

Coin Machine

OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING

Cong. Comm. Releases Report on Celler Bill

WASHINGTON—The House Judiciary Committee report on the Celler bill to end performance royalty exemption for juke box music has finally emerged, more than a month after the committee had approved the bill, paving the way for House action. (Billboard, August 8, 1963.)

As expected, the majority report penned by the chairman of the Judiciary Subcommittee on Patents, Trademarks and Copyrights, Rep. Edwin E. Willis (D., La.), said there appeared no reason to justify the "unique exemption" granted juke box operators in the commercial use of popular music. All other commercial use of copyright music requires performance royalty payment, and is subject to damage provisions of the Copyright Act.

A lengthy and angry minority dissent was issued by Rep. Roland V. Libonati (D., Ill.), and a briefer one by Rep. Byron G. Rogers (D., Colo.). Both congressmen hold that the juke box operator is already subject to federal and local taxes and license fees, and that he pays heavily in mechanical royalties for thousands of records used in the machines.

Majority Opinion

The majority opinion holds that operators' offer to pay extra mechanical royalties is no solution. It does not reflect the true performing royalty which is entirely separate from mechanical royalty on records. The majority report points out that all users of records for profits pay both mechanical and performance

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Seeburg Distribs in Europe Meet on Encore in Zurich

ZURICH — European Seeburg distributors gathered here recently for a two-day session on Encore, the company's new juke box music system, and the ChoiceVend line of can and bottle venders.

Hosts of the meetings was M. A. Rosengarten, chief executive officer of Musikvertrieb, Seeburg's Swiss distributing firm, and a leading record distributor. Rosengarten is also a partner with Seeburg in several European joint distribution operations.

Distributors from Belgium, Finland, France, Germany, Great Britain, Italy, Sweden and Switzerland were present.

George Gilbert, Seeburg's export vice-president, explained the workings of the Encore, while Max Miller, president of the ChoiceVend Division, held forth on the can and bottle venders.

Arthur McZier, recently appointed Seeburg sales representative for Africa, was also on hand.



M. A. ROSENGARTEN, chief of Musikvertrieb, Zurich, with European Seeburg distributor officials at the recent introduction of Seeburg's Encore foreground music system. Left to right: Henri Herbosch, Seeben S.A., Antwerp; Jack Dimenstein, Musikvertrieb, Zurich; Arthur McZier, Seeburg sales representative to Africa; Rolf Dieter Pohl, Seevend G.m.b.H., Hamburg; Enrico Berthold, Musikvertrieb, Lugano, Switzerland; Willie Rieble, Phoenix Apparate, Karlsruhe, Germany; Rosengarten; Giuseppe Pasquini, Seerome, Italy; P. A. Atterbom, PanNordic, Goteborg, Sweden; John Henderson, Seeburg (Great Britain), Ltd., England; George Gilbert, Seeburg International; Tuomas Tapala, Nordator Compay, Helsinki; Leon Hutmacher, Musikvertrieb, Lausanne, Switzerland; Emmanuel DeGeest, Seeburg European field engineer; Hans Neufeld, Musikvertrieb, Zurich. Also present, but not in the picture: Jean Jacques Gaillard, Socodimex, Paris, and Charles Danneman, Abadan Company, Stockholm.

Coin Export Rise Continues

NEW YORK—United States exports of music machines and coin games continued to soar, with May shipments totaling \$2,922,476, some \$700,000 in excess of 1962 shipments for the same month.

The latest figures, released this week by the U. S. Department of Commerce, disclose that for the fifth successive month coin export shipments have topped 1962 totals.

New phonograph and both new and used game exports were well ahead of last year's totals, while used phonograph exports trailed slightly.

France was the best customer for American coin machine exporters, with total purchases of \$704,979. Most of this total was accounted for by games—1,227 units valued at \$619,476—with only 95 new music machines and no used music machines shipped.

West Germany was far and away the major

buyer of new phonographs—762 units valued at \$468,773, while Belgium bought the most used phonographs—208 units valued at \$53,941.

The May figures show that France's appetite for novelty games and shuffles is still unsatisfied after the virtual embargo of the 1950's.

They also reveal that despite the burgeoning German juke box production, German operators still prefer the U. S. product for their top locations.

Also, the ratio of new phonograph purchases to used machine purchases is significant. Germans bought 762 new units as against only 20 used pieces, indicating that they are probably using the domestic product for their run-of-the-mill locations and going for the new U. S. machine for their top stops. Given a choice of a new German machine and a used American phonograph at roughly the same price, they prefer the domestic model.

Coin Machine Exports

May, 1963

Country	New		Used		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
France	95	\$ 85,503	—	—	1,227	\$ 619,476	1,322	\$ 704,979
West Germany	762	468,773	20	3,240	452	221,772	1,234	693,785
Belgium	224	173,901	208	53,941	483	136,597	915	364,439
United Kingdom	50	39,665	55	14,070	693	214,676	798	268,411
Canada	83	70,391	30	6,000	331	85,164	444	161,555
Switzerland	91	76,674	—	—	39	21,254	130	97,928
Japan	45	29,186	131	40,630	85	27,481	261	97,297
Sweden	18	13,502	—	—	88	48,694	106	62,196
Finland	50	48,750	—	—	—	—	50	48,750
Denmark	5	5,156	—	—	155	42,188	160	47,344
Austria	54	44,114	—	—	—	—	54	44,114
Venezuela	60	22,628	—	—	79	20,308	139	42,936
Spain	—	—	—	—	84	32,515	84	32,515
Italy	—	—	—	—	91	32,131	91	32,131
Argentina	3	2,850	—	—	105	24,481	108	27,331
Other Countries	62	40,035	334	83,489	294	73,241	690	196,765
TOTALS	1,602	\$1,121,128	778	201,370	4,206	\$1,599,978	6,586	\$2,922,476

Fun & Games Spark Coin Outing

ELLENVILLE, N. Y.—New York State coinmen relaxed at the Nevele Country Club here Friday through Sunday (13-15) as the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild joined forces to sponsor the week-end.

While the emphasis was on partying and athletics, the operators did manage to squeeze in a business session the second day, with Al Denver, president of the Music Operators of New York, tracing the history of the anti-royalty exemption bills, and Lou Werner, counsel for the New York State Operators Guild

advising operators of their legal rights with regard to games and pool tables.

Attendance was the highest ever, with 480 turning out for the Saturday night banquet and 150 attending the business session.

Out-of-State guests included Lou Wolscher, San Francisco; Art Brier, Minneapolis; Willie Blatt, Miami; George Klersey, Chicago, and Abe Fish, Hartford, Conn.

Prize Winners

Winners of prizes donated by Irv Holzman included Mrs. Denis Hyland, a mink stole; Ronnie Billings, an all-expense-

paid trip to Miami, and Mrs. Abe Green, a television set.

Marty Sonin won the \$500 door prize donated by the Music Operators of New York, while Mrs. Sid Mittleberg and Mrs. Dorothy Rosen each won \$25 bonds donated by MONY.

Golf trophy winners were Mike Tartaglia, low gross men; Mrs. Sid Mittleberg, low gross women; Mrs. Nick Nuccitelli, low net women; Mrs. Frank Marks, runner-up, low net women; Abe Green and Frank Marks, tied for low net men;

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OPS EDGE DISTRIBS IN PITCHERS' BATTLE, 15-13

ELLENVILLE, N. Y.—"Bring on the Mets!" That was the battle cry of the Operator softball team after it defeated the Distributor nine 15-13 at the Nevele Country Club here Saturday (15) in the athletic highlight of the three-day outing of the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild.

The defeat was a bitter pill for Irv (The Kissing Salesman) Kempner, who pitched one of his better games, holding the Operators to two dozen scattered hits, not all of them for extra bases.

Normally a gracious loser, Kempner muttered something about the official scorer, claiming that at least two of the runs he gave up were unearned. In view of the nine errors committed by his teammates, the charge did not sound unreasonable.

But Norman Bieber (a ringer who is Charlie Sachs' son-in-law) was tight in the clutches for the Operators, bearing down with men on bases and holding off a last inning rally by the Distributors.

Big blow for the losers was Ronnie Billings' three-run homer in the last of the seventh. The score was 15-10 before the blow. However, Bieber then settled down and retired the last two batters.

Bernie Boorstein, took time off from his golfing schedule to pinch hit for the Operators in the fifth and hit a towering triple, scoring two runs. Both runners crossed the plate nearly a full minute before Boorstein dogtrotted into third.

Bruce Blatt, Distributor left fielder, was the defensive standout of the game, with several running catches, bailing out Kempner from some hairy situations.



SEEBURG'S NEW PICK-A-PAX vender carries up to 15 different items at up to 12 different prices, ranging from 5 cents to \$1.50. Items are suspended by plastic tabs on a "snatch" auger. Unit has a six-second maximum vending cycle, has a National SCS changer, safety plate glass front and measures 70 by 31 by 31 inches.

Trade in Europe Not Angry at U. S.

LIVORNO—U. S. coin machine experts are agreeably amazed at the rapport achieved between the U. S. and European trades.

Nothing quite like it has ever been attained before in U. S. business annals. All is sweetness and light—or a reasonable facsimile thereof—within the transatlantic trade. Which would not be particularly noteworthy except that Europe is by far the biggest market for U. S. coin machines, while the U. S. is a negligible market for European product.

Latest figures show Europe accounts for about 80 per cent of the U. S. coin machine exports. In theory, such a massive invasion of the European market should be resented, all the more so since the U. S. moved in during the early postwar period when Europe was struggling to get back on its economic underpinnings.

But this is not the case. There is no visible resentment of the U. S. trade's conquest of the European market on the part of the domestic trade. Rather, the Continental trade resents any suggestion that such is the case.

This is spectacularly the case here in Livorno, where Notomat makes and sells Wurlitzers in Italy in competition with U. S. exported equipment. It is equally true in France, where Emaphone

competes against U. S. phonographs.

And it is true for West Germany, where the VDAI, the German trade association, has just issued a statement reaffirming its dedication to free trade in coin machine equipment. The VDAI specifically rejected the idea it might be resentful of U. S. export success.

Analysts here offer two reasons for the harmony sounded by the transatlantic coin machine trade. One reason, as an Italian trade expert here pointed out, "is the enlightened attitude taken by the American trade from the outset. The Americans have helped us build our trade. We know that without American help there would be no Italian coin machine trade as we know it today."

"If the Americans have created a profitable export market in Europe, they are entitled to it. They have it coming, and we are glad."

Italy imported 301 new phonographs in April, the latest month for which U. S. Department of Commerce figures are available. But Italian trade leaders consider this a relatively modest figure.

"We like to see the figures go up on American phonograph exports. Our reasoning is simple: U. S. machine imports are a gauge of the development of our trade—the more American pho-

nographs we import, the faster our trade is growing," one of the executives here said.

Imports Mean Growth

"There is a definite correlation between U. S. imports and Italian trade growth. The more machines we import the more we sell from our domestic production. We look on American phonograph imports as a trade growth indicator."

This attitude is general throughout the Continental trade, and its accounts, whether Continental trade leaders themselves fully realize it, for the almost startling equanimity displayed toward the U. S. phonograph invasion.

In fact, European production of phonographs and games has been growing apace with U. S. equipment imports. European production is at an all-time peak, and quality is improving rapidly.

Continental trade leaders believe, as the VDAI spelled out in its recent statement emphasizing solidarity with the U. S. trade, that U. S. and Continental equipment is complementary, not competitive.

European producers have concentrated on building basic, low-cost phonographs. With such compact boxes, European producers have catered to a largely separate clientele than that for U. S. phonographs.

How U. S. coin machine exports have helped stimulate the European trade is being illustrated at the moment in France, which in April was the largest buyer of U. S. games with 624 units valued at \$323,877. Import restrictions have only recently been lifted; yet, while these restrictions were in effect, games operation stagnated and French producers showed no interest in continuing the restrictions.

Playing Cards Motif of New Gottlieb Unit



SWEET-HEARTS

CHICAGO — Sweet-Hearts, D. Gottlieb & Company's latest release, features a three or five-ball adjustment for a single player. Motif is a card game, with each card on the playing field lighting up a corresponding card in the light box, and all cards relighting the rollovers for specials.

When each of three groups of cards—10, 5, Q, K, A and 6, 7, 8, 9, and 2, 3, 4, 5—are lit, the center hole lights for specials. Two-side targets increase in value as rollovers light five pop bumpers for super-score.

The game is now in production and is available in distributor showrooms.



CONCERTMASTER OFFERS customers 22 juke box plays for a dollar bill. The machine may be wired into any juke box and is manufactured by Bel-Cal Corporation, Visalia, Calif. Firm also manufactures a line of electronic equipment, including currency and coin changers. Price of the Concertmaster was not given.

Kaye Pool Table Series Now in Full Production

BROOKLYN — The new El Dorado pool table series, shown by the Irving Kaye Company at the recent Music Operators of America convention, is now in full production.

The line is available in five sizes, Mark I, Mark II, Mark III, Mark IV and Mark V.

Formica finish is standard on the two last-named models. It is optional on the first three. Two Formica colors available are macassar ebony with mottled gold and teak with beige. Electric drop chutes are optional on all models of the line.

Other tables exhibited by Kaye included the Satellite, Club Pool and Jumbo Club Pool.

All models will be equipped with adjustable five-inch cast-

ers within 30 days. The casters allow servicing without raising the table.

Kaye is also in production on the Continental professional model, a non-coin unit which comes in the regulation four-and-a-half by nine-foot regulation size.

Units are shipped packed down in three pieces. It is one and one-sixth inches thick. Formica finish comes in deep blue and pearly, cocoa and beige, pumpkin and eggshell, emerald green and sea green, and cardinal red and white.

Cloths are available in rust, gold, blue and green. The line comes with nine-inch adjustable casters.

NAMA Launches Drive To Curb Teen Smoking

CHICAGO — An aggressive self-regulation program aimed at preventing the illegal sale of cigarettes to teen-agers is being launched by the National Automatic Merchandising Association.

The program includes a nationwide study to learn more about teen smoking habits and where they obtain their cigarettes.

Results of the study and details of the industry-wide program were revealed last week by Louis Risman, president of NAMA. He said that fewer than 5 per cent of all teen-agers buy cigarettes from vending machines.

Seldom Enforced

Risman pointed out that smoking by minors laws have been on the books for many years but were seldom enforced until the current tobacco-health controversy brought them to the forefront.

He noted the association has always supported a policy to comply with State and local laws and the current six-point program implements this policy.

The six steps for the volun-

tary, self-regulation program are:

1. A complete survey by each vending operator of the location of all cigarette vending machines to which minors are likely to have access.
2. Place on all such machines conspicuous decals declaring that sales of cigarettes to minors are forbidden by law.
3. Clearly post the operator's name, address and telephone number on all machines he operates.
4. Reposition machines at the

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Seeburg Names W. H. Clark V-P

CHICAGO — William H. Clark has been named vice-president in charge of operations of the Seeburg Corporation. Clark joined Seeburg in March 1956 and was formerly an account manager for 12 years with Price Waterhouse Company, public accounting firm. He lives in suburban Libertyville with his wife and four children.

Denver Collections Down, But Outlook Not Too Dark

By BOB LATIMER

DENVER — Collections here are down by from 10 to 15 per cent, as compared with same date in 1962.

All but one of a dozen large operating firms surveyed reported that their losses were near the 15 per cent mark for this year, while the other operator, who had added several mountain-resort routes to his locations, had improved sales enough that the over-all figure was only 10 per cent less than for 1962.

Cited as reasons were a remarkable drop in tourist volume this year, as well as the fact that far more summer travelers are using campers or folding tents for vacation housing, rather than staying in mountain lodges and hotels, which, of course, are important juke box and amusement machine centers.

A look at any highway into the Colorado resort area shows that about one out of every three family tourists arriving in the area has brought along outdoor camping facilities, which means, of course, that the tourist family is more likely to be out in the woods, rather than in good coin-amusement locations.

Outlook Fair

The outlook for the rest of the 1963 season is not bad, however, according to such operators as Don Akins, of Continental Music Company. Given as reasons were the establishment of several important new government plans in the Denver area, multimillion-dollar contracts let to such prime defense contractors as the Martin Company, and generally healthy economics in local business. Where operators have leaned too hard on the tourist flow for volume, there were bound to be disappointments, Akins pointed out.

Most operators in the Denver area are going in for aggressive merchandising more heavily than at any time in many years, using billboards, incentive pro-

grams among employees in locations, better bargains in music, to attract a greater flow of dimes, quarters and half dollars.

Programming trends show much more reliance on 33 1/3 r.p.m. singles and albums.

Noticeable trends in programming in the Denver area have been the inclusion of far more old favorites, mostly instrumentals, based on the success of two large juke box operating companies, Apollo Music Company and Midwest Music Company, with this type of programming. Operators almost without exceptions are attempting to cut down at least somewhat on the amount of twist and rock and roll numbers appearing on the music menu.

Commission arrangements remain at the standard 50-50, except for a few instances where with new album-type consoles, operators have been able to set up 60-40 splits, based on a higher return for both. There is a complete absence of such features as front money, leases and space rentals.

The loan problem remains as serious as ever, much multiplied by the fact that taverns and cocktail lounges in Denver did not show as good a year for 1963 as during 1962, many of them seeking large loans, to boost their flagging revenues with remodeling. Most operators are turning a stony ear to requests for oversize location loans, but there have been no evidences of loan bidding from one operator to another to garner top spots.

Most operators have maintained strong preferences as to one type of record or the other, not infrequently, eschewing albums altogether. Now, however, it is obvious that 33 1/3 records, and complete albums, although there is some drawback in the fact that the customer cannot immediately listen to the piece he selects, are going to be increasingly important in programming.

Nobody Got Mathis Yet

By BOB ROLONTZ

NEW YORK—Where will Johnny Mathis go when his contract with Columbia expires in June? Though many companies claim to have an inside track, nothing is set and nothing will be set for many months, according to Helen Noga, peripatetic manager of the hit-maker.

"I haven't made up my mind who I'll sign with," Helen Noga said last week from her California home. "We've been offered deals by many companies but we haven't accepted any of them. In fact, we've been considering starting our own record company, and I've been going over the price of pressings, sleeves and such.

"Johnny will re-cut two sides for Columbia soon for his next singles releases. They're the last sides

we will cut for Columbia. When the time comes that I think it's necessary to have another release, I'll make up my mind then where to go."

Helen Noga did not deny that Warner Bros., Capitol and RCA Victor had made substantial offers for Mathis, and she added that dozens of other companies had made attractive offers.

If Mathis finally leaves Columbia in June, he will receive a lot of piled-up royalty money, estimates of which range from \$500,000 to \$1 million. Mathis recently has made a strong comeback as a singles hit-maker after a long dry spell. He has had two hits in a row! "Gina" and "What Will Mary Say?"

