artist's career and recordings.

INDUSTRY BRIEFS

Strand-Ram Tie-In

NEW YORK — Strand Records has worked out a tie-in with Buck Ram's Personality Productions, Inc., whereby Ram will produce albums for release on Strand.

Sid Pastner, Strand chief, closed the deal with Ram on his recent trip to Los Angeles, prior to Ram's sojourn to Japan. Ram will also be creating for the label on his current tour.

Three Personality Production albums being readied for release by Strand are "Artie Dunn Plays Buck Ram," a c.&w. album by Ram protege Robin Lee and a folk LP by the Voyagers Four.

Leila Newman Dies

HOLLYWOOD — Funeral services were held Wednesday, April 17, for Leila Newman, wife of Era Records president, Herb Newman.

Mrs. Newman died Sunday night from cerebral meningitis. She is survived by her husband; a son, age four, and her father, Jack Eisenrod, controller for Era Sales.

Livert Ankles Firm

NEW YORK — Paul Livert, vice-president and general manager of Treasure Productions, Mount Vernon, N. Y., has severed his connection with the company.

Livert, who came to Treasure after stints with MGM Records and the Seeco Latin label, was responsible for creating and developing the M.V.M. and Goosey Gander lines of pop and kiddie LP's.

Cohen T&D Distrib

NASHVILLE — Paul Cohen, president of Todd Recording Corporation, will distribute Todd and Briar with his own individual distributors throughout the country. Previously Todd Records was distributed through Jay-Gee and Cosnat.

Cohen is negotiating in several open areas to line up distribution for his line. This new distribution will include Briar International which is releasing 12 new albums next month.

The first releases on Todd through their new indie distributors will be Johnny Winter, "Road Runner" b-w "The Guy You Left Behind" and Joe Hen-

derson, "My Hands Are Tied" b-w "Love Me Sweet." The Five Royales, who have just recorded, will also be released on Todd this month.

London Names Hostler

NEW YORK—Harry Hostler has been named Eastern district manager for London Records. He was formerly with Columbia Records in the Midwest and South, and most recently was with MGM-Verve as national sales manager and regional sales manager. He will report to Herb Goldfarb, London's national distribution manager.

Walker Quits Victor

NEW YORK—Stan Walker, for the past year and a half administrator of press and information for RCA Victor, left the firm last week. While at Victor he was primarily concerned with classical recordings and Red Seal artists. His future plans will be announced next week.

RCA's Biggest Gross

NEW YORK — First-quarter earnings of the Radio Corporation of America were the highest of any three months in its 44-year history. Sales set a record for the quarter. Net profit for the quarter ended March 31 rose 19 per cent to \$17,300,000 from \$14,500,000 in the 1962 period.

Based on the average of 17,364,000 shares of common stock, the net is equal to 95 cents a share compared with 81 cents a year earlier on the average of 16,913,000 shares then outstanding.

The company's bill for federal taxes on income amounted to \$18,000,000, against \$14,400,000 in 1962. Profit before taxes came to \$35,300,000, compared with \$28,900,000.

Vee Jay Master

CHICAGO—Vee Jay is off and running with a new master, "Little Latin Lupe Lu," by the Righteous Brothers on Moon-glow, which Vee Jay's Ewart Abner said has sold 15,200 in Los Angeles.

The master was purchased from Ray Maxwell, Los Angeles, and will be distributed nationally by Vee Jay on the Moonglow label.

Victor Starts Building Its Disk Center

INDIANAPOLIS—RCA Victor Records broke ground last week for the construction of a new record distribution center here. The new building, to be completed by March, 1964, will house the record warehousing and distribution operations, and the inspection and packing facilities for all records pressed at Victor's La Salle Street plant. It will also handle the RCA Victor record club shipments.

The new building, according to Norm Racusin, record division vice-president and operations manager, is the second part of a long-range program to consolidate and modernize Victor activities and services. The firm recently completed a raw material warehouse here, and an electric data processing plant and offices. The new building will be connected to the RCA Magnetic tape manufacturing plant beside it. The RCA Home Instruments Divisions and the RCA Sales Corporation are in Indianapolis, and all Victor radios, phonographs, and tape cartridges recorders are made here.

CMA Board Meets Mon.

NASHVILLE — The second quarterly meeting of the officers and directors of the Country Music Association will be held on April 29 and 30 in Hollywood at the Continental Hotel.

The agenda will include discussion of final plans of the Sales Executive Club show for New York, May 14. Other topics include hall of fame ballots, radio kit distribution, a country music festival, national country music week, anniversary banquet and show, country music acts overseas, a building for the hall of fame and museum and a proposed album.

Gene Autry, CMA president, will be host.

Adman Hal Rand Leaves Billboard

NEW YORK — Hal Rand, space salesman for Billboard for many years, left last week after eight years on the paper. Rand started on Billboard as a commercial artist and then moved into the ad department. His future plans will be announced shortly.

"MORE", THE THEME FROM

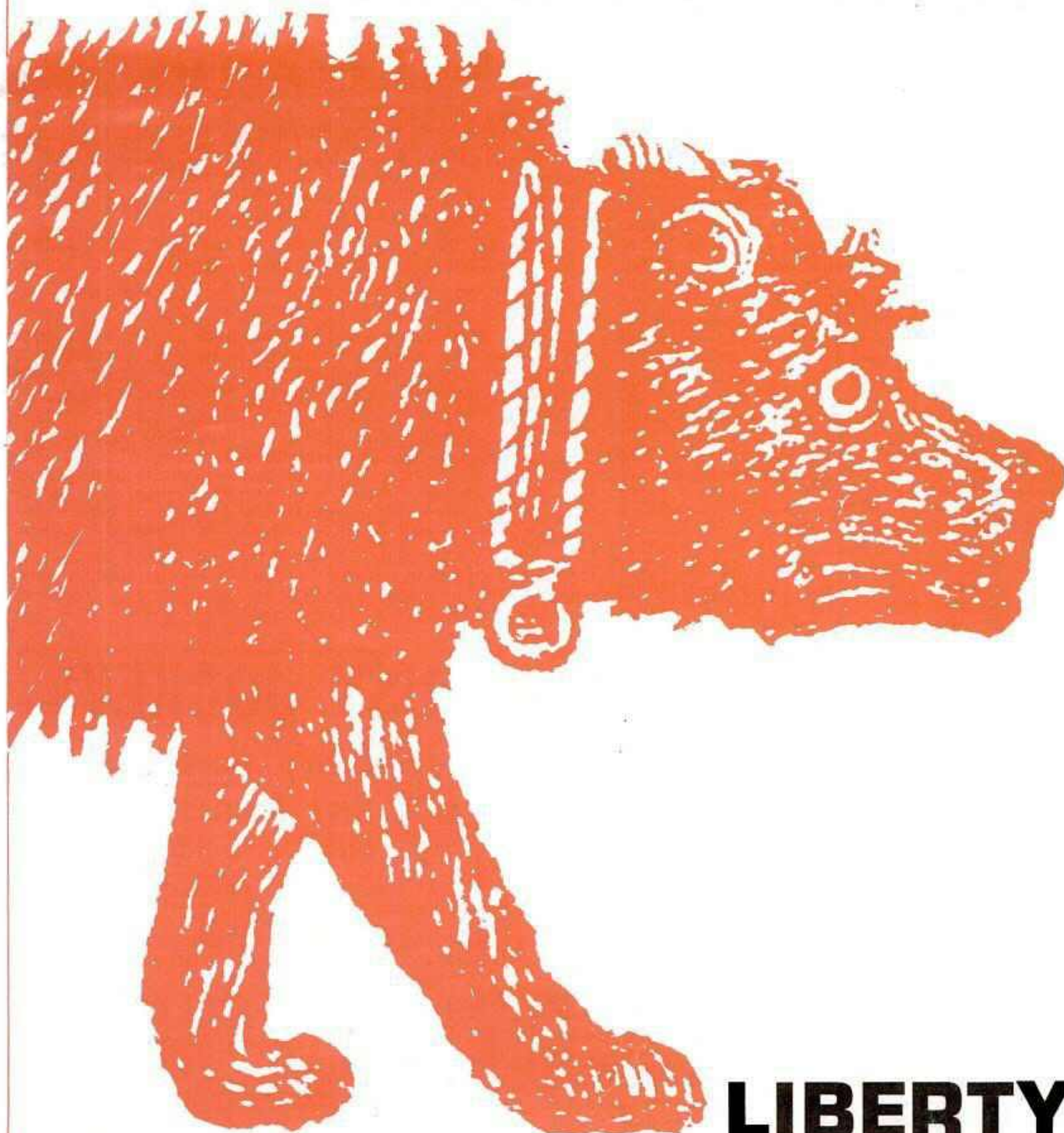
"MONDO CANE"*

#55571

MARTIN DENNY

**THE YEAR'S MOST INTRIGUING MOVIE THEME
FROM THE SEASON'S MOST ARGUED-ABOUT FILM**

*LITERAL TRANSLATION OF "MONDO CANE": A WORLD GONE TO THE DOGS



A SUBSIDIARY OF AVNET ELECTRONICS CORP.

LIBERTY RECORDS

Dynagroove No Sensation Yet

KORVETTE SAYS 'GREAT'; OTHERS LESS IMPRESSED

• Continued from page 1

the Boston Symphony, "Jalousie" with the Boston Pops, and the Marty Gold and Dick Schory LP's. But the Hugo and Luigi, and the Robert Shaw Chorale set, were also moving up there. This surge of albums into the bottom of pop chart and three at the top of the classical chart (Billboard, April 20) has great import for Victor. For Columbia has been really sizzling in the album field this year (as well as the singles field) and Victor has been anxious to give Columbia stronger LP competition.

A number of rackers reported moderate to strong sales for Dynagroove in their racks. Cecil

Steen, head of Recordwagon in Boston (and president of NARM), said "It's been very good for us. We have a demand for it. We put it out immediately and had special Dynagroove displays made up for all accounts. We swung with it and it has done well."

Dave Handleman, of Handleman Brothers, said Dynagroove was doing okay for him. He said that fanfare that Victor is putting on with its advertising has stimulated interest in Dynagroove. But he also said that Dynagroove needs identification, and that he was now working on special unit Dynagroove displays for his accounts.

Dealer comments on sales of RCA Victor's Dynagroove LP's in this city ranged from okay to "sensational," according to a Billboard check of key outlets last week.

The "sensational" comment came from Dave Rothfield, the record buyer for the Korvette chain, and his report covered all 22 Korvette outlets in the Eastern area, including stores in New York City, Philadelphia, Baltimore, and in New Jersey

and Connecticut. Rothfield was ecstatic about Dynagroove sales. He said that sales of the 10 Dynagroove LP's are up 50 per cent over previous Victor releases.

"Even without name power on many of the Dynagroove records, the public is cognizant of Dynagroove. People walk in our stores and ask about the Dynagroove records. And the customers think it is good. They like the sound and the quiet surfaces. We feature the records in our audio department and they help sell more audio merchandise too."

According to Rothfield, more Mahler First's by the Boston Symphony on Victor's Dynagroove were sold in one week than all other Mahler First's during the last six months at Korvette. Another top seller, said Rothfield, was Marty Gold on Dynagroove. Korvette's has been selling the pop Dynagroove's at prices ranging from \$2.44 and up, and the classicals at prices from \$3.44 and up, except on special sales days when prices are even lower. "However, price is not a factor," Rothfield claimed, "it sells at any price."

Harry Sultan, of Sultan's Record Shop, said that the Dynagroove line was a mild success to date. He predicted it

(Continued on page 10)

Reactions Vary Along East Seaboard

Philadelphia

Quaker City record dealers were mild last week in their appraisal of the impact of RCA Victor's Dynagroove album series.

Ed Balbier, who operates two stores in the Chestnut Hill area of the city, said customers in modest numbers are asking for the new product series. "It's hard to tell if store traffic has actually been generated by Dynagroove," Balbier remarked, "but it is true that people have asked. The Peter Nero, the Boston Pops, the Robert Shaw Chorale and the Mahler first by the Boston Symphony are among the best of them for us. I would say the whole program is good and I hope it will continue to generate new interest."

Nate Fisher, proprietor of the three-store Record Mart disk chain, said Dynagroove has created some traffic. "Most of the buyers just want to try one of the records and it doesn't seem to matter too much which one. They want to test it on their system, they tell us." My salesmen say Dynagroove is selling right now almost like a one-shot deal. They want to try it out and some have come back and told us "it's no better than Command."

Marc Rubinstein, operator of two stores in the Main Line suburbs of Wayne and Paoli, said "Dynagroove is not setting the world on fire. Nobody's breaking the doors down. We find that if the record is what they want in terms of artist or material or type, they'll buy it whether it's got the Dynagroove symbol or not."

Pittsburgh

RCA Victor's highly publicized Dynagroove is picking up momentum slowly in Pittsburgh's music stores with the reaction generally favorable.

The most enthusiastic Dynagroove proponent in Pittsburgh is Nick Lomakin, who operates three record shops in downtown Pittsburgh. Although he admits that Dynagroove is still too new, he feels its "liquid sound" is bound to make it a huge success.

He declared: "Our customers are clamoring for Marty Gold's 'Sound Power' and the Boston Pops' 'Jalousie.' I feel it has helped business in general and is just the tonic the industry needs at this time."

Betty Johnson, assistant buyer at Gimbel's, claims her customers prefer Dynagroove in stereo, particularly the Peter Nero LP. She feels that advertising on the local level (with Gimbel's planning a full-page ad soon in The Pittsburgh Press), will prove a strong stimulus. Just a few cus-

tomers actually understand what Dynagroove really is so far.

Jason Shapiro, secretary of the National Record Marts, which operate 25 stores in the Tri-State area, claims that Dynagroove has yet to get off the ground, with only those who are well-informed in record matters aware of its existence.

Washington

WASHINGTON—A tie with the special Buick Motors promotion has done a great deal to boost sales of the Dynagroove

series in the nation's capital. In general, dealer reaction seemed to be equally split between the yeas and the nays of selling Dynagroove.

Glen Music said the Dynagroove line was not going well but that two classical items were pulling most of the sales, "Bolero" and "Jalousie," by the Boston Symphony and Boston Pops respectively. A representative of the store said that people came into the shop requesting "the music played on the Buick commercials."

At Music Time, mention was made of the Buick tie again. Reports here were that the Dynagroove sets were selling as well

as anything else in the shop. Buick ads came up again in a Record City report with the reaction termed as "very good." Each of the 10 albums was pulling, with people walking in off the street asking specifically for the Dynagroove disks. This store has run ads in The Washington Post, and made a point of display and demonstration.

Another "very good" came from the Disk Shop. The Boston Pop's "Jalousie" was taking top honors in this classically oriented retail outlet. Circle Stores gave the most cryptic account of Dynagroove sales with the comment: "Nothing is selling."

They Know It's Around in the Midwest

Chicago

RCA Victor's new Dynagroove release hasn't set the world on fire but at least customers know it's here.

Although stores characterized sales as everything from "just another release" to "doing fairly well," they all agreed that customers were interested and asking questions about the new line.

Stan Gray, at Allied Music, one of the city's biggest discount record outlets, noted that he had done particularly well with albums by Peter Nero, Marty Gold, Dick Schory and the "Madame Butterfly" opera.

He noted that Allied had recently held an in-store promotion on Dynagroove and had sold some 75 per cent of its stock. He characterized the sale as being at least as successful as he had planned.

Gray said that customers seemed to notice the difference in sound primarily in the monaural product and his feeling was shared by many of the city's other outlets.

At Marshall Field's Susan Wiese characterized sales as "fairly good, not overwhelming." She noted that "only occasionally" were customers asking for Dynagroove by name.

Aaron Rose, of Rose Records, also termed sales as "fairly good but not sensational." He said that people knew it was a new recording process and were curious how it sounded. Rose felt that RCA Victor "really had something to hang its hat on" in Dynagroove but that the label hasn't done sufficient promotion to get its story across to the public.

Most adverse criticism came from Andy Andersen of Record Center.

Andersen said his customers agreed that Dynagroove "sounded good, but what's all the noise about." He said the product had acceptance but not enthusiasm.

Milwaukee

Dealer reactions to RCA Victor's Dynagroove debut in the Milwaukee area span from "terrific" to "our customers are simply not impressed."

According to Stu Glassman, Downtown Radio Doctors, Dynagroove releases have sparked a smart run of traffic. "The difference in the sound is making Dynagroove sell," he says. "I can't recall anything in recent years that the record buying public has accepted more eagerly."

Lela Stenzel, buyer, Gimbel-Schuster Stores, agrees with Glassman. "Dynagroove is selling much better than we had anticipated. Most customers are asking for it by name. We're making a lot of multiple sales of two and three albums to individual customers among the first 10 Dynagroove releases."

Veteran independent dealer

(Continued on page 10)

Cleveland Feelings Mixed

Reports from Cleveland show mixed feelings on the part of dealers about RCA Victor's Dynagroove series.

Mrs. I. Dick, who along with her husband owns Hillcrest Records in the Eastgate Shopping Center, told Billboard that sales were generally "good" on Dynagroove for the first two or three weeks and have now settled back to "normal."

She said: "Our customers were impressed with the Dynagroove sound; we demonstrate it right here in the store."

E. Hurst, owner of Hurst Tune Town record shops, said Dynagroove sales were "nothing spectacular."

"The people coming into the store have been intrigued by the RCA newspaper ads and most curious to audition something new," Hurst said. "Though my customers liked the quality and sound of Dynagroove many requested a much broader offering of albums from which to choose."

The same criticism of the shortage of material on Dynagroove was expressed by the salespeople at John Wade, a record outlet on Shaker Square. They reported the Dynagroove albums selling on a par with other albums. However, many customers have been brought into the outlet inquiring about Dynagroove because of a large window display devoted exclusively to Dynagroove material.

The record department in the Higbee Department store in downtown Cleveland reported Dynagroove sales as "nothing exceptional. They like what they hear but complain that there's not enough to choose from," said one salesgirl.



DISK JOCKEYS

There'll Never Be
A Dull Moment! . . .
. . . with BILLBOARD ALWAYS
AT YOUR FINGERTIPS

Each New Weekly Issue of
Billboard gives you fresh,
exciting material that'll enthrall
your listening audience.

BE THE FIRST
To introduce "tomorrow's"
hit tunes—Today!

Subscribe Now →

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati 14, Ohio 706

Please enter my subscription to BILLBOARD for

1 YEAR \$15 3 YEARS \$35 New Renew

Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates are for U. S., Canada and Europe.

Other overseas rates on request.

Company _____

Name _____

Address _____

City _____ Zone _____ State _____

Type of Business _____ Title _____

ONE FREE DISC WITH THE PURCHASE OF EVERY TWO

THE EXTENSIVE CATALOG OF GERMAN AND AUSTRIAN MUSIC FROM 'CAPITOL' OF THE WORLD
...THE WORLD'S MOST COMPLETE LIBRARY OF FOLK MUSIC AND INTERNATIONAL FAVORITES...



SEE YOUR CRDC REPRESENTATIVE FOR THE DISPLAY PIECES AND SELLING AIDS PICTURED ABOVE AND FOR DETAILS OF THIS PROGRAM



Southern Cities Play It Cool, Take a Wait-and-See Attitude

Florida Cities

Stores in three key areas of the Florida market offered varying reactions to the pact of the recently introduced RCA Victor Dynagroove series. In a tally of key dealers last week, comment ranged from "spotty" to "good, but not fantastic," to "it's great and all they need now is more releases."

Veteran retailer Paul Keyser, who operates the Record Bar here, called the Dynagroove line "embryonic," but with a strong chance of catching on.

"I ran some ads in the local papers and came out fair," he said. "It's just a little early to make a real analysis."

In Orlando, George Huntzinger of Melody Corner, was enthusiastic. "I backed it with a 60-inch ad in the local press and ran it at 70 cents off list and sold out my first 100 copies quickly," Huntzinger said. "Since then I've reordered several times."

Far to the south in the Miami area, Mike Spector, proprietor of Spec's record outlets in Coral Gables, Fort Lauderdale and West Palm Beach, characterized Dynagroove as "just another new process that's getting only spotty activity for us. There's been no excitement here on the idea," Spector said.

New Orleans

"Wait and see" seems to be the Crescent City's attitude toward Dynagroove. Survey calls to shops in the area revealed that most of the record buyers were taking a quiet though interested look at the new RCA series.

Among retail stores surveyed large stores and department outlets seemed to be doing the best business, with the record department of Madison Blanche running special ads on the records Friday (26). A representative of the store said that the ads were being geared to take advantage of interest in the records, which was building slowly.

Smith's Shop said reaction so far had been mild with top calls coming for the "Bolero" and "Madame Butterfly" albums. Smith's also said that there had been extensive promotion of the series on local radio and that in-store promotion had been set. This dealer also made the comment that the lack of Dynagroove product in the April release might have hurt sales, for people, being aware of the new series, have been waiting to hear their favorite Victor artists before going on to buy lesser known and sound disks. The Adams Record Shop spokesman said pretty much the same thing.

Atlanta

RCA Victor's Dynagroove releases have not made much of a dent in the Atlanta market, according to retail outlets checked here. The buyer of one of the largest record departments in the city said that sales of the Dynagroove LP's were very slow. The buyer blamed it on a weak group of first releases, and said that none of the releases, with the exception of Peter Nero, was getting any exciting action.

According to this buyer, even an ad the store ran on Dynagroove brought little results in moving the disks. However, this buyer did say that better re-

sults could be expected of Dynagroove in the future when Victor came out with more powerful releases.

At Davidson's Department Store, John Payne said that there were some requests for Dynagroove. He said that it was easy to sell once the customer heard it, because once they heard it they liked it. Since he had only had Dynagroove LP's in the store for two weeks, he felt it was too early yet to determine how well it might do.

At Atlanta's Record Hunter, part of the Baker Audio Associates store, Mrs. David A. Reinach said that Dynagroove sales were just about average. She said only a few of her customers seem to know about it. She also claimed that when Dynagroove Records were played on good audio equipment, some prospective customers complained about surface noise. Her best selling Dynagroove record was "Madame Butterfly," but she said the store had orders for that prior to release before people knew anything about Dynagroove.

Memphis

A survey of key outlets here on RCA Victor's Dynagroove records showed mostly disappointing results as far as the public response to the new technique is concerned.

The survey of a number of retail record store, a department store and a discount house brought these answers: 1. Dynagroove is not selling any better than other LP's. 2. Customers are not asking for Dynagroove by name. In fact, they don't

know what it is. 3. Advertising has not increased store traffic to any noticeable extent. 4. Record buyers are not asking for more Dynagroove records since Victor has put out the 10.

On the positive side, there was this reaction!

1. Customers like the sound. As one dealer said, "They like it. They agree it is a better performing record." But, on the other hand, one dealer said: "They really can't tell much. It's a little clearer. That's about the only difference." 2. There is a feeling by some dealers that Dynagroove will be much better accepted in the future.

Here are some of the comments on Dynagroove—

Frank Berretta, Poplar Tunes: "It's too early to tell much yet. The public is not buying just because a record is on Dynagroove. Columbia and Capitol have about the same thing but they call it by another name."

Thomas Trout, Do Re Mi: "If someone wants a particular artist, he buys a record for that—no matter whether it is on hi-fi, stereo or what. All who have heard Dynagroove like the sound. But they still won't buy it unless the album has the music or artist they want."

Thomas Warner, Modern Music: "We are pushing Dynagroove and therefore are selling these albums better than other LP's. The public is not yet asking for more than the 10 out already. I think they will in time."

Vache Cammack, Goldsmith's: "The newness has had no effect yet. I think it will in the future. We've had pretty good response in the three weeks we've had it."

Impact Strong on West Coast

Southern Calif.

Retailer reactions to RCA Victor's Dynagroove promotion here range from mildly favorable to enthusiastic, a Billboard survey last week revealed. Sample dealer remarks were as follows:

Jerry Johnson, House of Sight & Sound, Van Nuys, Calif., prime San Fernando Valley dealer: "Dynagroove is selling very well against other LP product. In view of our extensive co-op campaign now under way on behalf of Dynagroove, customers are asking for it by name. Customers do not really know what Dynagroove is all about. Out of our top 10 best-selling LP's, three are Dynagroove and only one Victor LP is a non-Dynagroove release, indicating the public is buying more Dynagroove among the Victor releases. The customers who hear the sound like it."

Not Selling Any Better

Martin Music, Culver City, Calif.: "Merely because it's Dynagroove isn't selling the product any better than anything else. The public still wants what it wants, whether it's in Dynagroove or not. Customers aren't asking for Dynagroove releases by the Dynagroove name. They do not know what it means. It's only a matter of demonstration and explanation at the dealer level."

Outselling Competition

Art Grobart, Discount Record Center, multiple store discount

chain: "At the moment, Dynagroove is outselling competitive labels. Customers ask for Dynagroove by name rather than releases by album title or artist. They are eager to find out what it is. They don't particularly understand what it is, even after we try to explain it. At the moment, Dynagroove releases are outselling Victor's other releases. However, from time to time you'll find certain select items such as Presley album or a Peter Nero where they will want that album whether it's on Dynagroove or not."

Dynagroove Selling Well

Ethan Caston, Music City Stores, three-outlet music department store: "Dynagroove is selling very well, but not better than Victor's non-Dynagroove product. There has been some response to Dynagroove where customers actually ask for it by name, but not a great deal. They really don't know what Dynagroove is all about."

San Francisco

SAN FRANCISCO — Dynagroove has made a strong impact in San Francisco, according to reports from local record dealers. Customers are responding well, and want more Dynagroove LP's, though some dealers are a bit skeptical about how long the popularity will last.

Sherwood Bader of Sea of

A New York Window



WHAT THE SHOOTING'S ALL ABOUT: New York store has Dynagroove display in window which has had success in drawing inquisitive customers inside.

New York

• Continued from page 8

would build in sales if Victor continued to advertise it. He noted that nine out of 10 of his customers who heard it, found it a big improvement in recorded sound. He also said that his customers knew the word Dynagroove, although they did not know what it meant and he had a tough time explaining it.

Sidney Turk at Colony Record Shop said that as yet Dynagroove Records had only had a limited appeal. He said the small amount of albums on Dynagroove so far (10) didn't give the customer much choice. He did say that the customer's reaction after hearing a Dynagroove LP was good, especially to the monoural Dynagroove disks, but as of now, few of his customers are aware yet of Dynagroove. His best selling set was "Madame Butterfly."

Records said the Dynagroove releases are selling well as a group and customers ask for the albums by name. "They don't always know what Dynagroove is, but they show interest in what is new. The ads have helped stimulate store traffic, and store traffic means sales of other albums, too."

Ross Harris of West Portal Music Company said: "There is a lot of interest in Dynagroove. The familiarity of customers with the name surprises me, and this is probably the result of Victor advertising."

Sam Gold of Portals to Music said that there was immediate interest when Dynagroove was first released and that it is still selling well. He did not know how long it would continue. He said that some customers know a lot about it, but many others do not. "Not even too many dealers know about Dynagroove."

Nelson Lewis of Discount Records said Dynagroove is selling well and that customers ask for it by name. "They don't know what it is but they want it anyway. Victor Dynagroove records are selling better than non-Dynagroove," he said.

At the White House Department Store David Platt reported Dynagroove albums are strong sellers. "I don't know if my customers know what it is—some do and some don't. I like Dynagroove because it stimulates sales generally, and that's important to a dealer."

Dallas and Fort Worth

Curiosity and demonstrations seem to be the key to sales of the Dynagroove records in this town. Sales reported in the survey of stores in this metropolitan area seem to be on the mild side, with most dealers reporting very little in the way of out and out excitement.

The one out and out rave of Dynagroove came from the Melody Shop in Dallas where a spokesman said customers were buying it over other LP merchandise. It was also noted that the store had a special section and much elaborate streamer advertising. The new RCA series was touted as being a real traffic builder with demonstrations being given constantly to browsing customers.

At Wray's in Dallas, however, a spokesman said that few if any customers could tell the difference between the new sound and other stereo of comparable quality.

At Monnings Department Store in Fort Worth, a spokesman said that the traffic and sales around the Dynagroove promotion were building slowly, slower than representatives of the store expected. Rowlands in the same city said the line was not selling with the exception of Peter Nero.

Milwaukee

• Continued from page 8

Bob Sacks, Bob Sacks Record Shop, in the outlying Bay Shore shopping center, reports his trade has not flipped over Dynagroove. "Considering the amount of advertising it has already received, I wouldn't make any sensational claims for Dynagroove sales," he says. "It is going to be difficult to convince the average customer that any great difference exists in the sound quality. We're not very strong here in classical. Our initial reaction is slower than we had hoped it would be. It will most likely step up as soon as they begin putting show tune albums on Dynagroove."

On the far southwest side of town, Joe Grasc, Grasc Radio & Appliance Store, claims that despite window displays and truck signs, the Dynagroove impact has been "very mild." "My customers," Grasc says, "are not as impressed with Dynagroove as with London's Four Phase which makes for a much more impressive demonstration of sound separation."



*In the tradition of the
"Yellow Rose of Texas" and
"Bridge on the River Kwai",*

*now
A HIT IN THE MAKING!*

LAFAYETTE*

CP 689

STU PHILLIPS

his orchestra and chorus



**from the Moco Film Production, "LAFAYETTE"*

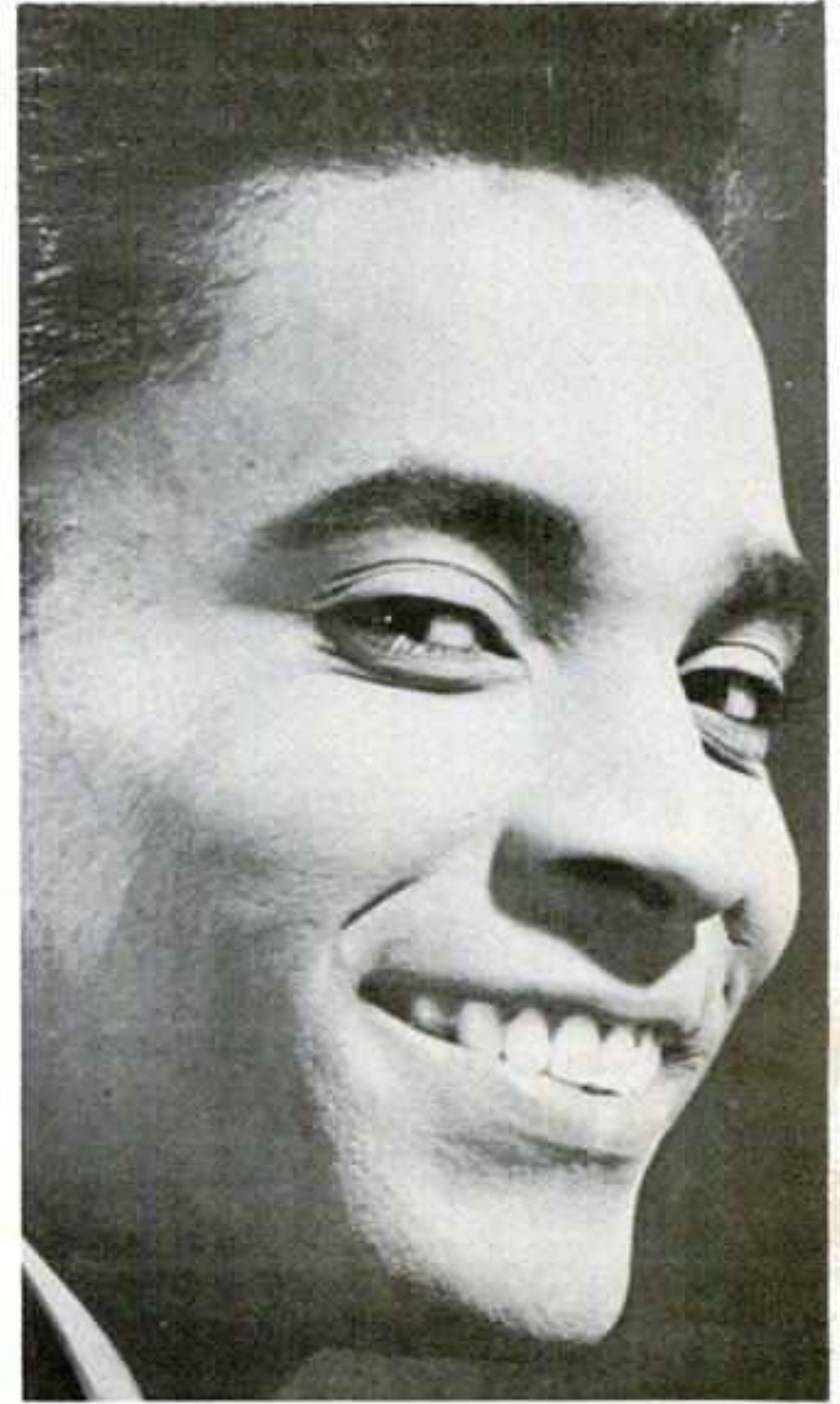


Breaking out again!

I WANNA BE A LEADER

CP 687

THE MARCELES



Here comes a chart buster!

I DON'T WANT TO SET THE WORLD ON FIRE

MAY 140

SAMMY HAWKINS



COLPIX RECORDS A Division of Columbia Pictures, Corp. **711 FIFTH AVE., N. Y.**



This One



BZS5-ZAN-9859

LIVE REVIEWS

A Legend Under Construction

Folk Poet Dylan Weaves a Spell

By BARRY KITTLESON

Folk poet Bob Dylan, who made his New York Town Hall debut last week (12), is the stuff of which legends are made. At 21 singing his own compositions, Dylan turns out to be not just an individual; he is an absolute original.