A deal has already been made for distribution of Johnny's waxing abroad with EMI.

Fight Gets Rough In Dispute Over Copyright Act

By MILDRED HALL

WASHINGTON—The velvet glove is wearing thin, and the iron band is showing in argument between creators and users of music over proposed revision of the old U. S. Copyright Act. During four conferences held by the Copyright Office here, and attended by over 50 copyright experts, argument was roughest on two issues:

1. Proposed end to compulsory licensing, which permits anyone to record copyrighted music once it has been recorded; 2. Broadcaster liability for performing rights in copyrighted music which has been incorporated in films shown on television.

The Copyright Office report of July, 1961, a starting base for its draft of a general revision bill, was the subject of four conferences in 1961 and 1962 by spokesmen for music recording and publishing interests, broadcasters, motion picture producers, juke box operators and other copyright interests. The conferences were recently printed for public circulation by the House Judiciary Committee, at the request of the Copyright Office. Discussions and study of written comment will continue until the final draft of the revised law is achieved.

The startling possibility of a whole new performing rights licensing situation, with an end to ASCAP, BMI, and similar groups, was brought into the argument by NBC spokesman Harry R. Olsson. As if the possibility were a strong one, Olsson said that if ASCAP went out of existence, or groups of publishers decided to license their own music separately, the broadcasters would be in trouble. Under the proposed revision, the author would retain his performing rights in every piece of copyrighted music incorporated or "synchronized" into a Hollywood movie or any film shown on television, and the broadcaster would be liable to separate performing rights payment on the music.

The Olsson argument tied in with the current court fight by broadcasters to get clearance-at-the-source for music in films for TV from ASCAP. ASCAP won the first round of the battle in First Federal District Court in New York, where Judge Ryan ruled against the TV station appellants. ASCAP hopes to knock out further court appeal on the grounds that the TV station owners are not a party to the ASCAP-Justice Department consent agreement.

Recently, the Copyright Office informed the Senate Judiciary Subcommittee on

WRITERS WIND UP IN SWEDEN

NEW YORK — When you have a song called "The Common Market" where do you have it recorded? Americans Larry Douglas and Walter Bishop tried Paris without luck, so they went on to Sweden, where Karusell Records recorded the tune with an artist named Betty Dubois. Backed by "The Russian Rocka Bossa," by the same team, the tune has been issued and Karusell is currently looking for release in this country.

FCC Opens Hearings on Chi Station

CHICAGO — Federal Communications Commission opened hearings here last week on alleged programming violations by WYNR, new McLendon Corporation-owned "rocker."

Sponsors of foreign language programs formerly heard on the station charged that WYNR management dropped the segments in violation of agreements made with the sponsors and without considering the public interest.

Opponents of the station also charged that cancellation of the foreign language shows has deprived Chicago of a needed public service. They said that McLendon had promised to maintain the programs after he took over the station.

WYNR's rockin' 24-hour-per-day "format" music program has moved the station into fifth, fourth and third for morning, afternoon and evening segments respectively.

Copyrights that not all of the "tentative recommendations" in its 1961 report will be put into the final draft. However, neither of the proposals urged by record companies or broadcasters re-

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APRIL 20, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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



★ NATIONAL BREAKOUTS

ANOTHER SATURDAY NIGHT . . .
Sam Cooke, RCA Victor 8164

THIS LITTLE GIRL . . .
Dion, Columbia 42776

★ 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.

IF YOU NEED ME . . .
Wilson Pickett, Double L 713
(Cotillion, BMI) (New York)

SHUT DOWN . . .
Beach Boys, Capitol 4932 (Sea of Tunes, BMI) (Hartford, Minneapolis-St. Paul)

ISLAND OF DREAMS . . .
Springfields, Phillips 40099
(MRC, BMI) (Chicago)

EL WATUSSI . . .
Ray Barretto, Tico 419
(Little Dipper, BMI) (Los Angeles)

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

SHAMPOO . . .
Les McCann, Pacific Jazz 350
(Jana, ASCAP) (Washington)

THE FOLK SINGER . . .
Tommy Roe, ABC-Paramount 10423
(Painted Desert, BMI) (Seattle)

WHAT A GUY . . .
Raindrops, Jubilee 5444
(Trinity, BMI) (Hartford)

ALBUMS

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

Jazz Indies Making Those Charts Sing

By JACK MAHER

NEW YORK—Though the number of jazz singles has been at its highest point in the past month on the "Hot 100" charts, it's not the quantity that's flipping record men, it's the regularity. And cause for concern among the majors and large indie labels is that 75 per cent of the hits and semi-hits in a jazz vein have been on jazz indies—and any number of these jazz indies are planning to keep it just that way.

Independent jazz label representation on the "Hot 100" has been on a steady climb since last fall. Riverside Records, for instance, had three on the charts at one time, "Watermelon Man," by Mongo Santamaria on the firm's Battle label subsidiary; "Meditation," by Charlie Byrd, and "Jive Samba," by Cannonball Adderley.

Other top sides from the jazz indies included Vice Guaraldi's "Cast Your Fate to the Winds" (Fantasy); Stan Getz's "Desafinado" (Verve), and Herbie Mann's Atlantic hit "Comin' Home Baby." Blue Note, of course, has had its share with two Jimmy Smith disks hitting the big board and Herbie Hancock's "Watermelon Man" as a single. Verve has a current winner in Ella Fitzgerald's "Bill Bailey," and Columbia, alone among the majors, has had Dave Brubeck moved out with a couple.

Though most of these sides have now dropped out of chart contention, more and more jazz indies are planning for the future. Pacific Jazz, for instance, has its first contender in "The Shampoo," by Les McCann. Steve Allen also has a jazz-tinged instrumental on Dot with "Gravy Waltz." Both are listed on this week's "Bubbling Under."

Even more important, though, is the kind of material these jazz ensigns are recording and releasing in support of their jazz-to-pop production. Riverside Records vice-president and a.&r. chief Orrin Keepnews has been slanting his singles jazz releases for more than a year to fit the pop market. "Watermelon Man," the Byrd records ("Meditation" was made with strings, for instance) and "Jive Samba,"

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BUG ON WING IN N. ENGLAND

BOSTON — Out of a new dance known as the Bug has come a new record produced by the sales representative of high-brow music radio Station WCRB, which will, of course, not air his record.

It grew out of a new twist dance popularized in this area by the trio of Barry Wilson, Bob Prunier and Mo Burnham. Gene Kilham of WCRB produced the record, had it published by Famous Music Corporation, New York and sold to Dot. "The Bug" is backed with "Gonna Put You Down."

The group was backed by four Framingham businessmen who were instrumental in getting the trio started on the dance in the Camelot Lounge in Framingham. The dance is now spreading to other parts of the country and is popular in New England areas.

MOA Has Rosy Look

By NICK BIRO

CHICAGO—The Music Operators of America concluded its annual spring board meeting here last week on what is probably the most optimistic note in the association's recent, trouble-packed history.

For the first time in two years, MOA appears on the verge of attracting every major U. S. juke box manufacturer into the fold. Although there were no solid commitments, the MOA meeting was attended by top executives from Rock-

Ola and Seeburg, the two firms together with Wurlitzer who have failed to exhibit at the last two conventions.

Neither Ed Doris or Les Rieck, Rock-Ola executive vice-president and sales manager, respectively, nor Stanley Jarocki, Seeburg assistant sales manager, had any comment, but their attendance was a strong indication that the firms were interested.

Others Follow Suit

Current feeling is that if one or two of the three join Rowe-

AC Services and United in exhibiting, the others will follow suit.

The appearance by all five would be a tremendous plus for MOA, which virtually has put its life on the line for this convention. Attendance at the last few conclaves has been steadily dwindling and MOA is literally faced with a "do-it-now-or-else" ultimatum from the industry.

If MOA does succeed in attracting the major U. S. juke box firms, it'll also have a strong

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THEY'RE STILL GOING STEADY!



NEIL SEDAKA

Let's Go Steady Again

45 RPM

RCA VICTOR
47-8169



Waiting For Never
(La Terza Luna)

8169



RCA VICTOR



The most trusted name in sound



SURPRISE TO TRADE

Pan Am, Rack Subsid Shut Down Operations

MIAMI—Pan American Distributing and a rack jobbing subsidiary firm known as Record Rack Service, Inc., ceased operations here last week. Closing of the business came as a shock to many traders here and throughout the country. Circumstances behind the closing officially remained a mystery at week's end with no statements forthcoming from principals, attorneys or accountants.

The Pan American firm was started some years ago by Sam Taran, and more recently had been operated by sons, Babby and Bobby Taran. The rack jobbing wing encompassed an area of nine Southern States and a new branch was recently opened in Atlanta.

The U. S. Internal Revenue Service, local banks and a factory are believed to be closely identified with the closing.

At press time, however, no moves had been yet made toward declaring either limited (Chapter 11) or full bankruptcy and diskery creditors were waiting for an indication of how the tide would turn and whether reported indebtedness to the government would wipe out any chance of recouping losses.

N. Y. Site Of NARM Bd. Meet

NEW YORK—The board of directors of the National Association of Record Merchandisers will meet at the Summit Hotel here on Friday and Saturday (19-20).

"Though the NARM board generally meets later in the year, we felt that an early meeting at this time was vital to co-ordinating a group of important NARM projects — namely, the activities of the NARM Committee for the sale of the United Nations LP, "All Star Festival," and the possibility of instituting a series of regional meetings for NARM's record merchandiser members," Cecil H. Steen, NARM prexy, said.

The board will also make final its plans for the 1963 NARM mid-year meeting scheduled for the Edgewater Beach Hotel in Chicago, July 29.

Nippon Victor Setting Retailer's Price Plans

By J. FUKUNISHI

TOKYO — Nippon Victor held a branch managers' conference in Tokyo on March 26 and 27 when all reports from local districts were scrutinized, and the sales policy for the first six months, fiscal 1963 (April through September) was worked out.

Record sales during January through March 1963 were found satisfactory, indicating an increase ranging from 10 to 30

per cent according to various sales territories. The most noteworthy trend is that business at shops switching to self-service system is chalking up a tremendous hike in comparison with shops still adhering to old retailing practice.

Since recording companies are now quite free to supply merchandise to any shop which desires to handle records, whether the shop is a member of the National Record Dealers' Union or not, the number of new shops is rapidly picking up.

Old dealers deal exclusively in records, but new shops sell them as a side line to their main businesses, electric appliances, books and the like. Victor has decided to differ between them by naming the old dealers franchised dealers and the new shops sales shops. The firm will also set up two different rates of wholesale price. Franchised dealer may get disks at 70 per cent of retail price, while sales shop may get them at 80 per cent.

(Continued on page 10)

Sweet Sue



PRETTY SUE KENNY signs long-term contract with Eddie Heller, of Tribute Records, after first album was completed. Her first Tribute single is out this week.

Frank Guida Calls Label Romulus

PHILADELPHIA — Frank Guida, who has produced the Gary U.S. Bonds and the Jimmy Soul string of hits, is forming a new label called Romulus. Label operations will be directed by the heads of Jamie-Guyden, Harold Lipsius and Paul Fein. They will be responsible for all functions pertaining to sales administration, and production. They will expedite the shipment of all orders with direct billing by Romulus Records from their Philadelphia office.

First artist to be waxed by Guida for the Romulus label is Donnie Gentry and the record will be shipped to deejays early this week. Other releases will soon follow.

Atlantic Signs With New O'Seas Distrib Firms

NEW YORK — Atlantic Records has set new affiliations for its releases overseas. The label has signed on with Festival Records as licensee in Australia and New Zealand. In addition to Atlantic, the assignment also holds true for the Atco subsidiary, but all products from Atco released in these areas will bear the Atlantic logo.

Atlantic and Atco disks are available in nearly 50 nations now, according to Neshui Ertegun, and the Australia and New Zealand links are two more in the growing chain in the Far East. The firm only recently signed distribution arrangements with Cosdel, Inc., in Japan and Mico Record Manufacturing in the Philippines.

CHIPMUNKS' DADDY SAYS NO RENEWAL AT LIBERTY

HOLLYWOOD—Ross (David Seville) Bagdasarian said last week that he will not renew his contract with Liberty Records, and that he has no immediate plans to take his Chipmunk disk characters to another label. Bagdasarian's Liberty pact expired February 28. During his eight years in the Liberty fold, the label sold more than \$16 million of his records.

Liberty President Al Bennett reached by Billboard in Honolulu, said: "Ross Bagdasarian's Liberty contract has expired, and we have been negotiating

and are still negotiating. We have the distribution rights to all the records he has done for us for the next two years. Of course he is free to go elsewhere if he wants to. But no one else could release his product for the next two years. I am hopeful we'll be able to get together.

"Ross has been more than an artist to us. He has been a close friend and has been a tremendous contributing factor to the success of our company. I would hate to see him leave the company. But if there is a parting, it will be on a friendly basis."

All Star Disk Promotions Stir All Over Globe

NEW YORK—Extensive promotion and advertising is being prepared for the kick-off of the "All-Star Festival" album in countries where it has not heretofore been introduced. Experience in other countries is being used to good advantage in planning promotion of the album in Finland, Latin America and Israel.

From April 15 through 18 the album will be the center of much official celebration and excitement. Presentations will be made to President Dr. Guido in Argentina (15), President Alesandri of Chile and His Eminence Cardinal Silva Henriquez, Archbishop of Santiago (18).

In addition, presentations will be made to Senora Carmen Valverde de Betancourt, wife of President Betancourt of Venezuela, and Mrs. Rachel Ben Zvi, wife of the President of Israel. President Arosemena of Ecuador and his wife will receive the album in that country.

In Argentina the "All Star Festival" LP was kicked off with a carnival-like show on TV and radio in Buenos Aires (15). Philips was coming in for some criticism in Argentina for its slow start in promotion. The company has so far only published a small booklet in explanation of the purpose of the record. It was also noted by Billboard's correspondent in Buenos Aires that a charity group, which has no connection with the UN Refugee Committee, staged a benefit for the UN Refugee Committee and the pro-

PHILIPS RUSHES CARROLL DISK

CHICAGO — Philips Records is rush-releasing "Say Wonderful Things," by Ronnie Carroll, the English single which was entered in the annual Eurovision competition.

The single, released in England three weeks ago, has already sold 200,000 copies and holds fifth place on English charts, according to Lou Simon, Philips national sales manager.

motion of the LP. The Association de Protection al Refugiado staged the event at the General San Martin Theater by Mrs. Rosa Schlieper de Martinez Guerrero. Some of the stars who appeared were Antonio de Taco, Joaquin Perez Fernandez, Eduardo Falu and Antonio Prieto.

Hot in Chile

In Chile, the "All-Star Festival" LP has been given strong promotion by Philips. The Gen-

(Continued on page 8)

Billboard BACKSTAGE

Should Record Charts Be Audited?

WHEN I first started selling for Capitol Records in Northern Illinois back in 1948, I found it invaluable to use Billboard's best seller charts in convincing dealers that they should be stocking Capitol hits. In those days, Billboard charted 10 records each in pop, country, r.&b., plus five best selling albums in both popular and classical. In 15 years, charts in trade papers such as ours have vastly increased coverage and have become of prime importance to the marketing of records.

Ratings have become a big item in other industries, too. And the current House investigation into television and radio ratings has created a stir that is being felt by everybody including audiences.

I wonder if it isn't time for our industry to have its rating service—that is, our charts of best sellers—audited for authenticity by an accredited group. Possibly a responsible group such as the Record Industry Association of America (RIAA) would consider taking on such a monitoring assignment. Billboard would welcome such a move.

Popularity charts for records first appeared in Billboard in 1935 when we polled juke box operators on which records were receiving most play. From the beginning we took great pride in the reliability and honesty of our information.

As the record industry grew up, the charts took on added significance until today they are vital to the creative and marketing forces in every record company. And virtually everyone, including consumers, record dealers, distributors, publishers, artists, songwriters, have a keen interest in what the charts say. It is of concern to all these components of our trade that the charts, which serve as programming and buying guide lines, be as accurate as humanly possible.

If charts are unduly influenced by economic considerations, a false market condition is created. We at Billboard know this. So our people who are involved with the compiling of best selling charts are continually alert to be sure that the charts passed on to our editorial department are fully and unflinchingly accurate. Our system for chart compilation is always open to inspection by responsible individuals.

Honest and reliable compilation means additional sales and marketing activity for the truly rated best selling record. An independent audit of our industry's rating systems (our best selling charts) will make it unnecessary for government agency or any other outside body to be concerned about the authenticity of the industry's rating systems.

Hal B. Cook
PUBLISHER

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PX Disk Sales Overseas on Rise

NEW YORK — Slow but steady increases in sales of records are being achieved through the overseas outlets of the Army and Air Force Exchange Service, according to Martin L. Roemer, who heads up purchasing of records and related equipment for the overseas PX installations.

The AAFES is also stepping up, to a marked degree, sales of domestic electronic equipment, including TV, phonographs and particularly tape recorders and black tape, Roemer said.

Discussing the current picture as it reflects disk sales to U. S. military community overseas, Roemer said that a gross volume of about \$20 million is now being done in records and approximately \$20 million is accounted for in home entertainment products. Tape sales are doing especially well, he said, because it has become the thing to be a member of a tape club, wherein one member buys a specific record and the other members tape it for playback on their own tape machines. Tape is also being used for correspondence with families back home.

Albums Best Buy
In the record field, close to 90 per cent of the dollar volume is in albums. Of this, as much as 25 per cent is accounted for by country artists and material, 50 per cent, pop; about 8 per cent, jazz, and less than 5 per cent in classical.

"The breakdown," Roemer said, "can be explained somewhat by the fact that for the most part, the buyers are still in their teens and the vast majority are in their 20's. Many haven't yet been exposed to classical, and are barely out of the rock-pop stage."

Prices for disks in the overseas exchange service outlets are less, on the average, than in the States, though some domestic outlets cut the price somewhat deeper. The average going price for any LP, mono or stereo with a list price of \$3.98 or above, is \$2.35. The average current price for singles is 50 cents,



ON MOVE ABROAD: Cannonball Adderley (center) has record, "Cannonball Is on the Move," and he's doing exactly that on European trip. He and sextet were big feature at San Remo jazz festival and here he talks things over with Ron Kass (right), of Interdisc, and Fred Burkhardt of Fontana.

though this may soon be raised to 60 cents. The average markup overseas on both records and equipment is 25 per cent.

Basically Non-Profit
"But we are essentially a non-profit operation," Roemer explained. "Each year it's true that we show a profit, but all of that profit is ploughed back into the Armed Forces morale, welfare and recreation program at many overseas bases. Each year, a determination is made in advance of exactly how much the welfare program will require. This is the profit that the over-all Exchange Program comes up with. In other words, the profit each year is blueprinted in advance and the operation is geared to provide just that much money."

Each week, New York headquarters sends out a sheet to the outlets in more than 30

countries, listing the top 10 singles and top 10 mono and stereo albums, as well as album and single picks of the week. This becomes the basis of buying by the overseas outlets.

"Our singles list is based on Billboard's 'Hot 100,'" Roemer said, "while the album selection is based on new releases and items that are just beginning to get action at the bottom of the charts. Much of the buying taste is established through the American Armed Forces Radio which plays primarily American records."

One LP that did disappointing overseas business, when it was finally released, was "The First Family." Said Roemer: "They had to get official clearance from Washington on that one before they could sell it, but it didn't do as well as we expected."

See Decision on Trade Parley

WASHINGTON — The new Director of the Federal Trade Commission's Industry Guidance Bureau, Chalmers B. Yarley, told Billboard's Washington reporter last week that the decision on trade guides conferences for the record industry is "under consideration, and he has been expecting an announcement any time." However, the Commission has not yet posted its decision.

Yarley, formerly head of the Guidance Bureau's Division of Trade Regulation Rules, was appointed director recently, and replaced Bryan Jacques, who resigned to become staff director of the House Small Business Committee—a post he held before coming to FTC.

The new director said he wished he could give the industry a definite answer on the trade conference matter, but that he has to "keep guessing" himself, until the Commission makes its decision.

NEW YORK—Renewed calls for an all-record industry trade practice conference were sounded last week by spokesmen for the American Record Merchants and Distributors Association (ARMADA) and the Society of Record Dealers (SORD).

Paul Ackerman, executive secretary of ARMADA, last

week referred to "talk" heard at a recent ARMADA meeting in Chicago attended by about 70 representatives of indie diskers and distributors, to the effect that the industry "doesn't seem to want the trade practice conference now."

"This talk," Ackerman said, "was greeted with shock and amazement. ARMADA has pressed for this development at the FTC level for a long time and we have been dismayed at the fact that nothing concrete has yet developed. In view of these delays and the apathetic talk we have heard, we feel it is now time to mount a redoubled effort toward realization of this urgent goal."

"Of course, we realize that certain elements have gone on record as opposing the setting of industry guide rules, but distributors are interested in not only their own health and that of traditional dealers, but of the so-called newer elements as well."

"Our hope for a trade practice conference is that through such a conference, which would set up rules of practice for the entire industry, those who have contributed so much to the business and have such a great stake in it, will be able to secure and protect their investment."

SORD President Andy An-

derson, reached in Chicago, asserted that "At one time last year, we were asked to wait until the more pressing matter of the Columbia-FTC hearing was concluded. For that reason, we have been in a wait-and-see attitude. But we certainly want to see the conference occur. One thing that's badly needed is a clarification and hard and fast rules as to what constitutes a distributor, one-stop, rack jobber and dealer. There is a bad tendency now toward overlapping of functions which often has the effect of giving one element an unfair competitive advantage."

MGM to Push All-Out for New Caster

NEW YORK — MGM Records plans a large-scale publicity and promotional campaign in conjunction with the May 6 release of the original-cast album of "She Loves Me."

The musical, written by Sheldon Harnick and Jerry Block, will be recorded Sunday (28), after an April 23 Broadway opening.

MGM will provide special

K. C. Battle for Ratings Is a Pip

KANSAS CITY, Mo.—A razzle-dazzle fight for ratings is in the works here, with runner-up KUDL taking drastic steps to move powerhouse WHB out of the No. 1 spot.

Both are tightly run "format" operations but KUDL recently attracted national attention when it adopted a "Seletronic" programming system whereby music is picked by an IBM computer.

KUDL, a Tele-Broadcasters' outlet run by vice-president and general manager Irv Schwartz, is increasing its output from 1,000 to 5,000 watts and is going from a daytime to a full 24-hour-per-day schedule.

KUDL has also added a new staff for its battle. S. Morton (Doc) Downey, formerly a pinch-hitter at Chicago's WYNR, moves in as assistant to Schwartz, and will also do a 7-10 p.m. show.

Other jocks are Perry Murphy, formerly with KLMS, Lincoln, Neb.; Paul Wierman, WJRL, Rockford, Ill., and Johnny Argo, WPOP, Hartford, Conn. Sam Bradley, a KUDL regular, remains on the roles, and Schwartz said another jockey will be added soon.

In line with the push, KUDL also moved to plush new quarters in the heart of Kansas City's Country Club Plaza.

Downey said that KUDL would stay with its "format" operation but would go from what he described as a "pop-rock to a hard-rock" music fare.

KUDL is currently listed as second by pulse and third by Hooper for its market, Schwartz said.

The station's new "Seletronic" programming philosophy has been the subject of considerable interest since it was inaugurated some months ago.

Sands on ABC-Para Roster

NEW YORK — ABC-Paramount added one more name artist to its roster with the signing of Tommy Sands last week. Firm has been on an all-out kick for names, and in recent weeks has signed Fats Domino, June Valli and Hugo Winterhalter. Sam Clark, head of the firm, said that ABC-Paramount is still looking for artists, both known and unknown.

The Fats Domino signing last month, it is understood, gave the artist a hefty guarantee over a long-term period. Guarantee is said to be somewhere between \$25,000 and \$40,000 a year over a long term, with the guarantee payable on a weekly basis.

programming segments from the cast album for radio stations and nationally syndicated radio shows as well as co-op advertising with dealers. A full schedule of national and trade advertising will complement the promotional activities of the album.

Highlight of the campaign will be a special incentive guest ticket awarded to distributor salesman and dealers who complete outstanding sales campaigns for this original-cast album.

Schwartz said the IBM system enables jockeys to forget about picking music and concentrate on being air personalities. Records are "weighted" and frequency of air-play is determined by the popularity of the record in the market. Jockeys are furnished with an actual schedule of play as determined by the computer.

KUDL also has a number of specialty features that include: The Great 38, the station's version of a Top 40; Hall of Fame Hits, top hits in the market for the past few years; Future Forecast hits, new material with promise, based on the station's own research; Personality Picks, one per deejay; KUDL Comedy Korner, new comedy material, and Featured Artist of the Week, the work of a currently hot artist.

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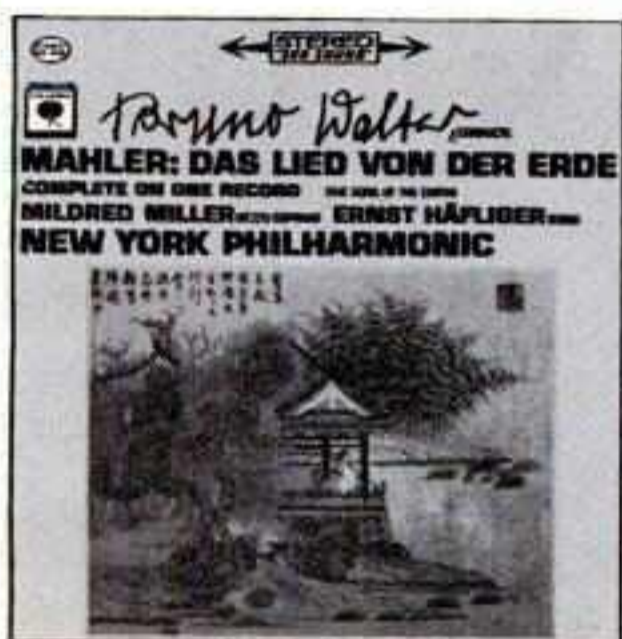
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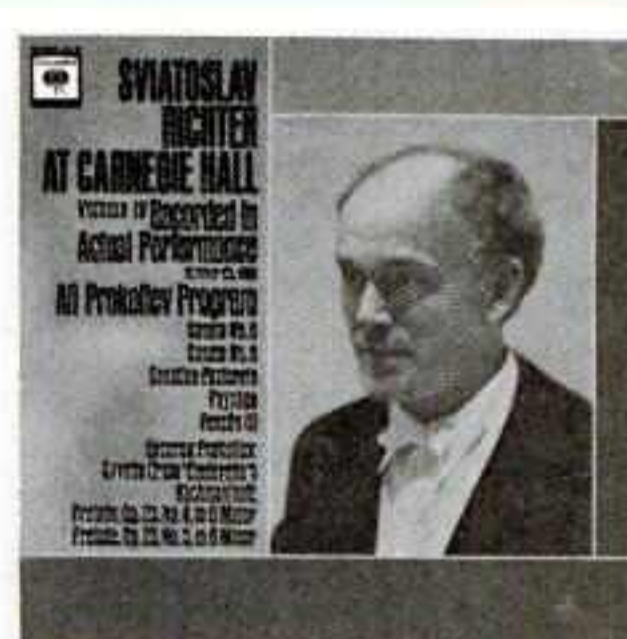
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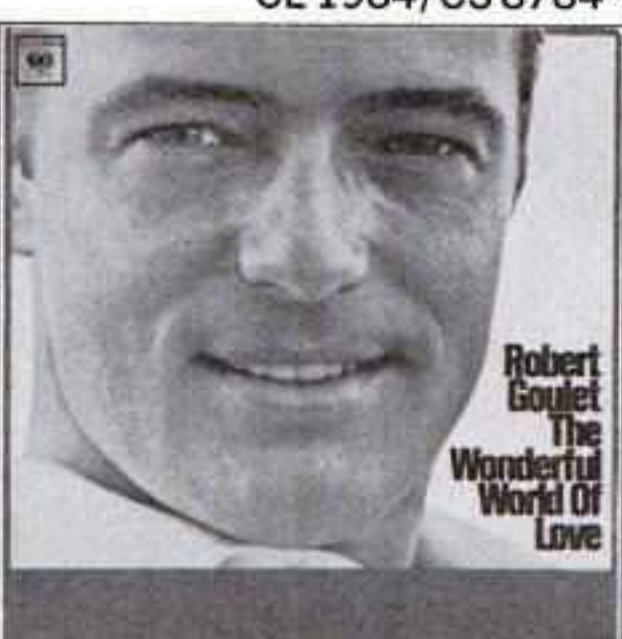
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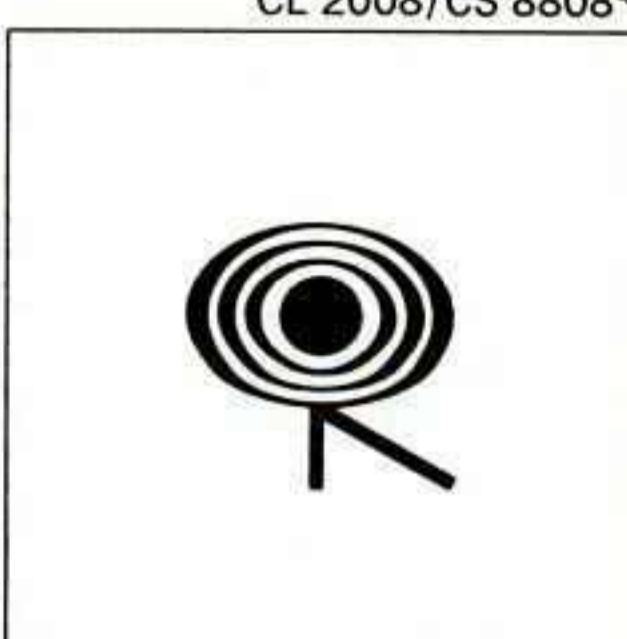
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FROM COLUMBIA RECORDS

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*STEREO †MULTIPLE RECORD SET

Distrib Runs Record Shop— And at List Prices Yet

OKLAHOMA CITY — It's still unusual for a distributor to own a retail record shop, and it's even more unusual when the distrib says it did it for the good of the business. Anyway that's why Rick Kelly and Tom Rodden, president and sales rep respectively, of Sonart Distributors in this city, say they opened Records, Inc., in the heart of Oklahoma City.

The store has been in operation for six months and according to the two executives is doing very well. It contains an inventory valued at about \$30,000 at wholesale, and it has

about 25,000 feet of floor space. Kelly says his firm opened the store because there was no adequate outlet for hot merchandise in the city. But in addition to the cream, the store also carries specialty and quality catalog.

The entire store is self-service, and all records are sold at list. Disks are stocked in browser boxes and cataloged according to the Schwann catalog.

The Sonart executives say that they buy product for their store from distributors in the State except for Victor records. For these they go out of the State. And they say other dealers do

not seem to care that they are both distributors and dealers at the same time.

How can they sell records at list when discounting has become so much a part of the retail record picture? According to Kelly, their store offers first-rate service, carries a deep stock and has no serious competition from either discount houses, department stores or racks. They say that many other dealers in their territory sell at list, including Cooper & Mellin in Amarillo, Tex.; Record Rendezvous in Albuquerque, N. M.; Wayne's in Lubbock, Tex.; Audio Sound at Stillwater, Okla. (at Oklahoma A. & M.), and Thompson Sound at Norman, Okla. (at Oklahoma University).

None of these stores have discount competition nearby, said Kelly, and thus can stay at list. He said that service and stock are the keys to a profitable operation for a retail store that sells at list or near list. Also Kelly noted his store keeps long hours, from 10 a.m. to 10 p.m. on weekdays and from 12 noon to 10 p.m. on Sundays.

Records, Inc., occasionally runs sales too. The store bought the entire record library of radio station KEFM which switched from a classical to a pop-type format and sold the 2,000 disks out in a few days at prices ranging from \$2.25 a record to \$2.75. Store also advertises over local stations.

Sonart Distributors handles many jazz lines like Riverside, Prestige, Blue Note, World Pacific, Verve, plus other lines like the hot Vanguard label, Horizon, Hickory, Starday and Folkways. Sonart, which covers North and West Texas, Oklahoma and part of New Mexico, has been in business for about two years.

Amy-Mala Add 2 Labels

NEW YORK — The Amy-Mala record labels are introducing two new subsid banners, Logo and Togo. The new labels are being produced by Argon Productions, a firm that has Clyde Otis as its guiding light.

First release for the Logo label is Bobby Dunn's "Please Say You're Fooling" while King Coleman appears on the first Togo disk singing "Down in the Basement." Most of the arranging chores will be handled by Belford Hendricks, who is an associate of Otis and who also did the arranging for Nat Cole hits such as "Ramblin' Rose" and "Dear Lonely Hearts."

Jimmy Donley Dies; Singer and Writer

GULFPORT, Miss. — Jimmy Donley, artist and writer for crazy Cajun Music and Huey Meaux Productions, died here Wednesday (March 20). Donley was the writer of a number of Fats Domino hits among them "Oh, what a Price," "Rockin' Bicycle" and "Stop the Clock." A new record by Donley will be released shortly by the Meaux firm. He formerly was an artist for Decca, but recently has been released on the Teardrop label for the South and Chess Records for the Northern States.



LOOKOUT MOUNTAIN artist Curley Henson has a winner with his latest release, "This Won't Happen Any More" b/w "Sadness." Curley, who has just completed successful show dates in the West, is booked by the Wil-Helm Agency, Nashville.

(Advertisement)

UA Extends Spring Plan

NEW YORK—United Artists Records has extended its spring sales program another month. It will now run through May 15. The extension, which has been tagged "Phase 2," will include 11 new April albums.

Under the terms of the extended program, UA will allow dealers to return to its distributors any unsalable merchandise, on any label and at any speed. For every \$1 worth of merchandise returned, the dealer purchases \$5 worth of UA albums including his choice of new, as well as catalog merchandise.

The latest album included in the program include packages by Al Caiola, the Hollywood Sound Stage Orchestra, Tito Rodriguez, Max Kaminsky, Fred Friday and jazz albums by Zoot Sims, King Pleasure and Moe Koffman.

Pickwick Sets Europe Coverage

NEW YORK — Pickwick International, Ltd., British-based firm set up last fall by Cy Leslie, head of the American Pickwick firm, is expanding its operations to cover all of Western Europe. Beyond this, the firm is engaged in an extensive program of spot commercials on Radio Luxembourg.

Leslie's British subsidiary handles both pressing and distributing functions for the United Kingdom and is the shipping source for all product designed for Continental sales. All budget-priced, children's and specialty lines manufactured in the U. S. are similarly being distributed in Europe.

Liberty Publishing Firms Up Gross 700% in 2-Year Push

HOLLYWOOD—Liberty Records has boosted its gross earnings in the music publishing field by more than 700 per cent in two years, according to Dick Glasser, general manager of the label's publishing subsidiaries. Liberty's publishing companies include Metric, Simon Jackson, Cornerstone, GloMar, all BMI firms; plus its ASCAP firm, Asa. Liberty's firms received two pop BMI awards ("Old Rivers" and "Dum Dum") and one BMI award in the c.&w. field ("Old Rivers").

Glasser took charge of Liberty's publishing interests in April 1961, and since that time has been responsible for more

INDUSTRY BRIEFS

Weston-Carter Join

NEW YORK — Weston Associate of New York and Richard Carter, West Coast public relations firm, have joined forces for international representation of industrial and entertainment accounts. Jay Weston heads the New York operation while Dick Carter maintains the Coast operation. New firm represents all activities of Cinerama and its subsidiaries. Clients also include Jack Lemmon, Ross Bagdasarian, Paul Anka, Raleigh Construction Company, National Association of Discount Merchants and Weston Merchandising Corporation, licensing representatives for MGM, Universal Pictures and United Artists-TV.

Herston to Mercury

CHICAGO — Kelso Herston, the guitarist and leader, has been added to Mercury's a.&r. staff in Nashville by Shelby Singleton, Mercury recording chief. Herston replaces Jerry Kennedy who is now in charge of the Philips label in Nashville. At the same time Singleton added Ann Whiten to the staff in Nashville as production coordinator.

Liberty in 2 More Cities

HOLLYWOOD — Liberty Records last week opened two company-owned branches, one in St. Louis and the other in Miami. The label now has four wholly owned distribution outlets including its first in Chicago and its recently launched branch in New York City.

Liberty has been handled in St. Louis by Roberts Record Distributing. Martin Levy will head the new Liberty branch there. In Miami, Liberty was distributed by the now shuttered Pan American firm. The new Liberty branch there will be headed by Bernie Polokoff.

Lots of Bidding For Meader Time

NEW YORK—With his second "First Family" album on the way and ready for launching, Vaughn Meader continues to make the night club and TV circuit to exploit his name and now familiar voice and face. The Presidential "stand-in" will play his fourth date at the Blue Angel, May 27 through June 8. He will also appear as guest panelist on the Goodman-Todman daytime NBC-TV show "Match Game" June 3-7.

PHILLY SCENE

Suddenly It's Spring & Discounters in Plunge

By MAURIE ORODENKER

PHILADELPHIA—The town's retailers prepare for the new spring selling season with something less than optimism. They are caught in the middle of an all-out pitch on the part of the major discounters. Having grown accustomed to the price onslaught when Sam Goody, Sears and Korvette's splashed with large-space newspaper ads, local dealers now face another price thorn in S. Klein, a major record discounter. For the first time since opening last month, S. Klein's is beginning to push its record department.