Dylan is literate, but he affects a hillbilly intonation and diction to subtle purpose, making his story seem all the more profound. And it is profound. Dylan's poetry is born of a painful awareness of the tragedy that underlies the contemporary human condition. But none of it is cliché. Whether he is sermonizing on loneliness, fear, fallout, war or personal tragedy, he has the unbiased perception of a reporter and the compassion of a free spirit.

Dylan, the performer, is unassuming though always in control, and his musicianship is more than competent. But it is his primary purpose to speak, not to entertain. The influence he has already had was evidenced by the many prominent folk singers who turned out for his concert debut.

He has recorded two albums for Columbia. The first, "Bob Dylan," is a document to his rapid growth in the past year. "The Free Wheeling Bob Dylan," which Columbia has readied for May release, is something to look forward to.

Among the young "comers" in the folk scene, Dylan is perhaps the most important. He'll not be lost in the explosion of any overnight ride of popular success. The prediction here is that his talent will be around for a long, long time and his capacity for growth will continue to make each performance a fresh and unique experience.



Dylan at Town Hall

Long Day's Journey Into Skitch

NEW YORK — There seems to be no limit to the endurance of that eminent composer, conductor, pianist and raconteur, Skitch Henderson.

Henderson, who joined the

Prestige Signs Pair

BERGENFIELD, N. J.—Two veteran jazz performers were signed by Prestige Records last week. Jimmy Witherspoon and drummer Roy Hames. Witherspoon, vet blues singer, is currently playing the Town Tavern in Toronto and is set for one-nighters in Elmira, N. Y. (3); Eire, Pa. (4), and Rochester (5).



Ella at Americana

NIGHT CLUB

Ella & the Room Both Good Show

By REN GREVATT

The Hotel Americana here couldn't have made a better choice than the timeless Ella Fitzgerald to open its completely refurbished Royal Box Supper Club. Working with her inevitable prop, the handkerchief, the great thrush was in rare form as she mixed moody, stringbacked softies with assorted swinging scat material, backed by her own fine Tommy Flanagan Quartet, with trumpet man Roy Eldridge sitting in.

The Royal Box itself is now a room which offers every patron willing to risk the superior cost of an evening there something approaching his money's worth. It's as warm and well-laid-out now as it was chaotic at last year's grand opening which featured Harry Belafonte singing in a far-away manner at the far end of the long narrow room.

The floor is now set at the middle of the long side wall and the room is terraced (God bless manager Claude Philippe for that) affording a good view of the action from any locale, and providing an artist with a chance to register.

Ella makes the most of it. More relaxed than she has sometimes appeared, she mixes an easy flow of banter with her tunes, dabs her forehead, blows a line now and then (which has also become something of a trademark) and sings fine.

"S'posin'," the opener, gets a swinging turn with a neat combo and muted trumpet backing. Then, noting that "I'm on Verve Records and I haven't had a hit since 'Mack the

(Continued on page 14)

No, Sophie Don't Shake Like That

By GIL FAGGEN

Any resemblance the new Broadway musical "Sophie" has to the fabulous entertainer, Miss Sophie Tucker, on whose life it is based, is purely accidental.

The two-act musical with lyrics and music by Steve Allen opened Monday (15) at New York's Winter Garden and it is doubtful if it will have a long run. No LP original-cast waxing had been set before the show opened, and it is doubtful that one will be.

Perhaps the most tragic thing about "Sophie" is they've left out Sophie . . . her personal warmth, personality and the type of song (easily identified with Miss Tucker).

Steve Allen's music — while trying to pre-date the Miss Tucker we all know—has managed to outdate her. A generous sprinkling of "Tuckerisms" — like "Mr. Segal, Make It Legal," say—might have brought a feeling of realism into the part played by Libi Staiger, who had to wait until the final number ("Some of These Days" — the only non-Allen tune) to really prove she can belt one like the real Last of the Red Hot Mamas.

Rosetta Lenoire as Mollie came up with the only show-stopper, "You've Got to Be a Lady." At times Miss LeNoire sounded more like Sophie than Miss Staiger did.

Lost in the general innocuousness of it all were Art Lund, Berta Gerten, Phil Leeds, Ted Thurston, Patsi King, David Thomas and Eddie Roll.

The most exciting performance was created from the podium occupied by Liza Radfield, one of Broadway's top musical directors.

VAUDE

Danny Kaye—All-Time Great

By SAM CHASE

When Danny Kaye is at the top of his form there isn't a greater entertainer alive. And he is at his best in his current four-week engagement at the Ziegfeld. He occupies entire second half of the program, and this appearance, his first in New York in a decade, deserves to be preserved in a "Danny at the Ziegfeld" album.

Starting with a novelty, the "Glory Hallelujah Twist," Danny instantly ingratiates himself with the audience and by the end of the evening has them working as hard as he does.

In his gypsy song, for example, he has the paying patrons split into a three-part chorus and coming in on cue. In "Ballin' the Jack," he leads them in delicate shadings worthy of the Robert Shaw Chorale. And, of course, "Minnie the Moocher" is the greatest audience participation song of all time as rendered by Kaye, with nearly 10 minutes devoted to the fans delightedly trying to follow his improvised sounds, starting with "Hi de hi" and going on from there.

International music was spoofed to a fare-thee-well, as with a South African "calendar" song on the months of the year,

(Continued on page 14)

TV QUEST APPEARANCES BY RECORD TALENT

The national network TV quest 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 22-28
(All Times Eastern Standard)

TUESDAY 23—STEVE LAWRENCE

Currently on the Hot 100 with his Columbia single "Don't Be Afraid, Little Darlin'." Lawrence will be guest on the Garry Moore show tonight (CBS-TV, 10-11 p.m.).

TUESDAY 23—MOLLY BEE

Liberty artist will be guest of Westinghouse tape-syndicated Steve Allen Show.

WEDNESDAY 24—LITTLE PEGGY MARCH

Newcomer makes first TV appearance on the Perry Como show (NBC-TV, 9-10 p.m.). Her current chart topper is "I Will Follow Him" on RCA Victor.

THURSDAY 25—SAMMY DAVIS JR.

Davis appears on rerun of January 25 Andy Williams Show (NBC-TV, 10-11 p.m.). He records for Reprise.

FRIDAY 26—JONATHAN WINTERS, KATE SMITH

Both will be seen on the Jack Paar Show tonight (NBC-TV, 10-11 p.m.). Winters comedy albums are on Verve.

SUNDAY 28—XAVIER CUGAT, ABBE LANE, JAN PEERCE

All will be seen on the Ed Sullivan Show (CBS-TV, 8-9 p.m.) which emanates live from the O'Keefe Theater, Toronto. The Cugats are on Mercury.

SUNDAY 28—DOROTHY KIRSTEN, BARRY MORELL, ROGER WILLIAMS

Kapp's Roger Williams and Metropolitan Opera stars will be featured on the Voice of Firestone (ABC-TV, 10-10:30 p.m.).

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.

AL MARTINO
(Capitol)

REAL NAME: Alfred Cini. **BIRTHDAY:** October 7, 1927. **HOMETOWN:** South Philadelphia. **BACKGROUND:** A first generation Italian-American, Martino grew up in an atmosphere which favored the big sound of traditional Italian song and opera, as was the case with his boyhood friend, Mario Lanza. When Lanza made it in 1950, Martino was

encouraged to make his pitch. A bricklayer by day, in his father's construction business, and singing in various local clubs at night, led Martino to his big break in 1952 when Capitol recorded his first hit "Here In My Heart." This was followed by such other big ones as "Wanted" and "Rachel." The switch was that he became more famous in Europe than his native America, and he played leading theaters, clubs and concerts there for five years. For the past few years he has been working hard at his development as a performer in the anticipation of a revival of the big legitimate voice, and now finds himself back among the winners with the single "I Love Because." Martino lives now in Lansdowne, Pennsylvania, with his wife, Gwendolyn, and two children, Alfred, 5, and Deborah, 2.

LATEST SINGLE: "I Love Because" continues to move up the Hot 100 into the forties this issue.

LATEST ALBUM: "The Exciting Voice of Al Martino" has a repertoire which includes "Granada" and "Nessum Dorma" from Puccini's "Turandot."

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Ray Charles will occupy Carnegie Hall for both a matinee and evening performance on Sunday (28). . . . Moving northeast is Joan Baez who will play the Eastman Theater, Rochester (23); War Memorial, Syracuse (24), and Penn State University (26). . . . Six-foot-tall Elektra newcomer Judy Henske is set for her New York debut at the Village Gate from April 23 to May 12. Co-billed is jazzman Charlie Byrd. . . . In Washington this week the Smothers Brothers play Trinity College (27) and Neil Sedaka plays the week out at the Casino Royale. . . . Sonny Rollins opens at Birdland (25) for two weeks. . . . There is a Peter Nero concert set for Brooklyn College for Saturday (27). . . .

Peter, Paul and Mary will be movin' at the University of Buffalo (25), Villanova (26) and the University of Maryland (27). . . . The Limeliters go high brow at Symphony Hall, Boston (27), and Orchestra Hall, Chicago (28). . . . The Highwaymen will be at the Westchester Center in White Plains April 28. . . . Cryin' Johnnie Ray will play Freedomland this weekend. . . . Duke Ellington and Jimmy Smith will turn on the current at the Apollo Theater for a week, starting April 26.

WEST

The Folksters will settle down for a four-week set in San Francisco's hungry i, starting April 22. . . . Also in San Fran-

(Continued on page 14)



Last week a find... today a star!

**greatest action single
of the year**

Lesley Gore
"IT'S MY PARTY"

(... I'll cry if I want to ...)

**B/W
"Danny"
72119**

America's First Family Of Fine Recordings



Available in Canada through
Quality Records Limited



A SMASH DOUBLE HEADER

"SATURDAY NIGHT"

The Sherrys
GUYDEN #2084

"EVERYBODY SOUTH STREET"

The Four Evers
JAMIE #1247

JAMIE/GUYDEN
PHILADELPHIA 23,
PENNA.

Say You Saw It in Billboard

'... UNQUOTE'

Rudy Vallee (on trends in music): "It's different from my day. I never could understand the popularity of what's his name ... 'Mr. Swivel' ... oh, Presley. But then they buy his records like crazy and who am I to argue with money?"

Singer Al Hibbler (about the day in Birmingham they arrested him for being in an integration rally): "Bull Connor (the local police commissioner who has vivid views on segregation) said to me, 'What can you do, boy? You're blind. I just told him I thought I could do more than he could with sight.'"

Comic Allen to comic Rossi (talking about the campaign to ban professional boxing in this country): "And guess who's the leader of the movement? Johnny Mathis!"

Writer Cleveland Amory (on late-night television): "The 'Tonight' show is an acquired taste and now perhaps, after all these years, if it isn't asking too much, its producers could do the same."

Bobby Rydell (telling of the trials of a beginning teen-age singer): "Bernie Lowe was my vocal coach when I was 11. When I came to Cameo he was

NO CHALLENGE TOO GREAT FOR

The Hatfields

(BILL & JERRY)

Descendants From the Hatfield and McCoy Feud

With Their First Two-Sided Hit

COME ON BACK

c/w

DON'T YOU WORRY

DSC-1015

Published by Alva-Wells - A Cogswell Production



WYE RECORDS

1087 WARWICK AVE. WARWICK, R. I.
Phone: HO 7-9313. For distrib. information write.



TALENT TOPICS

NEW YORK

Thirteen is a lucky number for little **Faye Smith**, who was 13 on April 13. A discovery of **Connie Francis** and papa George, Faye will soon release her first record. She's from Connie's neighborhood in New-

ark, N. J. . . . **Brian Hyland** is going full speed in preparation for his major night club debut at Jack Silver's International on May 15. Preparations include dancing, singing and acting classes. The latter are at the Herbert Berghof School. . . . Meanwhile, **Steve Lawrence** and **Eydie Gorme** are getting set to branch out into the concert field which will take them through the summer months. They make their debut in Toronto's O'Keefe Center May 2. . . . Liberty's **Timi Yuro** cut her first Italian LP in New York last week. . . . Thespians **Katherine Cornell** and **Roddy McDowall** have joined their talents and recorded selections from "Great Expectations" and Poe's "Tell Tale Heart" for Harcourt World and Brace.

head of the company. My first four records were bombs. But Lowe kept telling me, 'You've got it. You've got it. All we need is one tune.' Then he wrote 'Kissin' Time' and it took right off and me with it."

Jack E. Leonard (on a performance at a Catskill resort): "I was told to work this room and out there was a roomful of Orthodox guys all wearing yarmulkas, you know those skull caps. They stuck one on my head, too, and I went out and said: 'Fellow Legionnaires . . .'"

Pluggin': "Man, I've got a real novelty here for you. This tune didn't win a prize at the San Remo Festival."

B. S. Pully (on a day at the race track): "I tapped out, so I was trying to cash a check. This very polite guy at the information window says, 'Pardon, sir, but will this check go the distance?'"

Ella Fitzgerald

• *Continued from page 12*

Knife," she does a breezy "Cheek to Cheek," then switching to her augmented fiddle backing for "Can't Help Lovin' Dat Man," and "for the Sinatra fans" — "You're Nobody 'Til Somebody Loves You."

This was Ella at her best, even though she couldn't take a mid-way break because there's still no place to go for a breather but the kitchen. Speaking of the kitchen, one of her obvious fans is the chef. Startling enough, he appeared, tall white hat and all and dug the show right out there in his white finery for at least five minutes. It just proves that everybody out there loves Ella.

Danny Kaye

• *Continued from page 12*

a marvelous impression of Harry Lauder singing "Wee Doch-an-Dorrach" the Australian "Waltzing Matilda," an imaginary folk song ("Blue Nose Fly") from our own Southland, a Hawaiian tune, and a Japanese item complete with facial and hand gestures that were real enough to be legitimate.

Naturally, the requests with which the evening ended had to include the inevitable and wonderful "Deena" and "Anatol of Paris." But Kaye's all-around strength was never better exemplified than when he reminisced about Brooklyn and P. S. 147, for he was able to be sentimental without being mawkish and without losing his audience.

It should be noted that the first half of the bill was as good

as the second. . . . **Joe Williams** will play Sugar Hill from April 25 to May 11. . . . The Roaring Twenties, San Diego, will feature **Buddy Greco** from April 25 to May 5, and **Peter Nero** will play San Diego State College April 23.

April 9 marked the 50th anniversary of **Lauritz Melchior's** debut in opera, and to celebrate the occasion he joined **Leopold Stokowski** and the newly formed American Symphony Orchestra in a benefit concert at Adelphi College, April 18. Naturally, his vocal efforts were Wagnerian. . . . Just three days before (15) **Stokowski** was honored by both President Kennedy and Mayor Wagner for his outstanding contribution to the local and national cultural scene as his American Symphony Orchestra completed its first concert season at Carnegie Hall. . . . **Enoch Light** will be in Pittsburgh April 28, to supervise the eighth Command recording of **William Steinberg** and the Pittsburgh Symphony.

Opera fans will be happy to know that for the second consecutive year, **Jay Harrison** will replace the Metropolitan Opera broadcasts in the same time slot over WOR-Radio with his recorded series, "Golden World of Opera," effective April 20.

SAN ANTONIO
Sally Jane-Heit opened an engagement at the Tideland Club. Miss Heit will share the bill with the **Deep River Boys**. **Don Goldie's** quartet will continue to make the music.

Marie Wilson and her **Friends**, a vest pocket revue, has taken over the spotlight at the Cork club. **Mel Arvin** and his orchestra provide the music.

The **Ames Brothers**, **Joe**, **Vic** and **Gene**, who opened their Penthouse Club atop Houston's Rice Hotel, have closed the operation and turned the club's facilities back to the Petroleum Club, former tenants. The Petroleum Club holds a lease on the facilities until 1968 and was subleasing the quarters to the Ames Brothers.

a vaudeville entertainment as has been seen in this town since Kaye's last appearance 10 years ago. The bill includes the Dunhills, with whom Kaye showed off his dancing skill; the Marquis Family (a fine chimp act), the Johnny Mann singers (who backed Kaye), and the finest and busiest ventriloquist around these days, **Senor Wences**.

TALENT ON TOUR

• *Continued from page 12*

MIDWEST
The **Four Freshmen** have a heavy schedule of one-nighters this week in Billings (22), Omaha (23), Kirksville, Mo. (24); Alliance, Ohio (26), and back to the east coast and Buffalo on April 27.

THE BEST DOLLAR VALUE
AN **EPIC** GUARANTEE
FOR PROFITABLE SALES



SHOWPIECES FOR THE VIRTUOSO ORCHESTRA SPM-1/SPS-1 Stereo

©-EPIC. March Ref. T.M. PRINTED IN U.S.A.

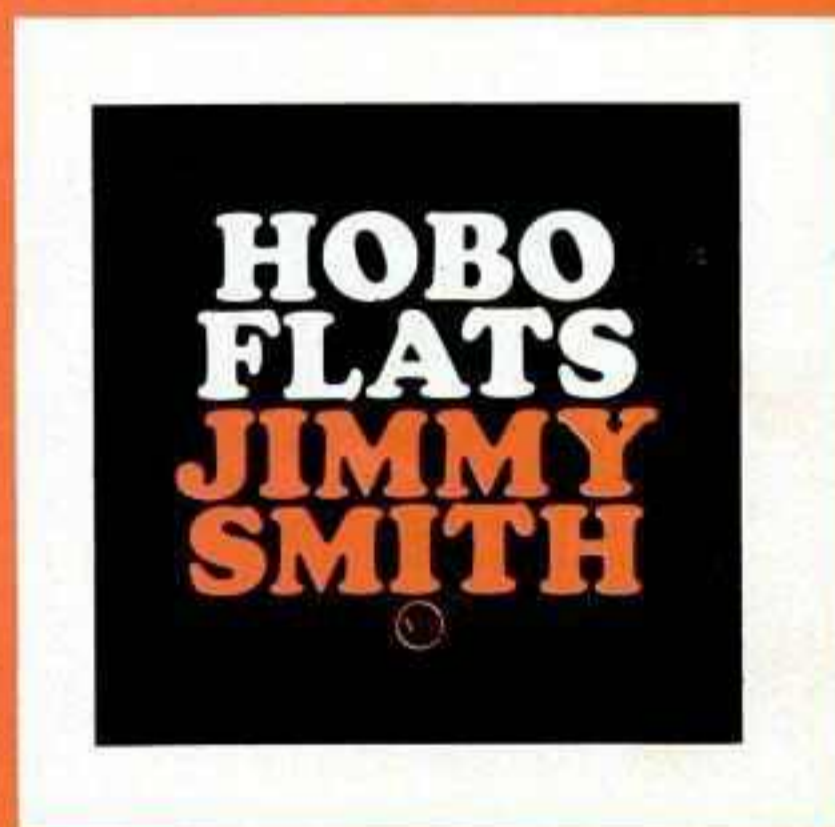
**THE MOST
EXCITING
SOUND
AROUND!**

**JIMMY
SMITH**



**SMASH HIT
SINGLE!**

**HOBO FLATS (Parts I & II)
JIMMY SMITH**



FROM THE HIT ALBUM ON VERVE! • V/V6-8544

K 10283

now available in colorful sleeve

**CHART-BUSTING
ALBUM!**

V/V6-8544

**STILL GOING STRONG!
BASHIN'**

The hit album with
'Walk On The Wild Side'
V/V6-8474



**THE JAZZ AND WIT
OF AMERICA ARE ON**



Verve Records is a division of Metro-Goldwyn-Mayer, Inc.

It's Old Home Week for the Weavers

By REN GREVATT

Together Again

NEW YORK—Carnegie Hall, site of many of the most memorable occasions in the music and record world, will ring again with one of its most notable sounds of all, that of the Weavers, on the evenings of Thursday and Friday (May 2-3).

This may not be, in itself, a particularly startling bit of information. However, personal manager of the Weavers, Harold Leventhal, has a special surprise for the fans.

First, it'll be a concert observing the 15th anniversary of this most famous of all folk groups, and for the first time in history, there'll be six Weavers (instead of four) on stage.

"We've got the alumni, which includes Peter Seeger and Erik Darling to join in for these special concerts," Leventhal noted last week, "and, of course, the whole thing will be put on tape for a 15th anniversary album for the group on Vanguard. I expect this will be a sensational album, with all that talent on one stage. Can you imagine that?"

Leventhal, who first got into the music business as a song plugger for Irving Berlin, back in 1939, has never wavered in his unflinching devotion to and faith in the Weavers and the honesty of their music.

"I've been with them for most of those 15 years," he said. "And I've been closely associated with many of their hits. Look at the list. 'The Hammer Song,' 'Michael Row the Boat,' 'Kisses Sweeter Than Wine,' 'Wimoweh,' 'Lonesome Traveler,' 'Goodnight Irene.' Everyone of them has been recorded frequently over the years by other artists with all kinds of interpretations.

"With the music becoming standard material each in its own way, you have to say the stuff is honest and real. So are



WEAVERS REUNION WILL TAKE PLACE at 15th anniversary concerts, May 2-3, at Carnegie Hall, New York. Group is pictured above. First row, left to right: Manager Harold Leventhal, Erik Darling, Fred Hellerman. Rear row, left to right: Ronnie Gilbert, Lee Hays, Pete Seeger, Frank Hamilton.

the Weavers. They've had some rough goes through the years. They were accused of disloyalty by a witness appearing before the House Un-American Activities Committee. It was in those crazy days of McCarthy when a loose tongue could destroy because the charges were always believed.

"After that the group really fell apart. Pete Seeger went his own way and became a single but they never let him alone. Finally he was cited for contempt of Congress, and even though that citation was successfully appealed before the Supreme Court, Pete still can't get a good TV showcase. They won't have him. Nor can the Weavers. It bothers them very much that this blacklist should exist, but fortunately they are so popular today, they can get along without the television.

"It's reached the point where they can practically name their own deal. But as a group, they prefer to go out on a limited basis, and I'd say that the major-

ity of their concerts now are on the weekends. They keep terribly busy in between the concerts though.

"Fred (Hellerman) is doing a great deal of arranging work with Harry Belafonte now. He's also devoting time to writing material for other artists and this goes into our Appleseed Music (ASCAP) publishing firm. Then Lee Hayes, who is certainly one of the outstanding folk writers, is spending more and more time on his writing. He wrote 'The Hammer Song' and 'Seven Daffodils' among others.

"Ronnie Gilbert, who lives here in New York with her daughter, does a lot of choral work and devotes some of her time to music editing. Frank Hamilton, who replaced Erik Darling a year ago, is going to leave soon and he'll be replaced by Bernard Krause. Bernard was discovered singing in a Boston coffee house by Lee Hays and we all feel he will be a terrific addition to the

group."

About the upcoming Weavers alumni concert, Leventhal has few worries. But the veteran concert promoter has had shakier times in his earlier days of promoting hootenannies (a term coined by the very same Pete Seeger). Leventhal, who was the first to stage concerts by Theo Bikel, Odetta, Joan Baez, Miriam Makeba, the Clancy Brothers and the Chad Mitchell Trio, says he believes in "Quality not quantity in concert staging. I've taken chances many times with newer artists. I'm willing to experiment even if it's a loser."

One of the most ambitious projects yet undertaken by Leventhal, will get under way within a couple of months. It's an around-the-world tour for Pete Seeger, in which the singer, with his wife and children, will visit countries in the depths of Africa and Asia, seldom reached by American artists. Seeger expects to be on the tour for a full year.

Beach Hoot a Splashing Success

DAYTONA BEACH, Fla.—A nine-day hootenanny staged April 4 to 12 by Mercury Records, drew more than 7,000 college students to the broad, flat, sweep of the beach here as 36 college folk singing groups competed for the first prize of a Mercury disk pact.

David Carroll, Mercury a.&r. chief, reported the Rum Runners of the University of Texas at Houston ("one of the best new

groups I've heard in years") as first place winners, who in addition to their new recording contract drew an invitation to appear at the Monterey (Calif.) folk festival next month. Second place went to a solo act, Jim Rogers of Winter Park, Fla. Third place winners were the Rabble Rousers of Daytona Beach.

Eight days of live auditions on WFMJ here preceded the

contest finals. The contest, co-sponsored by the station and the Daytona Chamber of Commerce, received strong promotion along the five-mile stretch of beach. Trucks filled with folksingers drove up and down the beach stirring up interest and local clothing and record stores tied in with window displays featuring Mercury albums. Promotion was handled by Mercury's Eddie Lambert.

Another aspect of the promotion was the placing of a series of young men, known as "Beachcomber Platter Spinners" at intervals along the beach. Each spinner used a Mercury portable battery-operated phono to play Mercury LP's with album covers arranged around the spinner under his beach umbrella. Success of the promotion was indicated by plans to make the event an annual affair.



ON THE BEACH at old Daytona . . . an amateur folk group takes its turn in vying for first prize of a Mercury recording contract. Contest featured 36 college groups.

Hootenanny on TV Needs Life

By BARRY KITTLESON

NEW YORK — ABC-TV's Saturday night "Hootenanny" is in more hot water than was created by the stir over its alleged blacklisting of Pete Seeger and the Weavers. It is in desperate need of a suitable format to bring the show to life.

On Saturday (13), the second show in the series emanated from Brown University and, as in the case with its premiere, it missed coming off. The lineup of talent was first rate: Theodore Bikel, the Journeymen, Ian and Sylvia and the chart-topping Rooftop Singers. This only made it double apparent that anyone can be made to look dull.

The producers of the show try very hard to create an authentic college concert atmosphere. Instead they've whipped up a monster that is reminiscent of the amateur days of early television.

Announcer Jack Linkletter lurks in the background only to come on like a reporter at a wrestling match, hand-mike, tweedy jacket and all, whispering over the first few bars of each selection in "You Are There" fashion. The audience is thoroughly uncomfortable and intimidated by the awareness that they may at any moment be panned by camera. The performers give the im-

pression that they have been manipulated into a straight jacket and can't wait to get out. The whole business is uneasy and self-conscious.

It can only be hoped that future tapes for the series will take into consideration the ultimate medium they're shooting for. It would be a shame to lose the only current showcase for folk talent which has become so large and significant a segment of the musical scene.

The producers might well benefit by going back to the use of the proscenium set-up which puts everybody where they belong. They might create the enthusiasm of an authentic college concert if they do.

Folk Scope

Garrett Brown and Al Dana, Philly folk entertainers, have teamed up for a campus swing under the booking banner of Harry Walker, Inc., Boston. Team is on the Verve label and will make a tour covering stops from Texas Wesleyan College, Fort Worth, to Cortland State College, Cortland, N. Y. . . . Bob Dylan makes his Philly bow in a concert May 3. Dylan will be sponsored by the Philadelphia Folksong Society. . . . Gene Shay of the Philly group and folk deejay at WHAT-FM, is running a weekly Hoot at the 2d Fret Tuesday evenings.

Pete Seeger's half-hour TV program, "Two Links in a Chain," recently aired on Canada's CBC-TV network, was given a private press screening in New York last week. The show features Seeger singing songs he learned from Leadbelly, and there's a portion of film showing the legendary Leadbelly singing a few songs himself. . . . The Dillards, bluegrass group recently signed to Elektra, are in for a stint at Pasadena's Ice House.

Art D'Lugoff's Village Gate cellar club was the scene Friday (19) of a cocktail party, honoring Judy Henske, who opens a three-week stand there shortly. The thrush's debut album on Elektra was released two weeks ago. . . . A recent folk festival at Swarthmore College, Swarthmore, Pa., (April 5-6), was taped by Prestige International a.&r. chief, Paul Rothchild, for future album release.

The 26th Annual National Folk Festival will be held in Covington, Ky., May 23, 24 and 25, at Devou Park. More than 1,000 performers from all over the U. S. are expected to take part.

The Brothers Four, Bob Dylan and Carolyn Hester are appearing on the Westinghouse Broadcasting folk show, "Folk Songs and More Folk Songs." The show was scheduled for airing on the five Westinghouse TV stations during April. Initial program in a series tracing American traditions as preserved in its popular songs, was on the air in March. This one, titled "They Call It Folk Music," featured Barbara Dane and the Staple Singers. Both acts will also be featured on the current outing. Both shows will later go into syndication, with an airing scheduled in New York on WOR-TV.

An Announcement
of Inordinate
Significance...

ERROLL GARNER ONE WORLD CONCERT

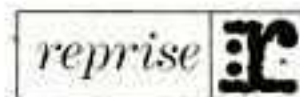
RECORDED IN
ACTUAL PERFORMANCE
AT SEATTLE WORLD'S FAIR



MACK THE KNIFE • THE WAY YOU LOOK TONIGHT • HAPPINESS IS A THING CALLED JOE • SWEET AND LOVELY
LOVER COME BACK TO ME • MOVIN' BLUES • MISTY • PIANO PRACTICE • THANKS FOR THE MEMORY
WITH BASS AND PERCUSSION ACCOMPANIMENT



OCTAVE RECORDS



R - 6080

ERROLL GARNER'S FIRST CONCERT-RECORDING!! IN SEVEN YEARS IS NOW AVAILABLE ON

reprise

... TO PLAY AND PLAY AGAIN



Recorded in actual performance at Seattle World's Fair; bass and percussion accompaniment. * Selections:
THE WAY YOU LOOK TONIGHT • HAPPINESS IS A THING CALLED JOE • SWEET AND LOVELY • MACK THE KNIFE
LOVER COME BACK TO ME • MISTY • MOVIN' BLUES • DANCING TAMBOURINE • THANKS FOR THE MEMORY



OCTAVE RECORDS

BIG JAMBOREE AT WHEELING

WHEELING, W. Va.—The WWVA Jamboree celebrated its 30th anniversary Saturday (20) with two shows at the Capitol Theater, Wheeling's largest. Headlining the 30th Anniversary show were Wilma Lee and Stony Cooper and the Clinch Mountain Clan, Big Slim, the Vandergrift Brothers, Buddy Durham, Jimmy Stephens, Crazy Elmer, Doug La Valley, Jean Marie, Kathy Dee, Dock Williams with Smokey Pleacher, Kenny Roberts and Roy Scott.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

"Poor record service on c.&w. music seems to be the rule rather than the exception in Oregon," typewrites George L. (Skip) Hathaway of Station KUGN, Eugene, Ore. "I have been here so long they probably think I have died or moved on, but believe me I am still spinning c.&w. records every day." . . . Robert H. Brundige, manager of WTID, Norfolk, Va., asks that the diskeries put his station on their lists for new releases. "We have just recently taken over the management of this station and it seems the records have been mismanaged, with the result that some are here and most are not," writes Brundige. Bob is also anxious to know if Bob Ferguson, president of Backwoods Music, Nashville, is the same as Bashful Bob Ferguson, who worked the Norfolk area some years ago.

(Continued on page 20)

On Route To Being A Hit!

BOB LUMAN'S HICKORY 1201

"INTERSTATE FORTY"

NEW R & B RELEASE

Off to a Good Start
"I'm Gonna Quit You Pretty Baby"

By Silas Hogan

Excello 2231

Nashboro Record Co.
Nashville, Tenn.

"SHERRY'S LIPS"

b/w

"MISS BROWN"

#3583 Phillips International

David Houston

Sun Records

639 Madison Memphis, Tenn.

Seventh Derby Fest Show Set

LOUISVILLE—The Seventh Annual Philip Morris Derby Festival Show will feature Raymond Burr, TV's Perry Mason, along with a line-up of top c.&w. stars next month. The show, presented by Philip Morris, and which is admission free, will be held on May 1 at the Fairgrounds Coliseum here.

In addition to Burr, the stars include Ray Price, Skeeter Davis, Faron Young, George Jones, Minnie Pearl, Carl Butler, Tex Ritter, and the North Carolina Cloggers. The Jim Denny Artist Bureau, Nashville, will book and produce the show. Last year the show played to a turnaway audience of 28,000.

The c.&w. artists will also be interviewed on a special "Luncheon With the Stars" show over Station WTMT at noon on May 1, with deejays Tommy Downs, Thom Hall and Bob Ryan interviewing the stars. The Derby Towners, local barbershop quartet, will entertain on the show.



MINNIE PEARL



SKETER DAVIS



GEORGE JONES



JIMMY MARTIN, Decca C.&W. star, is riding the charts with his smash hit, "The Old Man's Drunk Again." Jimmy and his group are booked by the Barbara Martin Agency, Hermitage, Tenn. Phone 883-0334.

(Advertisement)

Lou Epstein Dies at 39

CINCINNATI—Funeral services were held here Tuesday (16) for Louis Epstein, 39, authority on country music and with Jimmie Skinner co-owner of the Jimmy Skinner Music Center in downtown Cincinnati, who died Sunday (14) at Sheltering Oaks, local nursing home, after a lengthy illness.

A member of the Country Music Association, Epstein entered the record business following his discharge from the Coast Guard after World War II. He and Skinner established the Music Center, one of the largest country music mail order houses in the country, in 1948.

He leaves his parents, Mr. and Mrs. Morris Epstein.



RUSTY YORK, country and folk singer, gets a lift from one of his ork boys, seven-foot-four Jerry Weber, during a visit with Bob Clark (left), platter spinner at WEXL, Detroit, to plug his new Gaylord release, "Sally Was a Good Old Girl," written by Harlan Howard.