S. Klein store got the jump for the Passover holiday sales among the Jewish community by offering Richard Tucker's Columbia LP of the "Passover Seder Festival" at \$1.99 monaural and the stereo version at \$2.69.

It followed with a splash of popular LP's — albums by Frank Sinatra and Count Basie, Dave Brubeck, Andy Williams; Peter, Paul and Mary; Bobby Darin and the like, but without mentioning the labels. The listed \$3.98 albums went for \$1.77, those listed at \$4.98 at \$2.37, and the \$5.98 listed LP's at \$2.97, with both monaural and stereo among them: It was significant that the \$1.77 price was lowered from \$1.84 after some of the other discounters started breaking their ads.

Funny Ads

S. Klein also took big space to direct attention to new Red Seal albums on RCA Victor Dynagroove, offering them at the "S. Klein Low Price." However, the ads for these listed no

prices — and the store prices were right off the list. It is interesting to note that the Klein price for some current LP's are higher than what some retailers are offering—but the retailers can't afford to take the same kind of ads to tell the public.

Korvette's, which considers S. Klein major competition on all sales fronts, countered with a "Giant Two-Day All Label LP Record Sale" on Monday and Tuesday (April 8-9) with pop LP's going for 94-cents, \$1.34 and \$1.94 and the classics and specials at \$2.44, \$2.94 and \$3.44. A few days previous, Korvette's offered a special selection of LP's at 55 cents each, along with a special of Angel Records at \$2.19 and at \$2.69.

Sears' Turn

Sears joined the fling with 300 selected titles in the pop categories at \$1 each, with the added inducement of 12 LP's for \$10.

Not to be outdone and seeking to attract buyers to its Center City location away from the neighborhood sectors of the other discounters, Sam Goody cut prices all this week with an "Early Bird Sale" each day between the hours of 9:30 and noon.

Cutting the \$2.98 list to \$1.99, the \$3.79's to \$2.49, and the \$4.49's to \$2.99, different labels were offered each day for the early bird buyers. It was Capitol and Angel LP's on Monday (8), RCA Victor on Tuesday (9), Columbia on Wednesday (10), London, D.G.G. and Archive on Thursday (11), with jazz and folk LP's on any label for Friday (12).

ITA Adds Four Vice-Presidents in Flick & TV Dep'ts on Both Coasts

NEW YORK—In an over-all expansion move, International Talent Associates, headed by Larry Bennett and Bert Block, has added four vice-presidents to its motion picture and television departments.

Harry Bell and Dick Birkmayer, who joined the firm this week, were former TV executives with M.C.A. Artists, Ltd., and have been associated in B-B Management Company since July of 1962. Prior to this, Bell was personal manager for Shelley Berman and other artists. Sheldon Brodsky, who has been a television agent with the firm

for the past two years, will continue in his same position.

In a further realignment, Frank Modica Jr., has been named vice-president in charge of the New York concert department. Irving Arthur continues as head of the club department and Alan Lawler remains with the department.

On the West Coast, Ben Shapiro has been appointed vice-president of the Beverly Hills office, with Bob Willding, a recent addition to the firm, heading the concert department, assisted by Mike Davenport.

THINK MORE HITS

If You Need Me

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Double L 713



Needles and Pins

Jackie De Shannon

55563



Danger

Vic Dana

Dolton 73



**Quiet Village
Bossa Nova
and
Strawberry Tree**

Martin Denny

55561



The Bird's The Word

The Rivingtons

55553



**Cu Cu Rru
Cu Cu Paloma**

Nancy Ames

55548



**You Should Have
Been There**

The Fleetwoods

Dolton 74



Skip To M' Limbo

The Ventures

Dolton 68



LIBERTY RECORDS

Name of Game is Finding Best Way to Move the Merchandise

By PAUL ACKERMAN

NEW YORK—Modern retailing operations facilitate the flow of merchandise to the consumer.

Every aspect of the store's operation is geared to this theory—displays, lighting, fixtures, use of color and decor. They are all arranged to provide every convenience for the customer. The concept of customer self-service, the mass display of merchandise where it may be seen and handled rather than kept out of reach or within showcases, is all part of the so-called revolution in merchandising.

Self-service and other conveniences such as proper display and layout not only facilitates the flow of merchandise, it also cuts down operating costs. Besides, it permits merchandise to sell itself. And finally, the new streamlined methods do not eliminate sales personnel—rather a properly laid-out store permits sale personnel to sell more merchandise than ever, without acting as a hindrance to the customer's inclination to browse.

Methods Pay Off

The National Cash Register Company of Dayton, Ohio, which has made intensive retailing studies, states the matter in this way: Merchants availing themselves of modern methods report "a higher yield per customer, per employee, per fixture, per square foot of floor space and per overall expense dollar. . . . This modern form of retailing does not imply the withdrawal of all personal service. On the contrary, a selling staff is retained, and all personal services are improved. . . . Customers will always need some guidance, some explanation, some answers to questions. . . ." In other words, some selling is always needed.

The best display material for the record retailer is the very product he is selling—records. The lure of colorful album art directly appeals to the customer, heightening his interest in the repertoire and artists represented in the grooves.

Note in the two adjacent photographs how boldly yet tastefully record product is integrated into the general store decor. There is a mass of it, out in the open, available for examination—and the browser can really have a ball.

Note, too, the excellent use of signs, which indicate an orderly arrangement of merchandise. Are your customers hillbilly fans, jazz buffs, blues addicts or classicists? Or some of each?

ARMADA VIEWS DEALER ROLE

This is another in a series of articles written at the invitation of Billboard by Paul Ackerman, the executive secretary of the American Record Merchandisers and Distributors' Association (ARMADA). These articles will survey the current condition of retail record dealers and will explore their needs and the steps which can be taken to take full advantage of their promotional and merchandising opportunities and responsibilities. We are grateful to the author and to ARMADA for this material.

The merchandise is there and can easily be perused. Organized in an orderly and colorful fashion, such merchandise tends to sell itself.

Other Aids

These photos indicate other aids to good merchandising. Immediately apparent is a generally neat layout, providing for easy flow of traffic—this despite the fact that a large quantity of merchandise is exposed both on walls and floor tables. The lighting is carefully planned, as are all the fixtures. There are no faulty bulbs in the illumination scheme; everything is fresh and orderly and clean. And these tenets must also hold for the sales personnel whose function it is to advise and suggest when this is necessary.

The use of glass showcases, of course, is at a minimum. These photos reflect this principle—that of placing the product out in the open where it is its own best salesman. It is customary, of course, to have a showcase at the checkout point wherein may be placed small, expensive items subject to pilferage.

Yet another item of importance is reflected in the photos—price signs. Price appeal is one of the most important facets of modern retailing. The American buyer loves a bargain; in fact, in many areas of the nation the buyer is so conditioned that he will fail to follow through on his purchasing impulse if the bargain element is not forcefully indicated.

Hence, note the use of price signs in these two stores emphasizing the bargain element—that is, the difference between the list

price and the price at which the merchandise may be obtained.

Proper Pricing

In connection with this, it is well to mention that the art of proper pricing is one of the most important elements of successful merchandising. A lot of dealers should give it more thought, taking into consideration the competitive situation, the type of clientele and the kind of service given. Many dealers have found that the competition of discounters makes it mandatory that they compete with these outlets on pop or hit merchandise.

But as for catalog—that's another story. Why offer a catalog item at a heavily discounted price when the racks and discounters do not carry it? Or, to state it another way, when a customer enters a record shop requesting a specific catalog item, he is generally prepared to pay the price. So even though you are not a full list dealer, you can still move much merchandise at list.

Just what type of pricing policy a particular dealer embraces, is, as indicated, dependent upon many factors. The dealer who sells at full list, of course, has become rarer, but he has not disappeared and those still functioning show it can be done if certain basic conditions are met.

There are some notable examples—such as Danny Danzinger's Disc Shop in Washington, which caters to a specialized clientele, and the Colony Shop on Broadway and Double-day's on Fifth Avenue in New York. Specialized service is often an important factor in the success of such operations—

GLOBAL PROMOTIONS

Continued from page 3

eral Commissioner for Latin America, M. Idoyaga, together with Alain Trossat and Hernan Serrano, manager and head of advertising respectively, will be involved in the presentation in the latter part of April.

In Finland the government has waived the usual import duties and taxes. The sale of the album will follow the same pattern as that used in Sweden. A marathon radio and television show was held April 13 when the album was pushed for long air periods as artists backed up the benefit pitch with personal appearances. In Sweden, when this technique was used, more than 100,000 copies of the LP were sold.

In Hong Kong, initial sales of the LP were held up by short supply caused by a stevedore strike. Copies flown in were sold out immediately, but things are back to normal with a freighter shipment, originally diverted, unloaded and on dealer shelves now.

In Norway, the newspaper Arbeiderbladet handed out a gold disk to the chairman of the country's sales and advertising union, Knut-Jorgen Erichsen, to mark the passing of the 50,000

for instance Danzinger is so well aware of his client's tastes that he will, on his own initiative, send certain disks to a customer whose buying habits are known to him.

Such are some of the basic principles of modern retailing: use of display space, lighting, price signs, facilitating the flow of traffic by proper store layout—all these seemingly dissimilar elements are tied together by the fact that they are all part of the common denominator—merchandising. Future articles will continue to explore these facets.

copy mark. The Norwegian Refugee Chairman's wish was that Erichsen should receive the gold record, for it was the union which planned and carried out marketing of the album in this country.

Presentation took place on a Scandanavian Airways flight, with Wilhelm S. Boe, president of the Refugee Committee, on hand, as was Sverre A. Daehli, president of the All Star Festival LP Committee. The gold disk will be kept in Bergen, where sales of the disks have been exceptional. Ten per cent of all sales in Norway, as a matter of fact, have been made in this city.

PUERTO RICANS HAVE A CUT THAT IS A CUT

SANTURCE, Puerto Rico—The Puerto Rican record market has always had its price cutters, sporadic price wars and the usual clearance sales where prices for LP's went anywhere from regular \$3.75 to \$2.98 and lower. Recently, though for the first time, a hot selling locally produced album was slashed to \$2.69.

The album in question, Ricovox's "Chucho Avellanet" was advertised in San Juan's leading daily El Mundo for the \$2.69 price. The Ricovox label is owned by Bernard Herger. Chucho Avellanet, a current idol of teen-agers, is Puerto Rican-born and his singles and LP's are all high on local hit parade. The ad in question was run by a women's wear chain, a newcomer to the record business here, and features a picture of the album's cover.

Indies Make Jazz Charts Hum

Continued from page 1

were all products of this thinking.

Besides this, Keepnews has a new Charlie Byrd album which will contain strings, and which contains two sides specifically recorded for pop consumption, "Longing for Mahia" and "Softly."

Cannonball has an album in the can with the Basso Rio Sextet, but he is currently cutting dates which will perpetuate the "Jive Samba" sound. Santamaria's next one as a single will be from the current "Watermelon Man" LP, "Love, Oh

Love." The current "Watermelon Man" hit, incidentally, was recorded specifically as a single, and was only incorporated into an album after it hit. This is just the reverse of the usual procedure in jazz production.

Other fish Keepnews has ready to fry are a single by Milt Jackson and a big band, a Mark Murphy single of "Senor Blues" and a pop release for the gospel group, the Staple Singers. This may fit more into the folk-pop idiom, however.

Good Action

Blue Note has had good results from the Herbie Hancock work and his new album on the label will contain his next single. Besides Jimmy Smith, the label is looking forward to some solid items from Don Wilkerson who has had solid r.&b.-pop response to his "Preach Brother" and "Elder Don" LP's.

Fantasy has the Guaraldi album in the can, and is only waiting for sales to cool on his current set and single before releasing it and the new single. The album will be half bossa nova so that there's a 50-50 chance of it being in the 2-4 rhythm.

Verve Records has the next Jimmy Smith single in the editing ready-room. It's "Hobo Flats" and features the blues-playing organist against a backdrop of Oliver Nelson's big band. This will duplicate to some degree the sound of "Walk on the Wild Side" though the material is different.

Verve a.&r. chief Creed Taylor also has prepared a new Getz single from the tenor saxist's latest album, made with Luiz Bonfá, "Sambalero." Taylor is another a.&r. executive who is firmly convinced that jazz recording can be styled for the pop market.

Atlantic has stepped up its output of jazz singles to a point where every major jazz album and artist will be represented with singles. Among the first in this policy is Sonny Stitt. Herbie Mann and Mel Torme have proved they can hit with jazz-styled singles and they, of course, continue to be represented on a regular basis.

Prestige, a label that has often come close, but seldom has broken into the pop singles market with instrumental jazz disks, has set up particular programs to help boost its chances. Ozzie Cadena, who records most of the material, has been paying special attention to the more commercial swinging material. Special efforts have been made to record and market pop material by Gene Ammons, Dave Pike, Willis Jackson, Kenny Burrell and Jack McDuff. The label also has a plan for jazz singles running currently. This plan includes a 15 per cent discount on certain new titles (like the latest Ammons and McDuff singles) and certain catalog items such as Mose Allison's "Parchman Farm" and "Seventh Son" (both of these have recently been returned to the catalog by distributor demand after being cut out).



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Oscar Gives Hypo to Movie Score Disks

Awards Spark National Sales Of Singles, LP's

By REN GREVATT

NEW YORK—Presentation of the 1963 version of the annual Oscar awards of the Academy Motion Picture Arts and Sciences last week found a strong reflection at the music and record level, with both album and single versions of music from award-winning pictures perking on the charts.

Of most singular interest is the trick turned by the clever team of Henry Mancini and Johnny Mercer, who took the best movie song award for the second consecutive year, with "Days of Wine and Roses." The 1962 Mancini-Mercer collaboration, "Moon River," from "Breakfast at Tiffany's," also was an Oscar-winner.

Even before the awards were noted, "Days of Wine and Roses" had proved its merit on the disk front. There are 13 albums which contain the tune and nine currently available singles versions. Of the latter, two have made a strong run on the "Hot 100," with the Andy Williams version on Columbia rising to 37 this week and the Mancini original on RCA Victor close behind at 41.

Further Leap

If the pattern of last year obtains, "Wine and Roses" on record can be expected to take a significant jump upward in light of the 1962 award, "Moon River," which had begun to fade at the time of the 1962 awards, experienced a strong resurgence when the award was announced.

It may also be noted that as the awards were announced last week, the Andy Williams album carrying the title of the award winner became a top national breakout on both stereo and monaural versions, and hit the monaural albums chart at No. 63.

The epic film, "Lawrence of Arabia," which copped seven awards to become the winner in the number-of-awards category, has already been proved a winner as a sound-track package for Colpix Records. The stereo version of the set has been in the top five on the best



HENRY MANCINI

selling album chart, and this week shows in the No. 7 spot. The monaural version has been in the top 15 and this week placed 27 in the running.

Similarly to the normal singles pattern, there is good reason to believe that a spurt in over-the-counter activity may take place as a consequence of the award publicity.

Among the awards received by "Lawrence" was one extended to composer Maurice Jarre, for the "best music score—substantially original." There have also been various singles versions of "Lawrence of Arabia" released, and though none has made the move onto the charts as yet, the ballyhoo surrounding the award-giving will not hurt their chances.

Another award winner was the Warner's film, "The Music Man," which has also enjoyed a



JOHNNY MERCER

sustained stay on the charts since its release late last year. Arranger-conductor Ray Heindorf received the award on this one for "best scoring of music, adaptation or treatment." The sound track for the film places this week at No. 48 on the stereo chart; No 119 on the monaural list.

Other awards were made to such music-based pictures as "The Longest Day," "The Wonderful World of the Brothers Grimm," and "To Kill a Mockingbird." In each case there have been sound tracks and single versions of themes released. Though none has yet reached the status of chart contenders, traders consider it not at all unlikely that one or more may make the grade in view of the excitement engendered by the bestowal of Oscars for various "bests" in connection with each.

ON STAGE

Old Pipes & New Ring at Awards

By BOB ROLONTZ

NEW YORK—Two veterans and one relative newcomer to the big time sparked the music on the Annual Academy Awards TV show over the ABC network last Tuesday (9). Ethel Merman, Eddie Fisher and Robert Goulet were the performers, while Alfred Newman led the large ork. The old master himself, Frank Sinatra, emceed the affair, and did it mighty well, though he didn't sing a note.

The musical scene on the 1963 Academy Awards show differed from other years in that one performer, in this case Goulet, sang all of the five songs nominated for the "Best Movie Song" award. He sang them well and he displayed his usual savvy in putting them over, but outside of the winning tune, "Days of Wine and Roses," he was handicapped with rather unimpressive material.

Fisher, in his medley of Academy Award winning songs of other years, showed that his voice still had the old power and zing. But as a performer he moved woodenly and he never established much rapport with his audience in the theater or in front of the TV set. He worked hard, but his stint was far too long and far too impassioned.

It took the old pro, Miss Merman, to really liven things up musically. Her voice may not be as driving as it once was, but she has always known her way around a stage, and the old electricity is always evident.

She did a medley of Irving Berlin songs to a turn, and since she had introduced many of them in various smash shows over the years, she brought back a lot of memories.

If Frank had only joined her in a song of two it would have really been a swinging Academy Awards affair.

On Extended Trek

INDEPENDENCE, Kan. — Songwriter-singer Willie Nelson, heard on Liberty Records, and artist-manager Jim Halsey, head of Thunderbird Artists, Inc., here, last week entered into an exclusive management agreement. Halsey has Nelson booked on 16 one-nighters for the remainder of April and on 22 dates during May.

Other c.&w. acts working under the Halsey banner are Hank Thompson (Capitol) and His Brazos Valley Boys, currently touring Florida; Wanda Jackson (Capitol), touring the Pacific Northwest; Roy Clark (Capitol) and Herbie Remington (United Artists) appearing at the Golden Nugget, Las Vegas, on a 16-week contract.

Nippon Victor

Continued from page 3

cent, although the exact rates are to be determined later.

Indications are that the new sales shops will naturally lead to price-cutting. Therefore the introduction of two different rates of wholesale price aims to prevent such unwelcome phenomena from arising in the industry. Victor's record sales during the latter six months, fiscal 1962 (October through March 1963), reached \$7,777,777, exceeding the quota of \$7,500,000.

its artists—and what part to composers and copyright owners? How many records of small companies are bought up "lock, stock and barrel" by the large companies? And how many records of the large companies are pressed by small companies?

Tempers of the experts were strained to the limits in discussion of music rights on televised movies and TV film. NBC's Henry R. Olsson pointed out that as of now, ASCAP licenses music performance, but without ASCAP, the proposed copyright law would put the broadcaster in danger of infringing for every piece of music in a film shown on TV which had not been expressly composed for that film, and in which the author retains performance rights.

Fighting Rough in Capital

Continued from page 1

spectively were mentioned among several items on which the Register of Copyrights had had a change of heart.

Register Abraham Kaminstein said that among departure from the report is the copyright term. A life-plus term of protection, similar to European copyright, is being considered, rather than the original proposal of a first term of 28 years plus a 48-year renewal term, shorn of the old law's list of "reverting" rights to windows, et al, in copyright renewal. The Register also favors an end to the perpetual "common law" copyright for unpublished works. He inclines to a single federal copyright protection. With certain allowances, this would put all works under automatic statutory protection. There would then be no "common law" copyright of unlimited duration, and unpublished works would also revert, in time, to public domain.

Highlights of the four discussions held on the revision report show that the Copyright Office expects a "hard road ahead," in changing the copyright law—"and blood," in some cases, said Register of Copyrights Kaminstein.

In the battle over compulsory license removal, the Copyright Office argument was presented by George D. Cary. The Copyright Office holds that if great benefit flows from compulsory licensing, as record companies claim, composers will go right on doing it even if the new law gives them the right to exclusive licensing.

In reverse, if licensing does become more selective, the Office looks for greater variation in music and less copying. Cary noted that exclusive licensing will end some risks to the small company which originates a hit tune, only to have a big record

company cover it with a big recording star. Better-known authors and composers would be able to afford exclusive recording licenses—while young new writers would undoubtedly continue to license on a non-exclusive basis, the report held.

Even if the compulsory license is retained, the Copyright Office holds that changes in the law would have to be made to insure a fairer rate of royalty than in the 1909 Act; mechanics to assure payment of royalties, and remedies against recorders who don't bother to get a license.

Ernest S. Myers, speaking for the Record Industry Association, tore into the claims made against compulsory licensing in the report as "irresponsible." Myers said the report "blithely ignores" a 50-year-old industry practice which is the basis for this half-billion-dollar industry.

Julien T. Abeles for the Music Publishers, in turn, tore into the Myers argument. Abeles blamed the compulsory licensing setup with its meager mechanical royalty recovery for the losing fight with bootleg and all types of unlicensed recordings.

Far worse than the counterfeit records are the legitimately manufactured, but pre-released and unlicensed "sample" records which find their way to disc-jockeys' counters. Also, Abeles said stacks of manufactured unlicensed recordings by new record "companies" are available in supermarkets all over the country, with nothing in the Copyright Act to deter them.

John Schulman, formerly counsel for the American Guild of Authors and Composers, but speaking on his own at the copyright conferences, said that compulsory licensing gave artists and recording talent more royalty than the composer of the music. Schulman said the com-

pany that controls the artist by exclusive contract, can demand artist royalty of 5 or 8 cents per record, while the composer gets statutory 2 cents.

In principal, said Schulman, copyright is "property"—and a man should not be compelled to license it to any user, simply because it is musical property. Miss Harriet Pilpel, represented for AGAC, argued that record people were ignoring the right of a composer of music not to be discriminated against. If there is to be compulsory licensing of copyrighted material, why not have it apply to play reading and other forms of copyrighted works?

Miss Isabelle Marks of Decca Records said record companies are paying better royalties to composers on LP's and albums than to talent. In the popular album field, top price to the artist on a record selling for \$3.98 would be about 17½ cents on the 5 per cent basis. "The composers are getting 24 cents for that same record," she claimed. As for talent contribution: without the artist and the arrangement, "the bare song means nothing today, nor has it ever meant anything."

The Decca representative also said that bootlegging and unlicensed recordings need a remedy outside of the compulsory licensing clause in the Copyright Act. The unscrupulous recorder will go on doing the same thing when licensing is exclusive as he does under the present setup, said Miss Marks. Criminal penalties may be needed in the Copyright law for bootlegging, she suggested.

ASCAP counsel Herman Finkelstein challenged every claim made by recording interests. He demanded to know: exactly what part of the \$500 million record industry take goes to itself and

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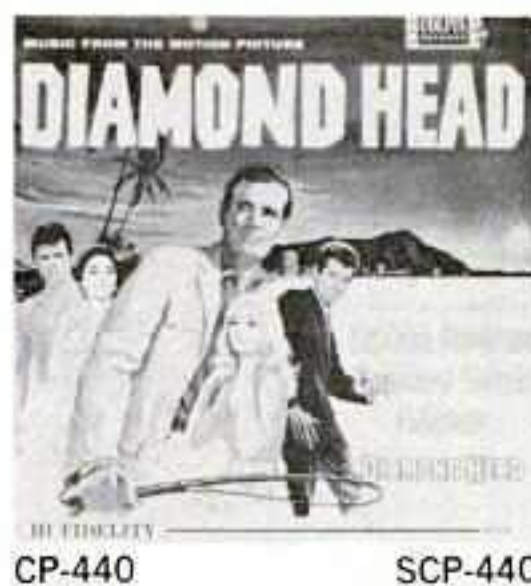
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CHRISTY MINSTRELS

Folk Stuff for Sophisticates;
'Fresh' Is the Word for Christys

By REN GREVATT

One of the freshest-looking (and biggest) folk groups now on the scene, has brought the impact of folk music to New York's sophisticated night club set. Columbia Records' New Christy Minstrels have managed solidly to reach the customers at the Latin Quarter, traditional home of jugglers, tumblers, magicians and assorted imports of the type often seen on the Ed Sullivan TV show.

Eight boys and two girls constitute this fine new group of folk singers with an urban polish, and the act, which could easily become cumbersome because of its size, never does, because of simple staging and effects with the accent on music.

"I'm Gonna Walk the Road," is the big opening rouser with a "Hallelujah" kind of spiritual feel and it's followed by an assortment of items with a strong grass-roots flavor. "The Preacher and the Bear," a novelty followed by an extended saga of man's development since the caveman period, win plenty of enthusiastic laughs and applause.

Following "Lonely Train," a "Ghost Riders in the Sky" kind of ditty, the group builds the tempo and excitement with the spiritual, "Rocks in the Mountain" and "Michael Row the Boat," to a roaring finish of "This Train" and "When the Saints Go Marching In."

There's a great choral sound in this group and fine instrumental virtuosity as well. Beyond that, the ensemble has a lot of youthful good looks and vitality which doesn't hurt either. If anything, the Latin Quarter management was on the conservative side in giving their headliners a short 20-minute turn. The audience could have used a lot more.

NIGHT CLUB

Pittsburgh Right
In Abbe's Lane

Xavier Cugat and Abbe Lane in their first club date at Pittsburgh's Holiday House gave the club one of its biggest weeks in years. They are a sure bet for an early return.

Booking was a personal triumph for the stunning Miss Lane whose singing and dancing really kicked up a storm. Gorgeously gowned and exquisitely groomed, she dominated



The New Christy Minstrels at Work and at Play

the show while Cugat nonchalantly remained in the background—perhaps too much so.

While her husband fronted the Ralph de Stefano house orchestra, Miss Lane opened with "Gotta Lot of Lovin' to Do," following it with a medley of Italian and French tunes. She scored with an exceptional rendition of the Israeli "Hava Negila," following with such tunes as "Frenesi," "My Shawl," "Perfidia" and "Chiu Chiu," a tune identified with Cugat.

Rounding out the bill were bongo player Jimmy del Rio and the ultra fancy dance team of Brascia and Tybee.

LEONARD MENDLOWITZ

NIGHT CLUB

Bagful of Nuts
At Village Gate

"Nut" comedy takes the spotlight at the New York's Village Gate in the current show which opened Tuesday (9). These wild efforts come from the Smothers Brothers, Woody Allen and even folk singer Ran Eliran adds some comic touches in her performance.

For a pair of youngsters, the Smothers duo has a good deal of stage presence and in-person savvy. The team, which has a big seller "Think Ethnic" on the Mercury label, treated the opening night audience to great helpings of their particular brand of fun which mixes sardonic satire with some pie-in-the-face-like mugging. Brother Tom Smothers registers most of the laughs with brother Dick the better singer and straight man of the team. Both work wonderfully together and have split-second pace and timing which are essential for this kind of

comedy. Some of their most telling comic strokes come in the middle of what appears to be serious songs; a good example is "I Never Will Marry."

The last time this writer caught comic Woody Allen he was tagged as building an act. Nothing could be further from the truth; Allen is actually tearing one down.

This became pretty evident as the comedian analyzes his family background. After all, what can you expect from a man whose grandfather was "so insignificant, that his hearse followed the other cars in his own funeral procession"; whose mother, when excited, "took an overdose of mah-jong tiles"; whose father "made believe he was stealing from department stores, and when caught sued the store"; whose cousin, even when he was a kid "wanted to be a retail marketing research analyst—which made it hard to know what to buy him on holidays"; whose wife spent nights "listening to Conalrad," and the man himself, who couldn't marry the girl he really loved "because of a difference of religion—she was an atheist, and I was agnostic." Building or breaking an act, Woody Allen is hilarious.

The third part of this three-pronged show displays the fine singing talents of Ran Eliran. This vocalist from Israel sings the folk tunes of not only his own land, but Yugoslavia, Hungary, France and this country as well. He chipped in with funny asides and a lovely spoof of an American Western song in which a traveling man reminisces in folk blues tradition about his rustic home — Tel Aviv.

JACK MAHER

NIGHT CLUB

All's Well With
2d City People

The bright young people of The Second City, whose new revue, "To the Water Tower," has just opened at New York's Square East, remain just about the most ingratiating performers in town. Though not all their efforts are equally rewarding, even those that misfire usually are far more stimulating than most other revues at their best.

The range of the shorter material in the new production includes a devastating interview between a writer for the Saturday Evening Post and a CIA man involved with the Cuban fiasco; a training course for salesmen selling fallout shelters

(Continued on page 14)

TV GUEST APPEARANCES
BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

APRIL 15-21
(All Times Eastern Standard)

- MONDAY 15—JACK JONES**
Kapp recording artist can be seen on Westinghouse Tape-Syndicated Steve Allen show. His latest single is "Call Me Irresponsible" b/w "Follow Me."
- TUESDAY 16—EYDIE GORME**
Columbia's "Blame It on the Bossa Nova" gal Eydie Gorme will be guest of the Garry Moore clan (CBS-TV, 10-11 p.m.).
- TUESDAY 16—LES McCANN**
The hot jazzman who records for Pacific Jazz will be guest of Steve Allen tonight.
- WEDNESDAY 17—LENA HORNE**
Newly signed to Charter label, Lena appears on repeat Perry Como Show (NBC-TV, 9-10 p.m.). First LP for Charter is "Lena Sings Your Requests."
- WEDNESDAY 17—BROOK BENTON, MOLLY BEE**
Both appear on Steve Allen show. Benton's latest Mercury single is "Dearer Than Life" b/w "I Got What I Wanted." Miss Bee's initial Liberty waxing is "She's New to You."
- FRIDAY 19—LIBERACE, HELEN TRAUBEL**
These veterans will appear on the Jack Paar Program (NBC-TV, 10-11 p.m.).
- SATURDAY 20—LIMELITERS, WILL HOLT, CARTER FAMILY, PHOENIX SINGERS**
This is the folk line-up emanating from Penn State University on "Hootenanny" (ABC-TV, 8:30-9 p.m.). Jack Linkletter emcees.
- SUNDAY 21—LIZA MINNELLI, CHARLIE MANNA**
Both appear on the Ed Sullivan show (CBS-TV, 8-9 p.m.). Miss Minnelli's first release for Cadence is "What Do You Think I Am" b/w "You Are for Loving." Comic Manna's "Manna Overboard" is on Decca.
- SUNDAY 21—JOAN SUTHERLAND**
Met diva will be in the solo spotlight tonight on Voice of Firestone (ABC-TV, 10-10:30 p.m.). Assisted by her husband Richard Bonyng, she will perform excerpts from her London best seller "The Art of the Prima Donna."

TALENT ON TOUR

(Top Record Talent in Top Record Towns This Week)

EAST

The popular folk miss Joan Baez will be in New York at Lincoln Center (19) and then off to Boston's Donnelly Memorial April 20. . . . Carnegie Hall attractions this week include Earl Wrightson and Lois Hunt (19), Miriam Makeba (20), and Martha Schlamme (21). Miss Schlamme will be heard the previous night at the Y.M.H.A. . . . Beginning April 15, it's the Jonah Jones Quartet and the Harold Quinn Trio at the Embers. . . . On April 18 Paul Anka opens at New York's Copacabana and Pat Thomas goes in at Birdland. . . . Count Basie will be at the Riverside Plaza Hotel in New York April 15 and then up to Albany, opening at the Armory April 17. . . . The Cugats (Xavier and Abbe

Lane) finish their gig at Miami's Fountainbleau (18) and open the next night at the Three Rivers Club, Syracuse. . . . On April 19, Jimmy Dean opens at Blinstrub's in Boston. . . . The Dave Brubeck Quartet do one nighter at Queens College April 19. . . . The Group will be at the Red Hill Inn, near Camden, N. J. this weekend. . . . Kleinfan's Music Hall, Buffalo will feature Earl Grant (17) and the Limelitters (19). The Limelitters will also be at Franklin Field, Philadelphia (20) and West Point (21). Grant goes to Elmwood Casino, Windsor, Ontario April 18. . . . Roger Williams opens April 15 at the Statler Hilton, Boston. . . . In Pennsylvania this week, it's Jackie Wilson (15) at the Holiday House in

(Continued on page 14)

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.



NAMES: Brian Carman, Bob Marshall, Warren Waters, Bob Spickard and Bob Welch. **AGES:** All 17, except Warren who is 18. **HOME TOWN:** Santa Ana, California. **BACKGROUND:** The Chantays, who all are still attending Santa Ana High School, banded together less than two years ago, and through many hours of rehearsing and pooling

their musical knowledge began to get local teen dance dates. One time they were heard by Bill and Jack Wenzel, who recorded "Pipeline" for their local independent, Downey Records, and when Dot president, Randy Wood heard the disk, he bought it for the Dot label. The rest was the familiar story of sudden success.

LATEST SINGLE: "Pipeline" goes Top 10 on this week's Billboard chart.

LATEST ALBUM: Cut and ready for release any day, their album is also called "Pipeline."

'...UNQUOTE'

Shelly Winters (after mixing up "No Strings" and "The Music Man" at Academy Award presentations): "Gee, now everybody's mad at me — Meredith Willson and Dick Rodgers, both."

Sammy Davis Jr. (the day after his smash opening at London's Palladium): "This place is the most. I'm looking for a big house in the country and I'd like to spend six months a year here in England and six months in California."

Perry Como (Insisting he doesn't own a dinner jacket): "Where in heck would I wear it?"

Bible student (summing up

first week of the new season for the New York Mets): "Hebrews, XIII:8—you could look it up."

Playboy founder Hugh M. Hefner (defending his clubs as gathering places for the elite "Upbeat generation," who enjoy just looking at the "bunnies"): "Our places are far less boyeuristic and dreamlike than the rest of society."

Carol Burnett (now in a movie, "Who's Been Sleeping in My Bed," following an earlier Broadway show, "Once Upon a Mattress"): "Good thing I wasn't in 'Pillow Talk' or I'd be in trouble with the Legion of Decency."