COUNTRY MUSIC CORNER

By BILL SACHS

"Grand Ole Opry" bookings, as arranged by the "Opry" bossman, Ott Devine, stack up as follows: Willis Brothers, Richmond, Ind., April 27; Margie Bowes, Evansville, Ind., April 27; Loretta Lynn, Groversville, N. Y., April 27; the Wilburn Brothers, Groversville, N. Y., April 27; Toronto, 28; Sonny James, Marion Worth and the Louvin Brothers, Kingston, Ont., April 23; Kitchener, Ont., 24;

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 4/27/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	STILL Bill Anderson, Decca 31458	10
2	4	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	7
3	3	IS THIS ME Jim Reeves, RCA Victor 8127	12
4	2	END OF THE WORLD Skeeter Davis, RCA Victor 8098	19
5	5	THE YELLOW BANDANA Faron Young, Mercury 72085	9
6	6	DON'T LET ME CROSS OVER Carl Butler, Columbia 42593	21
7	7	NOT WHAT I HAD IN MIND George Jones, United Artists 528	12
8	8	WALK ME TO THE DOOR Ray Price, Columbia 42658	9
9	9	LEAVIN' ON YOUR MIND Patsy Cline, Decca 31455	11
10	10	FROM A JACK TO A KING Ned Miller, Fabor 114	18
11	19	ACT NATURALLY Buck Owens, Capitol 4937	3
12	29	TAKE A LETTER, MISS GRAY Justin Tubb, Groove 0017	3
13	11	YOU TOOK HER OFF MY HANDS Ray Price, Columbia 42658	9
14	18	COLD AND LONELY Kitty Wells, Decca 31457	5
15	20	SAWMILL Webb Pierce, Decca 31451	8
16	14	SECOND HAND ROSE Roy Drusky, Decca 31443	19
17	15	CIGARETTES AND COFFEE BLUES Marty Robbins, Columbia 42701	6
18	23	HEAD OVER HEELS IN LOVE WITH YOU Don Gibson, RCA Victor 8144	4
19	13	MR. HEARTACHE, MOVE ON Coleman O'Neal, Chancellor 108	14
20	12	SHEEPSKIN VALLEY Claude King, Columbia 42688	6
21	-	GOODBYE KISSES Cowboy Copas, Starday 621	1
22	-	YESTERDAY'S MEMORIES Eddy Arnold, RCA Victor 8160	1
23	30	FLYIN' SOUTH Hank Locklin, RCA Victor 8156	2
24	25	LONELY TEARDROPS Rose Maddox, Capitol 4905	7
25	-	FORBIDDEN LOVERS Lefty Frizzell, Columbia 42676	1
26	27	FORGIVE ME Beverly Buff, Bethlehem 3065	5
27	-	THE MAN WHO ROBBED THE BANK AT SANTA FE Hank Snow, RCA Victor 8151	1
28	22	VOLUNTEER Autry Inman, Sims 131	3
29	-	THE ONLY GIRL I CAN'T FORGET Del Reeves, Reprise 20158	1
30	26	HALF A MAN Willie Nelson, Liberty 55532	3

Minneapolis, 27; Leroy Van Dyke, Valdosta, Ga., April 25; Dublin, Ga., 26; Kitty Wells and Johnny Wright, Houston, April 24; San Antonio, 26; Dallas, 27; Flatt and Scruggs, Warrenton, Va., April 25; Ottawa, 25; Toronto, 27; Montreal, 28; Porter Wagoner, Montgomery, Ala., April 26; Tuscaloosa, Ala., 27.

Country music artists participated for the 11th consecutive year in the Sedgwick County Sheriff's Benefit Fund Show at the Forum, Wichita, Kan., April 19-20, with arrangements handled by Harry (Hap) Peebles, Wichita promoter. Talent brigade included Jim Reeves and the Blue Boys, Bob Wills and His Texas Playboys, Homer and Jethro, Loretta Lynn, Roy Clark and Joan Saltel. The same group also participated in Peebles' Easter tour, calling for stops in Salina, Kan.; St. Joseph, Mo.; Kansas City, Mo.; Sioux City, Ia.; Sioux Falls, S. D.; Lincoln, Neb., and Omaha. . . . Mickey Barnett and

the Wranglers, heard on ABS Records, are slated to appear with Roy Drusky and Connie Hall at Polish Hall, Hempstead, N. Y.; May 4, and Sons of Norway Hall, Brooklyn, May 5. Barnett's new ABS release is "I'm Sorry I've Cheated on You" b.w. "Just a Memory."

The gospel-singing Blackwood Brothers Quartet is set through the remainder of April as follows: Joplin, Mo., April 22; Fort Smith, Ark., 23; Odessa, Tex., 25; Lubbock, Tex., 26; Fort Worth, 27; Kansas City, Mo., 28; Springdale, Ark., 29, and Springfield, Mo., 30. . . . Hank Locklin embarked for England last week to work personals through mid-May. . . . Jack Allen, of Town & Country Enterprises, Amarillo, Tex., had Kitty Wells, Johnny Wright, Cousin Oswald and Bill Phillips in for a matinee and night show at VFW Hall, Tulsa, Tex., Sunday (21). Allen also had a Faron Young package, including Gene King, Billy Grammer, Jimmy Newman and locals Shirley

Dickson and the Dancing Dolls, Ann Beverly and Bob Goodnow, at City Auditorium, Amarillo, April 12, and another unit, with **Billy Grammer, Jimmy Newman, George Kent, Ann Beverly, Lou Walker and the Western Playboys**, at the high school auditorium, Floydada, Tex., April 13. In addition to his promotion work, Allen serves as country deejay at KBUY, Amarillo.

Promoter **Dick Schuler** of Monroe, Conn., has completed arrangements for another country-bluegrass show to be presented at Edmond Town Hall, Newtown, Conn., April 27. Headlining the proceedings will be **Bill Clifton**, along with **John Duffy and Charlie Waller and the Country Gentlemen**. Also appearing will be the **Country Ramblers**. . . . **Smiley Wilson**, of the Wil-Helm Agency, Nashville, has framed a country music dish comprising the **Wilburn Brothers, Margie Bowes, Earl Scott, Little Jimmy Dickens, Slim Whitman, Don Helms and Warren Smith** for showings at Clovis, N. M., April 22; Trinidad, Colo., 23; Colorado Springs, Colo., 24; Window Rock, Ariz., 25, and Tuba City, Ariz., 26.

Chet Ward, deejay at WTAQ, La Grange, Ill., hosted a promotion party given by the Hart-Van Recording Company of Anaheim, Calif., at the Capitol Hill Holiday Inn Motel, Nashville, April 19-20. All area disk jockeys were invited to attend. Also on hand to greet the guests was the personnel of Music City Distributing Company, Inc., Hart-Van Nashville rep. During the two-day session, Host Ward kicked off his new release on Hart-Van Records of "I Might Have Known" b.w. "My Faith in You" and his c.&w. release on Hi-Lee Records, "Hi-I-Dee" b.w. Storybook of Love." Also on hand was **Bill Madewell**, of the **Country Rhythmaires**, who plugged his Hi-Lee release of the **Claude King-Merle Kilgore** number, "King of the Mountain" b.w. "If You Got a Heartache."

Vee Jay Records artist **Tony Douglas**, who recently inked a personal-management contract with Tillman Franks Enterprises, Shreveport, La., is set for the April 15-28 period at the Navajo-Hogan Club, Colorado Springs, Colo. Working with him on the date is guitarist **Chuck Jennings**. . . . **Claude King, Kitty Wells, Johnny Wright, Oswald and Montana Slim** are set for a 35-day swing through Eastern Canada, starting at Halifax, N. S., May 8. King last week played Canadian dates for promoter **Marlin Payne**. . . . **Rusty York**, currently playing Midwestern clubs with his band, is prepping material for a folk song album to be produced by **Pat Nelson**. Rusty is riding high with his new release on the New Star label, "Sally Was a Good Old Girl," written by **Harlan Howard**.

Charlotte Harden, c.&w. deejay at WMRP, Flint, Mich., and the jumping yodeler, **Kenny Roberts**, are featured each Saturday night at 7, with staff band and guests, on WNEB-TV, Bay City, Mich., in a seg billed as the "Michigan Jubilee." "I was thrilled the other day," writes Charlotte, "to receive a telegram from **Oscar Davis** in Nashville, telling me that the 'Grand Ole Opry' stars, who will appear at Cobo Hall, Detroit, May 5, have voted me Miss Grand Ole Opry of Michigan for 1963. Our new record, 'The Search Is On' b.w. 'My Crazy Heart,' has just been released. It was produced by **Pete Drake**, who plays steel on it and features, among others,

Floyd Cramer and Billy Grammer."

Don Pierce, Starday Records chief, leaves his Madison, Tenn., headquarters Tuesday (23) to visit his firm's distributors in Seattle; Portland, Ore.; San Francisco, Los Angeles; Phoenix, Ariz., and El Paso, Tex. He will attend the Country Music Association board of directors meeting in Los Angeles April 29-30. . . . **Ernest Tubb and His Texas Troubadours** stop off for a return engagement at the Four Seasons, Aurora, Colo., April

26-27. **Marty Robbins** follows in at the same spot May 2-4. . . . **Clyde Beavers**, country singer and songwriter, and **Buddy Harmon**, drummer, have formed a new publishing firm, Jackpot Music, with offices at 817 16th Avenue, South, Nashville. . . . The **Johnny Cash** show is routed for the Coronado Theater, Rockford, Ill., April 23; University of North Dakota, Grand Forks, 24; Municipal Auditorium, Fargo, N. D., 25; Armory, Duluth, Minn., 26; Civic Auditorium, Milwaukee, 27, and Arie Crown Theater, Chicago 28.

Dick Damron's new RCA Victor release, coupling a pair of original compositions, "Double Trouble" and "Strangers Again," was released in Canada last week. . . . **Gene Boggs**, who appeared for several years on **Carlton Haney's** "New Dominion Barn Dance" in Richmond, Va., is now heard each Saturday at 3:30 p.m. over WOAY, Oak Hill, W. Va., with his **West Virginia Hillbillies**, comprising **Don Lawson, Kenny Boswell, Fred Tilman, Wesley Dozel, Mel Bennett and Romaine Mitchell**. . . . **Pal Brady**, country deejay

at WMRP Radio, Flint, Mich., recently signed to a recording pact by **Hal G. Neely**, general manager of King Records, Cincinnati, will have his first release for the label around May 1. Session was cut at the **Owen Bradley** studio in Nashville, with the tunes clefted by Sure-Fire Music writer, **Jack Ripley**.

May bookings for Oak Leaf Park, Luray, Pa., are **Ernest Tubb**, May 5; **Bill Anderson**, 12; **Don Gibson**, 18, and **Billy Grammer**, 26.

IT ALL ADDS UP TO



THE MAYOR'S COMMITTEE FOR THE ECONOMIC & CULTURAL DEVELOPMENT OF CHICAGO PRESENTS

JAZZ SUPPORTS THE SYMPHONY

STARRING ***Stan Getz**
 **Count Basie**
 ***Gary McFarland**
 **Jack Teagarden**



SAT., APR. 27 — 8:30 PM / SUN., APR. 28 — 2:30 PM

PLUS

MAJOR MARKET EXPOSURE TO CBS-TV AUDIENCES



CHICAGO
 WBBM-TV, Channel 2 MAY 20th, 9-10 PM

NEW YORK
 WCBS-TV, Channel 2 MAY 21st, 7:30-8:30 PM

PHILADELPHIA
 WCAU-TV, Channel 10 MAY 22nd, 8-9 PM

ST. LOUIS
 KMOX-TV, Channel 4 MAY 23rd, 8-9 PM

LOS ANGELES
 KNXT-TV, Channel 2 MAY 24th, 9:30-10:30 PM

THE RESULT: RED HOT PROMOTION FOR THESE FOUR GREAT VERVE ARTISTS AND THEIR CURRENT HIT ALBUMS



JAZZ SAMBA ENCORE!
 STAN GETZ with Luiz Bonfá and Maria Toledo. Getz's superb follow-up to JAZZ SAMBA (V/V6-8432) with Charlie Byrd.
 V/V6-8523



ON MY WAY & SHOUTIN' AGAIN
 COUNT BASIE With Neal Hefti. Newest performance by today's greatest big band! V/V6-8511



THE GARY MCFARLAND ORCHESTRA
 With Bill Evans. A jazz experience—the brilliant Evans piano set against the unusual McFarland orchestra.
 V/V6-8518



JACK TEAGARDEN
 With Bobby Hackett, Bud Greeman, others. A swinging romp by a band of jazz giants.
 V/V6-8495

THE JAZZ OF AMERICA IS ON



*Norman Schwartz Business Manager for Stan Getz & Gary McFarland, 161 West 54th St., JU 2-8854

R & B ROUNDUP

By NICK BIRO
(Chicago Office)

CHANGING TIMES: The old black and white cleavage between rhythm and blues and pop radio stations is fading. More and more of the traditional Negro r.&b. stations are picking up pop sounds, and the pop format stations are opening their doors to r.&b. records that used to be taboo. There's still a difference, but look at the signs of change. . . . At KXLW in St. Louis, Jimmy Bishop tells us

that the recent introduction of so-called "White sounding records" has dropped the r.&b. programming to where it constitutes only about 60 to 70 per cent of the total. . . . In Kansas City, KUDL, a traditional pop station, has trimmed its sails in a fight for number one ratings, and according to "Doc" Downey, the station's new evening deejay, the trimming will include a move from a "pop-rock to a hard-rock" sound. Look for more r.&b. sounds here. . . . In Chicago, Leonard Chess' new WVON is giving the city its strongest r.&b. sound in years. However, WYNR, which originally started as a "Negro-oriented station," has softened its sound to where it is very close to WLS, the city's big pop format rocker. . . . Incidentally, Chicago now has three "singles-swingin'" deejays battling during the evening: Dick Biondi (WLS), Dick Kemp (WYNR) and Herb Kent (WVON).

TOURSVILLE: Tamla-Motown's Motortown Review starts another three-month tour, opening at New York's Regal April 19. They're slated for St. Louis April 26 and will wind up the middle of June in New York's Apollo. The group includes: Little Stevie Wonder, Mary Wells, Marvelettes, Martha and the Vandellas, Marvin Gaye, Miracles, Contours and the Supremes. . . . Motown is releasing an album next week featuring the Motortown Review recorded live at the Apollo earlier this year. Motown is also putting out a new Mary Wells

release, "Your Old Standby," and one by Eddie Holland, "Baby Shake." . . . A new vocal group, The Four Tops, was signed by Tamla last week. They open at the Chicago Playboy shortly. . . . Stacy Records' John Dolan says that Al Casey's follow-up to "Doin' It" is a springtime version of "Indian Love Call." He says it's a "sock."

THANKS TO: "Chatty Hatty" of WGIV, Charlotte, N. C., who writes, "I always enjoy reading the Roundup and look forward to each issue." According to "Chatty Hatty," "Lovers" by the Blendtones on Success is getting the most requests; hottest tune by a female group: "Decatur Street" Patti LaBelle on Newtown; Number one tune by a male singer in Charlotte is "Send for Me" by Jimmy Wick on Lenox; Number one female single is Bobby Washington's "That's How Heartaches Are Made." Most promising record is "Why" by Roosevelt Grier on Battle. . . . Chalk up another one for writer Phil Spector—this time on Smash, "Dear (Here Comes My Baby)" by Toni Jones. Producer is Lester Sill, arranger Jack Nitzche. It broke in Boston and is getting r.&b. play in Pittsburgh.

PICKS: By Jimmy Bishop, KXLW, St. Louis, include: "If You Need Me" Solomon Burke, Atlantic; "The Love of My Man" Theola Kilgore, Serock. Bishop tells us that The Tabs ("Two Stupid Feet") are leaving St. Louis for a Philadelphia appearance, kicking off a theater tour. . . . Chicago's swingin' Potter Distributing Company has picked up Fortune, Hi-Q, Popular and Stereo-Oddities, and Joe Cerami is still in New York looking for more. Potter's John Muse is pounding everybody's ear on "I Miss You So," by Sonny Tio and the Orioles on the Charlie Parker label. Tio is trying for a come-back on this one. Muse is also hot on the tribute to Patsy Cline, Cowboy Copas, et al, "Angels From the Opry" Rusty Adams on Briar; and "Amazon Bossa Nova" The Cals on Loadstone.

HOT R&B SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 4/27/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	HE'S SO FINE Chiffons, Laurie 3152	9
2	2	BABY WORKOUT Jackie Wilson, Brunswick 55239	6
3	3	OUR DAY WILL COME Ruby & the Romantics, Kapp 501	9
4	5	I GOT WHAT I WANTED Brook Benton, Mercury 72099	5
5	6	DON'T SAY NOTHIN' BAD ABOUT MY BABY Cookies, Dimension 1008	5
6	4	SOUTH STREET Orlons, Cameo 243	9
7	7	END OF THE WORLD Skeeter Davis, RCA Victor 8098	7
8	10	HOW CAN I FORGET Jimmy Holiday, Everest 2022	7
9	21	ON BROADWAY Drifters, Atlantic 2182	2
10	23	THAT'S HOW HEARTACHES ARE MADE Baby Washington, Sue 783	2
11	13	I WILL FOLLOW HIM Little Peggy March, RCA Victor 8139	4
12	8	DO THE BIRD Dee Dee Sharp, Cameo 244	5
13	9	DON'T SET ME FREE Ray Charles, ABC-Paramount 10405	8
14	14	WATERMELON MAN Mongo Santamaria, Battle 45909	5
15	12	LAUGHING BOY Mary Wells, Motown 1039	9
16	25	TWENTY MILES Chubby Checker, Parkway 862	2
17	15	PIPELINE Chantays, Dot 16440	3
18	17	FOOLISH LITTLE GIRL Shirelles, Scepter 1248	3
19	-	PUFF (The Magic Dragon) Peter, Paul & Mary, Warner Bros. 5348	1
20	20	YOUNG LOVERS Paul & Paula, Philips 40096	2
21	-	IF YOU WANNA BE HAPPY Jimmy Soul, S.P.Q.R., 3305	1
22	26	SURFIN' U.S.A. Beach Boys, Capitol 4932	2
23	-	A LOVE SHE CAN COUNT ON Miracles, Tamla 54078	1
24	30	LOVE OF MY MAN Theola Kilgore, Serock 2004	2
25	-	RAINBOW Gene Chandler, Vee Jay 468	9
26	-	THIS EMPTY PLACE Dianne Warwick, Scepter 1247	1
27	29	HELP ME Sonny Boy Williamson, Checker 1036	4
28	-	COME AND GET THESE MEMORIES Martha & the Vandellas, Gordy 7014	1
29	11	WALK LIKE A MAN 4 Seasons, Vee Jay 485	12
30	18	TELL HIM I'M NOT HOME Chuck Jackson, Wand 132	10

WITH THE COUNTRY JOCKEYS

Continued from page 18

Will Shaner, of KPIK, Colorado Springs, Colo., will serve as emcee at the dinner-dance for the country music industry to be held May 6 at the Four Seasons nitery in Aurora, Colo., near Denver. Shaner will man the turntable to review new c.&w. releases during the 7-9 dinner period. A booth will be set up at the affair under the direction of Gladys Hart, C.&W. Record Promotions, Denver, to display the new releases as well as other information on record promotion. All deejays will be guests at the dinner-dance. Tickets for other members of the industry are \$2.25 per person for the dinner and dance. Tickets may be obtained from Homer Fiske, Fiske Publishing Company, Continental Terrace Building, 2785 N. Speer Boulevard, Denver 11.

Biff Collie, c.&w. jock at KFOX, Long Beach, Calif., hopped into Las Vegas recently to emcee a live album recorded by Tex Williams at the Mint nitery there for Liberty Records. Biff also tooted his trumpet on the session, which was produced by Tommy Allsup. . . . After three years at KCKN, Kansas City, Kan., Dick DeWitt is reported scouting for another turntable post. He is also reported dickering for a promotion-publicity job with one of the record companies. . . . "I have begged and pleaded with the record companies for material, but the response is still nil," writes Randy Hawkins, of WBZY, Torrington, Conn. "The only ones who serve us well are Hickory and Starday. I cover sections of New York, Massachusetts and Connecticut, and am in great need of spinning stuff, especially bluegrass."

Biff Collie, c.&w. jock at

BREAKOUT!


THESE ARMS OF MINE

VOLT 103

OTIS REDDING

VOLT RECORDS
distributed by
ATCO RECORDS

Mr. Dynamite is real Dynamite
in
"PRISONER OF LOVE"
King #5739
JAMES BROWN

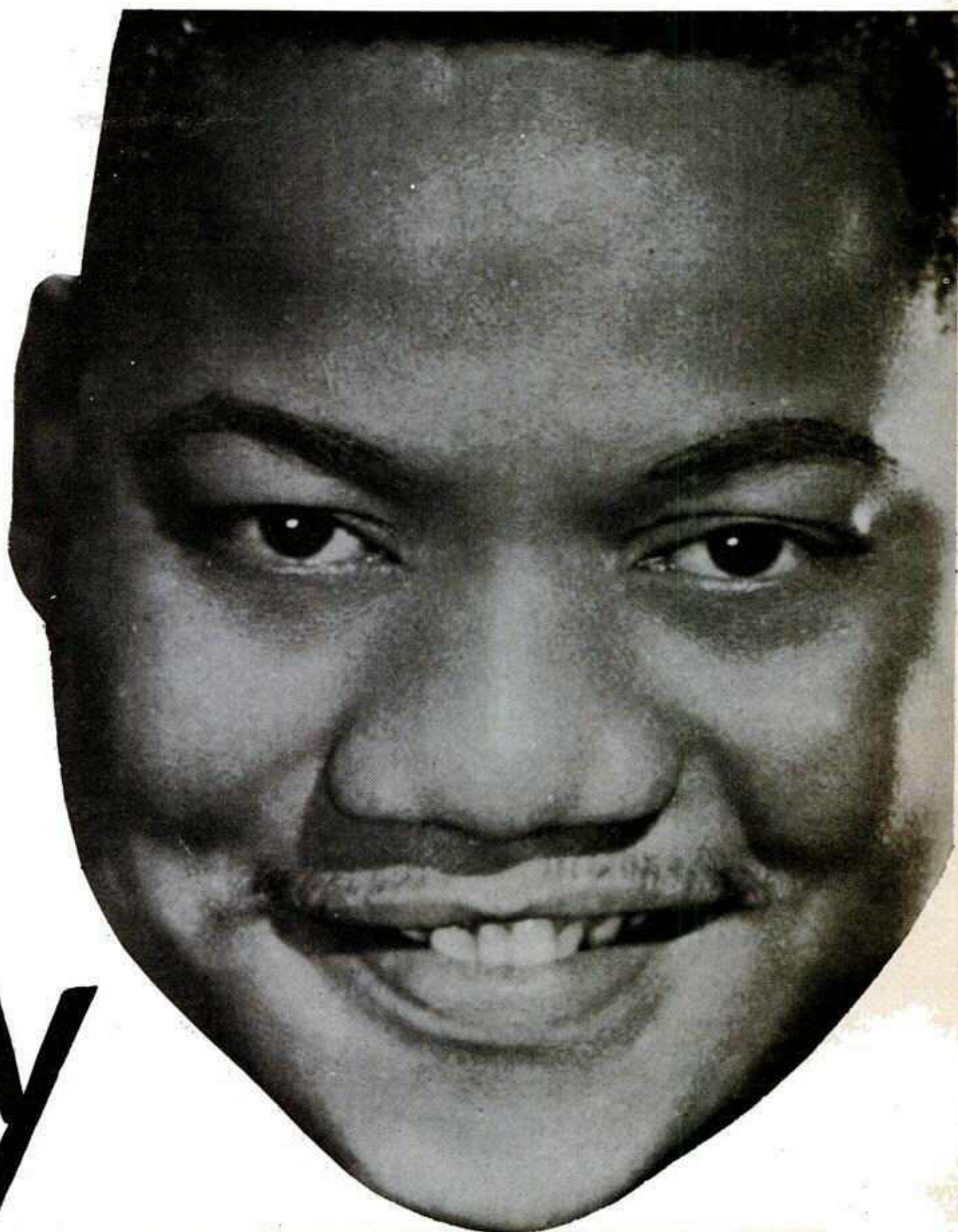


RECORDS
1540 Brewster Ave.
Cincinnati 7, Ohio
PLaza 1-2211

the
FUTURE
with a
promise



*.. thanks again
disc jockeys--*



Bobby BLAND

coming soon . . .

**"SOMETIMES YOU GOTTA'
CRY A LITTLE"**

b/w

"You're Worth It All"

Duke #366

current albums



DLP-75



DLP-74

Watch for New Album . . . Coming Soon!

Recording on:

DUKE RECORDS

Exclusively Booked by:

BUFFALO BOOKING AGENCY

2807 Erastus St.

Houston 26, Texas



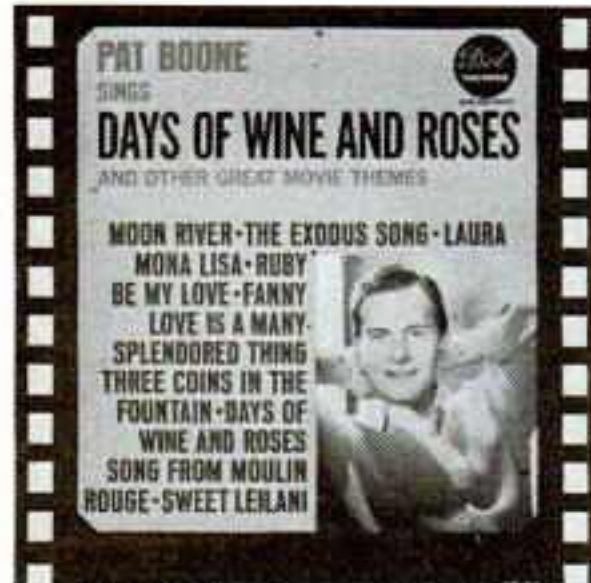
the nation's best selling records

FIVE SMASH ALBUMS ON DOT!

1963's EARLY HITS LAWRENCE WELK

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

DLP 3510 DLP 25510



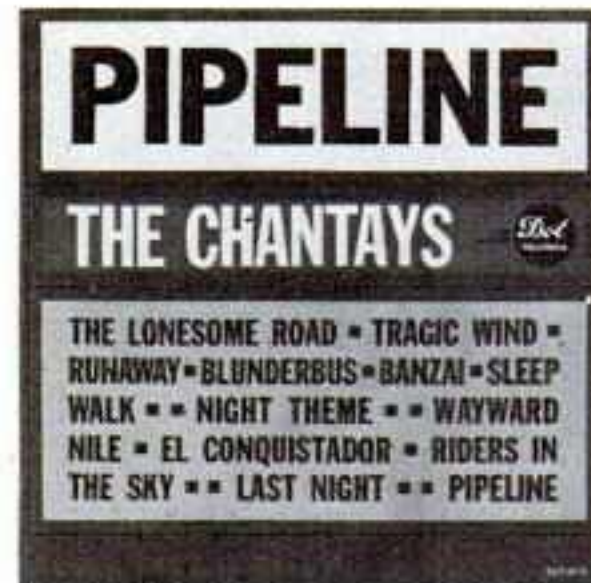
DLP 3504 DLP 25504

1962's GREATEST HITS BY BILLY VAUGHN

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



DLP 3497 DLP 25497



DLP 3516 DLP 25516



DLP 3515 DLP 25515

SMASH HIT SINGLES!

- #16440 **Pipeline** **The Chantays**
- #16453 **Hot Pastrami** **The Dartells**
- #16457 **Gravy Waltz / Preacherman** **Steve Allen**
- #16456 **Granny's Pad / Blues Bouquet** **The Viceroy's**
- #16454 **I Wonder Where You Are Tonight / Dream Girl** **Arthur Alexander**
- #16467 **I Just Do / Load 'Em Up** (AN' KEEP ON STEPPIN') **Jimmie Rodgers**

BEST SELLING SINGLES

- #16448 **Heartaches / Happy Melody** **The String-A-Longs**
- #16466 **The Town Sleeps Through It / Your Old Love Letters** **Chase Webster**
- #16452 **Blue (The Original!)** **Bill Lindsey**
- #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**
- #16439 **Days Of Wine And Roses / Meditation** **Pat Boone**
- #16451 **The End Of The World / Big City** **The Mills Brothers**
- #16455 **Sorry (For The Way I Treated You) / Boss Strikes Back** **The Rumlbers**
- #16458 **Stripper's Sugar Blues / You Made Me Love You** **Seymour**

HIT ALBUMS ON DOT

25510	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
25016	3016	THE GOLDEN INSTRUMENTALS Billy Vaughn

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
25509	3509	BOSS The Rumlbers

VJ PICKS

10 WEEKS — JUST BEGINNING TO POP!

"RAINBOW"

GENE CHANDLER

Veejay #468

"FRISCO BLUES"

JOHN LEE HOOKER

Vee Jay #493

"WHATEVER YOU WANT"

JERRY BUTLER

Vee Jay #486

"SECOND BEST"

BARBARA JACKSON

Vee Jay #507

DJ's Delight

"MR. FIX IT"

JIMMY JONES

Vee Jay #505

"THE LONELIEST GUY"

BOBBY TROY

Mohawk #136

"HEY LITTLE RUNAROUND"

JON COREY

Vee Jay #514

"LONGTIME NO SEE"

TRACY DEY

Vee Jay #506

Hard Rock!

"VOODOO"

DAVID MORRISON

Vee Jay #516



1449 S. MICHIGAN AVE., CHICAGO 5, ILL.

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

SKEETER DAVIS

SOMEBODY ELSE ON YOUR MIND

(Moss Rose, BMI) (2:45)—RCA Victor 8176

Strong follow-up wax here to Skeeter's big "End of the World" smash. It's a solid ballad, written by the thrush and sung with much warmth and feeling. Should be big. Flip is "I'm Saving My Love" (Samos Island, BMI) (1:59).

POP SPOTLIGHT

BILL PURSELL

LOVED

(Cramart, BMI) (3:08)

STRANGER

(Cedarwood, BMI) (2:38)—Columbia 42780

"Our Winter Love" has been big for the Nashville pianist and these new sides should follow right along. Both are done with simple good taste, featuring the piano against lovely, simple arrangements for strings and voices. Powerful coupling.

POP SPOTLIGHT

SLIM WHITMAN

SO LONG MARY

(Travis, BMI) (2:18)—Imperial 5938

Whitman has been making good records lately and this is one of the best. It's a story of a soldier boy leaving home and girl for overseas. It's full of the material, flag-waving feeling and it has a real chance. Flip is "What'll I Do" (Travis, BMI) (2:10).

POP SPOTLIGHT

BOB MOORE

KENTUCKY

(Gower, BMI) (2:42)—Monument 814

Bob ("Mexico") Moore is back with a bright instrumental rocker that is in the Tex-Mex groove, even though it's called "Kentucky." A winning side and a winning sound. Flip is "The Flowers of Florence" (Combine, BMI) (1:58).

POP SPOTLIGHT

NAT KING COLE

THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER

Coment Music (ASCAP) (2:22)—Capitol 4965

Nat Cole may have a side here to rival his "Ramblin' Rose" smash of last year. It's a happy, rollicking, sing-along with a strange old-time "straw hat and cane" flavor. Great for boxes, jocks and sales. Flip is "In the Cool of the Day" (Hastings, BMI) (2:35).

POP SPOTLIGHT

THE CORVELLS

THE JOKE'S ON ME

(White Castle, BMI) (2:08)—Cub 9122

Girl group features a strong lead telling of her troubled times at a party where she sees her boy friend with another girl. Strong teen lyric, done well. Flip is "One (Is Such a Lonely Number)" (Chapter, BMI) (2:43).

POP SPOTLIGHT

ROGER MILLER

(Tree, BMI) (2:25)—RCA Victor 8175

Roger Miller, a strong country artist, has a chance to make it on the pop scene, too, with this powerful piece of ballad material which he sings in fine style. Warm backing helps a lot. Flip is "I Know Who It Is (And I'm Gonna Tell on Him)" (Tree, BMI) (2:00).

POP SPOTLIGHT

THE IKETTES

PRISONER IN LOVE

(Placid, BMI) (2:11)—Teena 1702

The Ikettes come through with a rocking vocal on this wild tune about a gal with love problems. The laughing-crying voice in the backing adds a gimmick sure to attract attention for the disk. Flip is "Those Words" (Placid, BMI) (1:50).

POP SPOTLIGHT

TONY BENNETT

THE GOOD LIFE

(Paris, ASCAP) (2:14)

SPRING IN MANHATTAN

(Bregman, Vocco & Conn, ASCAP) (2:35)—Columbia 42779

Either of these sides could be No. 3 in Bennett's current hit string. The nod goes to the top side, a lovely ballad from his "I Wanna Be Around" album, but the flip, a lyrical piece of material somewhat on the "San Francisco" geographical groove, could also go.

POP SPOTLIGHT

JACK AND JILL

VERY FEW HEARTACHES (Very Few Tears)

(Brad-House & Flori, BMI) (1:54)—Arlen 726

Here's a new boy-girl duo that clicks strongly on this debut effort. It's a good ballad, with a teen feel, done much in the style of Paul and Paula. Teens will get the message. Watch it. Flip is "Laurie's Love" (2:17).

POP SPOTLIGHT

GARY (U. S.) BONDS

I DON'T WANNA WAIT

(Rock Masters, BMI) (2:34)—LeGrand 1027

A rousing side, sung with much spirit by Bonds, could make this swinger into a big one with the dancing teen crowd. It moves. Flip is "What a Dream" (Rock Masters, BMI) (2:32).

POP SPOTLIGHT

BILL HALEY AND THE COMETS

TENOR MAN

(Robinson, ASCAP)—Newton 5013

It's been a long time since Bill Haley has had a hit, but it could happen again with this exciting, shouting side. He sells the lyric with gusto backed by a "ya ya" girls' chorus. Watch it. Flip is "Up Goes My Love" (Robinson, ASCAP).

POP SPOTLIGHT

THE CASTAWAYS

RUN CHARLIE, RUN

(Calaban, BMI) (2:22)—Star-Delta 805

These boys are in the Kingston Trio groove and come through with a spirited reading of a contemporary folk item. Lads are better than most and could prove a top sleeper. The flip is "Poor Boy's Dream" (Calaban, BMI) (2:37).

POP SPOTLIGHT

JON ABNER

MAMA'S BOY

(Abnak, BMI) (2:20)—Mercury 72115

A wild side, sung with pathos and strong country kick by the artist. It's a winner that tells a sad story of a lad whose father dies when he's young and is raised by his mother. The flip is "Maybe Tomorrow" (Abnak, BMI) (1:50).