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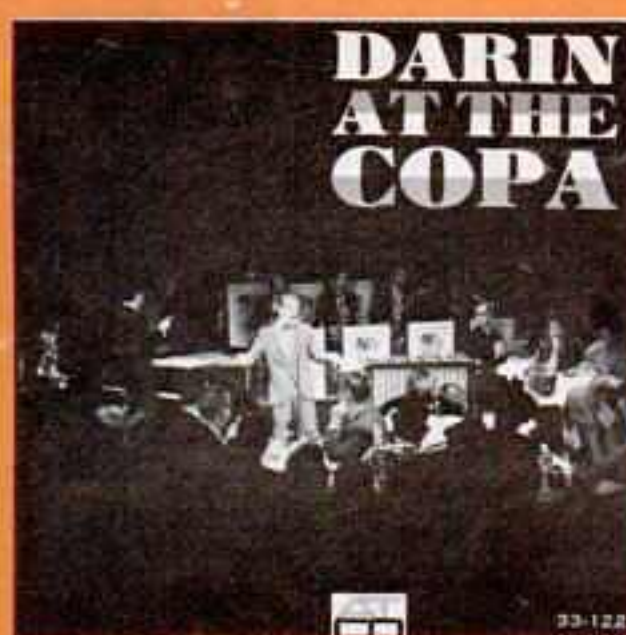
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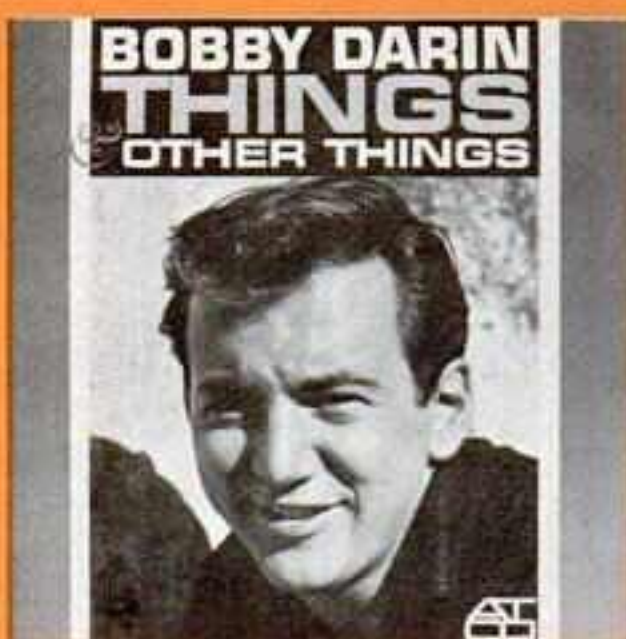
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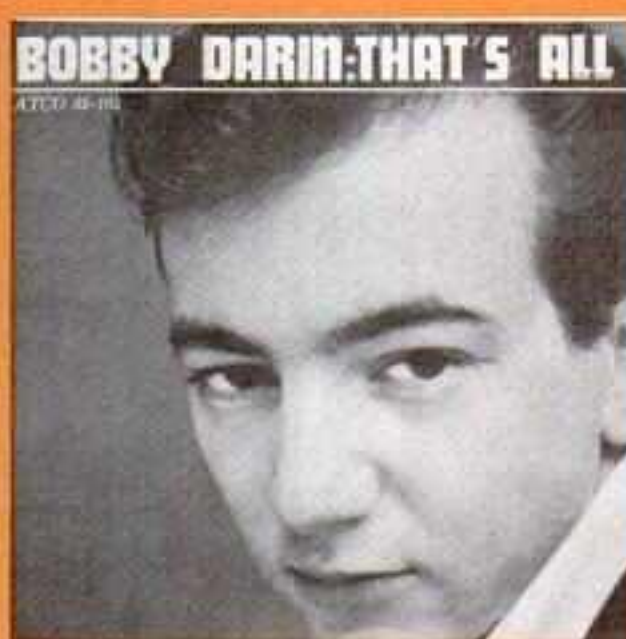
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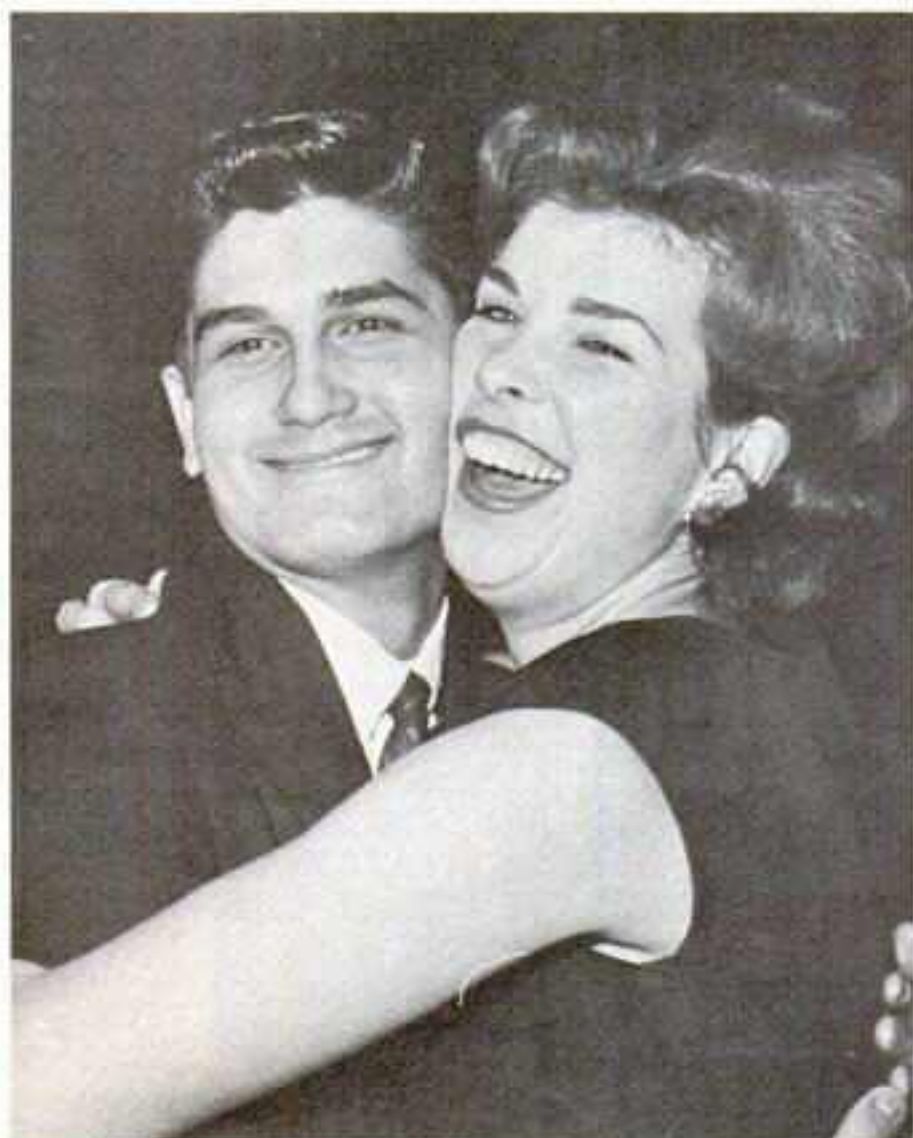
TALENT TOPICS

NEW YORK

Erroll Garner's first album release for Reprise will also be his first live concert recording in some seven years. Set for release this week, it is entitled "One World Concert" and was recorded during Garner's gig at the Seattle World's Fair last August. . . . Another jazz giant, John Lewis, is about to be heard from as conductor of Orchestra U.S.A., which was recorded by Colpix this winter following a debut at Philharmonic Hall. Lewis and other members of the Modern Jazz Quartet will be appearing at the Georgian Hotel in Vancouver (15-18) and then leave for Los Angeles, where they will be at the Manne-Hole starting April 19. . . . Big Daddy Burl Ives is going science fiction. He will co-star with Tony Randall in the Universal International picture "The Brass Bottle." . . . Music publisher Paul Tannen will marry Miss Nancy Loffmin at the Fountainhead in New Rochelle April 21. They plan to honeymoon in San Juan and the Virgin Islands. . . . Johnny Tillotson left for London April 15 as first stop in a five-week cross-country English tour of more than 100 theaters, record stores and auditoriums. . . . Columbia is taking to the road with Carol Sloane on a promotion tour for her new single "Don't Worry 'Bout Me." . . . 20th Century will be releasing a single next month by Remo Capra. In the meantime, Capra is still blasting out Manhattan building foundations. He's a mining engineer. . . . Tiny Teresa Brewer has been rehearsing for several weeks now to get her new act ship shape for her April 30 opening at the Sahara, Las Vegas. She'll be traveling with a complete entourage, which includes six dancing boys.

HOLLYWOOD

The "Swinging Years" package (Tex Beneke, Modernaires and Ray Eberle) has been booked into San Francisco's Fairmont Hotel for three weeks, starting June 27. They are now at Harah's, Lake Tahoe, for a three-week stand. Capitol will record Dorothy Shay's night club act in LP form. It was taped during her recent engagement at the Shamrock Hotel. . . . Dick Hazard has been signed to pen special arrangements for Kay Stevens' new night club act. She is currently playing the Diplomat Hotel, Hollywood, Fla. Lee Hazelwood has been signed by Fabian to serve as producer on his future recordings. First one was held at Radio Recorders last week. . . . The New Christy Minstrels and Randy Sparks as director will play Salt Lake City's Lagoon April 27. LEE ZHITO.



OH, HAPPY DAY

JUSTINO DIAZ and soprano companion, Jane Marsh, share happy embrace after he was named winner of top honors in finals of Metropolitan Opera auditions in New York. Diaz is 23-year-old bass singer who will get full season Met contract. Miss Marsh, from Oberlin, Ohio, was runner-up.

MEMPHIS

Gus Cannon, 79, banjo-playing contemporary of W. C. Handy, last week taped some songs for Voice of America in Memphis. The U. S. will beam the broadcast overseas in 37 languages. Bo Diddley and his Combo packed the Cadillac Club last week during a two-nighter. . . . Joe Cuoghi, president of Hi Records, is beaming over sales of two new singles and an album. The singles are "Do It—Rat Now," by Bill Black's Combo, and "Since I Met You, Baby," by saxophonist Ace Cannon and His Combo. The album is Willie Mitchell's "It's Sunrise Serenade." The industry mourned the death of James K. Donley, 33, blues singer found dead in his car from carbon monoxide poisoning near his home at Gulfport, Miss. . . . Jeannie Sheffield, 16, high school junior here, has been signed by ABC-Paramount Records, has her first single out, "Happiness" and "Anything Your Little Heart Desires." She's the daughter of a physician. ELTON WHISENHUNT

All's Well With 2d City People

Continued from page 12

from door to door; a youthful summer camper who refuses to conform; a snappy blackout featuring Captain Ahab's terse reaction to another ship's having killed the white whale, and an amusing bit of pantomime involving an inept dentist and his long-suffering patient. The entire second half of the show is given over to a most imaginative and original technique which seems part stream of consciousness and partly the offspring of Franz Kafka out of "The Manchurian Candidate." Illuminating the adventures of two bordello-seekers in a series of wildly improbable sequences in what they mistakenly think is a standard house of ill repute, it utilizes slides, rear screen projection, and some imaginative lighting and scenic effects. The men have their libidos titillated, but not in the manner in which they expected.

Granting that this portion of the program is uneven, ranging from wildly hilarious to not quite funny, it is certainly one of the most ambitious attempts at off-beat cerebral humor extant, and the company is to be applauded for its ingenuity. The group includes the unique talents of Severn Dardin, Eugene Troobnick, Andrew Duncan and Paul Dooley, with an assist from Erin Martin. Members of the forthcoming London company participated in some zany improvising after the regular show on the night caught. Special mention should be made of the bearded Darden's remarkably apt quips as the "Translator" for Khrushchev, in the holdover sequence in which actors playing Kennedy and the Soviet Premier answer questions from the audience. This is certainly one of the best shows in New York. SAM CHASE

TALENT ON TOUR

Continued from page 12

Monroeville, Joe Williams at Pep's Lounge, Philadelphia (15), Neil Sedaka in Altoona (15), and Rosemary Clooney at the Twin Coaches, Pittsburgh (15). The Paul Winter Sextet will appear at a home-coming in Paul's home town, Altoona (20), and then on to Penn State (21). SOUTH Ruth Brown will be in Athens, Ga. April 20, and the Dave Brubeck Quartet do a college gig at Emory and Henry University in Roanoke, Va. the same night. MIDWEST The Hi Lo's will play Baker's Keyboard Lounge, Detroit for a week, starting April 18. . . . Jimmy Smith into the Minor Key, Detroit for the weekend. . . . Comic George Kirby headlines Eddie's, Kansas City, April

15-25. . . . At the Holiday House, Milwaukee (15-27) will be Phyllis Diller. . . . Conway Twitty will be in Cedar Rapids, Iowa (19) at the Danceland Ballroom. . . . The Highwaymen make appearances at Stephens College, Columbia, Mo. (18) and Highland Park High School, Highland Park, Ill. (19). WEST Jackie Mason opens at Hollywood's Coconut Grove for two weeks April 17. . . . Peter Nero, making the college rounds, will be on campuses in Reno (18), Eugene, Ore. (19) and Corvallis, Ore. (20). . . . The Four Freshmen will be at the College of Southern Utah (19) and the Lagoon-Patio Gardens in Salt Lake City (20). . . . In Los Angeles Tiny Little begins a six-week engagement at the Stardust Room on April 19.

SPRING SELLING is CHILD'S PLAY

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Played on
HONKY TONK PIANO
"CRAZY-FINGERS" MOE
and His Ragtimers

CAL/CAS-756

WITH RCA CAMDEN

Erich Leinsdorf and Boston Symphony Made for Each Other

By BARRY KITTLESON

BOSTON—In Boston there is a subway stop named "Symphony," which is a pretty good indication of the pride Bostonians take in their world-famous orchestra. And with the appointment of Erich Leinsdorf as musical director and conductor this season, the general consensus is that both Leinsdorf and the Boston Symphony have entered one of the most distinguished eras of their respective careers.



Maestro on Job

BOSTON SYMPHONY music director Erich Leinsdorf between takes with the 19-year-old pianist Lorin Hollander. Orchestra led in two divisions of Billboard special survey. (See chart.)

Vienna born, Leinsdorf was in his mid 20's when he was hailed as a boy wonder of the baton at the Metropolitan Opera and soon assumed the role of chief conductor of the German repertory in what is considered the Met's "golden age" of German opera. The young conductor was in the pit for such legendary figures as Kirstad Flagstad and Lauritz Melchior.

Since the, Leinsdorf has held a variety of conductorial posts which include nine years with the Rochester Philharmonic (1947-1956), director of the New York City Opera (1957), and from 1957 to 1962 he returned to the Metropolitan in a post created expressly for him by Rudolf Bing as music consultant and conductor.

Leinsdorf's meticulous precise approach to a composition has earned him the respect and acclaim of critics, musicians and composers themselves. Recently, following a performance of Walter Piston's "Symphony No. 7," the composer, himself, remarked: "I wasn't prepared for a man to know my score better than I did." "In the Boston Symphony," said a national magazine, "Leinsdorf has at last found an instrument worthy of his great skills."

As a recording artist, Leinsdorf has had an impressive career. He has recorded many of the orchestral staples for Capitol, and now, recording exclusively for RCA Victor Red Seal, he has already distinguished himself as the conductor of such acclaimed recordings as Wagner's "Die Walkure," which received both the Saturday Review's 1962 critics poll as the top operatic recording of the year and the Grand Prix du Disque, and Puccini's "Turandot," which has become one of the best selling opera albums in many years.

The first positions on both current Classical charts, and the following discography speak for themselves.

Beginning April 15, the Boston Symphony with Maestro Leinsdorf embarks on a 14-day

(Continued on page 51)

CLASSICAL OUTLET?

WNYC Man Says Air Time Often Available

NEW YORK—Alan Levin, program manager of New York city-owned station WNYC, believes the problems of record companies in cracking air time for new classical releases are often of the disk firms own making.

As Levin sees it, record companies are too frequently unaware of the opportunities which do exist, and generally fail to see radio as an important medium in promoting their non-popular produce, whether it be music, spoken word or documentary.

Levin points to a peculiar inconsistency in the attitude record companies take toward their new releases. "Promotional staffs are constantly keeping tabs on their pop product and are up on all the reviews, Top 40 listings and trade charts, but they fail to do likewise with their new classical releases." He ventures a guess that in some cases they won't even know where or when their classical LPs are being aired.

While most AM-FM stations issue program guides, which require programming far in advance of airing, most every station has time slots open within

its format which specifically cater to new releases. And as Levin points out, "Record companies, too, know far in advance of their release date what they will be issuing and when. They could send a station a fact sheet with the release date and timing so that a programmer might anticipate having a record on hand some 10 weeks hence," says Levin.

"Many times we read in publications where a record is set for a release and we go ahead and schedule it, keeping an alternate copy of the same work handy in case we don't have

(Continued on page 51)

RECORDS OVER CONCERTS—GLENN GOULD

NEW YORK—Canadian pianist Glenn Gould in a recent interview expressed a wild theory that recordings may spell the demise of live concerts. Said Gould: "I don't think this will be a bad thing. The contributions recordings have made to music appreciation are enormous."

Gould, who has whittled his own recital tour schedule for next season down to six performances explained, "I'm not enamored of the footlights. Recordings I love, because they have the flattery of being in some degree permanent." He added: "Of course, I've found almost no one else to agree with me."

Classical Notes and Chatter

NEW YORK—It is the conviction of Columbia president Goddard Lieberson that a recording company has the "cultural obligation to provide classics of the future as well as the past." In the past 10 or more years Columbia has brought previously unrecorded chamber music of more than 40 American composers to the label's Modern American Music Series, made under the direct supervision of the composers by artists of the composers' choice and in many instances, the composer himself is heard as performer. Incidentally, in the March release of this series, Mr. Lieberson is represented as a composer with the inclusion of his "String Quartet (1938)."

The entire orchestral level of Philharmonic Hall at Lincoln Center will be transformed into an area with tables and chairs for a series of "Promenades" starting May 29. Produced by Roger Englander, the four-week season of light music will feature conductors Andre Kostelanetz, Andre Previn and Morton Gould.

Air Force Staff Sergeant Tom Vilella unearthed a priceless collectors item as a result of his WDOK, Cleveland, "Living Voices" series: a test pressing of the former Met Opera diva, Rosa Ponselle, singing Schubert's "Serenade." Both Miss Ponselle and the company which recorded it had completely forgotten that it existed. A copy of the disk has been presented to Miss Ponselle, who now lives in Baltimore.

The New York City Opera company's spring season which is traditionally devoted to contemporary opera will feature the New York premiere of Benjamin Britten's "A Midsummer Night's Dream" opening night, April 25.

Met Opera tenor Jan Peerce will sing the role of Florestan in the world premiere of Beethoven's "Fidelio" in Hebrew when it is done in Tel Aviv next summer. Just last month, Peerce established the Alice and Jan Peerce Scholarship Fund for deserving students in the Cantors Institute of the Jewish Theological Seminary in New York.

BEST SELLING CLASSICAL ALBUMS

(Billboard SPECIAL SURVEY for Week Ending 4/13/63)

CLASSICAL STORES

As reported by Dealers Carrying Large Classical Stock

ONE UNIT LP's

1. MAHLER: Symphony No. 1 in D, Boston Symphony Orchestra (Leinsdorf), RCA Victor LM/LSC 2642
2. JAHOUSIE: Boston Pops (Fiedler), RCA Victor LM/LSC 2661
3. VLADIMIR HOROWITZ, Columbia KL 5771
4. OPERATIC ARIAS: Franco Corelli, Angel 35918
5. THE EXCITING DEBUT OF ANDRE WATTS: With New York Philharmonic (Bernstein), Columbia ML 5858 (M), 6458 (S)
6. THE SOUND OF HOROWITZ, Columbia ML 5811 (M), MS 6411 (S)
7. TCHAIKOVSKY: Concerto for Piano and Orchestra No. 1, Sviatoslav Richter (piano), Herbert von Karajan, Cond., Deutsche Grammophon LPM 18822
8. RAVEL: Bolero, Boston Symphony Orchestra (Munch), RCA Victor LM/LSC 2664

SIGNIFICANT NEW ACTION LP's

- FAURE: Requiem, Cluytens (cond.), Angel 35974
 NIELSEN: Symphony No. 5, New York Philharmonic (Bernstein), Columbia ML 5814 (M), MS 6414 (S)

SETS (Two or More LP's)

1. PUCCINI: Madama Butterfly, Leontyne Price, Erich Leinsdorf (cond.), RCA Victor LM LSC/6160
2. BELLINI: La Sonnambula, Joan Sutherland, Richard Bonyngue (cond.), London OSA 1365
3. LEHAR: The Merry Widow, Elisabeth Schwarzkopf, von Maticak (cond.), Angel 3630 B/L
4. SCHUBERT: Die schone Mullerin, Dietrich Fischer-Dieskau (baritone), Gerald Moore (piano), Angel 3628
5. MAHLER: Symphony No. 2 in c, Philharmonia Orchestra, soloists, Klemperer (cond.), Angel B/SB 3634
6. PUCCINI: Il Trittico (Il Tabarro, Suor Angelica, Gianni Schicchi), Renata Tebaldi and Various Artists, London OSA 1364

SIGNIFICANT NEW ACTION LP SETS

- MOZART: Cosi fan tutte, Schwarzkopf, Ludwig, Others, Philharmonia Orchestra, Angel DL/SDL 3631

PITTSBURGH SYMPHONY MEMBERS GET PACT

PITTSBURGH—Members of the Pittsburgh Symphony Orchestra, who record for the Command label under the direction of William Steinberg, have a new three-year contract with the Pittsburgh Symphony Society. It is the second three-year contract in the orchestra's 36-year history, according to

Charles Denby, president of the society, and Hal Davis, president of the Pittsburgh Musical Society, Local 60, AFL-CIO.

The quiet, negotiated agreement between the musicians and the Society is in sharp contrast to contract negotiation difficulties experienced by other symphony orchestras in many parts of the United States.