POP SPOTLIGHT

BOBBY DARIN

18 YELLOW ROSES

(TM Music, BMI) (2:15)—Capitol 4970

This side is again in the c.&w. idiom but a little more Western than country. It's a ballad in the Tex-Mex groove with strong string and choral work behind the singer. The flip is "Not for Me" (TM Music, BMI) (2:15).



C.&W. SPOTLIGHT

ROY DRUSKY

**SHE NEVER CRIED
WHEN SHE WAS
MINE**

(Pamper, BMI) (2:03)—Decca 31486

Another top Harlan Howard song here and it's given a moving reading by the country star. The side's a weeper that should score again in the country field. The flip is "Divided Love" (Moss Rose, BMI) (2:26).



SPECIAL MERIT SPOTLIGHT
POP DISK
JOCKEY PROGRAMMING

MAXIM SAURY

**TU ES LA
(Turn Around,
Look at Me)**

(American, BMI) (2:00)

**J'ENTENDS SIFFLER
LE TRAIN
(500 Miles)**

(Friendship, BMI) (2:32)—Impulse 215

Two fine change-of-pace programming instrumentals that could go nationally. The first has the edge. It is a sub-tone clarinet opus done with a haunting melody done in the trad jazz style. The second side is the folk-styled hit in an instrumental trad jazz vein.



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

DIANE RENAY

★★★★ A Dime a Dozen (Saturday, ASCAP) (2:30)—★★★★ Tender (Saturday, ASCAP) (2:28). ATCO 6262

GISELE MacKENZIE

★★★★ Loser's Lullaby (Marks, BMI) (2:43)—★★★★ By Myself (DeSylva, Brown & Henderson, ASCAP) (2:16). MERCURY 72113

FRANKIE AVALON

★★★★ Heartbeats (Mar-Nick, BMI) (2:25) —★★★★ Cleopatra (Debmars, ASCAP) (2:35). CHANCELLOR 1135

GENE CHANDLER

★★★★ Check Yourself (Jobete, BMI) (2:40) —★★★★ Forgive Me (Karian-Conrad, BMI) (2:11). VEE JAY 511

JOHNNY BEECHER

★★★★ Reveries (Probe, BMI) (2:28) —★★★★ Summit Ridge Drive (Winfield, ASCAP) (2:39). CHARTER 6

SANTO AND JOHNNY

★★★★ Manhattan Spiritual (Zodiac, BMI) (2:25)—★★★★ The Wandering Sea (T. M., BMI) (2:27). CANADIAN-AMERICAN 155

JESS AND JAMES

★★★★ Welcome to the Club (Pambill-Odin, ASCAP) (1:57) —★★★★ Sleeping Beauty (Pambill - Odin, ASCAP) (1:55). CARLETON 590

THE HOLLYWOOD ARGYLES

★★★★ (My Real Boss) Bossy-Nover (Tenn.-Garpax, BMI) (1:50)—★★★★ Find Another Way (Garpax, BMI) (1:40). FELSTED 8674

SANDY NELSON

★★★★ Alexes (Travis, BMI) (2:00)—★★★★ You Name It (Travis, BMI) (2:42). IMPERIAL 5940

NANCY LaMARR AND OSCAR McLOLLIE

★★★★ Love's a Funny Little Game (Kavlin, BMI) (1:59)—★★★★ Tonight You Belong to Me (Mills, ASCAP) (2:13). SAHARA 100

THE INTRUDERS

★★★★ Wild Goose (American, BMI) (1:45) —★★★★ Trambone (Athens, BMI) (2:00). SAHARA 101

THE ULTRA MATES

★★★★ The Huckle-Buck (United, ASCAP) (2:40)—★★★★ Pitter Patter (Michele, BMI) (2:53). CHARTER 4

CAROL SLOANE

★★★★ Don't Worry 'Bout Me (Mills, ASCAP) (2:33)—★★★★ It's All Over for Me (Knollwood, ASCAP) (2:32). COLUMBIA 42772

TOBIN MATTHEWS

★★★★ Break It Easy (American, BMI) (2:23)—★★★★ Please Keep Me in Mind (Spanka-Tybee, BMI) (3:00). COLUMBIA 42771

JOHN BARRY

★★★★ The James Bond Theme (Unart, BMI) (1:57)—★★★★ March of the Mandarins (Unart, BMI) (3:00). UNITED ARTISTS 581

BOBBY TROU

★★★★ The Loneliest Guy (Barcone, BMI) (2:20)—★★★★ Sugar (Barcone, BMI) (1:55). MOHAWK 136

MONICA KIRBY

★★★★ Scary Movies (West'm, ASCAP) (2:16) —★★★★ Johnny Trouble (Four Star Sales, BMI) (2:36). CORAL 62358

FLORRAINE DARLIN

★★★★ I'm Goin' Dancin' (Out of Your Life) (Arch, ASCAP) (2:19)—★★★★ Spring Is Comin' In (Valleydale, BMI) (2:22). EPIC 9589

ERNIE AND THE HALO'S

★★★★ The Girl From Across the Sea (Angel Marie) (Dandelion, BMI) (2:17)—★★★★ Dartin!!! Don't Make Me Cry (Dandelion, BMI) (2:20). GUYDEN 2085

THE MAJESTICS

★★★★ Strange World (Padua-Poochum, BMI) (2:20)—★★★★ Everything Is Gonna Be All Right (Farogay Star, BMI) (3:06). LINDA 111

BILLY BISHOP

★★★★ What Is Life (Charleston, BMI) (2:35)—★★★★ I'll Always Forgive You (Charleston, BMI) (2:37). ASCOT 2128

HUGH MASEKELA

★★★★ Satisfying Song (Makeba, ASCAP) (2:04) —★★★★ Wimoweh (Gallo, Ltd., (PRS), ASCAP) (2:18). MERCURY 72120

COUNTRY

BILL MONROE AND HIS BLUE GRASS BOYS

★★★★ There Was Nothing We Could Do (Robinson, BMI) (2:32)—★★★★ Big Sandy River (Champion, BMI) (2:20)—Decca 31487

THE SPOTNICKS

★★★★ Orange Blossom Special (Leeds, ASCAP) (2:11)—★★★★ Hava Nagila (Leeds, ASCAP) (2:17). ATCO 6261

FRANK TAYLOR

★★★★ Snow White Cloud (Yonah, BMI) (2:27)—★★★★ Send Her Back to Me (Yonah, BMI) (2:29). PARKWAY 869

JAZZ

BUD SHANK AND CLARE FISCHER

★★★★ Brasamba! (Bossa Nova) (Shank, ASCAP) (2:50) —★★★★ O' Barunho (Little Boat) (Duchess, BMI) (2:32). WORLD PACIFIC 370

THE JAZZ CRUSADERS

★★★★ No Name Samba (Bossa Nova) (West Coast, ASCAP) (2:25)—★★★★ Tough Talk (West Coast, ASCAP) (2:16). WORLD PACIFIC 371

SPIRITUAL

THE ORIGINAL BLIND BOYS OF ALABAMA

★★★★ What He's Done for Me (Conrad, BMI) (2:10)—★★★★ After a While (Conrad, BMI) (2:15). VEE JAY 923

THE MASTER KEYS

★★★★ Up Today and Down Tomorrow (Dzona, BMI) (2:28) —★★★★ Jesus Is Calling (Dzona, BMI) (2:35). ARK 106

THE CHARIOT WHEELS

★★★★ How About You? (Dzona, BMI) (3:00) —★★★★ Servin' Him All the Time (Dzona, BMI) (2:45). REJO 1002

WILLIS SISTERS

★★★★ Somebody Touched Me (Dzona, BMI) (2:55) —★★★★ Lord God He Save Me (Dzona, BMI) (2:30). REJO 1000

SACRED

THE OAK RIDGE BOYS

★★★★ This Ole House (Hamblen, BMI) (2:05)—★★★★ Early in the Morning (Pepamar, ASCAP) (1:28). WARNER BROS. 5359

(Continued on page 36)

V J PICKS

FOUR (4) TIMES IN!

**"AIN'T THAT A SHAME"
4 SEASONS**

VEE JAY #512

EXCITING!

**"LITTLE
LATIN
LUPE"
THE RIGHTEOUS
BROTHERS
MOONGLOW #215**

BEST TO DATE

**"SHAME,
SHAME,
SHAME"
JIMMY REED
VEE JAY #509**

A WILD ONE!

**"SPRING"
BIRDLEGS
and
PAULINE
VEE JAY #510**

**"TWO
YOUNG
FOOLS
IN LOVE"
ANITA WOOD
SANTO #9008**

**"BALLIN'
THE JACK"
THE VISCOUNTS
MISTER PEEKE #125**

**"PLEASE,
PLEASE ME"
BEATTLES
VEE JAY #498**



RECORDS

1449 S. MICHIGAN AVE., CHICAGO 5, ILL.

"Who looks after you at RCA Custom?"



YOUR SALESMAN

(His business is your business! Does Macy's tell Gimbeis? No sir, his integrity is above reproach.)



YOUR ENGINEER

(The best is assigned to you—we don't have any other kind. Your wish is his command.)



SKILLED HANDS

(Hands guided by years of experience treat your records with know-how from master to final product.)



INSPECTORS

(Sharp ears check your record every step of the way. Nothing passes but perfection!)



PACKAGERS

(Even at the very last minute your record is visually inspected before it's slipped into its package.)



GUARDS

(Policemen on our payroll protect plants and warehouses around the clock.)



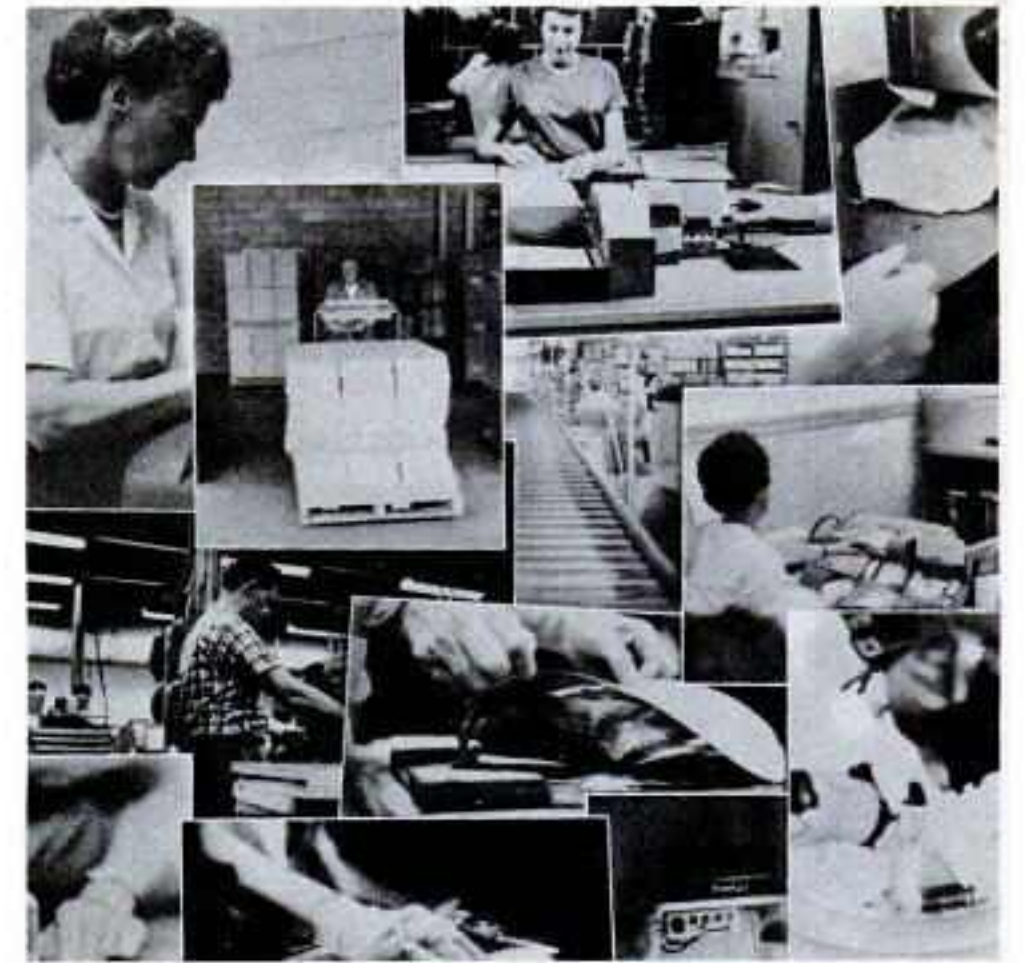
SHIPPERS

(There's a U.S. Post Office Sub-station right at the Rockway plant. Could shipping be faster?)



ACCOUNTANTS

(The inevitable bill follows the invoice—but we do all the paper work. Makes it almost nice to pay!)



EVERYBODY!

When we say "Custom," we mean "custom"—right from our up-to-the-minute recording facilities to your finished product, shipped overnight to your distributors in all major markets! Next time you need anything in recorded sound, for instant personal attention, just give us a call!

RCA CUSTOM RECORD SALES...THE MOST TRUSTED NAME IN SOUND AND SERVICE

155 East 24th St., New York 10, N. Y., MU 9-7200 ■ 445 N. Lake Shore Dr., Chicago 11, Ill., WH 4-3215 ■ 800 17th Ave. S., Nashville 3, Tenn., AL 5-5781 ■ 1510 N. Vine St., Hollywood 28, Cal., OL 4-1860



ALBUM REVIEWS



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



POP SPOTLIGHT
DION SINGS TO SANDY
(and all his other girls)
Laurie LLP 2017

Here are more hits by Dion when he was on the Laurie label. His current Laurie smash "Sandy" is included, of course, plus "Little Girl," "Just You," "Little Diane," "Runaway Girl" and "My Private Toy." Strong teen stuff for the chanter's admirers.



POP SPOTLIGHT
THE NEW CHRISTY MINSTRELS
TELL TALES!
Columbia CL 2017 (M);
CS 8817 (S)

Here's the second album for the unique, 10-member pop-folk chorale, and like the first, this one can also be a sales winner. There's a neat selection of material, carefully annotated by leader, Randy Sparks, including "Susianna," "Hills of Shiloh," "Julianna" and "Hallelujah I'm a Bum." Singing is infectious and full of enthusiasm.



Arthur Lyman Group
Life L 1010 (M)

Lyman has always been a consistent performer in the album derby and a solid push should be generated for this by the single, "Cottonfields," which is included and spotlighted on the LP jacket. The mood is very much in the usual tasteful Lyman style with in the usual tasteful Lyman style with "Greensleeves," "Hawaiian War Chant" and "Scarlet Ribbons" just a few of the other top-flight tracks beside the title tune.



POP SPOTLIGHT
LIVING IT UP!
Bert Kaempfert & His Ork.
Decca DL 4374 (M);
DL 74374 (S)

Guitars, flutes and drums are spotted along with the distinctive Kaempfert style here in a group of his original tunes coupled with one standard, "In the Mood." Kaempfert teamed up with Joseph C. Garland, Herbert Rehbein, Lutz Templin and Roy Liene to pen the special material. Overall the album has the same hit flavor as Kaempfert's earlier albums.



POP SPOTLIGHT
THE WORLD'S GREAT LOVE SONGS
Mario Del Monaco with Mantovani & His Ork. London LL 3280 (M); PS 280 (S)

A coupling of two of London's most salable artists in their first joint venture. Del Monaco, more familiar in operatic roles, turns his fine tenor voice to such diverse items as "Tonight," from "West Side Story"; "Serenade," from "The Student Prince"; "Be My Love" and "Girls Were Made to Love and Kiss." A powerful item.



POP SPOTLIGHT
SURFIN' U. S. A.
Beach Boys. Capitol T 1890 (M); ST 1890 (S)

The Beach Boys are perhaps the best known group and certainly one of the earliest to be identified with the surfing sound. Here the boys, who are good on vocals as well as the down sound of the guitars, do their big hit, "Surfin' U.S.A.," as well as a raft of good, new items like "Farmer's Daughter," "Misirlou," "Lonely Sea" and "Shutdown." Good photos adorn both front and back covers.



POP SPOTLIGHT
MORE HIT TV THEMES
Nelson Riddle & His Ork
Capitol T 1869 (M); ST 1869 (S)

Nelson Riddle gives his usual imaginative and exciting treatment—both in arrangement and performance—to six more familiar TV themes. This album, apt follow-up to his last waxing of TV themes, will without doubt outlive many of the TV shows Riddle has saluted so well. The bill features "The New Naked City Theme," "The Beverly Hillbillies," "The Lucy Show," "Bonanza," "McHale's Navy," "Supercar" and others.



POP SPOTLIGHT
LATIN RENDEZVOUS
Mantovani & His Ork. London LL 3295 (M); PS 295 (S)

The versatile maestro turns his attention to the Latin milieu here with admirable results. The material consists of well-known Latin standards such as "Granada," "Malaguena," "Siboney," "Amapolita" and "La Paloma." The set is featured as one of three new packages in the May-Is-Mantovani Month program, involving extra promotion and advertising on the Mantovani catalog.



POP SPOTLIGHT
BIG NOISE FROM WINNETKA
Bob Haggart & His Ork
Command RS 849 (M); RS 849 SD (S)

Here's another stylish Command set that has the joint appeal of nostalgia and great sound. Haggart recreates in big band, modernized style some of the great hits of that band, including the title tune, plus "What's New," "South Rampart Street Parade," "I'm Prayin' Humble" and others. Fine wax, handsomely recorded.

POP SPOTLIGHT
CLASSICAL ENCORES
Mantovani & His Ork. London LL 3269 (M); PS 269 (S)

One of three simultaneously released Mantovani sets, this is timed to be part of the annual May-Is-Mantovani Month special promotion. It's a natural for lush mood listening and programming, with such familiar items as "None But the Lonely Heart," "Barcarolle," "On Wings of Song" and "Largo." Strong wax that can make a dent.



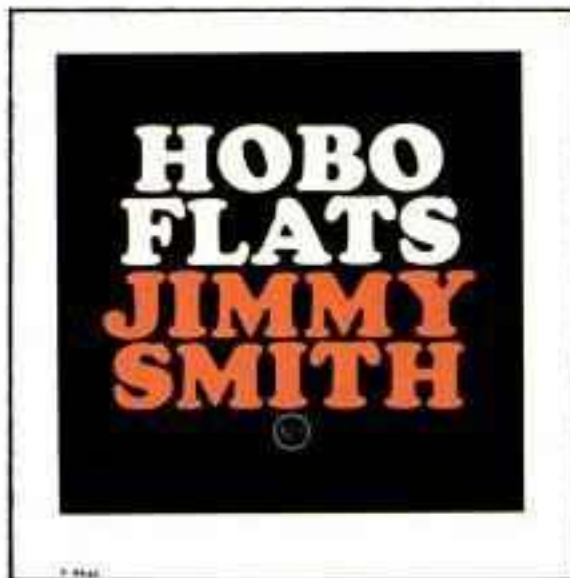
POP SPOTLIGHT
SOLID GOLD HITS
Various Artists
Imperial LP 9230

To the teeners and to some adults too, this album will be solid gold. Here is Fats Domino singing "I'm Walkin'" and "Blueberry Hill"; Sandy Nelson playing "Let There Be Drums" and "Birth of the Beat"; Shirley Lee with the original "Feel So Good" and "Let the Good Times Roll," and Ernie Freeman's "Raunchy." Solid.



POP SPOTLIGHT
HOBO FLATS
Jimmy Smith. Verve V-8544 (M); V6-8544 (S)

Here's organist Jimmy Smith's first LP since exclusively joining the Verve stable. The set has that big band funky sound through the arrangements of Oliver Nelson. The set also has touches of the bossa nova in a number of the tracks among them in "Meditation" and "Blueberry Hill." There's a fine version of Horace Silver's "Preacher" and a version of the hit "Walk Right In."



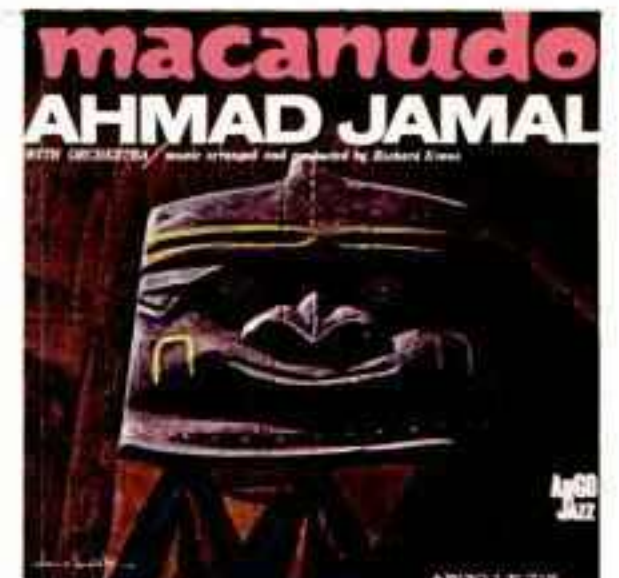
POP SPOTLIGHT
JAZZ SAMBA ENCORE!
Stan Getz & Luiz Bonfá
Verve V 8523

The bossa nova winner Stan Getz is back again for his third album done in the Brazilian rhythm. With him this time is one of the leaders of the bossa movement in its native country, guitarist, composer and singer Luiz Bonfá. It's a most attractive album with subtle use of voices and vocals by Maria Toldedo.



POP SPOTLIGHT
MACANUDO
Ahmad Jamal with Ork
Argo LP 712

The Jamal piano magic is teamed with strings and full ork on this album which is made up completely of bossa nova material written by Richard Evans. The album is a solid pop item, a fine thing for change of pace programming and non-Top 40 stations. It's very lyric in content and full of gentle and verveful melody with rhythm.



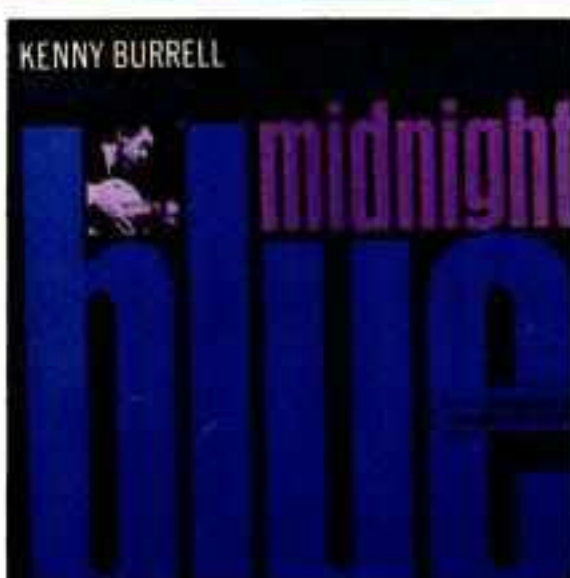
JAZZ SPOTLIGHT
BRASAMBA
Bud Shank/Clare Fischer/
Joe Pass
Pacific Jazz PJ 64 (M)

New variations on the bossa nova is the key feature of this new album sparked by the alto and flute work of Bud Shank. In addition to the soft and gentle bossa style Shank shows off some of the wilder bossa rhythms on "Samba de Orfeu" and "Brasamba." Other strong tracks are "Otem A Note" and "O Barquinho."



JAZZ SPOTLIGHT
DIG HIM!
Gene Ammons & Sonny Stitt
Argo LP 697 (M)

The two tenor men are both sizzling hot these days, and this solid outing of blowing that cooks all the way should grab plenty of attention. Assisted by a rhythm group consisting of George Brown, John Houston and Charles Williams, the boys alternate with great solos on a mixture of standard and fine originals. A set that will get plenty of play.



JAZZ SPOTLIGHT
MIDNIGHT BLUE
Kenny Burrell
Blue Note 4123

Guitarist Burrell has the blues letter perfect on this album. From track one, "Chitlins Con Carne," through the final "Saturday Night Blues," this is a vibrant set. It also features Stan Turrentine on tenor sax conga and regular accompaniment. Should be a solid seller in those areas that also see jazz move into r.&b.



COUNTRY SPOTLIGHT
THE NOVELTY SIDE OF GEORGE JONES
Mercury MG 20793 (M);
SR 60793 (S)

Here's a fine package of sides made when Jones was on the Mercury label. The majority of the tracks in a fast-stepping, country novelty groove with lost of rustic humor and swing. "Battle of Love," "White Lightning," "Jambalaya" and "If I Don't Love" are some of the fine tracks.



COUNTRY SPOTLIGHT
THE UNFORGETTABLE COWBOY COPAS
Starday SLP 234

Copas is gone but his voice is still with us and should continue to impress his many fans here and around the world. This album contains such favorites as "Alabam," "Filipino Baby," "God Put a Rainbow in the Clouds," and "Signed, Sealed and Delivered." A fitting tribute to a great artist.

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

150 BEST SELLERS—MONAURAL

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural best-selling records.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural best-selling records.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural best-selling records.

50 BEST SELLERS—STEREO

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 stereo best-selling records.

TWO BRAND NEW CHART BUSTERS FROM THE HOUSE OF HITS!

Just Released!



WEBB PIERCE

NOBODY'S DARLIN' BUT MINE

c/w

SANDS OF GOLD

31488



**A GREAT FOLLOW-UP TO THEIR HIT
" MY FOOLISH HEART "**



The

DEMENSIONS

FLY ME TO THE MOON (In Other Words)

c/w

YOU'LL NEVER KNOW

62359

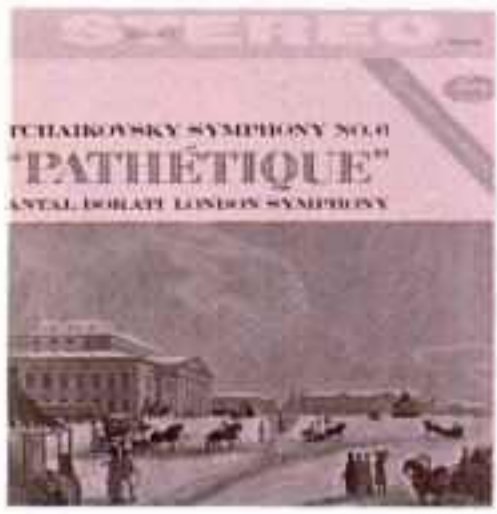


also

STOCK THEIR BEST SELLING LP
"MY FOOLISH HEART"
CRL 57430
CRL 757430 (STEREO)



ALBUM REVIEWS (continued)



CLASSICAL SPOTLIGHT
TCHAIKOVSKY SYMPHONY NO. 6, "PATHÉTIQUE"
 London Symphony (Dorati)
 Mercury MG 50312 (M);
 SR 90312 (S)

Dorati is back with another majestic performance with the London Symphony Orchestra. The album showcases the brooding, poignant sound of the Tchaikovsky 6th done in splendid stereo style. Package can account for a lot of sustained sales.



FLAMENCO SPOTLIGHT
SABICAS—FLAMING FLAMENCO GUITAR
 United Artists UAL 3236 (M);
 UAS 6236 (S)

Sabicas, one of the leading exponents of the flamenco guitar, has another fine album here, one that will, without doubt, appeal strongly to the ever-growing coterie of flamenco fans. He ranges here over many styles of flamenco music, performing the lovely melodies with grace and artistry. Many of the tunes are his own compositions, based on traditional songs.



COMEDY SPOTLIGHT
HUMOROUS FOLK SONGS BY GREENSLEEVES
 Cameo C 1031 (M); SC 1031 (S)

Here's a funny album with a sort of non-Borscht kind of Allen Sherman approach to folk melodies with adapted, topical lyric lines. For example, "Big Rock Candy Mountain" becomes "Big Jack Kennedy Mansion," while "Sweet Betsy From Pike" becomes "What Betsy (a Beatnik) Was Like" before she turned suburban. Another funny outing has to do with "Jolly Minnow" (Newton that is, chairman of the FCC). The material is cleverly put together and the artist has quite a touch, accomplished here with the benefit of live studio audience.



★ NATIONAL BREAKOUTS

MONO

BABY WORKOUT . . .
 Jackie Wilson, Brunswick BL 54110

THE WONDERFUL WORLD OF LOVE . . .
 Robert Goulet, Columbia CL 1993

GRAVY WALTZ AND 11 CURRENT HITS . . .
 Steve Allen, Dot DLP 3515

STEREO

THIS IS MY COUNTRY . . .
 Robert Shaw Chorale and the RCA Victor Symphony Ork.,
 RCA Victor LSC 2662

JOHNNY'S NEWEST HITS . . .
 Johnny Mathis, Columbia CS 8816

THE CASCADING VOICES OF HUGO AND LUIGI CHORUS . . .
 RCA Victor LSP 2644

BLAME IT ON THE BOSSA NOVA . . .
 Eydie Gorme, Columbia CS 8812

ALL ALONE AM I . . .
 Brenda Lee, Decca DL 74370

★ 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

WATERMELON MAN! . . .
 Mongo Santamaria, Battle 6120

SOUNDPOWER! . . .
 Marty Gold & His Ork, RCA Victor LPM 2620

I COULD GO ON SINGING . . .
 Sound Track, Capitol W 1861

LES McCANN LTD. PLAYS THE SHAMPOO AT THE VILLAGE GATE . . .
 Pacific Jazz PJ 63

HOW THE WEST WAS WON . . .
 Sound Track, MGM 1E5

UP ON THE ROOF . . .
 Drifters, Atlantic 8073

JAZZ SAMBA ENCORE! . . .
 Stan Getz & Luiz Bonfá, Verve V 8523

CROSS-COUNTRY CONCERT . . .
 Brothers Four, Columbia CL 1946

ONLY YOU . . .
 Mr. Acker Bilk, Atco 150

YOU'VE REALLY GOT A HOLD ON ME . . .
 Miracles, Tamla TM 238

IT DON'T MAKE NO DIFFERENCE . . .
 Dave Gardner, Capitol T 1867

SURFING . . .
 Ventures, Dolton BLP 2022

TELL HIM . . .
 Exciters, United Artists UAL 3264

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

TEEN-AGE TRIANGLE . . .
 James Darren, Shelley Fabares, Paul Petersen, Colpix CP 444

STEREO

I COULD GO ON SINGING . . .
 Sound Track, Capitol SW 1861

YOU'RE THE REASON I'M LIVING . . .
 Bobby Darin, Capitol ST 1866

PUCCINO: MADAME BUTTERFLY . . .
 Various Artists, RCA Victor LSC 6160

BROADWAY—MY WAY . . .
 Nancy Wilson, Capitol T 1828

THE WONDERFUL WORLD OF LOVE . . .
 Robert Goulet, Columbia CS 8793



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

LOVE IS A BALL
 Sound Track, Philips PHM 200-082 (M);
 PHS 600-082 (S)

The new United Artists release is a gay romp of romantic adventure on the French Riviera, and it has the name backing of three top performers, Charles Boyer, Glenn Ford and Hope Lange. Beyond that, and of importance to record buyers, is the fresh and imaginative score portraying broad moods, prepared by Michael LeGrand. A number of themes make pleasant listening, particularly the "Love Is a Ball" main title theme. It has a chance for wide exposure.

POP SPECIAL MERIT

PLAY A HAPPY SONG
 Guy Lombardo & His Royal Canadians
 Decca DL 4371 (M); DL 74371 (S)

Lombardo and the boys maintain a swing-in, up-tempo pace throughout this new album, featuring a honky-funk piano and a saloon, sing-along chorus on most of the happy songs like "Dummy Song," "Red Head," "Last Night on the Back Porch," "Does the Spearmint Lose Its Flavor on the Bedpost Over Night" and "Sweet Violets." This one will go great with Lombardo fans as well as lovers of the old-time songs.

POP SPECIAL MERIT

THE BIRD AND OTHER GOLDEN DANCING GROOVES
 Dreamlovers

Columbia CL 2020 (M); CS 8820 (S)
 A good rocking set, packed with a flock of different dance beats, ranging from "Charleston" to "The Bird," the title ditty and a smash for another group. Group name Dreamlovers here, seems to apply only to a hard-working solo male vocalist, working with rhythm combo and good horn sounds. Selection includes "Loco-Motion," "Pony Time," "Ballin' the Jack," "The Slide" and others. Fine dance wax.

POP SPECIAL MERIT

THE SWEETEST SOUNDS
 Wayne King & His Ork
 Decca DL 4368 (M); DL 74368 (S)

This is Wayne King's strongest offering in some time. The Waltz King's willowy clarinet is strongly backed up and surrounded with a chorus of lush singing strings. The tunes are both current favorites and standards like "The Sweetest Sounds," "Days of Wine and Roses," "I Left My Heart in San Francisco," "My Heart Stood Still" and "Alley Cat." A delightful collection.

CLASSICAL SPECIAL MERIT

BRAHMS: DOUBLE CONCERTO; MENDELSSOHN: TRIO
 Pablo Casals, Jacques Thibaud, Alfred Cortot. Angel COLH 75 (S)

This album should be a real find for the classical buyer. The Brahms "Double Concerto" was recorded in Barcelona May, 1929, with Jacques Thibaud, violin, and Alfred Cortot conducting the Pablo Casals orchestra. The "Trio No. 1 in D" by Mendelssohn was recorded in London June, 1927, with Cortot and Thibaud playing with Casals. With this album is a booklet that gives background on the artists and the works.

CLASSICAL SPECIAL MERIT

PROKOFIEV: ROMEO AND JULIET
 Minneapolis Symphony Orchestra
 (Skrowaczewski)
 Mercury MG 50315 (M); SR 90315 (S)

With its new conductor, Stanislaw Skrowaczewski, the Minneapolis offers a brilliantly recorded (35 mm. film process) version of what is actually a still infrequently recorded work. Few other versions exist and none of these compare with this fine, new performance, packaged most attractively with a cover painting depicting the tragedy of Romeo and Juliet. No immediate take-off is to be expected here, but the package has considerable long-term value to catalog houses.