The new three-year contract provides for a gradual increase

(Continued on page 51)

Contest Winners In N. Y. Concert

NEW YORK — The three winners of the Dimitri Mitropoulos International Music Competition for conductors were seen in Concert at Philharmonic Hall with the Symphony of the Air on Sunday (7). They were chosen over 60 contestants representing 28 countries.

Winners were Pedro Calderon, 29, of Argentina; Claudio Abbado, 29, of Italy, and Zdenek Kosler, 35, of Czechoslovakia. Each received a \$5,000 cash prize and have been appointed as next season's assistant conductors of the New York Philharmonic.

Here's to Henry Mancini and Johnny Mercer, winners of the Oscar for the best movie song of 1962:

"Days of Wine and Roses"



MUSIC PUBLISHERS HOLDING CORPORATION

Nashville's Music City Gives Whole Neighborhood a Facelift

By MARK-CLARK BATES

NASHVILLE—A once decaying residential neighborhood here is in the process of having its face lifted as a swarm of music industry leaders strive to turn the area into an even greater music center.

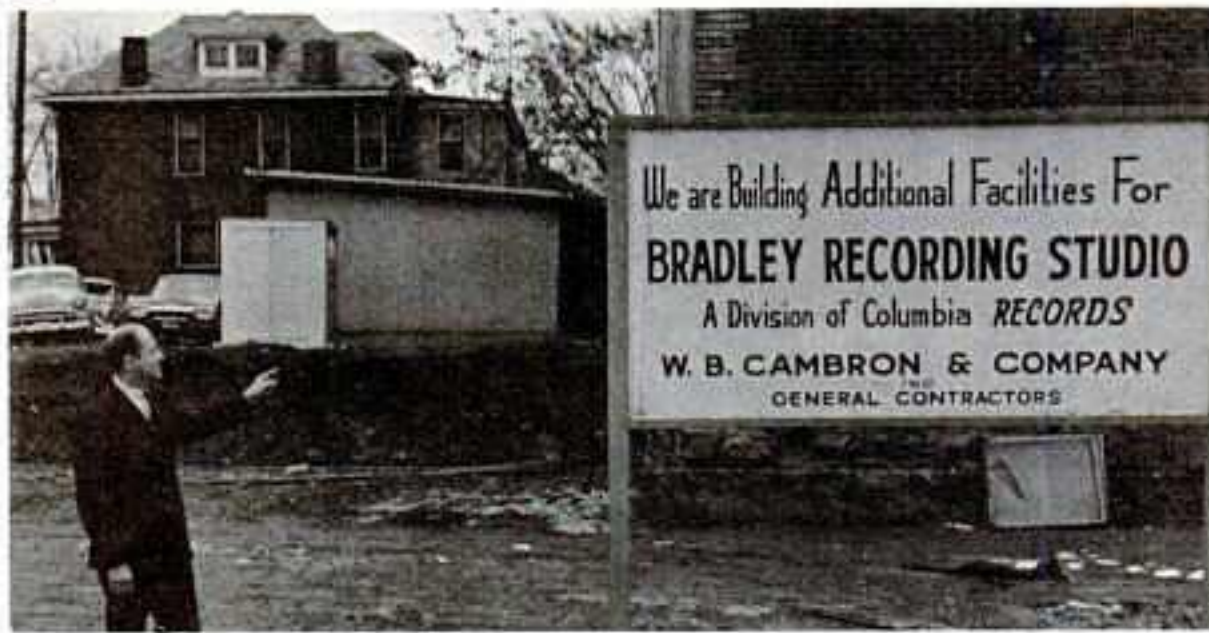
Property values in the Record Row area (the 700-900 blocks on 16th and 17th Avenues South) have doubled in less than 12 months as an almost steady stream of property seekers search for a location in the mushrooming Music City bailiwick.

With the advent of spring workers have begun construction on new buildings for industry needs and several contractors are waiting anxiously in the wings for others to get their plans off the drawing board.

Leading the way with what presently is the most ambitious program is Bradley Studios, a division of Columbia Records. Situated in what most observers consider the ideal location in the area, Columbia already boasts one of the most modern studios in the area.

Added Facilities

Bill Denny, Columbia studio manager, said the label is building a new office building valued at about \$100,000 which will adjoin the present facilities. The new two-floor building will include two editing rooms, two mastering rooms, an echo chamber, a lounge for musicians and an engineering office. He said



BILL DENNY, Bradley Studio's manager, takes a "before" look at Columbia's \$100,000 building program in heart of Nashville's booming music industry.

phase two of the building program will begin as soon as the present work is completed. The second phase will include the building of another studio.

Typical of the usual battle of the giants, it is expected that RCA Victor's Nashville operations may be expanded in the near future.

Victor, headed by Chet Atkins here, is in studios which, when built less than six years ago, cost about \$60,000. The property is now valued at about \$150,000, Atkins said.

Chet said there is some substance to talk that the label will build an additional studio and parking facilities, but nothing

definite has been decided. It is understood Victor is interested in four pieces of property adjacent to their present site.

Another new face in the area houses Mercury, Smash and Phillips records. The renovated building on 16th Avenue South, developed by the Record Row Development Corporation, is owned by several local industry leaders.

Mercury, headed locally by Shelby Singleton, has just made the switch to the area after having been in downtown Nashville. The property on which their new offices are located could probably have been bought for about \$7,000 two years ago. Today the property alone, exclusive of improvements, would probably run

(Continued on page 23)

Box-Office Whiz Oscar Davis Hits Another Big One

NASHVILLE—Oscar Davis, whose reputation as the "Baron of the Box Office" grows more solid every week, scored heavily with a sock gross in Memphis, with a star-packed c.&w. package March 31.

The show took in a total of \$10,289, Jack Andrews of Jim Denny Artists Bureau reported.

The show was arranged through the Jim Denny Artist Bureau under the supervision of Oscar Davis and Shelley Snyder, and is part of the Ray Price Enterprises.

Other shows are booked for Indianapolis, Dayton and Detroit with some of the best known c.&w. entertainers in the country.

The next show is set for the Indianapolis State Fair Grounds Coliseum April 21.

Wilburn Bros. Show Syndicated In South and SW

NASHVILLE — A new 30-minute television show to be syndicated throughout the Southeast and Southwest featuring the Wilburn Brothers will be launched in the near future, Smiley Wilson, of the Wil-Helm Agency, said last week.

The program, to be called "The Wilburn Brothers Show," will star Teddy and Doyle Wilburn and will feature Loretta Lynn and Harold Morrison, along with Don Helms and Tommy Jackson with a different guest star each week. The show will be sponsored by the American Snuff Company of Memphis.

Premier showing is set for May 4 in the following markets: Birmingham; Montgomery, Ala.;

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)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 4/20/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	STILL Bill Anderson, Decca 31458	9
2	2	END OF THE WORLD Skeeter Davis, RCA Victor 8098	18
3	3	IS THIS ME Jim Reeves, RCA Victor 8127	11
4	6	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	6
5	5	THE YELLOW BANDANA Faron Young, Mercury 72085	8
6	4	DON'T LET ME CROSS OVER Carl Butler, Columbia 42593	20
7	7	NOT WHAT I HAD IN MIND George Jones, United Artists 528	11
8	9	WALK ME TO THE DOOR Ray Price, Columbia 42658	8
9	10	LEAVIN' ON YOUR MIND Patsy Cline, Decca 31455	10
10	8	FROM A JACK TO A KING Ned Miller, Faber 114	17
11	12	YOU TOOK HER OFF MY HANDS Ray Price, Columbia 42658	8
12	17	SHEEPSKIN VALLEY Claude King, Columbia 42688	5
13	15	MR. HEARTACHE, MOVE ON Coleman O'Neal, Chancellor 108	13
14	11	SECOND HAND ROSE Ray Drusky, Decca 31443	18
15	27	CIGARETTES AND COFFEE BLUES Marty Robbins, Columbia 42701	5
16	13	BUSTED Johnny Cash, Columbia 42665	3
17	14	BALLAD OF JED CLAMPETT Lester Flatt & Earl Scruggs, Columbia 42606	20
18	19	COLD AND LONELY Kitty Wells, Decca 31457	4
19	20	ACT NATURALLY Buck Owens, Capitol 4937	2
20	21	SAWMILL Webb Pierce, Decca 31451	7
21	22	PLEASE TALK TO MY HEART Country Johnnie Mathis, United Artists 536	7
22	26	VOLUNTEER Autry Inman, Sims 131	2
23	24	HEAD OVER HEELS IN LOVE WITH YOU Don Gibson, RCA Victor 8144	3
24	28	IF I COULD COME BACK Webb Pierce, Decca 31451	3
25	18	LONELY TEARDROPS Rose Maddox, Capitol 4905	6
26	-	HALF A MAN Willie Nelson, Liberty 55532	2
27	23	FORGIVE ME Beverly Buff, Bethlehem 3065	4
28	-	LIVE FOR TOMORROW Carl Smith, Columbia 42686	1
29	30	TAKE A LETTER MISS GRAY Justin Tubb, Groove 0017	2
30	-	FLYIN' SOUTH Hank Locklin, RCA Victor 8156	1

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R & B ROUNDUP

By NICK BIRO

Jean Dushon, formerly with ABC-Paramount, Atlantic and Okeh, was signed last week by Lennox Records and is slated to do her first session Monday (15). . . . Esther Phillips is off for a two-month road tour with Sam Coon, Jerry Butler and the Drifters. They started Saturday (13) in Norfolk, Va., and will cover the Eastern Seaboard. . . . The Genies are appearing in Canada for two weeks. Their "Shoe Fly Pie" had delayed action. Though released last January, it suddenly started taking off last week at KELP, El Paso, Tex. Lennox Rick Willard noted: "It looks like we may have a record." . . . It should be a busy spring season for Milwaukee Braves outfielder Lee Maye. In addition to his diamond chores, he's got a new single coming out April 17, "Halfway Out of Love."

From the Pacific Northwest's r.&b. outlet, KZAM-FM, Seattle "Jivin' Gene" Barrow reports that LeRoy Ray, the 12-6 all-nighter, is "swingin'" with his all r.&b. jazz show. Other news from Barrow: "Marty Wyatt, former U. of Washington half-back, now in Canadian football, fills the 5-9 p.m. slot on Saturdays with rockin' sounds. . . .

Barrow picks: "When the Red, Red Robin Comes Bob, Bob, Bobbin' Along, by April Mae and the Blue Skies on Ember"; "Feel Like a Million," by Tyrone and the NuPorts on Darrow, and "Mama, What'll I Do," by Patricia Conley on Aldo. . . . Larry Braxton, another swinger at KZAM, says "Prisoner of Love," by James Brown on King looks like a comer." So thank you, Gene.

It's a new release for Margo Treadwell, "Three's a Crowd" on Lennox, a solid teen sound. . . . Big Al Downing is playing to SRO audiences at the Rand Club, Washington. He's built up an amazing teen-age following. . . . Stacy Records, Chicago, is releasing "Theme for a Lonely Heart," a master from the Billy Mure Group in New York. . . . And our apologies to Teddy McRae of Raecox Records. His new Billy Smith single is "The Whammer," not "Whamsner." It was picked last week by Bill Summers, program director at WLOU, Louisville. . . . Prestige's Willis Jackson and Jack McDuff both have pulled singles from their respective hot albums. For Jackson it's "Neopolitan Nights" b/w "Mama." McDuff's is "Something Slick" b/w "Screamin'."

S. F. Furniture Store to Get Into Records

SAN FRANCISCO — One of the nation's oldest furniture store chains is establishing a new record and phonograph department in each of its stores in Northern California, and soon will initiate a major promotion on both the electronic and record items.

The John Breuner Company headquartered in San Francisco has until now operated such a department in its Sacramento store only, but a rack jobber has handled records in its other stores. However, the Sacramento sales record was so much higher, according to store personnel, that in March the lease arrangement was canceled, and Breuner's has begun to open its own fully stocked departments in all stores.

Gordon Cooper has been named manager who will handle centralized buying from San Francisco. Cooper has been with Columbia Records for the past seven and a half years.

Downey to K. C. Station as Ass't To Gen. Mgr.

CHICAGO—Morton Downey Jr. has been appointed assistant to Irv Schwartz, vice-president and general manager of KUDL, Kansas City, Mo.

Downey, who recently exited WYNR in the Windy City, will also handle the 7 to 10 p.m. stanza on the 5-000-watt full-timer.

Prior to joining KUDL, Downey did air stints with KELP, El Paso, Tex.; WICE, Providence, and WPOP, Hartford, Conn.

Another recent acquisition from WPOP is Johnny Argo, who joins KUDL this week.

British Oriole Firm Goes Into Medium Prices

LONDON — Oriole is introducing a medium-price line for the first time as part of its current expansion plans. It will be called Realm and sell at \$3.17—52 cents more than most low-price albums.

First six releases are due April 12. Titles include "R&B Greats" and Lionel Hampton's "Hamp Goes Wild." Future releases will include jazz titles with early tracks by Stan Getz, Erroll Garner, Dizzy Gillespie and others.

In the normal price range, Oriole is about to release the first albums from its tie with the Motown - Tamla - Gordy group, with titles by the Miracles, the Contours and Mary Wells.

The firm has stepped up its purchase of Radio Luxembourg air time. It now has two 15-minute programs a week beamed at Britain.

Luxembourg Runs New Radio Show Just for British

LONDON — Radio Luxembourg is changing the policy of its early morning broadcasts and from this week begins a new service beamed at Britain entirely in English, running from midnight till 3 a.m.

Previously this time slot had been occupied by a joint service in English, French and German, going out simultaneously on all the outlet's transmitters.

But with the imminence of the BBC's late night program, Radio Luxembourg decided to provide a service on its 208 meter band just for Britain.

The new program is called "Music in the Night." Unlike most of the output in Radio Luxembourg's British service, this program carries commercials rather than the outright sale of 15 minute or longer segments.

R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 4/20/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	HE'S SO FINE Chiffons, Laurie 3152	8
2	3	BABY WORKOUT Jackie Wilson, Brunswick 55239	5
3	2	OUR DAY WILL COME Ruby & the Romantics, Kapp 501	8
4	5	SOUTH STREET Orlons, Cameo 243	8
5	12	I GOT WHAT I WANTED Brook Benton, Mercury 72099	4
6	11	DON'T SAY NOTHIN' BAD ABOUT MY BABY Cookies, Dimension 1008	4
7	4	END OF THE WORLD Skeeter Davis, RCA Victor 8098	6
8	15	DO THE BIRD Dee Dee Sharp, Cameo 244	4
9	13	DON'T SET ME FREE Ray Charles, ABC-Paramount 10405	7
10	17	HOW CAN I FORGET Jimmy Holiday, Everest 2022	6
11	7	WALK LIKE A MAN 4 Seasons, Vee Jay 485	11
12	6	LAUGHING BOY Mary Wells, Motown 1039	8
13	27	I WILL FOLLOW HIM Little Peggy March, RCA Victor 8139	3
14	26	WATERMELON MAN Mongo Santamaria, Battle 45909	4
15	21	PIPELINE Chantays, Dot 16440	2
16	10	RHYTHM OF THE RAIN Cascades, Valiant 6026	9
17	24	FOOLISH LITTLE GIRL Shirelles, Scepter 1248	2
18	28	TELL HIM I'M NOT HOME Chuck Jackson, Wand 132	9
19	9	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol 4897	11
20	-	YOUNG LOVERS Paul & Paula, Philips 40096	1
21	-	ON BROADWAY Drifters, Atlantic 2182	1
22	8	RUBY BABY Dion, Columbia 42662	11
23	-	THAT'S HOW HEARTACHES ARE MADE Baby Washington, Sue 783	1
24	23	LET'S TURKEY TROT Little Eva, Dimension 1006	9
25	-	TWENTY MILES Chubby Checker, Parkway 862	1
26	-	SURFIN U. S. A. Beach Boys, Capitol 4932	1
27	14	CALL ON ME Bobby Bland, Duke 360	12
28	16	LET'S LIMBO SOME MORE Chubby Checker, Parkway 862	5
29	25	HELP ME Sonny Boy Williamson, Checker 1036	3
30	-	LOVE OF MY MAN Theola Kilgore, Serock 2004	1

HOLLYWOOD—Ava Records and the Fred Astaire enterprises will be headquartered in the Continental Bank Building here. Astaire has leased the entire fourth floor of the building, which will house Astaire, Ava Records President Jack Mills; a.&r. head Tommy Wolf; national promotion manager Jerry Johnson; "Top 40" a.&r. director Al Hazen and public relations director Rosemary Edelman.

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Nashville Gets a Facelift

• Continued from page 18

close to \$30,000, it was estimated.

Another Neighbor

Another high-flying Nashville firm, Tree Publishing Company, is almost set to move from the downtown area to Record Row. Tree, owned by Jack Stapp, president, and Buddy Killen, executive vice-president, recently bought property in the 900 block on 16th. Extensive remodeling of the property with an investment of about \$55,000 is expected to be completed soon, Killen said.

And the 801 Building, owned by Owen Bradley, is in the midst of further remodeling. The building already houses Sure-Fire Music, the Wil-Helm Agency, Southern and Peer Music, Vanadore Music, the Country Music Association, Hill & Range Music and Glaser Publishing Company.

The lower level of the 801 Building has just been remodeled and will be occupied by Forrest Hills Music Company, a new pubbery, headed by Jerry and Harold Bradley. The Forrest Hills layout features a swank reception area, a studio, kitchen and private offices.

BMI's Nashville operations, headed by their Southern representative Frances Preston, also has plans for building in the immediate future. They have purchased choice property on Record Row and are attempting to buy an adjacent house and lot.

High Mark

BMI will, when they make the move, join a host of others who have moved from downtown Nashville to the rapidly growing area. BMI presently is located in the L&C Tower, a landmark building in the South because of its height.

It is understood that BMI has three possible plans for their building. The plan selected will be determined in part by whether or not they obtain the adjacent property.

Others already in the area include Lowery Music, Painted Desert Music and ABC-Paramount on 17th Avenue South, Marty Robbins' offices and music publishing interests on 18th Avenue South, Roi Studios on 19th Avenue South, Ahab Productions and Ray Stevens on 17th and others.

Billboard, American Music, Central Songs, Ka\$h Records, Yonah Music and others are based on 16th in property owned by J. T. Hailey.

The first music publishing firm to move to the area was Jim Denny's Cedarwood Publishing Company. Denny built a modern brick and glass building to house his publishing company

and the artists bureau which bears his name in May of 1961.

Soon after, Hubert Long built the Capitol Records Building immediately across the street from Denny. The Capitol Building also houses Long's Talent Agency and Moss Rose Publishing Company. Recently Bob

Neal opened a talent agency in the building.