CLASSICAL SPECIAL MERIT

RAVEL: RAPSDIE ESPAGNOLE; IBERT: ESCALES
 Detroit Symphony Orchestra (Paray)
 Mercury MG 50313 (M); SR 90313 (S)

This is the latest, actually the seventh, of a continuing French series by this notable ensemble. Ravel is represented by four works of varying mood and intensity, including the "Rapsodie Espagnole," "Alborada del Gracioso," "La Valse," and "Pavane pour Une Infante Defunte," all of them well known and frequently recorded. These and Ibert's "Ports of Call," recorded on an earlier package by Paray, comprise the delightful moody program. Living presence disk process, as usual, comes through with power.

CLASSICAL SPECIAL MERIT

WORKS OF PROKOFIEV, HAYDN, SPOHR AND HONEGGER
 David & Igor Oistrakh
 Monitor MCS 2058 (S)

These are European-made recordings of the Oistrakhs and there are few available which better show the beautiful texture of the violin's singing quality or the consummate skill of these artists. The recording has handsomely captured all the sound values of the instruments in this delightful selection which includes four works for violin duet by Haydn, Louis Spohr, Honegger and Prokofiev. A masterful group of performances.

JAZZ SPECIAL MERIT

ORCHESTRA U. S. A.
 Colpix CP 448 (M); SCP 448 (S)

This is the debut LP of the newly organized orchestra which incorporates a large string section and symphonic leanings which is under the direction of John Lewis. The music should prove a point of interest for jazz lovers. The sound of the orchestra playing music by Lewis and Gary McFarland also features sax solos by Eric Dolphy and Phil Woods as well as others.

JAZZ SPECIAL MERIT

BOSSA NOVA
 Bola Sete
 Fantasy 8349 (S)

Here's a bossa nova album that really deserves attention from pop disk jockeys, especially those with non-Top 40 formats. The set is as simple as can be, with fine guitar playing from Sete. "Manha de Carnaval," "My Different World," "Dilemma" and "Sweet Thing" are some of the better tracks.



LOW-PRICE POP SPOTLIGHT
LIVING STRINGS PLAY NIGHT THEMES
 RCA Camden CAL 755 (M);
 CAS 755 (S)

The Living Strings come through with warm and smartly performed versions of a flock of standards here. They display the arranging talents of Charlie Albertine, Irwin Kostal and Sid Ramin on such tunes as "Night Theme," "I Concentrate on You," "Twilight Time," "Whispering" and "Musetta's Waltz." Strong wax at the price.

JAZZ SPECIAL MERIT

BOLD CONCEPTIONS
 Bob James Trio

Mercury MG 20768 (M); SR 60768 (S)
 The Bob James Trio is the young group that won the combo award at the Fourth Annual Collegiate Jazz Festival last year. Like most young musicians, James and his trio (Bob Posar on drums, Ron Brooks on bass and James on piano) are rebels and they rebel here against usual jazz improvisations for some wild performances, especially of a new work called "Trilogy." Other items are more sedate. They are all talented musicians and all worth hearing and watching.

JAZZ SPECIAL MERIT

OUTA SIGHT
 Earl Anderza
 Pacific Jazz PJ 65 (M)

Earl Anderza is an alto saxist who falls into the new wave category. He is akin to Eric Dolphy, with a touch of Arnetto Coleman, and the tone color and range he gets from his instrument is imaginative and appealing. He demonstrates his personal style here, with help from Jack Wilson on standards and originals. Best tracks include "You'd Be So Nice to Come Home To," "Outa Sight" and "All the Things You Are."

LOW-PRICE POP SPECIAL MERIT

THE GUITAR GENIUS
 Chet Atkins

RCA Camden CAL 753 (M); CAS 753 (S)
 The well-known Nashville guitar man has become an important seller in the pop instrumental field, and his impeccable stylings can be just as important in the budget area. Here he does a group of tunes—"Black Jack," "Apple Blossom Time," "Heartbreak Hotel" and the interesting South African ditty "Daar's 'N Wind Wat Waai." He's also joined in some tunes by the vocals of his brother Jim (Jimmy Atkins to fans of the Fred Waring troupe of a decade or more back).

SACRED SPECIAL MERIT

THE OAK RIDGE BOYS WITH SOUNDS OF NASHVILLE
 Warner Bros. W 1497 (M); WS 1497 (S)

The Oak Ridge group is well known in its field and becomes the first to be released in Warner's new sacred series, all of which are being cut with the Nashville sound predominant. The idea is set forth here with the boys on the cover with a backdrop photo of Nashville by night. The disk itself contains a dozen workman-like offerings like "I'm Bound for That Kingdom," "I See the Beauty" and the familiar, "This Old House."

COUNTRY SPECIAL MERIT

THE ORIGINAL TALKING BLUES MAN
 Robert Lunn
 Starday SLP 228

The Original Talking Blues Man, Robert Lunn, is back on records for the first time in many years. His fans from his great days on the "Grand Ole Opry" should enjoy this happy, funny set. It includes Lunn's great hits like "The Original Talking Blues," "Sippin' Cider" and all the others, with help from Bashful Brother Oswald and Jimmy Riddle.



FOUR-STAR ALBUMS

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

POPULAR

THE MAD, MAD, MAD GATEWAY TRIO
 Capitol T 1868 (M); ST 1868 (S)

COME DANCE WITH ME
 Sammy Kaye and His Ork. Decca DL 4357 (M); DL 84357 (S)

DANCE TO SWEET TRUMPET IN SOFT MOONLIGHT
 Charlie Spivak, His Trumpet and Ork.
 Decca DL 4355 (M); DL 74355 (S)

PETER DUCHIN, HIS PIANO AND ORCHESTRA AT THE ST. REGIS
 Decca DL 4373 (M); DL 74373 (S)

MACK THE KNIFE
Richard Wes. United Artists UAL
3202 (M); UAS 6202 (S)

WATERMELON MAN
Frank Hunter and the Huntsmen. Epic
LN 24052 (M); BN 26052 (S)

SURFING WITH THE CHALLENGERS
Vault LP 101 (M)

THE DE-FENDERS PLAY THE BIG ONES
World Pacific WP 1810 (M)

JAZZ IMPRESSIONS OF OLIVER!
Bobby Jaccett. Epic LA 16037 (M);
BA 17037 (S)

DANCING TROMBONES
Warren Covington and His Ork.
Decca DL 4352 (M); DL 74352 (S)

JAZZ

STAN GETZ
Fantasy 8348 (S)

AL GREY NIGHT SONG WITH BILLY MITCHELL
Argo LP 711

UP AND DOWN
Horace Parlan. Blue Note 4082

THIS IS HOWARD ROBERTS—COLOR HIM FUNKY
Capitol T 1887 (M); ST 1887 (S)

CLASSICAL

FAMOUS CLASSICS FOR THE PIANO
Moura Lympany. Angel S 35995 (S)

POULENC: TWO-PIANO CONCERTO; CONCERT CHAMPETRE
Francis Poulenc, Jacques Fevrier.
Angel S 35993 (S)

COUNTRY

COUNTRY AND WESTERN CONFIDENTIAL
Gene Martin. Starday SLP 226

THE CODE OF THE WEST
Willis Brothers. Starday SLP 229

INTERNATIONAL

GREEK FIRE
Chris Vardakis and His Bouzoukias
Ork. Colpix CP 447 (M); SCP 447 (S)

REX GILDO
Capitol T 10338

MUSIC OF ROMANTIC OLD HEIDELBERG
Various Artists. Capitol T 10329 (M);
ST 10329 (S)

LISBON BY NIGHT
A Severa. Monitor MFS 393 (S)

POLISH DANCE TIME
Kaszowski Brothers. Monitor MP 598

SPECIALTY

AUTHENTIC SOUND EFFECTS, VOL. 7
Jac Holzman. Elektra EKS 7257 (S)

SPOKEN WORD

MOBY DICK
Robert H. Chapman. Spoken Arts 850

SACRED

THE GOSPEL ECHOES
Warner Bros. W 1499 (M); WS 1499 (S)

INTRODUCING STAN AND DAN
Warner Bros. W 1498 (M); WS 1498 (S)

SPIRITUAL

OUR MOST BELOVED SPIRITUALS
Alice McClarity. United Artists Jazz
UAJS 15023 (S)

LOW PRICE POPULAR

ONE NIGHT STAND
Artie Shaw and His Ork. RCA Cam-
den CAL 584

ON THE SUNNY SIDE OF THE STREET
Leo Addeo and His Ork. RCA Cam-
den CAL 758 (M); CAS 758 (S)



THREE-STAR ALBUMS

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

POPULAR

BILLY STORM
Vista BV 3315

DRUM BEAT FOR DANCING FEET
Cory Cole & His Ork. Coral CRL
57423 (M); CRL 757423 (S)

FRANCES LANGFORD SINGS OLD SONGS FOR OLD FRIENDS
Capitol T 1865 (M); ST 1865 (S)

THE BEST OF JOHNNY MERCER
Capitol T 1858

JOYFULLY YOURS
The Jesus and Mary Choral Group. Co-
lumbia CL 2006 (M); CS 6806 (S)

JAZZ

EXCITEMENT
Sandy Smith Group. HIFI R 619

SOUNDS OF AFRICA
Ahmed Abdul-Malik. New Jazz
8282 (M)

AN EXCURSION THROUGH OLIVER
Bob Dorough Quartet. Music Minus
One, MMO 225

THE MEDIEVAL JAZZ QUARTET PLUS THREE
Classic Editions CE 1050

CLASSICAL

SZYMANOWSKI: ART SONGS, FOUR PRELUDES, ETUDE
Antonina Kawecka. Bruno BR 23029

INTERNATIONAL

MUSICAL SOUNDS OF HOLLAND
Barrel Organ Music & Carillon Chimes.
Fiesta FLP 1371

SEPHARDIM AND ASHKENAZIM JEWS
Various Artists. Bruno BR 50192

RELIGIOUS

THE CARRINGTON MEN'S CHORUS
Spoken Arts SA 211 (M)

EMILY DICKINSON'S LETTERS
Samuel Charters. Folkways FL 9753

SPOKEN WORD

ROBERT DONAT READS FAVORITE POETRY AT HOME
Spoken Arts 848 (M)

RALPH WALDO EMERSON READ BY DAVID CORT
Folkways FL 9758

JEFFERS: ROAN STALLION
Marian Seldes. Folkways FL 9766

LATIN AMERICAN

LATIN ZITHER
Ruth Welcome. Capitol T 1863 (M);
ST 1863 (S)

POLKA

POLKAS FROM THE ALPS
Hans Hansberger. United Artists UAL
3259 (M); UAS 6259 (S)

LOW PRICE POPULAR

KITTY KALLEN SINGS
Mercury Wing. MGW 12241 (M); SRW
16241 (S)

TERESA BREWER
Vocalion VL 3693 (M)

OTHER ALBUMS REVIEWS

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

CLASSICAL

PURCELL: SONATAS OF III PARTS, VOL 2
Jacobean Ensemble (Thurston Dart,
Dir.)

INTERNATIONAL

DEUTSCHER HUMOR
Karl Valentin und Liesl Karlstadt.
Fiesta FLP 1376

**Mantovani
Time Again**

NEW YORK—May of 1963, like all the Mays of recent years, is Mantovani Month. London Records has made this known to distributors and dealers across the country in a program which includes a 10 per cent discount on three new Mantovani releases as well as the entire catalog of the artist. Dated billing (30-60-90 days) and heavy promotion are features of the push.

Three new packages include one with largely Latin material. This set was the result of a consumer contest held last year in which the label encouraged Mantovani disk buyers to write in suggested material for use in a Mantovani album.

The Latinized album resulted and the winner was flown to England at London's expense for a vacation and to witness the recording of the album. Other new releases include a "Classical Encores" set plus an album with Italian tenor, Mario del Monaco.

**THIS STORY IS
KIND OF BORING
FROM WITHIN**

NEW YORK—Program directors—here's one to try on those young hopefuls auditioning for that all-important deejay show.

Bill Had a Billboard
He Also Had a Board Bill
The Board Bill, Bored Bill So
That He Sold His Billboard
To Pay His Board Bill
When Bill Sold His Billboard
To Pay His Board Bill
The Board Bill No Longer
Bored Bill.

COMING UP TO
KEEP "RHYTHM OF
THE RAIN" COMPANY

THE CASCADES

"SHY GIRL"

B/W

"THE LAST LEAF"
VALIANT RECORDS #6028

HIT ALBUM BY THE CASCADES



VALIANT RECORDS #405



ALBUM #403



ALBUM #404



DISTRIBUTED BY WARNER BROS. RECORDS THE FIRST NAME IN SOUND



International

NEWS REPORTS

Anzac Air Play Throttles Trade

AUCKLAND, N. Z.—HMV deleted some 50-odd singles from its catalog recently and most were fairly potent hits from just a short time back. The artists concerned were British and American—Bobby Darin, Dion, Helen Shapiro, Pat Boone, Billy Vaughn, Rick Nelson, Duane Eddy, Bobby Vee, Freddy Cannon, Nat Cole, and Del Shannon are just a few—and the demise of these disks underscores the havoc radio programming here plays with the sales of single records.

Out of the enormous amount of records that make the Billboard "Hot 100" each week, only the top eight or nine tunes make the national hit charts here—and these, unfortunately, are played to death.

Since the initial exposure of any record is dependent on radio for initial exposure, the state of radio here is a prime factor in quantity and rate of sale of any disk. It's general trade opinion that the people who control New Zealand radio are not concerned with the state of the music business. There is a hard and fast rule, that any record not purchased by the head office of the network will not go on the air. This rule is a hangover from when the radio service was under government supervision; it was removed from state control 12 months ago.

Bought and Played For

At best, getting a record on the New Zealand airlines is a chancy business. Because disks must be bought before they can be played, a licensee cannot just drop records off with deejays and program directors. He must actually submit a sample disk to a music programming committee in Wellington. Until it is accepted the record man cannot press or distribute because dealers will not accept records that have not been guaranteed air play.

In a week or two, if the committee accepts the imported sample, the radio net will buy some 30 copies of the disks for all its commercial stations. Only then can a label safely begin pressing and distribution of the record. If his record is not accepted, the licensee for the foreign disk may resubmit it. This can be dangerous, however, according to trade sources, because while he is waiting for reconsideration (another week or two), the same disk can be imported by another firm (on its original U. S. or British label), or covered by a local version.

Once a record has been bought, and if it reached the Top 10 in either Britain or America, it will receive a few plays on a national hit parade. It may then be flogged to death with repeated airing on regional shows in particular areas. At best, hits in the country have a life span of three weeks or so. Anything under the Top 10 in either the U. K. or the U. S. is a gamble as

far as radio play here is concerned. Once the record has been bought by the committee in Wellington, play is delegated to individual program directors. If an individual station executive likes the side it will be played. There is a strong feeling here to allow radio time buyers to play anything they feel suitable, with sanction from local program directors, of course. These advocates would have greater control in hands of local radio directors.

The industry here would like to see a wider variety of music played on radio stations in this country. The current method restricts the number of disks played and narrows the salable items any dealer can stock. It is pointed out by industry sources that a greater variety of music on N. Z. radio means a greater market for record buyers' and a wider market for disk buyers means greater revenue from tax collections.

Dealers Wasting Away

The undermining effect this current radio play selection system has on the record manufacturer and licensee is shown, according to most reputable trade sources, by the general disintegration of the business at the dealer level. There once were some 800 record dealers in this country. Of these about 400 were first-class merchandisers. Today there are only about 50 first-class music merchandisers in the country, many of the others are on the brink of bankruptcy.

ARGENTINA

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

R.K.M. Records headed by Juan Kaliay, former concert producer, will release the Austrian labels Amadeo and R.K.M. here. First records are an LP entitled "Music for Millions" by the Henry Newbrand's orchestra and another "Piano Cocktail" by Michael Danzinger, with music from Cole Porter and Jerome Kern.

New promoter of classical and European popular repertoires for RCA Victor Argentina is Bruno Otto E. Fey, who was in charge of special catalog for the Deutsche Grammophon, Polydor and Philips. . . . After the opening of the film "El dia mas largo del siglo" (The Longest Day), written by Paul Anka, has become a hit through Mitch Miller (CBS), Sauro Sili (Fermata Primary series) and Robert Pray (Microfon). This enterprise has released an LP with that title, including other themes from the film.

Another much requested LP at present is "El show de Antonio Prieto," released on the market at the promotional price, 399, Argentine pesos (\$2.50). For the first time in our country



ON DOTTED LINE: Singer Ray Adams (right) signs exclusive distribution deal with Bo Lofberg, rep of Philips Sweden. Adams' new label will be distributed by Philips.

Tune in Oslo Tells Story Of 'Wall'

OSLO—A record that might have world appeal was issued here this week. The side is titled "The Wall" and it is sung by an unknown, named simply, Fritz. The tune tells the story of an East Berlin boy who is gunned down while on the Wall by the Communist police as he tries to cross into West Berlin. He is shot down by a policeman who is his brother. The boy falls to the Western side of the wall and into the arms of his beloved.

The record was issued on Manu and the label's managing director, Per Gunnar Jensen, refuses to reveal the identity of the singer. The record has not been sent to the governmental broadcasting system for play, as is the usual method of exploitation, nor has it been sent to local newspapers for review.

Another queer thing is that record that was sent out for review had "Peter's Theme" (the flip of "The Wall"), coupled with an entirely different "A" side, "Bolero." Jensen explains by saying that the company was uncertain about press and government reaction to the side. After pressing 30 copies of the "Bolero" side, however, Manu decided to go ahead with release of the "The Wall."

an LP cover is made of pasteboard, printed in offset and wrapped in plastic. . . . Microfon made an agreement with Deutsch Grammophon from Japan for release in that country of a tango series recorded by Atilio Stampone and the Conjunto Moulin Rouge. . . . First Coral records in Argentina after a long absence from the market: "Sincerely," a LP by the McGuire Sisters; "The Buddy Holly Story," "Jackie Wilson at the Copa" and "All About Love" by Steve Lawrence.

AUSTRALIA

Disk Club Uses U.S. Decca LP's

By GEORGE HILDER
19 Todman Ave., Sydney NSW

A new record club hits the Australian scene during April called the Universal Record Club. It is headquartered in

DISK MAKER SEES UN LP AS PROBLEM

OSLO — One of Norway's leading record manufacturers has done some second guessing on how the sales of this year's "All Star Festival" LP should have been made.

"The record should have cost 25 per cent more than the ordinary 12-inch LP records," he states, "so that people really would have had the feeling of giving. We have no figures to prove it, but I do not doubt that the 'All Star Festival' album has reduced ordinary record sales in Norway to a certain extent," he believes. "People only have a limited amount of money for records, and when they have to use a part of this sum for buying an LP like this it means they have less for other records," he continued. "I do not believe either that many people have bought record players because of this disk. But I am proud that the United Nations Organization chose our field when they wanted money for the refugees, and very proud indeed that this industry has actually given away 10 Norwegian kroner per record to the cause," he concluded.

Miller on the Road

AUCKLAND, New Zealand—Harry M. Miller has been on the road visiting associates and agencies across the world. So far he has visited points in Australia and Hong Kong and touched at London (15-18) last week and comes on to stop at the Beverly Hotel in New York City (19-26). He goes to Los Angeles following that (from April 29 through May 4) where he can be reached at Courtney Company.

Crownset, Sydney, and it will release material from the U. S. Decca catalog. Among the list of issues for this month are recent Decca releases such as "Bob Hope in Russia," and new sets by Carmen Cavallaro and Burl Ives. Albums will sell for \$3.50.

The editors of the national weekly magazine TV Week, have named the winners of TV Logie awards for 1962. Michael Charlton was named winner of the Gold Logie as the most popular personality on Australian television. Best male singer was Lionel Long, EMI recording artist, whose album, "Waltzing Matilda," has been issued in England and America on the Capitol label. Best female vocalist went to Judy Stone (Festival Records), who currently shares the success of a top selling record with Col Joye. Best recording artist award went to Joye.

EMI planned a dual release April 11 of two singles by the Noble family. Patsy Ann Noble's latest for English Columbia, "Heartbreak Avenue," has just been completed in London and rushed here, while her father, Buster Noble, who recently had success with "The Pommy Jackaroo" on all local charts, has recorded "The Shearer's Cook" for Columbia.

During the past months, Radio Station 2 KO, Newcastle, has been playing and receiving many requests for "Mr. Mozart's Mash," by Valjean. The demand for the disk, in the coal city area, has been so great that Bill Robertson has scheduled the U. S. Carlton disk for release on London late this month. London also made a single deal with Dimension Records for the release of "Don't Say Nothin'



GOLD DISK TIME: Knut Jorgen Erichsen, president of Norwegian Sales and Advertisers Union, which launched UN All-Star Festival LP in Norway, receives a gold record, symbolic of over 50,000 copies sold, from Erik Heyerdahl of the Arbeiderbladet, a leading newspaper of the country. Presentation took place on a Scandinavian Airways flight between Bergen and Oslo.

Pop Tunes Play Role in Election

ROME—Pop songs and records have played an important part in the Italian national elections so far. The people go to the polls April 28 and 29.

The strongest party in the land, the Christian Democrats, have used a campaign song with a translated title that reads something like "The Happy Years Will Continue." It was written by Armando Remo and it has become a best seller in recordings as sung by the writer and Nora Orlandi. New versions have been issued by Ornella Vanoni and Rita Pavone.

The latter, along with Teddy Reno and Luciano Tajoli, were engaged by the Communist Party as headline attractions to draw crowds to their opening rally in Milan. The talent tab was \$1,280 but it drew a full house. At most political rallies, no matter what party, hot disks and traditional favorites are played over the speaker systems between speeches.

Bad About My Baby," by the Cookies. . . . Liza Minnelli's single is receiving quite a lot of air exposure on the Bob Rogers' program and the disk "You Are for Loving," will be issued April 11.

Festival Records signed a new vocal group, the Bee Gee's, to a five-year contract to record for their Leedon label. The group consists of three brothers, including one set of twins. English-born, they have been in Australia for three years. Their first single is already receiving support from TV and radio stations, and is already placed on chart predictions. The title of the single is "The Battle of the Blue and Grey."

Pepe Jaramillos' third album for the Parlophone label will be released in May through the EMI group. The album, "A Mexican on Broadway," was recorded in London under the direction of Geoff Love.

Radio Corporation, distributors for Vanguard, are rushing the Rooftop Singers' latest single, "Tom Cat," for release on the Astor label. This Melbourne-based company has produced a local single introducing a new artist, Dennis Bugat and the Roy Orbison composition, "Dance," also on Astor. . . . New arrivals this week include Bobby Milano, Frances Faye and Carmen Cavallaro, all appearing at various night spots in Sydney.

BELGIUM

Fete Verchuren On 5 Millionth

By JAN TORFS
Stuivenbergvaart 37, Mechelen


Press receptions were organized by Polydor Records for French vocal group, **Les Compagnons de la Chanson**, followed by another for **Andre Verchuren** for the selling of his five-millionth record in all the years he has recorded for Festival-Victory Records.

Roger D. Feinberg of Gold Crown Music, Brussels, writes that "I Left My Heart in San Francisco" is not under his control as was previously reported, but "I Left My Heart on the Balcony" . . . S. A. Ardmore & Beechwood report that the Belgian best seller, "Sans-toi, mamie," by **Adamo**, will be distributed in France by Pathe Marconi, in Holland by Anagon

and in Great Britain by Ardmore & Beechwood. An Italian version of the same record, entitled, "Sei qui con me," was sent to Italy where La Voce del Padrone will release it.

The **Cousins** are first on the Belgian market with the Eurovision Song Contest winner, Denmark's "Dansevise." . . . **Louis Neefs** left the Palette label in Belgium to sing for CNR in Holland. His first release, "Claudia," the Dutch version of "Uno per tutte," is released in Belgium through Moonglow. . . . Polydor released the German Eurovision song "Marcel," by **Margot Eskens**. The one by **Heidi Bruhl** on Philips, but not yet on the market. . . . **Lucky Blondo** (Fontana) the French newcomer who made a hit of "Sheila," just came out with two new recordings called "Filles" (The Girls) and "Au coeur du silence" (The Heart of Silence). . . . Suddenly running very well is **Roy Orbison's** "In Dreams" on London, as well as **Paul and Paula's** "Hey Paula" on Philips.

DON'T FORGET PFC. RITCHIE



ADAMS
Now playing W. Germany for Uncle Sam

Million Tomorrows
b/w
The Pressing Book
SAMMY MARSHALL
Frank Records
Cooperstown, N. Y.
Heller Dist. Co., Phila., Pa.
Leonard Smith Dist., Albany, N. Y.

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

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

Brigitte Wallraff, Musikverlage Hans Gerig, Koln, Germany, says: "We like the new Billboard very much indeed. We always get your paper very early and may we congratulate you on your quick delivery. We want to thank you for your regular supply with real, actual news."

Billboard is No. 1 . . . Internationally!

BRITAIN

EMI Brings Back Angel Trade Mark

By DON WEDGE
News Editor,
New Musical Express

Dick James Music has arranged to publish Liberty Records' Metric catalog in this country. James has also set up a publishing firm with the **Beatles**, current hit disk group and in keen demand as a writing team.

The Angel track mark has been revived in Britain. EMI has issued three operas as its first release—**Mozart's** "Cosi Fan Tutte," **Lehar's** "Merry Widow," both with **Schwarzkopf**, and **Mascagni's** "Cavalleria Rusticana" with **Victoria de Los Angeles**. The Angel logo was owned by the Gramophone Company (one of the two firms which in 1931 combined to form EMI) and was used before the famous fox terrier looking into the horn of an ancient gramophone, which has since become internationally famous as His Master's Voice.

Talent

A series of films about important American show business personalities called "Limelight" has been made by **TWW**, one of the smaller ITV program contractors. One, featuring **Duane Eddy**, was shown April 17 and has been sold to three other indie contractors for screening later.

Roland Rennie, EMI Records'

SWISS RAISE BEEF ABOUT SONG DECISION

LONDON—Switzerland has protested to the European Broadcasting Union over the result of the 1963 Eurovision Song Contest held here March 23. Switzerland claims that its entry "T'en va pas" (Don't Go Away), written by **Emile Gardaz** and **Geo. Voumard** and sung in French and English by Israeli Ester Ofarim, should have been named joint winner with Denmark's "Dansevise." Switzerland claims that the mistake when the Norwegian jury's vote was given deprived it of sufficient points to become joint winner. A protest was made by the participants immediately the result became known, but was not upheld by the EBU representative at the finals.

Volkswagen Prize to Cogoi

OSTEND, Belgium — **Robert Cogoi** received a gold record award from Volkswagen Saturday (13) for selling 100,000 disks. The lad, who records for Philips, won the Volkswagen Grand Prix just a year ago this month as a new talent star. In the short span between, he has racked up the 100,000 record figure. His latest releases are "Je me sins tres seul (eenzaam zonder jou)," "Te souviens tu de notre amour," "Quand" and "Prends ra guitare."

licensed repertoire manager, left April 17 for New York—his first visit. He was planning meetings with EMI licensees and licensors as well as with executives of Transglobal, which numbers EMI Records among its clients. **Rennie** is expected to be away at least 10 days, staying at the Astor in New York.

Few visitors in London over the Easter holiday. **Abe Lastfogel**, head of William Morris office, was in for the 75th anniversary of his British correspondent **Fosters Agency**, an event marked by a Variety Club lunch. . . . **E. C. Ford** licensing department head of the Performing Right Society, was back from a visit to Cyprus. Despite 60 per cent of the music used on the island being Greek, royalties are paid through London. **Ford** had pressed for Government assistance in collecting performance fees. . . . **Hank Mancini** returned to London to continue scoring the film "Charade," interrupted by his visit to Hollywood for the Oscar presentations. Columbia a.&r. manager **Norrie Paramor** was leaving Monday (22) for Barcelona to record several of his artists there. **Cliff Richard** and the **Shadows** follow the next day and **Frank Ifield** this weekend. . . . Next month, **Richard Anthony** comes from Paris to record for **Paramor** in London. . . . **Pat Boone** is due in Sunday (28) to headline the Palladium TV show again. . . . Financial disagreement prevented a deal being concluded between **ATV** and **Andy Williams** to headline the show May 5.

Publishing Business

At the Music Publishers Contact Personnel Association dinner it was revealed that **Bert Corri**, a 36-year serviceman at Francis, Day & Hunter and now professional manager, had been made a director of the firm. . . . Shortly after he returned home from the dinner **Jean**, the wife of **Sid Colman** head of EMI's

international publishing firm Ardmore and Beechwood, collapsed and died.

The interest of publishers in the film business is widening. **Harold Shampian**, who runs Filmusic, is about to start shooting a new project, which will include **Gene Vincent**, **Heinz Burt** and several other British artists. Songwriter **Alan Klein** will appear in the screen version of his "What a Crazy World" musical, a major production for Associated British Pictures Corporation which was involved in the two recent **Cliff Richard** screen successes. The score is understood to be with **Pan Musik for Britain**. The title song (originally written for a **Joe Brown** single then turned into a stage musical) is with **Peter Maurice** internationally, but the rest of the score overseas will go to **Harms-Witmark**. An album from the film will be difficult to arrange. Leading players are **Joe Brown** (Pye), **Marty Wilde** (EMI-Columbia), **Susan Maughan** (Philips).

Record Business

Michael Barclay, who formerly headed the Audio Enterprise independent recording firm, joined British Decca as pop LP production supervisor. . . . Latest **Kenny Ball** single (Pye) is "Casablanca" a Turkish tune. Ball's previous release was "Sukiyaki," which came from Japan. . . . From Dimension, Decca acquired the **Cookies'** "Don't Say Nothin'" for release on the London label. The same label had **George McKern's** "Im Just a Country Boy" from A & M Records. . . . **Oriole** has issued the Swedish group the **Spotnicks** with "Just Listen to My Heart" penned by **Frank Ifield** and the coupling of his two-million seller "I'll Remember You."

EMI recording manager **Norman Newell** has put a lyric to one of the themes from the controversial film "Mondo Cane." As "More" it has been recorded by **Danny Williams**. . . . From Scepter, EMI acquired the **Rocky Fellers'** "Killer Joe" for release on its Stateside line. From A & M it got **Herb Alpert's** "Tijuana Brass" with "Marching Through Madrid." . . . Two more Stateside acquisitions are the **Challengers'** "Door Key" from Vault and **Jimmy Soul's** "If You Want to be Happy" from SPQR.

DENMARK

TV Contest Win Tops News

By ARRE HANSEN
11 Malerbakken, Holte

Grethe and **Jorgen Ingmann's** victory in the Eurovision Song Contest is history. Their entry, "Dansevise," by composer **Otto Francker** and writer **Volmer Sorensen**, is published by **Moerks Musikforlag** on the **Metronome** labels. . . . **Elvis Presley** and **Cliff Richard** certainly influence the best sellers these days. Presley has "Kiss Me Quick," "One Broken Heart for Sale" and "I Got Lucky," while Richard has "Summer Holiday" and "Bachelor Boy." A disk like "Hey Paula," by **Paul and Paula** on Philips, is on the way up. . . . In the classical field the new version of Danish composer **Carl Nielsen's** Fifth Symphony, recorded by **Leonard Bernstein** and the New York Philharmonic on Columbia, is awaited with great excitement here. **Nordisk Polyphon** will release it on the CBS label before Easter.

EIRE

UN Disk Only Bright Biz Spot

By KEN STEWART
Irish Times Ltd., Dublin

The Irish industry is now passing through a dull phase if one expects the big sales of the UN "All Star Festival" album **Thomas Manahan**, chief of Irish Record Factors Ltd. (sole distributors of the UN disk) told **Billboard**: "Whit should see the beginning of the next really lucrative sales boom. We are hopeful that this year's tourist season will prove more profitable than last year's, which was very disappointing indeed." Although there are a number of hot singles on release, a hit at this time of the year tends to sell less than it would at any other period.

Our Lady's Choral Society begin their seventh overseas tour on May 31 in Washington. Six American cities will be on the itinerary. . . . After being on the very fringe of the singles chart for many weeks, **The Bachelors'** "Charmaine" (Decca) finally moved in at position No. 5. The Irish group, previously known as the **Harmonichords**, got extra valuable publicity for the disk during their appearances on the **Brenda Lee** show which did big business recently at the National Stadium, Dublin. . . . **Jumbo**, complete with a couple of references to **Billboard**, is playing to good business at **Dublin's Adelphi**. The track album is available on CBS. . . . **Gunnar Rugheimer**, newly appointed controller of programs of **Telefis Eireann**, flew to Dublin for a short "get acquainted" visit. He takes up his position officially June 1.

MOVING UP!
YOUR VERY FIRST LOVE
The Dubs
Wiltshire 201
Nationally distributed by
JAY-GEE RECORD CO., INC.
318 W. 48th St., N.Y. 36, N.Y.

JUST OUT! THE ORIGINAL . . .
JOEY DEE
SMASH!
"HOT PASTRAMI WITH MASHED POTATOES"
R-4488
ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

Great New Jazz Album
from **CAMEO**
"THE NEW SOUNDS"
OF
MAYNARD FERGUSON
C-1046
THE BIG ONES ARE ON CAMEO/PARKWAY

GERMANY

World All-Stars Play for Greger

By JIMMY JUNGEMANN
102 Ismaninger St., Munich 27

Max Greger, one of the top German dance and jazz band leaders, a Munich citizen, formed an all-European big band for the second TV network of Germany. The personnel reads like an European Who's Who in jazz. He has also returned to the Polydor label from a tour with Ariola.

"Playboy Jimmy" is the title of a new musical written by Will Meisel and Rolf Klee to be published by the Edition Meisel. . . . On their trip through Europe, arranger-composer-conductor Henri Rene and his wife visited Munich to meet their old friend Ralph Maria Siegel. A new album of reissues has been released on Electrola. Records he made 30 years ago in Berlin. There is also a brand-new recording by Hans Georg Arlt and his string orchestra of the old-timer "Du Bist Meine Grosse Leidenschaft," written by Rene and Siegel 30 years ago in Germany.

The Brothers Four visited Hamburg to guest star in the North German TV program, "Aktuelle Schaubude," and Frankfurt. . . . Other TV spots were made by Greek singer Inez Taddio, Frank Ifield, French singer Jacqueline Boyer.

HONG KONG

Pirated Disks Bring Prison

By CARL MYATT
27 A Estoril Court

A magistrate in Hong Kong last week sentenced a 27-year-old Chinese woman, Chan Yee-shan, to three months imprisonment for possession of two pirated records from Taiwan. In pronouncing sentence, F.de F. Stratton told the woman that her action had damaged the economy of the Colony. The prosecution had earlier asked the magistrate to take a serious view of the case as such offenses had become increasingly prevalent.

Two of the biggest names in show business gave concerts at the City Hall in April. Louis Armstrong and the All Stars came from a highly successful tour of Australia to give two rousing performances.

The other big name to appear here within the space of days, was the inimitable Victor Borge, who played to an overflow crowd. So great was the demand for tickets, that the promoters had to provide extra seats on stage. Victor Borge is being accompanied on this present tour, which takes him to Australia, by Leonid Hambro.

Singer Gerry Scott and husband, Igo Fischer, have gone into the record business in Hong Kong. They have opened a record bar called the Orbit, which is beginning to find favor with the record fans—teen-agers and grown-ups alike.

HUNGARY

Jazz Concerts Are Sell Outs

By PAUL GYONGY
Derutckag, Budapest

Keen interest in Jazz is developing in Budapest. Last week the Czechoslovakian S & H Quintet sold out four concerts. The members are outstanding artists on the jazz scene in the socialistic States. The leader Karel Velebny plays vibes, marimba, bongo, tenor sax and bass clarinet; Jan Konopasek plays baritone-sax and flute; J'anne Arnet plays bass; Antoni Julina plays electronic guitar and Pavel Polanski, drums. Their program consists of 80 per cent American tunes. They were also joined by Hungarian jazz pianist Atilla Garai and jazz songstress Marta Szirmai. Outstanding jazz improvisations on Armenian and Hungarian folk songs in 9/8 and 7/8 rhythms were played.

On Easter Sunday and Monday two foreign guests will appear in concerts: Ingela Brander from Copenhagen and Lia Griffi from Rome. . . . At the end of April the East-Berlin Astoria dance band will give three concerts here. Soloists are Irgard Hase, Erhard Juza and Rudiger Fournee. . . . In a couple of weeks American operatic star Margareth Tynes visits Budapest again and will sing at the State Opera's Erkel Theatre.

ITALY

Pick One of 24 As Summer Song

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

EM, the publishing arm of RCA Italiana, has issued the 24 songs from which it will choose its "song for the summer." A similar campaign in 1962 produced "When the Sun Warms," by Los Hermanos Rigual which was one of the year's top hits.

Two of Italy's top film stars, Marcello Mastroianni and Monica Vitti, recorded a new tune, "Oh, If I Were 20 Years Younger" for the new RAI-TV program, "People of Middle Age," which is sure to click as a disk when it is released. . . . R-Fi's Primary label having pushed Cocki Mazzetti to a top post in the market now seems to be achieving similar success with Fred Bongusto. Each has recorded one of the themes of the "Very Light" TV series — the former "Tell Me in a Whisper" and the latter "My Love, Stop."

A new Ray Charles album of 10 tracks has been issued on Stateside. . . . Voce's series, "Songs of the Past," has come of age with its 21st disk, Luciano Virgili singing, "I Want Only an Hour With You" and "It Was Lovely to Be With You. . . . The children's song of the "Golden Token" competition continues to come forth with four new ones issued this time by Fonit. . . . Nothing seems to stop the popularity of imports in Italy. Some of the latest: Richard Anthony with "Far" and "I Couldn't Do More" from Columbia, the Earls in "Remember Then" and "Let's Waddle" from Old Town to Stateside, and Gene Vincent for Capitol in "Be-Bop-a-Lula" and "The King of Fools."

Sophia Loren, who until a few years ago was represented by dubbed-in voices in Italian

films, has more than vindicated herself with the issue by Cam of two LP's and two 45's of her readings from the poetry of Salvatore di Giacomo. With this disking Miss Loren becomes the only Italian film actress to make records as both a singer and as an actress. . . . UNCLA, the Italian Association of Composers and Librettists, has joined with RAI in a competition to find 100 new unpublished songs among members of the Italian Society of Authors and Editors. Recordings and radio broadcasts are in the offing for those whose works are selected.

"Cantatutto" is the Italian name for "Sing-Along" and it has made its debut here with disks issued by Cetra featuring the voices of Claudio Villa, Milva and Nicola Arigliano. . . . Ornella Vanoni, recording artist-turned-actress, is profiled in cover story of Vita, weekly newsmagazine. She may play Italian version of "My Fair Lady." . . . Miranda Martino has written a book of her singing experiences, "Songs and Chatter." . . . An eight-part series entitled, "A Half Century of Song" —each installment is 16 pages on special paper for preservation—has been inaugurated by the weekly magazine "Incom." It begins with the era of Lina Cavallieri. . . . Graz, lots!

JAPAN

King Distrib For 7, Not 3

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

King Records distributes seven labels in Japan: London, Telefunken, ABC-Paramount (Impulse), Command, Westminster, Coral and Seven Seas. Seven Seas is composed of more than a score of Indie labels King represents. This corrects a previous report made in Billboard that King distributed only three labels.


Japan Music Service, jointly operated by Nippon Columbia and Radio Kanto of Yokohama, released six 12-inch LP's including disks by Sam Taylor,

Kostelanetz and Ormandy. Raido Kanto broadcasts these selections repeatedly, soliciting orders by mail. Freight is paid by the firm The Concert Hall Society mail order club acquired some 300,000 members in 10 months after its establishment last year. The club is now making its own recordings in Japanese for kids and teen-agers: fairy tales for kids and classical numbers with explanations in Japanese for teen-agers.

Classic numbers are picked up from the club's 300 selection repertoire. A bonus now being offered by the club is one 10-inch LP (Beethoven: Eighth Symphony) to a member who bought three 12-inch LP's last November; one 7-inch LP (Corelli: Christmas Concerto) to members who bought two 12-inch LP's during December and January; two 7-inch LP's or one 10-inch LP to members who were responsible for a new member.

Lionel Hampton arrived April

JOIN THE PARADE!!!
Charted by WAML, WOOF, WFPR, WBOX, WCJU, WARB, WPFA, WABO, WFFF, WOKK, WHHT, WPRN, WSJC and Melrose Record Distributors.
COUNTRY JOHNNY FOSTER'S
"GROWN UPS CRY TOO"
CAPA 112



TO "ΠΟΤΕ ΤΗΝ ΚΥΡΙΑΚΗ"
ΔΕΝ ΑΝΗΚΕΙ ΕΙΣ ΤΗΝ
ΑΜΕΡΙΚΑΝΙΚΗΝ
ΜΟΥΣΙΚΗΝ

"Never on Sunday" doesn't apply to American music!

THE GREEKS enjoy American music every day. Their tastes include rock and roll and jazz and all other forms of music, popular and classical. We know—we have been selling records in Greece for many years.

The E.M.I. company in Athens, **Columbia Graphophone Company of Greece Ltd.**, has a factory (pictured below) which is kept busy turning out records which are bought not only in Greece but all over the Middle East. An impressive number of these are American recordings.

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



MM Will fly to the top!
I'M GETTIN' SENTIMENTAL OVER YOU (Bossa Nova)
 BURT FARRER
 and His New Piano Sound (FELSTED)

MM Either Side a Hit!
BROKEN DATE
 b/w
Broken Date—Bossa Nova
 FRANK HUBBELL & HUBB-CAPS (TOPIX)

MM WHO'S SORRY NOW!
 LLOYD PRICE
 (ABC-PARAMOUNT)

MILLS MUSIC, INC.

THE Majors
"TRA-LA-LA"
 #5936

IMPERIAL RECORDS
 6425 Hollywood Blvd.
 Hollywood 28, Calif.

LITTLE BAND OF GOLD
 James Gilreath
 JOY 274

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

Breaking across the nation!
"I Want a Love I Can See"
TEMPTATIONS
 GORDY #7015
MOTOWN/TAMLA RECORDS
 2648 West Grand Blvd.
 Detroit, Mich.

HITS FROM 20th FOX RECORDS

SING WE NOW THE SONGS OF FAITH
 album FXG-5006

PEACE IN THE VALLEY
 single Fox-400

TENDER IS THE NIGHT
 (Academy Award Nominee)

THE LONGEST DAY
 (DIXIE) (MARCH)

HARRY SIMEONE CHORALE
 6061 GRANT MORTY JAY

1721 Broadway, New York 19, N. Y.

billy storm
 BV-3315
 Vista



ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS



THE NATION'S TOP TUNES
HONOR ROLL OF HITS
 TRADE MARK REG.

FOR WEEK ENDING APRIL 27

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	3	I WILL FOLLOW HIM	By Altman-Gimbel-Stole-Roma—Published by Leeds (ASCAP)	4
2	2	CAN'T GET USED TO LOSING YOU	By Pomus-Shuman—Published by Brenner (BMI)	5
3	1	HE'S SO FINE	By Mack—Published by Bright-Tunes (BMI)	8
4	4	PUFF (The Magic Dragon)	By Yarrow-Lipton—Published by Pepamar (BMI)	5
5	5	BABY WORKOUT	By Wilson-Tucker—Published by Merrimac (BMI)	6
6	9	PIPELINE	By Spickard-Carman—Published by Downey (BMI)	4
7	10	DON'T SAY NOTHIN' BAD ABOUT MY BABY	By King-Goffin—Published by Aldon (BMI)	5
8	7	YOUNG LOVERS	By Hildebrand-Jackson—Published by LeBill-Marbill (BMI)	5
9	13	ON BROADWAY	By Weil-Mann-Leiber-Stoller—Published by Aldon (BMI)	3
10	6	SOUTH STREET	By Mann-Appell—Published by Kalmann (ASCAP)	8
11	15	WATERMELON MAN	By Hancock—Published by Aries (BMI)	2
12	22	SURFIN' U. S. A.	By Wilson—Published by Arc (BMI)	2
13	8	THE END OF THE WORLD	By Dee-Kent—Published by Summit (ASCAP)	10
14	18	MECCA	By Nader-Gluck Jr.—Published by January (BMI)	3
15	—	IF YOU WANNA BE HAPPY	By Guida-Royster—Published by Rockmasters (BMI)	1
16	—	REVEREND MR. BLACK	By Wheeler-Peters—Published by Quartet-Butterfield (BMI)	1
17	20	YOUNG AND IN LOVE	By St. John—Published by Odin (ASCAP)	3
18	24	CHARMS	By Greenfield-Miller—Published by Aldon (BMI)	2
19	30	FOOLISH LITTLE GIRL	By Miller-Greenfield—Published by Aldon (BMI)	2
20	12	OUR DAY WILL COME	By Hilliard-Garson—Published by Rosewood (ASCAP)	10
21	16	TWENTY MILES	By Mann-Lowe—Published by Wyncote-Kalmann (ASCAP)	6
22	23	OVER THE MOUNTAIN (Across the Sea)	By Garvin—Published by Arc (BMI)	3
23	11	DO THE BIRD	By Mann-Appell—Published by Kalmann (ASCAP)	6
24	—	DAYS OF WINE AND ROSES	By Mercer-Mancini—Published by Witmark (ASCAP)	1
25	17	FOLLOW THE BOYS	By Davis-Murry—Published by Francon (ASCAP)	5
26	—	TOM CAT	By Taylor-Ceraci-Darling-Svanoe—Published by Ryerson (BMI)	1
27	21	SANDY	By DiMucci-Brandt—Published by Disal-Schwartz (ASCAP)	3
28	—	LOSING YOU	By Renard-Sigman—Published by BNP (ASCAP)	1
29	—	TAKE THESE CHAINS FROM MY HEART	By Rose-Heath—Published by Milene (ASCAP)	1
30	14	IN DREAMS	By Orbison—Published by Acuff-Rose (BMI)	10

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 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 Sentieri, Vesuvius 1068.
- CAN'T GET USED TO LOSING YOU**—Andy Williams, Columbia 42674.
- HE'S SO FINE** — Chiffons, Laurie 3152.
- PUFF (The Magic Dragon)** — Peter Paul & Mary, Warner Bros. 5348.
- BABY WORKOUT**—Jackie Wilson, Brunswick 55239.
- PIPELINE** — Chantays, Dot 16440.
- DON'T SAY NOTHING BAD ABOUT MY BABY**—Cookies, Dimension 1008.
- YOUNG LOVERS** — Paul & Paula, Phillips 40096.
- ON BROADWAY** — Drifters, Atlantic 2182.
- SOUTH STREET** — Orlons, Cameo 243.
- WATERMELON MAN**—Xavier Cugat, Mercury 72108; Herbie Hancock, Blue Note 1862; Mongo Santamaria, Battle 45909.
- SURFIN' U. S. A.**—Beach Boys, Capitol 4932.
- THE END OF THE WORLD**—Skeeter Davis, RCA Victor 8098; Mills Brothers, Dot 16451.
- MECCA**—Gene Pitney, Musicor 1028.
- IF YOU WANNA BE HAPPY**—Jimmy Soul, S.P.Q.R. 3305
- REVEREND MR. BLACK**—Kingston Trio, Capitol 4951
- YOUNG AND IN LOVE** — Dick and DeeDee, Warner Bros. 5342.
- CHARMS**—Bobby Vee, Liberty 55530.
- FOOLISH LITTLE GIRL** — Shirelles, Scepter 1248.
- OUR DAY WILL COME** — Eddie Cano, Reprise 20147; Ruby and the Romantics, Kapp 501.
- TWENTY MILES** — Chubby Checker, Parkway 862.
- OVER THE MOUNTAIN (Across the Sea)**—Bobby Vinton, Epic 9577.
- DO THE BIRD**—Dee Dee Sharp, Cameo 244.
- DAYS OF WINE AND ROSES** —Pat Boone, Dot 16439; Eddie Cano, Reprise 20147; Four Saints, Warner Bros. 5335; Wayne King, Decca 25593; Henry Mancini, RCA Victor 8120; Joe Pass, Pacific Jazz 367; Dick Roman, Harmon 1012; Andy Williams, Columbia 42674
- FOLLOW THE BOYS**—Connie Francis, MGM 13127.
- TOM CAT**—Rooftop Singers, Vanguard 35019
- SANDY**—Dion, Laurie 3153.
- LOSING YOU** — Don Costa, Columbia 42785; Brenda Lee, Decca 31478
- TAKE THESE CHAINS FROM MY HEART** — Lloyd Arnold, Memphis 106; Ray Charles, ABC-Paramount 10435; Hank Williams, MGM 11479
- IN DREAMS** — Roy Orbison, Monument 806.

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.

Folk Songs Special Set

NEW YORK—"Folk Songs, and More Folk Songs!" eighth in a series of monthly specials for young people, is being aired this month on five television stations of Westinghouse Broadcasting Company.

The hour-long musical history of the United States is the second of two programs tracing our traditions as preserved in our popular songs. The first program, "They Call It Folk Music," was premiered in February and dealt with the period 1750-1850. The second covers the century from 1850 to 1950.

John Henry Faulk serves as host of both shows. The cast of this second telecast is headed by the Brothers Four, and includes Bob Dylan and Carolyn Hester. Returning from the first show are two other star folk attractions, Barbara Dane and the Staple Singers.

Shortly after the WBC stations have aired the show it will be seen on other U. S. stations, including WOR-TV, New York, through syndication. Michael R. Santangelo is producer of the series.

"PUSHOVER"

by
ETTA JAMES

Argo #5437

"GOT YOU ON MY MIND"

by
COOKIE & HIS CUPCAKES

Chess #1848

"HOT CAKES"

First Serving
 by
DAVE "BABY" CORTEZ

Chess #1850

CHESS PRODUCING CORP.

2120 S. Michigan Chicago 16, Ill.



ARTISTS BUSINESS MANAGEMENT, Inc.

Financial Consultants Tax Advisors

Bell Savings Building, Chicago 3, Ill.
 Phone: ST 2-9035
 New York City—Nashville—Hollywood

King of Jingles Packages Them For All Occasions

• Continued from page 4

Ullman, Inc., a "senior statesman" of radio station services and of musical sales messages.

Richard H. Ullman, Inc., boasts the industry's most complete service to stations and advertisers. Their "Ullmanac" of sound numbers 40 different packages ranging in price—according to type and market size—from \$360 to \$31,000.

The Ullman station services are categorized under four main packages: "Big Sound," "Dimensional," "Formatic" and "SOP!"

Offered within these four groupings are production and programming aids such as "Calendar Girl," 365 musical jingles giving the exact date, day and month with a musical pad for time and temperature—all personalized with the station's call letters; "City Songs," a salute to the station's city with a specially written song, words and music included. Also made available is printed sheet music of the city song with the station's call letters emblazoned thereon and a 45 record—featuring an instrumental and vocal version—in a color sleeve with the lyrics printed on the back.

Even More

There's more: "The Exciters," "Golden Era" (a compilation of take-offs on the big bands), "Happy Holidays," "Hip" (top tune intros, based on Billboard's "Hot 100"), "Indelible ID's" . . . just to name a few.

Peter Frank's organization has available a series of 15 personalized musical productions designed for the promotion of the "soft sell" broadcaster. Another series entitled "Velvet Touch" is prepared in stereo for FM-stereo operations.

"You've got to keep ahead of the trends in this exciting business to be successful," says Peter Frank.

Frank's organization in Hollywood, Dallas and New York keeps ahead with a concept called "Telstar." Of primary importance these days are the country and western programmed stations; Ullman's got a c.&w. package for them, too.

Among the many new services there is Ullman's acquisition of world-wide distribution rights to Gordon McLendon's "The Old Scotchman's Scrapbook," a total of 316 five-minute vignettes



PETER FRANK

featuring an actual recording of a history-making event, speech or statement.

Demand Up

"There has been an increasing demand from our subscribers for help in how best to utilize the production and programming aids we sell them. This year we've added a broadcasting programming and consulting division," said Frank.

In a business complicated with many varied formulas for pricing, the station manager and program director is frequently shaken by the jingle jungle.

Frank is adamant in his criticism of the fly-by-nighters that have invaded the field and creating a jungle of confusion.

"Untold damage has been done to the many legitimate jingle producers by the sellers of musical jingles who establish prices and make deals that run from the sublime to the ridiculous. Extremely few businesses can have their product so lossely and variably priced. I can list dozens of 'here-today-gone tomorrow' operators . . . one-shot, no follow-up people," said Frank.

Frank, whose motto is "Caveat Emptor" (Let the Buyer Beware) is sure of the product turned out by his producers, Bill Bell and Will Scott under the managership of Morton J. Wagner. He invites the buyer to check around. He expects they'll choose Richard H. Ullman, Inc., a division of the Peter Frank Organization.

VOX JOX

By GIL FAGGEN

MORE CONTESTS & PROMOTIONS: WQAM, Miami, is out to set the world on fire by numbering some 10,000,000 matchbooks and distributing them in 4,500 vending machines. Every hour on the hour, the station announces a money match number. Each winner gets \$56 if he calls the station within an hour. A similar amount is added each time no call is made—perhaps someone in South Florida will become a matchbook millionaire.

KYW, Cleveland, has awarded a visit to West Germany to Mrs. R. W. Brockman for submitting the best entry in KYW's Radio Free Europe Contest, "What I Would Broadcast to People Behind the Iron Curtain." Her message will also be broadcast over RFE to the people behind the Iron Curtain.

Paul Drew, WAKE, Atlantic, reports the station's first "Fun Flite" held in conjunction with Delta Airlines was an outstanding successful first! Saturdays Atlantans for \$3.75 get a 45-minute flight over the city including refreshments on board (and free transportation to and from airport). DeeJays Drew and Moore accompanied the 150 persons on three separate flights.

WHO'S CHECKING WIBC's Tom Mathis on his 100-hour "Wake-a-thon" from an Indianapolis store window? Awake or not, Tom's stunt has netted \$10,000 for PAL. . . Chicago's peripatetic Sig Saklowicz (WGN-WTAQ) was among the hundreds who jammed the Rivera in Las Vegas to catch Vincent (Dr. Casey) Edward's night club debut—Sig dug the show. . . Carol Hardy, WEBR-Buffalo, to address Newman Club of State University College on "History of Jazz." Hardy has two weekly jazz programs on WEBR. . . Frank Gaither, WSB radio general manager, has donated his famous narrative broadcast of the late President Franklin D. Roosevelt's funeral train procession made on CBS in 1945 to the archives of the Little White House at Warm Springs. . . Hugh Lampman, who does the nightly "Music 'Til Dawn" series on KRLD, Dallas was the "Top Radio Personality" in the third annual Dallas Entertainment (Billy) Awards. . . WMCA, N. Y., radio interviewer Barry Gray, a major in the Army Reserve, is originating his show from D. C. while on active military duty at the Pentagon. (Deejays who are enlisted men in the

(Continued on page 40)

Radio-TV PROGRAMMING

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

programming newsletter

By BILL GAVIN •

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

THIS IS THE SECOND of a three part series devoted to the needs of radio stations in medium and smaller markets. It is presented as a composite answer to questions from our readers on various phases of this general problem.

The selection of a music policy is too often viewed as "either-or"—either top 40 or good music. This assumption is incorrect. There are many different shadings of both concepts now in successful operation. Top 40 does not mean music for teenagers only. What it means is concentrated plays of the newer music that most radio listeners like best. It is sometimes a revelation to old-fashioned conservatives that lots of grown-ups enjoy many of same records that the kids do. The key to an audience of both age groups is placing major play emphasis on those records that appeal to the widest possible age grouping. While this does not necessarily mean the exclusion of the teen-age "hop" type of music, it does invite a certain control over the frequency with which these records are played.

YOUR MUSIC DIRECTOR must deal with many different categories of records: current hits, older hits, hot comers, picks, extras, novelties, album selections. How he balances these items in regular frequency of play will largely determine your station's success.

For instance, he may decide that current hits make up three out of every four records played, or he may stipulate that only every other record be taken from the top 40 or 50. The preferred requirement is two current hits out of every three plays.

What new records will be selected for play? How many? How long will they be retained on the playlist without confirmation of their hit potentials? Will he conduct a weekly survey of retail record sales in this area?

There are no "right" answers to these questions. Certain facts, however, are clear. First, there are not enough singles records sold in your city to provide a valid guide to your listener preference. National surveys are helpful but they can't reflect shades of local taste. The most practicable supplement for determining what your listeners want to hear is to ask them. Tabulate the daily phone response. You can run it for as little as an hour a day, or keep your phone lines constantly available to listeners calls. You may wish to feature the results of your daily voting on a one hour show in the early evening. If you are tapping a reliable cross section of your audience, there won't be more than 12 to 15 per cent variations in the items listed from one day to the next. Wide fluctuations reveal an inadequate cross section sampling.

THE SMALLER THE MARKET, the more you'll depend on phone requests. In medium-sized cities, sales will give you a fair idea of your top 20 hits. Sales data should be averaged with request data to provide your weekly list of the top 30 or 40 hits.

In the smaller market you will probably find certain differences from big city patterns of record popularity. New hits can break faster. Local appearances by record artists will more strongly influence the public acceptance of the artist's current release—and probably his next release, too. Rhythm and blues hits will be less likely to be successful. A "country" record has a better chance of going pop in your area. While these generalizations are not equally applicable in all sections of the nation, it will be wise to check out these trends in your own market. To the extent that they apply, your market will be at variance with the national trade press sales charts and your request response becomes more critical.

In last week's Newsletter I emphasized the importance of enabling your station to identify with the community. It is equally important that you encourage your listeners to identify with you. Accepting their participation (over telephone) in your music programming is the most effective means I know of for accomplishing this objective.

NEXT WEEK will conclude this series, directed to the needs and problems of smaller market operations. Among other things, we'll consider the record library, the DJ staff and guides to the programming of new releases.

(Continued on page 40)

Focus on the Deejay Scene



IT ONLY HURTS when I laugh may well have been the sigh of Charlie Dennis, WOAI air personality in the face of a frustrating experience. Dennis' show on the 50,000-watt clear-channel station was being monitored by Tony Bennett while flying over San Antonio recently. Tony called Charlie from his plane to give him a surprise interview. Unfortunately, the plane's transmitter didn't quite measure up to WOAI's 50-kw. output and the signal from the aircraft wasn't strong enough for broadcast. Bennett promised to come back and do the show live.

ONLY THESE STARS CAN CALL THEMSELVES **GRAND OLE OPRY**

and people will pay to see and hear them!!!

GRAND OLE OPRY stars pack houses all over the North American continent (to mention just one of six). It is a magic name for a fabulous group of artists. If you're looking for a show, look to GRAND OLE OPRY.

But before you book or advertise any GRAND OLE OPRY act, be sure it is GRAND OLE OPRY. If you have any doubts, check with Ott Devine, Manager of WSM's GRAND OLE OPRY. It is easier to avoid misunderstandings and embarrassment than it is to erase them!



OWNED AND OPERATED BY THE NATIONAL

WSM
CLEAR CHANNEL 650

LIFE & ACCIDENT INSURANCE COMPANY

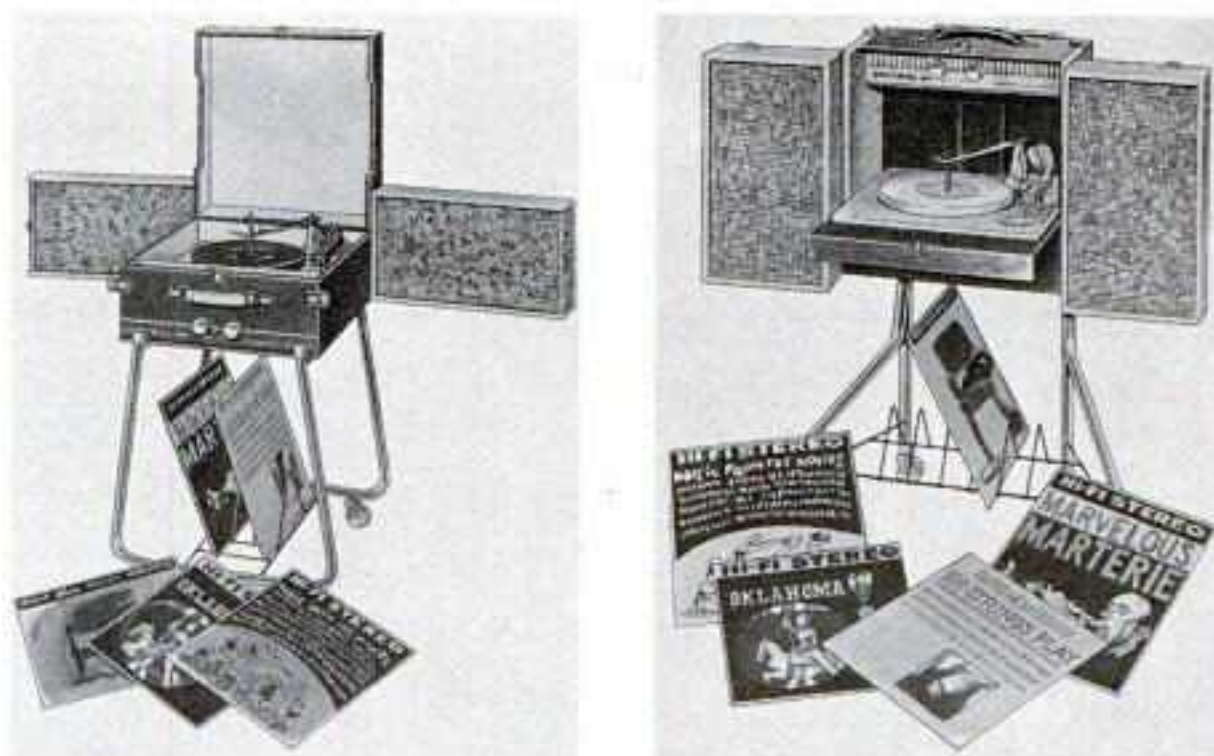
Admiral Has Dealers Stirred Up With Its Novel Phono-LP Offer

CHICAGO — Admiral has opened more than a few record dealer eyes with its novel phono-graph-LP combination offer. The deal is tied in with a pair of new portable stereo



HENRY C. GATES

phonographs that Admiral introduced last spring. With each phono-graph, dealers are entitled to buy a package of five stereo LPs and a record stand for \$4.85. The LPs and stand can be bought with the phonographs on a one-for-one basis. If a dealer buys five phonographs, he is also entitled to September terms. The stereo portables and the



THE CARNIVAL AND MARDI GRAS, Admiral stereo phonographs selling for \$69.95 and \$79.95 respectively, are featured in the firm's new phono-LP promotion. Both have four-speed changers and speakers that can be split up to 24 feet.

new promotion package are part of a concentrated Admiral drive at building more dealer sales. The entire plan has been given extensive advertising promotion. Henry C. Gates, sales manager of Admiral's stereo high-fidelity division, said it's a little too early to give exact figures, but that the plan had been very well received—so well that Admiral would introduce other plans in conjunction with its new line due next July.

Volume Builder

Admiral was also providing its distributors with a list of music and record store accounts in an effort to build volume in this area.

Gates noted that Admiral's volume with record and music stores was small but that he

expected to do a much bigger job in this area.

Terming phonographs, radios and even televisions a natural adjunct for records, Gates had the following advice for dealers contemplating diversification in this area:

1. Choose your source of supply carefully. Pick a quality product, one the manufacturer will stand behind and one that will maintain its price.
2. Pick a price category of merchandise suited to the clientele of the store.
3. Have a good demonstration set-up. This applies for records as well as phonographs. It's one of the big advantages that dealers have over the fast-traffic outlets. A pair of stereo head-

(Continued on page 42)

Market Rises For \$4 Tape

NEW YORK — There's a growing market for budget-priced, pre-recorded tape selling for under \$4. That's the opinion of Cy Leslie, president of Pickwick International, who announced last week sale of the 100,000th pre-recorded tape in Pickwick's \$3.98 tape line, introduced last October.

The firm originally issued 25 pre-recorded tapes and has since released six more. All sections are recorded on RCA Victor Red Seal magnetic tape in four-track, reel-to-reel form.

Leslie said that racks, discount stores, electronic jobbers, photo stores and high fidelity dealers as well as traditional music and record stores were all important outlets for the product. The market has proved good in both the U. S. and Canada, he added.

EPIC TRIP TO OHIO COUPLE

NEW YORK—Mr. and Mrs. Phillip Pugh, owner of the Pioneer Music Shop, Zanesville, Ohio, have been named winners of Epic Records' recent window display contest. First prize of the January-February contest is the winners' choice of an all-expense vacation in Miami Beach, Fla.; New York, or White Sulphur Springs, Va.

Prizes were awarded on the basis of the best use of materials supplied for window use by the label in the first two months of this year. Len Levy, Epic general manager, said that a total of 358 entries was received. Addition awards of a Botany 500 suit and four Arrow shirts were awarded to each of five buyers for those dealers with the best displays in Epic's five national sales regions.



ATTRACTIVE MODEL is shown demonstrating the new Mardi Gras Admiral portable stereo phone. The slim unit is less than eight inches deep and the changer employs the modern, compact, tilt-out design. Hinged wing speakers may be detached and placed up to 24 feet apart. Suggested list is \$79.95.

Phono-Tape MERCHANDISING

BEST SELLING PHONOS • DISK DEALS • EQUIPMENT NEWSLETTER

equipment newsletter

By DAVID LACHENBRUCH

Billboard Contributing Editor • Managing Editor, Television Digest

CARTRIDGE RECORDER progress report: That Minnesota Mining-Revere tape-cartridge changer system, introduced last fall at \$450, is gradually being worked into national distribution. Currently it's being handled by only 45 retail outlets in four areas — Los Angeles, San Francisco-Oakland, Minneapolis-St. Paul and St. Louis. The retailers are principally department stores, audio dealers and music stores, but they all have one thing in common: they're record-and-tape dealers.



The 3M firm is now ready to begin an Eastward expansion in the marketing of the system. The next market will be Chicago, where dealers will be announced early in May. The company is

sticking to its determination to have the machine in all major markets by early fall.

There's heavy interest in the system for several reasons. For one, it represents a radical departure in tape format—using tiny 3/4-in. square cartridge containing tape 1/7-in. wide with 48 minutes of stereo playing time, which can be stacked for more than 15 hours of playing time. For another, it's backed by Minnesota Mining, world's biggest tape manufacturer, which obviously is attempting to broaden the market for tape.

Recently we questioned 3M-Reserve project manager Darrell H. Boyd about results to date and future plays for the marketing of the recorder-changer. Here are the facts, as they stand today:

Three major types of customers seem to be prime prospects for the portable (32 pounds) cartridge recorder: (1) The consumer who is looking for a small self-contained music system which will fit in a small space. (2) The component hi-fi enthusiast who adds the recorder to his system. (3) "Professional people" who buy the recorder to provide background music in offices, stores, etc.—"but we don't know," says Boyd, "how many end up by bringing the recorder home with them."

CURRENTLY, only 60 pre-recorded tapes are available for the system—from the libraries of Columbia Records (48 titles) and Musictapes, Inc. (12 titles). Boyd expects to announce new labels and selections soon. However, he says owners of the cartridge recorders are buying a relatively large amount of blank tape cartridges. "I anticipate that the ratio will be in favor of pre-recorded tapes as the repertoire increases," he adds. "Currently it's still limited, and people are recording and building their own libraries."

What type of outlet is most successful with the new recorder? "It's still too early to tell. Until we know exactly who the customer is and where he likes to buy, there will be no fixed pattern of dealer selection. It will vary from city to city." In all retail outlets except the Broadway Stores in Los Angeles, the recorders are handled alongside hi-fi equipment. In the Broadway Stores, they're handled in the camera department.

So far, 3M-Revere hasn't franchised any camera stores—"but this isn't intentional; we're not either avoiding or specializing in camera dealers." Boyd says there is one specific requirement for a tape cartridge recorder dealer: he must be in the business of selling recorded music—tapes and-or records. "We want to sell the blades as well as the razor."

Will pre-recorded tapes for the system be sold through dealers who don't handle the recorders? "We're not encouraging this at the present time," says Boyd, "because there's not that big a pie to slice up. Right now, we assume the purchaser will buy a library of tapes when he purchases his recorder. It's anticipated ultimately that the tapes will be sold through other dealers when there are enough recorders in use."

FOR THE REST OF THE YEAR at least 3M-Revere plans to concentrate on its single portable cartridge model, with no additions to the cartridge-changer line, although eventually there could be console models, decks and other versions.

Boyd knows of no price cutting on the recorder, and there are no plans to reduce the \$450 price. "We're encouraging our dealers to sell at list price," he says.

Revere, which switched completely to one-step distribution for its recorders about a year ago, plans to continue this mode of operation for its cartridge unit (as well as its open-reel recorders), selling only direct to franchised dealers. For the cartridge recorder, the pattern so far has been: 19 outlets in Los Angeles, 14 in San Francisco-Oakland, five in Minneapolis-St. Paul, seven in St. Louis, including branch outlets.

After opening the Chicago market next month, 3M-Revere will branch out from its existing markets, franchising dealers in outlying and neighboring cities. "Our basic policy," according to Boyd, "is one of being extremely selective in picking our dealers."

Boyd says Revere's sales manager A. G. Conley is receiving inquiries from dealers all over the country. "We'll shop every area, investigate any dealer who is interested."



TURKISH Language Record Course

Now—America's fastest growing manufacturer of instruction records presents the world's largest selection of foreign language instruction records at popular prices.

- CX-121 Indonesian, CX-122 Serbo-Croatian, CX-123 Mandarin, CX-124 Hindi, CX-125 Arabic, CX-126 Czech, CX-127 Ukrainian, CX-128 Danish, CX-131 Hungarian, CX-132 Turkish

SEE YOUR CONVERSA-PHONE DISTRIBUTOR OR WRITE TO:

CONVERSA-PHONE logo and address: 132 W. 32 St. New York 1, N. Y.

CUSTOM RECORD PRESSING Mastering—Processing—Labels POLYMAX 100% ANTI-STATIC FACTORY CLEAN SIDNEY J. WAKEFIELD

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

98c Phono



GALCO UNLIMITED, INC., New York, has introduced a miniature phono which sells for only 98 cents complete with record.

FAN MAIL GLOSSY PHOTOS

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

MULSON STUDIO Box 1941 Bridgeport, Conn.

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.

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.

PHONOS LISTING BETWEEN \$31 AND \$60

Table with columns: POSITION (This Issue, 1/26/63, 10/27/62), BRAND, and % OF TOTAL POINTS. Brands include Decca, Masterwork, Voice of Music, RCA Victor, Capitol, Symphonic, Webcor, and Phonola.

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.

1/26/63 Issue: Magnavox (6); General Electric (8); Majorette (9). 10/27/62 Issue: General Electric (5); Majorette (8); Magnavox (9).

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms.

- KING—Expires April 23, 1963. Started March 1, 1963. One free country LP for every three purchased...
CAPITOL—Expires April 30, 1963. Started March 4, 1963. For dealers, one Kingston Trio album at 62 cents...
ANGEL—Expires April 30, 1963. Started March 1, 1963. Entire Angel catalog of orchestral stereo LP's...
ATLANTIC—Expires April 30, 1963. Started April 1, 1963. April is Ray Charles month...
ATCO—Expires April 30, 1963. Started April 1, 1963. April is Bobby Darin month...
BLUESVILLE—Expires April 30, 1963. Started March 15, 1963. On "Lightnin' Hopkins with Sonny Terry"...
COLPIX—Expires May 10, 1963. Started March 20, 1963. "Sing Along With Jack" plan...
MERCURY—Expires May 14, 1963. Started April 1, 1963. On Perfect Presence Sound Series...
COTTON TOWN JUBILEE—Expires May 15, 1963. Started April 1, 1963. A 15 per cent discount...
CAMEO-PARKWAY—Expires May 31, 1963. Started April 15, 1963. A 12 1/2 per cent discount...
LIBERTY—Expires May 31, 1963. Started April 15, 1963. A 15 per cent cash discount...
PRESTIGE—Expires May 31, 1963. Started April 1, 1963. Special 15 per cent discount...
NEW JAZZ—Expires May 31, 1963. Started April 1, 1963. A 15 per cent discount...
EPIC—Expiration indefinite. Started April 1, 1963. A 15 per cent discount...
CAPITOL—Expiration indefinite. Started April 1, 1963. Capitol-of-the-World German-Austrian LP catalog...

Admiral's New Phono-LP Offer Stirs Dealers

Continued from page 41

phones can do wonders in selling merchandise and it prevents kids from loitering in booths.

4. Use point-of-sale aids. Admiral supplies many good ones, but don't bury them in a back room or behind a counter.

5. Make merchandise easy to buy. As an example, a credit plan for teen-agers (with parent approval) is an excellent builder. It not only sells phonographs but gets the teen-agers coming back into the stores.

6. Put merchandise where it'll be seen. It won't sell unless it's on display. Portables, for example, should be in high-traffic spots—so should other low-price radios and phonographs that might be susceptible to impulse sales.

Looking into the future, Gates termed transistors the biggest development to hit the phonograph field in a long time. Among advantages are less service, no heat problem, greater fidelity at lower cost, lower operating cost and no warm-up time.

In lower priced sets, Gates said that transistors and tubes offer comparable fidelity, in fact, tubes can even do a comparable job cheaper (set cost). But in higher priced sets, it's cheaper to produce a high-performance transistor model than one with tubes.

Admiral's distribution is broken into two parts. Some 80 distributors (about 10 of which are factory owned branches) handle sales to individual outlets—chief of which are the appliance stores, department stores and discount houses.

Admiral also sells direct through factory representatives to large chain operations with over-lapping territories. Among these are the large jewelry houses including Zale, Gordon,

UNIVERSE RECORDS

International Imported Recordings

- GERMAN, GREEK, PORTUGUESE, SWISS, FRENCH, SOUTH AMERICAN, AUSTRIAN, SWEDISH

Contact your local distributor or write:

UNIVERSE RECORD CO., INC. 6362 Hollywood Boulevard Hollywood 28, California

TIDAL WAVE!

SURFIN' U. S. A.

4932 THE BEACH BOYS



Do you know how to legally protect your song from plagiarism? COPYRIGHT HANDBOOK

for Fine and Applied Arts

By Howard Walls

Now available for 10 Day FREE Examination

Tells you all you need to know about these important questions:

- What are my rights to control reproduction of my song or any creative work?
Can I copyright an unpublished work? Once it's published?
Why have so many copyrights been lost?
Am I protected under common law? Do I need to copyright my work?

WHAT TO DO TO PROTECT YOUR CREATIVE EFFORTS

The Copyright Handbook for Fine and Applied Arts is a well selected blending of information from government publications and provides the answers to the many questions asked by songwriters, music publishers, lyricists, composers, and others.

It tells in a skillful and concise way the interesting story of the copyright law. Stripped of legal jargon, but not of the meaning of the law, it provides you with a comprehensive and extremely useful knowledge of copyright.

The prime purpose of The Copyright Handbook is to put YOU in a position of authority in the marketing and protection of your creative works.

Cloth bound—complete detailed index to help you find what you want in seconds.

6 x 9 144 pages \$5.95

EXAMINE THIS AUTHORITATIVE BOOK FREE FOR 10 DAYS

WATSON-GUPTILL PUBLICATIONS 1564 Broadway, Dept. 1074 New York 36, New York

Please send me _____ copy(ies) of the COPYRIGHT HANDBOOK FREE for 10 days. If you do not agree that the book is of great value to you in protecting your rights, return it and YOU OWE NOTHING.

- Enclose check or money order. Watson-Guptill pays postage. (Add 3% sales tax in N. Y. C.)
Bill me plus postage.

Name, Company, Street, City, Zone, State

For FOREIGN SHIPMENTS: Include 75c for each book.

MONEY MACHINE



Some people call it a jukebox. Others call it a phonograph. If you want to get fancy, you can call it a music system, coin-operated.

Call the Rowe AMi coin-operated phonograph what you will, its first and last name is MONEY-MAKER.

That's because Rowe has *all* the features you need to make money in any location—and none of the features that limit play.

For example: Three-in-One (200, 160 or 100 selec-

tions) programming; self-contained Stereo Round;* full-width personalization panel; Top Talent Tune display that needs no "double" titles; light, color, motion—salesmanship, in other words; easy-to-read, easy-to-select titles; jumbo keyboard.

And, most important, a realistic price.

Your Rowe AMi Distributor can make it mighty easy for you to get your hands on these money-makers right now. See him soon for the full story.

*Pat. pend.



ROWE AC SERVICES

18 South Michigan Ave. Chicago 3, Ill.

MUSIC MACHINE PROGRAMMING

Old Favorites Still Tops in Taverns

By BOB LATIMER

WESTMINSTER, Colo.—The neighborhood tavern has long been the bread-and-butter location for the juke box operator. Glenn Pierce and Frank Huber, who operate the Century Supreme Music Company in the Denver area, are probably better equipped than most operators to understand the problems of the local tavern. Both men were tavern owners before they began operating music machines.

With about 95 per cent of their locations in the neighborhood tavern category, Pierce and Huber are considered the local experts in selecting records for the small, friendly watering spots.

Programming for more than 100 such locations is a matter of knowing the individual market, according to Pierce. All programming, at Century-Supreme, is carried out by three routemen and Huber, all of whom spend a lot of time in the locations noting the sort of music the customers want. Then each man programs for his own route, turns the ultimate choice in to Huber who can usually

make a few sage adjustments, which result in better collections.

Weekly Changes

Except for a few dogs out in the country locations, Century-Supreme services every phonograph once a week, changing an average of five records, with in-between calls where the tavern owner requests it. Each machine shows a remarkable minimum of top favorites simply because long experience has taught Pierce and Huber that tavern customers, by and large, are not interested in rock and roll, contemporary jazz or instrumental novelties but want old favorites over which they can grow sentimental, or which remind them of pleasant experiences in the past.

So, instead of the "top 40" the Century-Supreme machines are more likely to show the "top 20." Huber and Pierce make no bones about confessing that the "top 20" is there simply because tavern owners request it, particularly after a patron asks "Why haven't you got that piece I've been hearing so much on the juke box?"

Since tavern owners recall such instances all too clearly, Century-Supreme acquiesces to the point of providing plenty of top hit numbers, but over the long haul, it is the old favorites, some r.&b. selections, plenty of hillbilly, ballads, and sweet instrumental numbers which pay greatest returns.

Personal Tastes

"Our routemen probably spend more time at the locations than any other firm in the Rocky Mountain States," Pierce said. "The collectors make it routine to know everything they can about their location owners,

the tavern owner's personal tastes in music, and to know some of the regular habitués of the place as well. The mere fact that the operator is there, during busy evenings, and is introduced as 'the fellow who runs the juke box' has a lot to do with good collections at every point. In such convivial surroundings the usual patron will open up, and give the route serviceman some idea of the music he wants to hear. All such tips are valuable, of course, and they have never failed to pull results."

Century-Supreme locations have actually worn out old-favorite records which have become absolutely useless from heavy play. Huber and Pierce have had to go to great lengths in order to replace some of them, many of them almost collector's items, but they never hesitate to spend whatever time and effort, or money is necessary to get the results.

Latin Disks

A constant fly in the ointment are Latin records. Many of the taverns in the suburbs of Denver cater to Spanish-speaking customers, who demand plenty of Spanish music as a matter of course.

Both Huber and Pierce confess to a tin ear where brassy Spanish music featuring cornets and the string work of mariachis are concerned.

"I can't tell enough difference between the Spanish records to know what will go and what won't," Pierce said. "But the customers can. Where Spanish records are concerned, we must simply trust to luck, to pick the sort of thing which the customer will want to hear over and over again."

Report From Britain

Decimal Coinage Seen

LONDON—Decimal coinage for Britain may be in the offing, possibly before next winter.

Names suggested for the nominal equivalent of the dollar are the Royal, the Noble, and the Britannia. These will be worth 10 shilling today's money, and come two to the pound, if there is then a pound.

The coin changeover is expected to take fully four years. But UK coin-equipment traders claim they can switch over in a week.

Seeburg Catalog Adds Little LPs

CHICAGO—Ten more little LP disks were added to the Seeburg catalog this week, bringing to 72 the number issued this year.

RCA releases include "Mr. Easy," with Jesse Belvin; "Our Man on Broadway," with Ray Ellis, and "Our Men Out West," with the Sons of the Pioneers.

Liberty releases are "What's a Matter Baby," with Timi Yuro; "A Taste of Honey," with Martin Denny, and "Waltz in Jazz Time," with Si Zentner.

Columbia releases are "Sincerely Yours," with Robert Goulet, and "Who Stole the Keeshka," with Frankie Yankovic & His Yanks.

Also released were "New Frontier," with the Kingston Trio on Capitol, and "I've Got a Woman," with Jimmy McGriff on Sue.

Gets TV Exposure

LONDON—Ruffler & Walker, Ltd., London juke box and coin-amusement distributors-operators, gained a little subliminal sales promotion on independent British TV recently.

In an Armchair Theatre video play, the teen-age principal had a Rock-Ola juke box in his rumpus room, courtesy of doting parents.

The scene switch to the local tavern showed a Jennings fruit in play. Both props were supplied by R. & W.

Aussies Visit London

LONDON—Australian coin-equipment makers Nutt & Muddle sent an executive party visiting London distributors recently.

The firm, which makes Jubilee fruits, called on Symplay, Ltd., with its London manager Harold Smith. Aussie executives, K and R. Nutt, made a first hand survey of British market potential.

Chi Auto Moves

LONDON—Chicago Automatic Machine Supply has switched activities to new premises on Shaftesbury Avenue, and are busy settling in. Warehouses and shipping facilities remain at original Cole Street premises, S.E.1.

M. Prearis Dies

GLASGOW—Michael Prearis, managing director of the Orpheus Juke Box Company,

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

SURFIN' U. S. A.

BEACH BOYS, CAPITOL 4932

SHUT DOWN

FOOLISH LITTLE GIRL

SHIRELLES, SCEPTER 1248

NOT FOR ALL THE MONEY IN THE WORLD

LOSING YOU

BRENDA LEE, DECCA 31478

HE'S SO HEAVENLY

TAKE THESE CHAINS FROM MY HEART

RAY CHARLES, ABC-PARAMOUNT 10435

NO LETTER TODAY

I GOT WHAT I WANTED

BROOK BENTON, MERCURY 72099

DEARER THAN LIFE

A LOVE SHE CAN COUNT ON

MIRACLES, TAMLA 54078

I CAN TAKE A HINT

ANOTHER SATURDAY NIGHT

SAM COOKE, RCA VICTOR 8164

LOVE WILL FIND A WAY

SHY GIRL

CASCADES, VALIANT 6028

THE LAST LEAF

OLD ENOUGH TO LOVE

RICK NELSON, IMPERIAL 5935

IF YOU CAN'T ROCK ME

Recent

STEREO RELEASES

for Music Operators

SEEBURG ARTIST OF THE WEEK

JIMMY PRUETT—Good Time Piano
Capitol (Old Favorites)

Wedding Bells/Beer Barrel Polka • Let Me Call You Sweetheart/Bye Bye Blackbird
• Somebody Stole My Gal/For Me and My Gal • My Gal Sal/A Shanty in Old
Shanty Town • Heart of My Heart/Shine On Harvest Moon

All titles listed above are custom 33 $\frac{1}{2}$ 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.

Ltd., Glasgow, died after a brief illness recently. His widow and daughter survive.

He began manufacturing the Orpheus machine to his own patents in 1948. His partner is C. Orlandi. The firm obtained the Scottish franchise for AMI in 1956. Prearis was also a founder of the Phonograph Operators' Association in Scotland.

C. Marshall Dies

LONDON — Charles Marshall, 60, amusement caterer and coin-equipment manufacturer, died recently at his home, Shanklin, Isle of Wight, U.K.

He headed C. Marshall, Ltd., owner of the Playfair amusement center, and was a director

(Continued on page 50)

Coast Officer Urges MOA Overseas Arm

OAKLAND, Calif. — A proposal to organize an international trade group as an affiliate of the Music Operators of America has been by Henry Leyser, president of the Associated Coin Amusement Co., Inc., of Oakland, and director of the national association.

Leyser said he will present the issue to the president of the MOA and the board of directors, and will suggest extending invitations to foreign operators to attend the 1963 national convention to be held in Chicago during September. He also proposes a series of discussions to be held at that time to establish such an organization, and that persons who are adept in foreign languages be assigned to act as hosts to foreign guests.

Leyser has recently returned from a two-month trip to Europe where he had an opportunity to observe the success of the industry in at least six countries. The extent of advancement of the coin amusement business is in direct proportion to the strength of the trade organization in each country, he reported.

SILVER SPOTLIGHT SERIES

Designed Exclusively for

JUKE BOX PROGRAMMING

UNITED ARTISTS RECORDS

EUROPEAN NEWS BRIEFS

French Bowling Boom

PARIS — There's a bowling boom in the boondocks of France, reports Robert Charlot, president of the French Automatic Machine Trade Association (SNPA). Charlot is French distributor for Chicago Coin's bowlers. He reports that all U. S. bowling games are scoring strikes in the French farm belt, and he foresees an expanding market in France for U. S. bowling games, even in competition with full-scale lane bowling. It's all a matter of space.

Bowlers are booming in the provinces more than in Paris because locations in the boondocks offer more space for the amusement of their patrons. In Paris locations have less space and prefer to pack it with fast-shuffling customers rather than amusement equipment. Similarly, bowling games are preferred to full-scale lane bowling because of space factors.

Juke Box Waltzes

VIENNA — Original albums of waltz music have been prepared to introduce a new custom-built Austrian phonograph, the Musikbar, which is manufactured by the firm Automatic, with headquarters in Vienna. The full repertoire of famed Viennese waltzes is offered Musikbar patrons in line with the firm's promotion of the machine as playing "concert hall music in a coffee house setting."

The cabinet is tailored to individual locations, each cabinet being designed to give the appearance of expensive furniture. Dialing selector boxes are installed discreetly in recesses at each table. The patron inserts the coin into the selector box, dials his title, and sets the volume control. The sales slogan is, "An instrument that Johann Strauss would acclaim."

Spanish Pinball Plant

BARCELONA — A West German concern has representatives in Spain investigating proposed establishment of a pinball manufacturing company in the Barcelona or Madrid areas. Spanish interests would put up part of the capital and the Germans the rest, and the joint German-Spanish company would produce a U. S.-model pinball on license from an American firm.

Pinballs are enjoying a tremendous vogue in Spain now. Spain's improving economic situation is putting more money into the mass pocket for amusement. The Germans have larger economic interests in Spain than any other Western European country, and therefore more experience with the Spanish market. U. S. pinball machines are without a peer, however, and the Spanish insist that the proposed plant produce a U. S.-designed machine.

No Payout Co-Exhibit

HAMBURG — West Germany's phonograph trade is considering a ban on participation in trade fairs with joint exhibition of phonographs and payouts.

The German trade's "horrible example" in this respect is the British Amusement Trade Exhibition fair held in London in February. The large German delegation returned home flabbergasted at the proliferation of payouts, which, according to German trade opinion, completely overshadowed phonographs and reduced them to a supporting role.

German manufacturers, horrified by reports from the New

the latter's efforts to reverse the trend to location ownership of equipment.

Assisted by the Germans, Austrian operators are mounting pressure on distributors to concentrate on operator ownership. Operators complain that distributors have helped fashion their current dilemma in this country by giving extravagant credit to locations. Operators complain they have received nothing from distributors but the back of their hand.

The Austrian phonograph trade has stagnated alarmingly. Even the location market is no longer responding to easy credit terms. The number of locations is dwindling and the sale of replacement equipment declining

apace. For Austrian operators, the current stagnation spells opportunity, and they are demanding that distributors dedicate themselves to developing operator ownership.

Seek Pre-Play Hike

COPENHAGEN — Danish juke box operators are negotiating with KODA, the Danish copyright society, for an increase in the juke box per-play price. Operators would like to hike the per-play price to about 7 cents in Danish currency, but are seeking agreement from KODA to hold the performing rights royalty at the present level. Operators are willing to consider an increase based on an

increase in collections at a future date. But the trade is balking at increasing KODA's royalty fee without a sliding-scale formula geared to collections.

OPERATE
**UNITED
Shuffle Alleys
and
Bowling Alleys**
WELCOME EVERYWHERE
★
UNITED MANUFACTURING CO.
3401 N. California Ave.
Chicago 18, Ill.

Now 8 Ways to Score



INCLUDING NEW THRILLING
RAILROAD BONUS

Shave the shot close to miss a Strike and score a 7-10 Leave for a juicy 90 points! Either a 7 or 10 solo is good for 60, while a Strike chalks up only 30. New Railroad Bonus, plus 7 other popular ways to score, offer biggest play variety in shuffle-alley history, insure top earnings, extra long life on location.

- NEW
EXTRA LARGE
COIN BOX
(DIME MODEL ONLY)
- FULL LENGTH
STAINLESS STEEL
CABINET RAILS
- HIGH SPEED
TOTALIZERS
- ROTARY
PLAYER & FRAME
COUNTERS

- OFFICIAL
HANDICAP
JUMBO
WITH
SPEED-CONTROL SKILL-APPEAL
- FLASH-MATIC
- MATCH-MATIC
WITH
SECOND-SHOT SCORE-SAVER
- ALL-STRIKE
MYSTERY

8 ft. 8 in. by 25 in.

Bally SUPER 8 SHUFFLE

See your distributor.. BALLY MANUFACTURING COMPANY 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

Bride & Groom
HAND PAINTED MINIATURES

COLLECT ALL THE MEMBERS OF THE WEDDING

\$12.50 Per Thousand
AT YOUR NEAREST WAREHOUSE OR DIRECT FROM

KARL GUGGENHEIM, Inc.
158-07 Archer Ave., P.O. Box 510, Jamaica 31, N.Y. 212 RE-5433

Texas Court Upholds Ops

AUSTIN, Tex.—The Third Court of Civil Appeals held firm on its decision that cut State sales tax revenues \$1,500,000 annually.

The court refused a motion for rehearing filed by the State and left standing its February 20 ruling that four vending machine firms do not have to pay the sales tax on gross receipts from sales of less than 25 cents each.

The ruling clears the way for an appeal of the suit by the State to the State Supreme Court.

The suit was filed by Neely Vending Company, Austin; the Canteen Company, Dallas; Galvanneau Brothers, Amarillo, and B and N Vending Co., Lubbock, after the State comptroller began collecting 2 per cent on gross receipts from all sales.

Action in Denver Shows Varmints Ahead of Gum

DENVER—For the first time in many years sales of varmint and other novelties have outstepped volume on ball gum, jelly beans, and candy items, according to bulk route operators throughout Colorado.

Operators such as Frank Thorwald, Charles Flowers, Jay Shannon and Don Akins, have found that the non-edible vended products, including penny plastic items as well as 10-cent rubber

and plastic scare items are ranking high in youngster appeal. Probably the fact that the Denver School Board officially expressed disapproval of rubber worms, scorpions, snakes, etc., at the beginning of the school term had a lot to do with it, operators believe.

At any rate, Denver bulk operators, as well as those in Pueblo and Colorado Springs report that the novelty items amount to as much as 60 or 65 per cent of total sales, even where 5-cent and 10-cent items are being shown.

Another factor which is undoubtedly spurring the situation has been the increase in the collector's hobby with many grade school and junior high school youngsters attempting to make a complete collection of whatever items are being introduced in vending machines.

Some operators are encouraging their sub-teen customers to mount their collections on panels of pegboard and artboard, like an entomological collection, identifying each varmint by name and date purchased.

Two or three Denver schools have sanctioned this kind of collector's interest, infinitely preferable to thrusting a rubber scorpion down the neck of a girl schoolmate's sweater, or other rowdism.

Whereas six months ago, a large percentage of Denver operators were continuing to get along without 10-cent machines, every operator has now added 5 and 10-cent machines to capitalize on the heavier volume available.

World Wide Plays Host To Ill. Ops



HAROLD SCHWARTZ

CHICAGO — Preventative maintenance and trouble shooting were stressed in a Seeburg service school conducted by World Wide Distributors in Quincy, Ill., last week.

Harold Schwartz, who hosted the session for World Wide, reported excellent attendance and enthusiasm at the day-long meeting in the Lincoln-Douglas Hotel.

The service session was aimed at "speaker hookups." Instructors pointed out that almost any type speaker could properly be used with Seeburg machines, following proper procedures in pre-determining volume, wattage and distribution between phonograph and external speaker.

Operators in attendance included: Bernard Lansdown and Harold Hillert, L & M Music; Don Heck and Robert D. Watson, G & W Novelty; William Carroll, Quincy Music; A. M. Dunn, Dunn's Amusement; Charles Hoyt and Clyde Schaeffer, all of Quincy; Harold Kelly, Clayton, Ill., and L. R. Carr, Wendell Fugati, Gail Dickey and Nelson Haskins, all of Macomb Ill.

Northwestern
SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING

Try one . . . Learn why other operators find the SUPER 60 their favorite capsule venter. Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE.

Northwestern
CORPORATION
2434 E. Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

Electric Money Maker
Famous ACME ELECTRIC MACHINE

Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
2 and up 23.50
Floor Stand 5.00

ORDER TODAY
1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors, Write for Prices.

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

The SUPER SIXTY
Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
*With QUICK-TACH at slight extra cost.

CLEVELAND COIN MACHINE EXCHANGE, INC.
2029 Prospect Ave. Cleveland 15, Ohio
Phone: TOWER 1-6715

HEADQUARTERS FOR LARGEST SELECTION OF SUPER 10c CAPSULE MIXES

Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company

10c ATLAS MASTER Capsule Vender

2534-Mission St., Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

BIG SAVINGS on BALL AND VENDING GUMS

SAME FINE FLAVORS CENTERS AND COATING

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size. . . 28 1/2¢ lb
Chicle Ball Gum, 130 ct. . . 36 1/2¢ lb
Clor-o-Vend Ball Gum. . . 41 1/2¢ lb
Clor-o-Vend Chicks, 320 ct. 41 1/2¢ lb
Chicle Chicks, 320 & 520 ct. 37 1/2¢ lb
Bubble Chicks, 320 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

VENDORAMA®
V2 25c & 50c
Capsule Vender
HOLDS 200 V2 CAPSULES

New V2 capsule shown above. (Actual size is 2 1/4" in diameter.)

Write today for full information on the Vendorama V2 Capsule Vender and the new V2 capsule.®

VICTOR VENDING CORP.
5711 W. Grand Ave., Chicago 39, Ill.

THE BIG TEN EPPY WAREHOUSES

ready to serve every operator from Coast to Coast at Low Factory Prices

LET THE BIG TEN SERVE YOUR NEEDS

The most complete bulk vending facilities available to satisfy all your vending needs.

ALL WAREHOUSES CARRY A COMPLETE STOCK OF CHARMS, RINGS, CAPSULES, VENDING MACHINES, GUM, NUTS, CANDY, VENDING PARTS.

BALTIMORE
CALVIN SALES CO., INC.
625 West North Ave.
Baltimore, Maryland
301 669-1499

BOSTON
NORTHWESTERN SALES & SERVICE
1194 Tremont Street
Boston, Mass.
615 HI 5-8935

CHICAGO
KING & COMPANY
2700 West Lake Street
Chicago, Illinois
312 KE 3-3302

CLEVELAND
RIDGE GUM CORP.
4328 Ridge Road
Cleveland, Ohio
216 SH 1-8255

LOS ANGELES
OPERATORS VENDING MACHINE SUPPLY CO.
1023 South Grand Avenue
Los Angeles, Calif.
213-RI 8-0131

NEW ORLEANS
SCHIRO VENDING SUPPLY
122 No. Carrollton Avenue
New Orleans, La.
504 482-1024

NEW YORK CITY
NORTHWESTERN SALES & SERVICE
446 West 36th Street
New York, N. Y.
212 LO 4-6467

OAKLAND
STANDARD VENDING MACHINE SUPPLY CO.
5215 East 12th Street
Oakland 1, Calif.
415 261-9037

PHILADELPHIA
RAKE COIN MACHINE EXCHANGE
609 Spring Garden Street
Philadelphia, Penna.
215 WA 5-2676

ST. LOUIS
SAMUEL J. PHILLIPS CO.
2950 Washington Blvd.
St. Louis, Missouri
314 OL 2-6015

CONTACT YOUR NEAREST BIG TEN WAREHOUSE TODAY

EPPY
CHARMS INC.
91-15 144th Place, Jamaica 35, N.Y.

Report From Britain

Continued from page 46

of several other catering enterprises. He was a member of the Amusement Caterers' Association which was represented at cremation services.

New Volt-Ohmeter

LONDON — A new volt-ohmeter from Hong Kong has caught on with juke box service representatives in the United Kingdom.

Reason is, the low price for good value. It's a CABY product, selling to the trade at around \$15. Other name instruments sell at double the price. Ditchburn technicians are us-

ing it, and it is reported to have full-range calibrations of volts-ohms-amps.

Green Stamps Now

LONDON — Ditchburn Equipment, Ltd., Wurlitzer sole distributors for the United Kingdom, is giving away green stamps with each purchase of juke box disks.

Operator get these gift-buying stamps with every order of six or more disks.

The bonus-stamp gimmick has already caught fire in U.K. retail goods outlets.

Open Welsh Branch

CROYDON — Auto-Slot Sales, Ltd., of Croydon, has opened a branch in Abbey Street, Rhyl, North Wales. The branch serves a resort area there, plus Liverpool and Blackpool. The firm handles the Fanfare Silver Stereo 100 console.

Golding Auto Moves

COLCHESTER — Golding Automatics, Ltd., Colchester, has moved into new premises at neighboring Marks Tey. The firm, East Anglia agency for Ruffler & Walker, Ltd. (Rock-Ola), has converted a two-story grain mill into plush administration and workshop facilities. A large showroom occupies the ground floor.

California Firm Breaks Ground

OAKLAND, Calif.—The Associated Coin Amusement Company, Inc., has broken ground for a 5,000 square foot addition to its recently acquired branch in Los Angeles, at 1122 East 14th Street.

The addition will almost double the size of the Southern California division. The existing area will be used for work rooms and storage, while offices and showrooms will be moved into the new wing. The company has purchased the existing building, but will rent the newer section.

Henry Leyser, of the Oakland office, is president of the company, and Herman Bied is vice-president and manager of the Los Angeles division.

Discuss Trainees

COLUMBUS, O.—The possibility of a training program which would replenish Ohio's need for vending machine servicemen and at the same time aid in the rehabilitation program at Ohio Boys' Industrial School was discussed at the fourth annual conference of the Ohio Automatic Merchandising Association here recently.

Ark. Extends 3% Sales Tax To Game & Juke Box Ops

By ELTON WHISENHUNT

LITTLE ROCK—The Arkansas Legislature, in the last hour of the last day of its 1963 session, extended the 3 per cent sales tax to receipts from coin-operated machines. This includes phonographs and amusement games, but not cigaret vending machines.

Thus the State of Arkansas, in a move predicted in a report from Little Rock in Billboard on January 5, got a bill passed extending the tax coverage after suffering a defeat in court by a colorful operator from Lepanto, Ark., C. E. (Tuffy) Tolliver, owner of Tolliver Amusement Company.

Tolliver Case

The Legislature acted on request of the State Revenue Commissioner because under the court ruling in the Tolliver case, which held that Tolliver did not have to pay the tax, all operators who had been paying the tax for years could sue the State for a refund.

The previous sales tax law did not specify that the tax was to be paid on receipts from phonographs and amusement machines.

Tolliver had paid a certain amount each month and wrote on the check "sales tax contribution." Some State employe in the Revenue Department decided to send an auditor to see Tolliver.

Ruling Affirmed

The State agent audited Tolliver's books and contended he owed several thousand dollars. Tolliver contended he didn't and refused to pay. The State sued and Tolliver won in a significant case in which the ruling was that the sales tax law did not apply to receipts from phonographs and games. The Supreme Court of Arkansas affirmed the ruling.

Having suffered a humiliating defeat, and facing a dilemma in the possible refund of hundreds of thousands of dollars, or dozens of lawsuits, the State then sought relief from the Legislature and got the bill passed at the last minute.

The Arkansas operator is already heavily taxed. He pays \$250 for a license to operate, a one-time tax; he pays the premium to make a \$3,000 bond to insure "faithful performance"; \$5 city, \$5 county and \$5 State tax on each machine, and a \$10 federal tax on each machine.

Class Action

But the fight is not yet over. It may be that Tolliver and other operators, if they band together

in a class action, can get the new law held unconstitutional.

For the Supreme Court said in the Tolliver case that a play on a juke box was an intangible thing a person paid for, as was a play on an amusement game, was not the purchase of merchandise and Tolliver was not selling a product on which a sales tax could be collected.

Melone a Father

UNION CITY, N. J.—Nick Melone, general manager of the American Shuffleboard Company here, last week became the father of a son, Nicholas John Melone Jr.

TRUE ALBUM PROGRAMMING
IN 33 1/3 STEREO

The Revolutionary **SEEBURG** LP CONSOLE

Say You Saw It in Billboard

SENSATIONAL VALUES!

VICTOR Vendorama Pen Machines
Reconditioned like new.
Only \$19.50 Ea. with FREE gross of pens.

REACTO 5c REFLEX TESTER
Ideal for every location.
Only \$29.50 Ea.
In lots of 5 or more, \$24.50 ea.

SPECIAL: Heavy base stands for Reacto, \$12.50 ea.
1/3 deposit, balance C.O.D.
Write for price list of used machines and merchandise.

Rake Coin Machine Exchange
609-A Spring Garden St., Philadelphia 23, Pa. WALnut 5-2676

IMMEDIATE DELIVERY World Famous VICTOR Standard TOPPER

1c or 5c

For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

Member National Vending Machine Distributors, Inc.

BITTERMAN & SON
4711 E. 27th, Kansas City 27, Mo. Phone: WABash 3-3900

6-POCKET POOL TABLE, 6'	\$185
6-POCKET POOL TABLE, 7'	315
BIG BALL BOWLERS	
United Royal	\$195
Bally Trophy	195
Bally Lucky	185
Bally Challenger	295
United Holiday	745
ARCADE	
Wms. Ten Pins	\$145
Squirt Gun	295
United Sky Raider	225
Hole-in-One	75
Mutoscope Drivemobile	\$125
Jet Pilot	195
Pollard Football	125
Field Goal	95
9' Am. Basketball Shot	145
Wms. '62 World Series	375
Keeney Sportsman	145
Exhibit Rifle Gallery	85
Bally DeLuxe Club	\$265
Bally ABC	145
Bally Congress, Reg.	150
Bally Lucky	145
United Handicap	175
Keeney Diamond	95
Keeney Bonus	95
United Mars	125
Chicago Coin Blinky	125
Chicago Coin Venus	125
Keeney Palisades	145
Chicago Score Line	125
United Shooting Stars	75
Bally Monarch	\$295

4322-24 N. WESTERN AVE.
CHICAGO, ILLINOIS
JUNIPER 8-1814

PURVEYOR Better Buys DISTRIBUTING CO.

ALUMINUM DE-GREASED DISCS FOR STANDARD AND HARVARD METAL TYPER

Packed in rolls of 100 • Available with special imprint
Call our PARTS & SERVICE Dept. for all your Typer needs

STANDARD HARVARD METAL TYPER, inc.
1318 N. WESTERN AVE. CHICAGO 22, ILL. • EV 4-3120

SUMMER SPECIALS

6 Bally Deluxe Bowlers, 32'	\$850
2 Bally Deluxe Bowlers, 16'	750
2 United Bowler-Ramas, 20'	750

Keeney Scramballs, Counter Game

50 brand new. Ea.	\$45.00
50 slightly used	35.00

VENDO SET

1 Pre-Select Milk	
2 Pre-Select Ice Cream	
Matched set, complete with Modular Fronts,	\$1,095.00

1 Wittenborg 56R, 24 sel., completely refrigerated \$495.00

4 Stoner D-500 Coffee & Chocolate, like new 275.00

100 Victor V 1/4 Ball Gum or Mdse. 6.50

100 Advance 1/4 Ball Gum 4.50

ARCAD E QUIPMENT AND GUNS

Bally Golf Champ	\$175	Sidewalk Engineer	\$125
Bally Skill Derby	125	Set Shot Basketball	195
Bally All Star	125	Silver Gloves	125
Crane	125	See-a-View	75
C.C. Drop Ball	125	Wms. Ten Pins	125
Candid Camera	95	Auto Foto Model 9	895
Chester Pollard Football	85	Auto Foto Model 11	1,795
Chin Tester, floor	195	Auto Foto Model 12	2,750
Exhibit Hi-Ball	95	Auto Foto Model 14 Write	
Cross Country Drivemobile	250	Capitol Midget Movies	110
Cris Cross Hockey	195	Mills Panoram	325
Goalee	110	Bally Sharp Shooter	250
Hi-Fly Baseball	125	C. C. Ray Gun	350
Standard Metal Typer	225	Carnival	135
Horoscope Vendors	125	Ex. Space Gun	95
Ingo Floor Grip	50	Crusader	245
Jack Rabbit	110	Genco Sky Gunner	110
Jet Pilot	195	Genco Wild West	195
Kayo Champ	150	Genco Circus Gun	
License Bureau	95	Rifle	275
Card Vendors, 2 col.	65	Gun Smoke	225
Love Meters	110	Hercules	295
MacLevy Ft. Vibrator	150	Keeney Sportsman	150
Lord's Prayer	175	Keeney Air Raider	150
Motorama	175	Midway Shooting	175
Midway Red Ball	125	Gallery	125
Periscope	125	Muto. Sky Filter	125
Quarterback	125	Pop Gun Circus	225
Road Racer	325	State Fair	195
Radio Gram	95	Squirts Water Gun	195
Space Age	195	Two-Gun Fun	250
		Titan Gun	325
		United Sky Raider	250

WRITE US FOR OUR NEW PRICE BULLETIN ON GAMES, SHUFFLES, ARCADE & KIDDIE RIDES.

CLEVELAND COIN MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1 6715

M. S. GISSER
Sales Manager

Billboard International Coin Machine Directory
WHO'S WHO IN THE COIN MACHINE WORLD 1963-1964

PRICE \$1.00

Date of Issue: May 20, 1963

FINAL ADVERTISING DEADLINE: MAY 1, 1963

Don't Miss the First Annual International Coin Machine Directory. RESERVE YOUR SPACE NOW.

Another Industry Service From **Billboard**

Cables: BILLBOARD, NEWYORK

NEW YORK HOLLYWOOD CHICAGO ST. LOUIS NASHVILLE LONDON RIO DE JANEIRO BUENOS AIRES

Antwerp May Lose Role as European Coin Crossroads

By OMER ANDERSON

ANTWERP — A drastic re-orientation of coin machine trading patterns is under way in Europe, and its impact is greatest on this traditional trading center.

Since Europe's coin machine boom began after World War II, Antwerp has been the trading crossroads, some 75 per cent of Continental shipments clearing through this great commercial gateway.

Belgium, and particularly Antwerp, has become export-import headquarters for the trans-Atlantic coin machine trade. Ironically, in view of the fact that Brussels is the European Common Market capital, the coming of the trade super-market threatens Antwerp's demise as the coin equipment trading gateway.

Direct Shipments

There has been a month-by-month slackening of activity here as the impact of changing trading patterns becomes increasingly evident. What is taking place, briefly, is that U. S.-Europe shipments are clearing direct between the principal markets involved, instead of being channeled through Antwerp.

This re-orientation of trading patterns is strikingly apparent in the latest figures (for December) just issued by the U. S. Department of Commerce. These figures, which confirm the month-by-month trend and on-the-spot data, show that Belgium imported 369 new phonographs in December and no used machines, placing Belgium behind the United Kingdom, West Germany, and France in over-all imports from the U. S.

A veteran of the export-import trade here supplied this analysis of the Department of Commerce figures:

"Times change and trading patterns change with them. In this instance, the development of an integrated European market has the superficially reverse effect of decentralizing distribution.

Logical Distribution

"The more sophisticated the European market becomes the more logical it is to distribute direct from regional centers instead of channelling everything through Antwerp.

"Given the tremendous development since the war, there is no more reason any longer to ship everything through Antwerp than there would be for routing all shipments to the U. S. market through Chicago."

There are three reasons for Antwerp's decline

as a transit shipment center for coin machines:

1. The general development of the European coin machine market, which is emphasizing regional and local distribution directed from a national headquarters.

2. Improvement in European transportation and cargo handling, with special emphasis on air freight.

3. The European Common market, which is integrating distribution and centralizing it at the headquarters of the parent concern.

Point three is a refinement of point one. The European coin trade began after the war with only a handful of firms in the field. Export restrictions were general and hobbled the export-import trade. France, for example, has freed the trade of import restrictions only within recent years.

Gateway Cumbersome

As the trade boomed, the number of firms participating mushroomed, and development shifted from a Continental to a national distribution base. The export-import trade continued to flow through Antwerp, but as national distribution arrangements have been refined the Antwerp gateway has become increasingly cumbersome.

Steadily rising volume and steadily improving freight facilities have dictated direct shipment from the source to the importer's headquarters. Now, the European Common Market has added yet another dimension to this trend. By sweeping away national barriers, the Common Market is creating a single market for the six countries. This means that it is becoming logical—in fact, almost mandatory — for manufacturers to erect their own distribution organizations throughout the ECM, instead of distributing through various national sales agencies and distributorships.

As the markets of the six Common Market countries become integrated, manufacturers must integrate their distribution systems accordingly, or run the risk of losing out on the big market.

As concerns Antwerp, this means that it is cheaper and most efficient to ship to a single major distribution center, or, alternatively, to regional distribution centers; for example, Hamburg, Marseilles, Genoa and Trieste.

Moreover, this development is being accelerated by the tremendous expansion in the air freight traffic. German firms, for example, are shipping by air to England, and the volume of air freight coin machines to distant markets is rising steadily.

Tells Ops Not to Take Celler Bill Lightly

KINGSTON, N. Y. — Members of the New York State Operators Guild were warned by Millie McCarthy, newly elected director of the Music Operators of America, not to take the latest Celler Bill to remove the juke box performance royalty exemption lightly.

The Hurleyville operator who is also president of the New York State Coin Machine Association spoke to the NYSOG operators at their regular monthly meeting at the Governor Clinton Hotel here Wednesday night (17).

She said that the current bill has the best chance of passing any of the similar measures introduced in the last few sessions (Billboard, April 20).

She said that the current bill

has the best chance of passing of any of the similar measures introduced in the last few sessions (Billboard, April 20).

Members attending were President Mike Mulqueen, Jack Wilson, Les Smith, Tom Greco, Joe Reich, Dick Wenzel, Jim DeMare, Anne Koenig, Jack Roen, Mac Douglas, Steve Nekos, John Niccittelli and Lou Werner, counsel.

Guests were Bob Catlin, Bilotta Distributing, Albany, N. Y.; Gordon Howard, Atlantic-New York; Henry Knobloch, Glen Falls, N. Y.; Ogden Whitbeck, Schenectady, N. Y.; John Quinn, Troy, N. Y., and Paul Brock, Whitehall.

The members congratulated Joe Reich on his re-election as police magistrate in Tannersville, N. Y.

PROVEN BEST!

chicago coin's 2 Player ALL STAR



Baseball

FIRST AND ONLY Baseball Game

Featuring

"CANCEL-AN-OUT" Play

PLAYERS RUN BASES AS HITS ARE MADE!

CHOICE OF REGULAR OR FREE PLAY!

AT YOUR CHICAGO COIN DISTRIBUTOR!



Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

Canipe Purchase Of W. Memphis Route Disclosed

WEST MEMPHIS, Ark. — West Memphis Music Company, owned by T. P. Aaron, was sold

by Jack Canipe Jr. of Memphis and Dan Levin of Little Rock before Levin's recent death, it was learned last week.

Canipe operates Canipe Amusement Company at West Memphis. Levin owned Standard Automatic Distributing Company, Wurlitzer distributor.

He left a wife and two teen-age daughters.

Aaron is reported to have sold about 125 pieces of equipment for approximately \$100,000. Aaron moved to Alexandria, La., and went into the music and game operating business there.

Status of the route Aaron sold to Canipe and Levin has not yet been decided because attorneys for Levin's estate have not completed legal matters on it.

Exclusive Chicago Area Distributor for

WURLITZER PHONOGRAPH and PARTS

IMPORTERS

SEND FOR **FREE** LATEST CATALOG

64 Pages—Fully Illustrated.

FIRST COIN MACHINE EXCHANGE, INC.

Joe Kline
Cable: "FIRSTCOIN"—Chicago
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

electric scoreboard

FOR SHUFFLEBOARDS

Natural Finish Hardwood Cabinet

- Two-faced
- 10c 1 player or 10c 2 player by simple plug switchover
- Fits any shuffleboard
- Aluminum button scoring blocks
- Scores 15-21 and/or 50 points
- Chrome tube supports
- Large metal ABT coin rejector box
- Coin-operated

\$159.50

IMMEDIATE DELIVERY . . .

Terms: 1/3 dep., Bal. COD or S.D.

MARVEL MANUFACTURING CO.
2845 W. Fullerton Ave., Chicago 47, Ill.
Phone: DI 2-2424

MR. COIN MAN

You're in business to make money. Billboard is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry . . . profit ideas —current trends and forecasts—legislation affecting your operation—new machines—new products —new services—new money-making ideas.

Get tomorrow's news today. Get it fast. Get it often. Get Billboard.

Subscribe Today

BILLBOARD, 2160 Patterson Street, Cincinnati 14, Ohio
Please enter my subscription to BILLBOARD for

1 YEAR \$15 3 YEARS \$35 New Renew
 Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates are for U. S., Canada and Europe.
Other overseas rates on request.

869

Company _____
Name _____
Address _____
City _____ Zone _____ State _____
Type of Business _____ Title _____

ATLAS . . . Reconditioned—Guaranteed
MUSIC • GAMES • VENDING

VENDING

Completely Reconditioned

- ROWE L-1000 4-Flavor, Exceptionally Clean . . . \$525
- ROWE RV 750 (Fresh Brew) . . . 445
- VENDO VCV 900 (Fresh Brew) 295
- DUGRENIER K-12 Cig. (Man.) . . . 140
- SEEBURG E-2 Cig. 195
- 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 MERCH'D'SR. 845
- ROWE 20-700 Man. 20-Col. Cig. 175
- ROWE 20-700 Electric 225

1/3 Dep., Bal. C.O.D. or Sight Draft.

- VENDO ICE CREAM #210, Pre-Sel. \$395
- VENDO ICE CREAM #210, Post-Sel. 495

MUSIC

- A.M.I. 1-200M (50c) \$345
- A.M.I. CONTINENTAL 2-200 (50c) 725
- ROCK-OLA 1448 225
- ROCK-OLA 1455 225
- SEEBURG AQ160-SH 725
- SEEBURG AY160-SH 875

Immediate Delivery
On the Sensational New
Bally
SPINNER
and
CROSS COUNTRY
Fast Action and Profits!

Cable: "ATMUSIC"—Chicago

Distributors for
AMI—ROWE—BALLY

ATLAS MUSIC COMPANY

Serving the Industry for Over 30 Years

BRANCH OF ROWE-AC SERVICES DIVISION

2122 N. WESTERN AVE., CHICAGO 47, RL. ARmitage 6-5005

EUROPEAN NEWS BRIEFS

DWG Enters Vending

HUELLHORST, West Germany—Wurlitzer's German subsidiary, Deutsche Wurlitzer GmbH, is diversifying into the production of electrically operated cigaret vending machines.

The plant was built in 1960 to produce a European compact juke box, the Lyric. Aside from the Lyric, German Wurlitzer is also producing the Wurlitzer organ for the Continental market.

Wurlitzer's expansion into vending equipment production is in line with general German trade policy of hedging the phonograph business with a stake in vending.

The firm is understood to be contemplating an eventual further expansion into food vending equipment. Vending is registering tremendous growth in the labor-short German economy.

Seek Bingo Ruling

BRUSSELS—Belgian bingo operators are seeking a court ruling on the compatibility of bingo and music, as concerns royalty payments. The trend is to provide background music for Belgian bingo sessions, and operators have been under the impression that since bingo is the real business of the establishment, bingo operators are exempt from copyright royalty fees.

Belgium's copyright organization has hopped on a decision by a British court, however. The London court ruled that where music was provided at bingo sessions it constituted the "merchandising" of music and, hence, made the bingo operator liable for royalties.

Okay Seeburg Policy

FRANKFURT—German operator associations are acclaiming the assurance by Seeburg that its present LP Console models will be retained without substantial change for at least two years.

A spokesman for the operator associations said, "There is rising resistance on the part of German operators to frequent changing of models merely for the sake of change—what is called "planned obsolescence. We welcome Seeburg's assurance that they intend staying with their new models for at least two years."

German operators have protested to German manufacturers against frequent model changes, and the associations have been counseling their members to buy only equipment guaranteed against "planned obsolescence."

Film Production Set

PARIS—C.A.M.C.A., the big French electronics company which produces the Scopitone film juke box is preparing to establish a film production center for the coin-cinema market.

Company officials said that if C.A.M.C.A. goes into film production, it will produce for the general film phonograph market, including the competing Cinebox, Telebox Caravelle, and other competing machines.

The company is also studying the possibility of producing advertising films for showing on U. S. boxes. The company would specialize in films—both for advertising and entertainment—with a strongly Continental slant, emphasizing primarily French glamor.

"We believe Paris offers probably the best world location for a film production venture of this type. We believe, too, that there is a vast potential market for film advertising," the officials

MOA Breakthru

Continued from page 45

said that "as of this moment we have no plans to attend, but we may change our mind." A United spokesman was not available for comment.

Full Co-Operation

Adair's announcement of Seeburg's entry noted that "we would like it known that our full co-operation is behind the current effort to breath new life into MOA.

"As a former distributor in Philadelphia for many years, I am personally very familiar with operators' problems and have always felt that our industry needs an active and strong trade association.

"I would like to demonstrate this personal conviction and at the same time give tangible evidence to our industry of the extent of our goodwill towards MOA's new management," said Adair.

He said that Seeburg would show its present LP Console and Consolette with a special display illustrating the company's merchandising philosophy and results generated by its "Break through" program. The company will also show "such vending equipment as is appropriate to the show."

KEEP YOUR BALL BOWLERS IN ACTION!

UNIVERSAL BACK GLASS PROTECTOR \$13.95 ea.

UNIVERSAL PIN HOOD PROTECTOR \$19.50 ea.

Specify game and Mfr. Made of solid steel bar stock, nickel chrome finish.

WICO

"World's Largest Distributor of Coin Machine Parts & Supplies"

2901-13 N. Pulaski Rd., Chicago 41, Ill.

See the **ROCK-OLA** **BIG 3 FOR '63!** BIG IN STYLE! BIG IN DESIGN! BIG IN APPEAL!

ROCK-OLA Rhapsody 160

Rhapsody 160 With Full Dimensional Stereo Model 408 DeLuxe Stereo Monaural Phonograph

NEW ROCK-OLA EXCLUSIVE FULL DIMENSIONAL STEREO SOUND

TRUE FULL DIMENSIONAL STEREO SOUND is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters . . . with the main unit speakers. Achieving a sound that immediately captures the patrons' attention—thus assuring complete location satisfaction and maximum earnings.

GIVE TO DAMON RUNYON CANCER FUND

AMERICAN'S **Imperial** The **ULTIMATE** in shuffleboards

Watch your profits soar when you operate the **ALL NEW IMPERIAL!**

Featuring: Totally new, cantilevered scoreboard. New built-in light in scoreboard. New end lamps for beauty and illumination. New! For the first time—Horse-Collar Play Control! New! Drop coin mechanism built into center leg.

See it at your distributor now or write for free color brochure.

AMERICAN SHUFFLEBOARD COMPANY
210 Paterson Plank Road, Union City, N. J. UNION 5-6633

PRICE \$1.00

Billboard International Coin Machine Directory
WHO'S WHO IN THE COIN MACHINE WORLD
1963-1964

Date of Issue: May 20, 1963

FINAL ADVERTISING DEADLINE: MAY 1, 1963

Don't Miss the First Annual International Coin Machine Directory. **RESERVE YOUR SPACE NOW.**

Another Industry Service From **Billboard**
Cables: BILLBOARD, NEWYORK

NEW YORK HOLLYWOOD CHICAGO ST. LOUIS NASHVILLE LONDON RIO DE JANEIRO BUENOS AIRES

HELP YOURSELF TO MORE VENDING PROFITS

Get **VEND** Now Twice a Month Thru a Money-Saving Subscription

More vending men in all phases of the industry are using the money-saving, money-making ideas in **VEND** every issue—to insure profits—to be up to date on every important development in the vending field.

Less than 2 cents a day—brings ideas that could mean a fortune to wide-awake vending operators, manufacturers and distributors.

MAIL THIS COUPON TODAY

Vend Magazine
2160 Patterson St., Cincinnati 14, Ohio

1 year \$7 3 years \$15
Payment enclosed Please bill me
(Foreign rate, one year \$14) 800

Name: _____
Address: _____
City: _____ Zone: _____ State: _____
Occupation: _____

WORLD'S LARGEST INVENTORY FOR SALE

Send for New Spring Lists

ARCADE—GAMES
BINGOS—RIDES
MUSIC, etc.

DAVID ROSEN

Exclusive A M I Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

BARGAINS FOR THE WEEK

GAMES GAMES
250 OF THEM

Received a Lot of Drink and Coffee Vending Machines in Trade.

WHAT DO YOU NEED!

- Playtime Bowler, 16 Ft. ... \$435.00
 - Jumbo Bowler, 16 Ft. 250.00
 - Bonus Bowler, 16 Ft. 425.00
 - Bally Strike 149.50
 - DuGrenier 12-Col. Cigarette Vendors 139.50
 - DuGrenier 14-Col. Cigarette Vendors 159.50
 - DuGrenier 20-Col. Cigarette Vendor 225.00
 - Mills Panoram 375.00
 - Rowe 2700 Cigarette Vendors, repainted hammerloid finish and reconditioned 200.00
- We have many large ball bowlers for sale, as is. What price do you offer!

Write or Call Us Collect.
MAIN 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

Central
DISTRIBUTORS, Inc.

2315 Olive St., St. Louis 3, Mo.
Phone: MAIn 1-3511; Cable: Condist

Say You Saw It in **Billboard**

MOA Has Eye on Diskery Support

• *Continued from page 45*

record companies were willing to make the effort and convince operators to stray from chart disks.

To date, MOA has made no solicitation—formal or informal—to record companies. But a spot check of diskeries in New York, Chicago and Los Angeles indicates that most of the leaders will be represented if all the juke manufacturers show up and if the major record companies take exhibit space.

Most replies were guarded, as no one has actually been approached.

Will Consider

At Columbia, Bill Gallagher, marketing vice-president, said, "We'll consider the invitation when we get it. It will depend on the format of the convention. If we like it, we'll be in."

RCA Victor's Irwin Tarr said he couldn't come to any decision before an invitation was extended, but that he was "open minded" and that RCA's participation was a "possibility."

Len Salidor at Decca said his firm "probably would be there," and MGM's Sol Handwerker gave two qualifications for his company's participation—if the juke box manufacturers all exhibit and if the major record companies are there.

OLDER THAN A NICKELODEON

MEDINA, Ohio—Patrons at the Steak House, which during the stagecoach days was known as the Miller House, receive a real surprise when they play the juke box. In the first place, the machine requires only a penny and the tunes, recorded on metal discs, are of the 1880 vintage.

The restaurant is now owned by Rossell Roepner, former Goodyear aircraft worker at Akron, who closes the place down Saturdays and Sundays because he says he enjoys "long weekends."

Sam Gortikov, head of the Capitol distributor organization, said his firm exhibited in 1961 and "bombed out." However, he added, "when we find out who else is exhibiting, and if it looks like a good turnout, we'll be there."

Reprise won't be exhibiting, but Mo Osten, executive vice-president, said that Jack Mac-

Graw, national promotion manager, will be at the show.

Liberty won't exhibit either, according to Don Bohanan, national sales manager. Bohanan added that the firm would be represented at the show by Bob Fead, in charge of one-stop sales, and Ric Frio, Midwest sales manager.

Won't Be There

Dot doesn't plan to take exhibit space, but will send Pete Vescovo and Larry Welk to the show. Neither Warner Bros. nor Disneyland plan to

be represented.

Atlantic's Jerry Wexler said that participation in MOA couldn't do his firm much good. He explained that this "label image theory" doesn't mean much to operators—they buy hits and artists.

If the record companies turn out in force, they'll generally bring some of their top artists with them. This exposure has proved a plus for the diskeries; operators will favor artists they know, have met, or have heard sing live.

Now 2 Williams WINNERS IN FULL PRODUCTION

BIG DEAL

the game of the YEAR

with 1, 2, 3, 4 DROP TARGETS

- Center Lane becomes "Special" when both Jokers are lit
- Carryover Feature: Cards in Royal Flush remain lit from game to game until completed
- Completing Royal Flush lites "Special"
- Hitting all 4 Drop Targets after completing Royal Flush lites "Special"



1963 MAJOR LEAGUE

by the Original Designers of Authentic Baseball Games

- Replay Model with EXTRA Inning Feature and Over-the-Fence Home Runs
- Players actually run Bases with Williams' Patented Base Running Unit
- Mystery Pitcher throws Fast Ball—Slow Ball inside—outside Pitches
- Official Baseball Scoring

SEE YOUR WILLIAMS DISTRIBUTOR TODAY!



Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS



NEW BUMPER POOL®

by

X-Alley®

gives you quality and features that protect your profits...

- SLATE TOP • METAL BUMPERS
- PLASTIC LAMINATE ON RAILS
- BUILT-IN CUE HOLDER
- RIGID, SOLID-LEG CONSTRUCTION

WALNUT FINISH ONLY

For complete information, see your distributor or write

X-Alley® SALES COMPANY

(Sales Affiliate of Valley Manufacturing Co.)

333 MORTON STREET, BAY CITY, MICHIGAN • TWInbrook 5-8587

DEAR SIR, YOU CUR

Man Here Wants Our Nose Out of His Biz

NEW YORK—Statisticians at Billboard's Market Research Division run across many unusual replies in the course of analyzing completed questionnaires, but one received from a Texas

juke box operator this week sets a record of some sort or other. The operator received the standard questionnaire which is being sent to some 6,000 juke box men throughout the country

for Billboard's 15th Annual Juke Box Survey.

On the back of the envelope the man who got the questionnaire wrote: "We are fed up with inquiries."

He answered the question "How many juke boxes do you operate?" in the following manner: "This is none of your business what I buy and operate."

And he added as a post script his opinion of surveys in general and his political phil-

osophy. We quote verbatim:

"Save your postage. Save my time opening your inquiries. I will not answer these questions until there is a law to force me to in this neo-dictatorship that this country is sliding into."

The operator signed his name, though those being surveyed are asked not to do so. Survey information is used to compile national averages on operating conditions. Researchers do not know the identities of those operators sending in replies.

Fortunately the attitude of the Texas operator is a rare one. Based on the number of replies that have already been received, most operators want to know what trends are developing in their industry and are willing to sit down and spend 10 minutes to make their contribution.

Results of the 1963 survey will appear in Billboard's First Annual International Coin Machine Directory and Who's Who in the Coin Machine World. It will be published on May 1 as a separate publication. Distribution will be 10,000 copies.

BOZO ADDS ZIP TO BALLY KID FUN ON PHONE

CHICAGO — Anecdotes by Bozo the Clown are featured in Bally's second story-tape released last week for its Fun Phone kid's amusement device. The tape consists of 12 different anecdotes narrated by Larry Harmon (Bozo), with bits by his friends Butch and Elvis the talking dog.

Bill O'Donnel, Bally general sales manager, said that other tapes will be released shortly.

Wurlitzer Service School Set by Jones

FORT WAYNE, Ind. — A service school on the new Wurlitzer 2700 is to be held here Tuesday (23) and in Mishawaka, Ind., Wednesday (24). Both will be conducted by Lou Jones, distributor, and Clarence Ross, Wurlitzer factory engineer.

The all-day sessions will be held in Fort Wayne in the quarters of Felix Novelty Company, 1732 High Street, and in Mishawaka in the offices of Carl Zimmer, 130 North Ironwood Drive.



PRICE \$1.00

Billboard International Coin Machine Directory

WHO'S WHO IN THE COIN MACHINE WORLD 1963-1964

Date of Issue: May 20, 1963

FINAL ADVERTISING DEADLINE: MAY 1, 1963

Don't Miss the First Annual International Coin Machine Directory. RESERVE YOUR SPACE NOW.

Another Industry Service From

Billboard

Cables: BILLBOARD, NEWYORK

NEW YORK HOLLYWOOD CHICAGO ST. LOUIS NASHVILLE LONDON RIO DE JANEIRO BUENOS AIRES

FOR SALE GAMES & BOWLERS

United Classic Bowler	.....\$595.00
Hercules Gun	..... 195.00
CC Triple Gold Pin	..... 545.00
Tic-Tac-Toe	..... 95.00
Keeney Sportsmen	..... 125.00
Bally Target	..... 195.00
Bally Star Shuffle	..... 145.00

Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410	..\$545.00
Wurlitzer 2500, 2504, 2510	.. 645.00
Wurlitzer 2300	..... 445.00
Wurlitzer 2100	..... 295.00
Rock-Ola Hide-A-Way 1440	.. 75.00
AMI E 120	..... 75.00
Seeburg 200 Sel. WB	.. 59.50
Seeburg DS 160	..... 895.00
Seeburg 100 R	..... 295.00
AMI H 200	..... 245.00
AMI K 120	..... 395.00
AMI 120 WB	..... 35.00
Wurlitzer 5210 WB	..... 59.50
Wurlitzer 5207 WB	..... 37.50
Seeburg 3W1 WB	..... 29.50
AMI Lyric 100	..... 425.00

CIGARETTE VENDORS

Eastern, 22 column\$45.00
--------------------	--------------

Call, Write or Cable.
Cable: LEWJO

We are now distributors for Smokeshops and Gottlieb.

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. 329 W. Ninth St.
Indianapolis, Ind. Covington, Ky.
Greater Cincinnati
Tel.: MElose 5-1593 Tel.: AX 1-6969



NEW 4-PLAYER MAGIC!

ALL NEW GAUCHO

NEW EXTRA BALL FEATURE **NEW COIN RETURN**

NEW PLAYBOARD AUTO-CLAMP

NEW DOUBLE-SIZE CASH BOX **NEW FRONT DOOR STYLING**

NEW MAXIMUM SECURITY DOOR LOCK

SEE YOUR DISTRIBUTOR ! SEE THE MAGIC OF THESE PLAY-MAKING, PROFIT-MAKING FEATURES:

- Extra ball feature made by hitting Roto-Star
- Making rollovers advances Roto-Target value
- Hitting Roto-Target scores indicated value; re-sets target values
- Bulls-eye targets turn pop bumpers on and off
- 4-places to spin Roto-Targets
- Stainless cabinet trim ■ All the deluxe Gottlieb features

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

a Gottlieb FLIPPER SKILL GAME

D. Gottlieb & Co.
1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

Copyrighted material.

WURLITZER WELCOMES "STATE SALES" OF BALTIMORE AS DISTRIBUTOR



SAMUEL WEISMAN



DAVID KOENIGSBERG

State Sales & Service Corporation, 1005-07 East Baltimore Street, Baltimore, has been appointed distributor of Wurlitzer Phonographs and allied equipment for the Baltimore-Washington area. Headed by Sam Weisman, a "30 year" man in the coin industry, and Dave Koenigsberg with two decades of electronic and operating experience, State Sales will contribute another strong link to the Wurlitzer sales organization and valuable knowledge and assistance to Wurlitzer operators in their area. You never heard two top coin men more enthusiastic about the Wurlitzer Ten Top Tunes feature. See them soon.



WURLITZER 2700

**ONLY PHONOGRAPH TO OFFER THE
FABULOUS TEN TOP TUNES FEATURE**

**THE WURLITZER COMPANY
NORTH TONAWANDA, N. Y.
107 YEARS OF MUSICAL EXPERIENCE**

FRANCIS C LAUDA
 118 MIDDLENECK RD
 PORT WASHINGTON L I N Y
 1133 821020 32KR 67801206

Billboard PHOTO GALLERY OF Newsmakers



THAT FINE ITALIAN HAND: Vino Donaggio contemplates one of the spiritual beauties of life. She's unidentified, while the lira pile up in the bank from the success of his current hit, "Giovane, Giovane," which also was a front-runner in the San Remo derby.



OPRY CANADA STYLE: Shown at the recent "Grand Ole Opry" show in Winnipeg, Man., are, left to right: Reg Ayres, Quality Records, Ltd., distributor for Mercury; Faron Young; Bill Grogan, c.&w. deejay at CKY, Winnipeg, and Leroy Van Dyke.



SMASH RESEARCHER: Checking on chart status of his Smash single, "I'm Movin' On," is Matt Lucas.



HELLO FROM HOLLYWOOD: Ray Conniff, recently voted best selling American artist in Peru, tapes bilingual interview with Peruvian deejay Pepe Ludmir in Hollywood.



LATIN IN ORIENT: Perez Prado scored again during recent trip to Far East. He's pictured in Tokyo, where his orchestra and records are tops in this Latin-music-mad land.



SPEECHLESS: Patty Duke, awed over winning Best Supporting Actress Oscar, poses with last year's winner, George Chakiris, who made presentation.



BROADWAY BOUND: Rehearsing the forthcoming Broadway production of "The Beat in Me" are composer Don Elliott, at piano, and, left to right: Lyricist James Costigan, and two of the show's stars, Kaye Ballard and Richard Hayes.



COUNT'S HONOR: Mrs. Katherine Basie accepts Christmas Seal Award on behalf of her husband from Dr. J. A. Perkins, managing director, National Tuberculosis Association.



PICCADILLY PYE: At press conference in Dublin to launch Piccadilly Heather series of Scottish-Irish disks are, left to right: Michael O'Duffy; Derek, of Derek and Elaine team; John Woods, Pye Records, Eire; Maureen Miller, and Elaine. Scene: Gresham Hotel.



HERE'S HOW: Eli Wallach, who is one of the dozens of stars in MGM's production of "How the West Was Won," is presented with the first copy of the MGM soundtrack album. Presentation was made during special ceremonies at Loew's Cinerama, New York, by Beverly Halm, secretary to Sol Handwerger.