One of the more recent beauty spots in the area is the Decca Records Building on 16th. The glass-front building, fostered by Decca's Owen Bradley, was built for about \$50,000 but is worth considerable more now, accord-

ing to most realtors working property in the area.

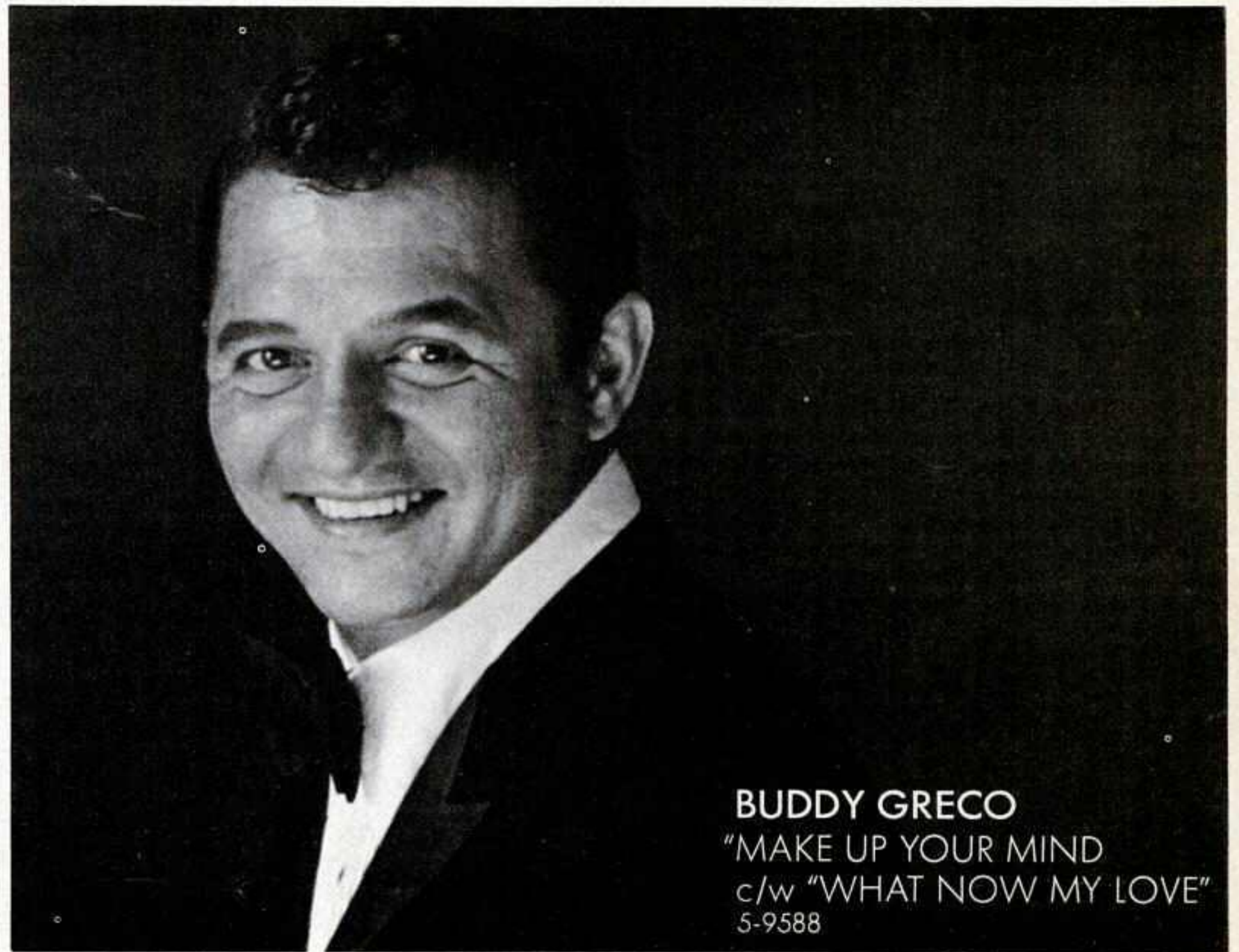
But while the influx continues, there are several Music City leaders who will most likely continue their operations in other parts of the city or in surrounding areas.

The Acuff-Rose empire on Franklin Road here, headed by Wesley Rose, is not expected to budge. They have in recent weeks bought the sprawling building which houses the publishing company, artists bureau and Hickory Records, and plan

an expansion program in the near future.

Another swinging outfit, Fred Foster's Monument Records, has just moved into a new building in Hendersonville just outside Nashville.

Two others, Pamper Music and Starday Records, are comfortably situated in nearby Goodlettsville, Tenn. Pamper only recently bought additional property for their growing operations, and Starday has recently expanded their already extensive facilities.



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"MAKE UP YOUR MIND"
c/w "WHAT NOW MY LOVE"
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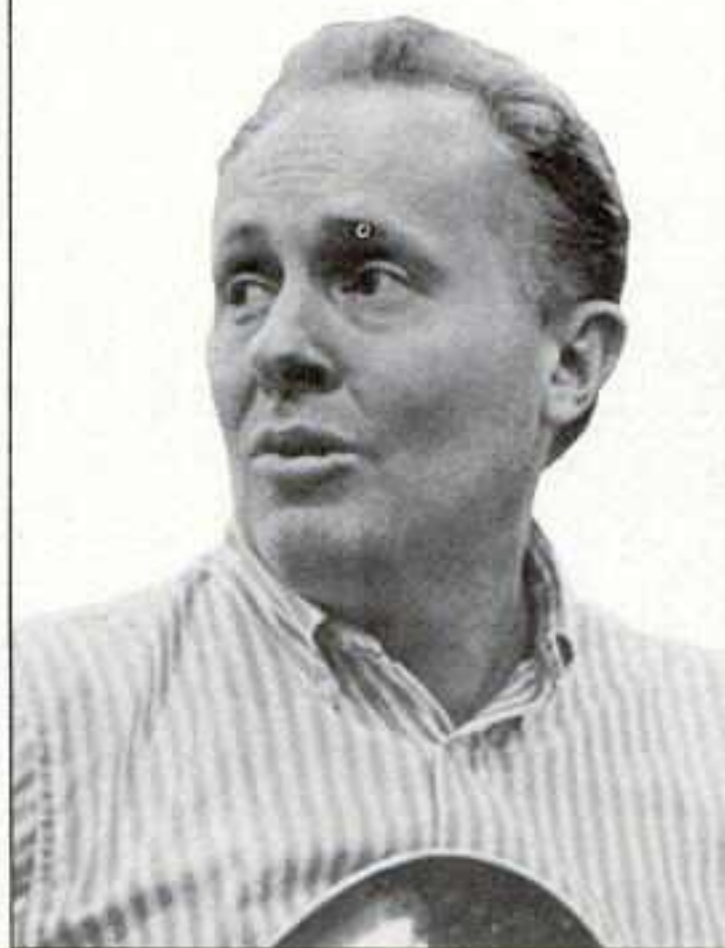


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MARPESSA DAWN
"MANHA DE
CARNAVAL"
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Sound Track of
the Movie
"BLACK ORPHEUS"
5-9578

BOBBY VINTON
"OVER THE
MOUNTAIN
I ACROSS
THE SEA"
5-9577



Harry Akst Dies; Jolson's Pianist

HOLLYWOOD—Harry Akst, composer and accompanist for many years with the late Al Jolson, died here last week (31) at his home. He was 68. Akst was the pianist for Jolson's final appearances in 1950 when the singer appeared in Korea. Akst also wrote a number of tunes over the years. He is survived by his widow, Rose; daughters, Mrs. Blossom Levy of New York, and Mrs. Georgia Harris of Los Angeles, and a sister, Mrs. Theresa Felsan of New York.

STAR PERFORMERS—Selections registering greatest upward progress this week. S Indicates that 45 r.p.m. stereo single version is available. A Indicates that 33 1/3 r.p.m. mono single version is available. A Indicates that 33 1/3 r.p.m. stereo single version is available.

Main chart table with columns for 'THIS WEEK', 'Wk. Ago', 'TITTLE', 'Artist, Label & Number', and 'Weeks On Chart'. It lists 100 songs, including 'HE'S SO FINE', 'CAN'T GET USED TO LOSING YOU...', 'I WILL FOLLOW HIM', etc.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

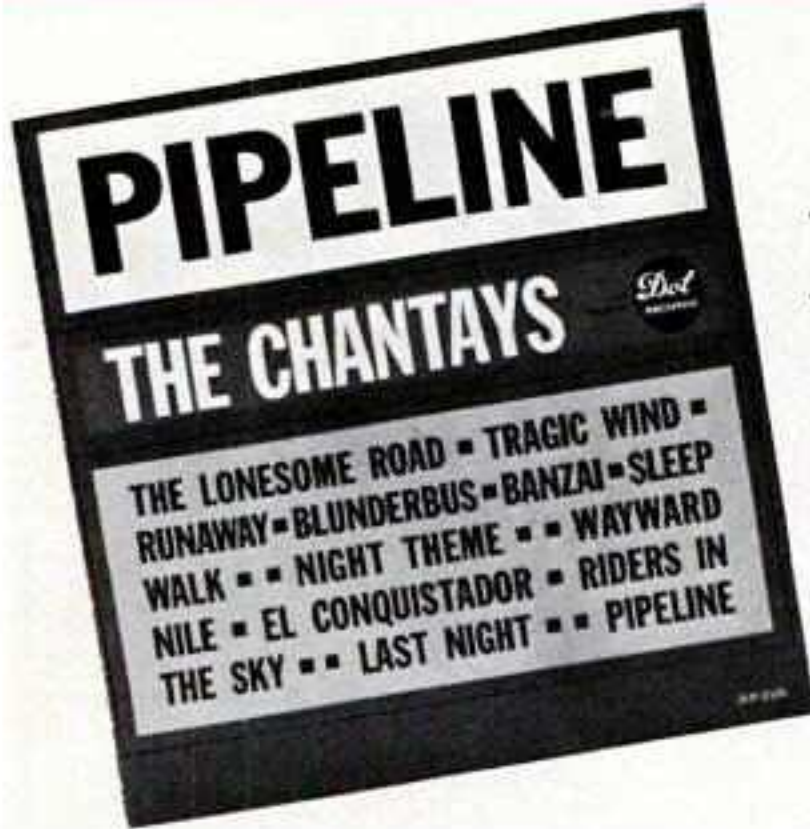
Two columns of smaller song listings. The left column is 'HOT 100—A TO Z' and the right column is 'BUBBLING UNDER THE HOT 100'. Both list song titles, artists, and chart positions.

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- #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 Don't Know Why) 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
- #16465 A Home In The Meadow / My Six Loves Debbie Reynolds
- #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

Sure fire "top 10" LP...

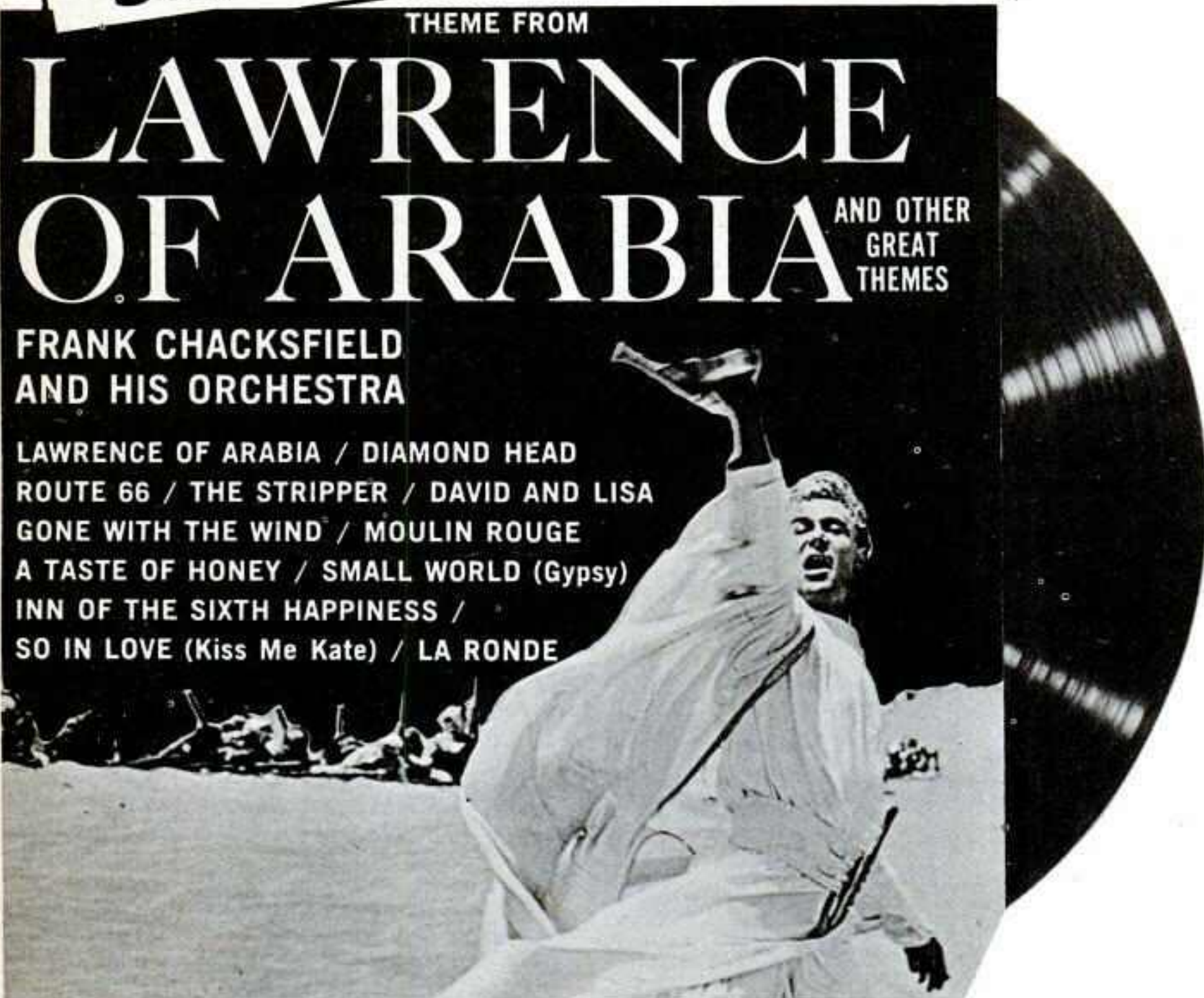
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ROUTE 66 / THE STRIPPER / DAVID AND LISA
GONE WITH THE WIND / MOULIN ROUGE
A TASTE OF HONEY / SMALL WORLD (Gypsy)
INN OF THE SIXTH HAPPINESS /
SO IN LOVE (Kiss Me Kate) / LA RONDE



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- The Stripper
- La Ronde
- Inn Of The Sixth Happiness
- Small World
- Diamond Head
- Route 66
- Gone With The Wind
- A Taste Of Honey
- Moulin Rouge

Mono: LL 3298

• So In Love

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MUSIC AS WRITTEN

NEW YORK

Elmer Bernstein will write the title song for "Love With the Proper Stranger," with Arnold Schuman, who wrote the screenplay for the new flick. . . . The theme from the recently opened movie "Mondo Cane," has been picked up by Arnold Shaw for E. B. Marks. Firm has also snagged the film's sound track. . . . Lester Sims is returning to the music business and is looking for a slot with a music publisher. Lester was with the Big Three for many years and most recently was with a brokerage house. . . . Andy Griffith, Tommy Leonetti, Ronnie Schell, Margaret Ann Peterson and the Ernie Mariani Trio will appear in two benefit performances at Ohio University April 19 and 20 for the Richard O. Linke Scholarship Fund. Linke, one of the country's nattiest dressers, is Griffith's personal manager, and is a graduate of Ohio U.

Rumor passed on to this office from Kae Alger tells of a new act being signed by Mike Maitland of Warner Bros. Seems the act is composed of Pueblo Indians, who follow a religious belief closely allied to sun worshipping. When Maitland asked the chief of the Pueblos what title he had selected for the Indians' first album the chief replied: "What Else, 'My Folk, the Sun Singers.'"

The new ABC-TV series headed by comedian Jerry Lewis will feature big bands on a regular basis. Two of the first to appear are Benny Goodman and Count Basie. . . . Cajun music will be featured in a film being shot in Louisiana for West Germany. Jay Stutes, Vorrise Leblanc and the Sugar Bees are among the artists being used. . . . Stu Walker former music director at WINS, is presently doing independent record promotion. . . . The general manager of Lorne Music, London, Alan Paramor is in town for meetings with the publishing firm's U. S. rep here Karl Otto Westin. . . . Belated congrats to vet music man David Olshan and his wife who celebrated their 52d wedding anniversary last month. . . . Familiar classical themes have been arranged by Decca's Al Bollington for Mills Music.

Canadian manager Bob Morritt of Don Ray Records, Phoenix, will be leaving May 3 for London for meetings with Bunny Lewis and executives of Oriole and EMI, May 17. He then moves on to Holland, for meetings with Dureco and Phonogram, and Duseldorf with Electrola Terra Ton and others.

Morritt will also be seeking representation of labels from Europe to be distributed here. . . . Space Records and its affiliate Space-Port International currently trumpeting new release by singer Little Boy Bluehorn.

Music firm called Music All has been founded in Westchester for publication, production and recording and distribution of musical and literary works. . . . Eddie Heller, back in operation with his Tribute label made a trip to Scranton with singer Sue Kenny for promotion. . . . Delta Distributors has moved to larger quarters in its Albany, N. Y., home town.

JACK MAHER

CINCINNATI

Is Nathan, head of Hit Record Distributing Company here, and WKRC deejay Ed Bonner, one of the top platter spinners in the area, have teamed to launch a new label, Debna Records. Debna's initial release is the old standard, "Jealous Heart," as done by a new talent, Darrell Jay. Disk has been netting solid air play in the area, with Nathan reporting sales in excess of 3,000 in less than a week's time. Cut at Bradley's in Nashville, "Jealous Heart" has backing by Ray Stevens, two of the Anita Kerr singers, and a pair of Jordanaires.

Sam Klayman, bossman at Supreme Distributing, reports excellent reception to Dick Contino's new Mercury single, "Battle Hymn of the Republic and Dixie Medley," culled from his recent album. Sales mounted in the area following Dick's third appearance on Ruth Lyons' "50-50 Club" show on WLW-T and the Crosley four-city TV network early last week. The guest shot on the Lyons TV-er was good for some 4,000 sales in the area, a Supreme spokesman says. . . . Pianist Burt Farber, a native Cincinnati via Brooklyn, is sporting two new releases on the Felsted label. Sides are "Baba Au Rhum" b.w. "Gettin' Sentimental" and "What Kind of a Fool Am I" b.w. "Once in a Lifetime."

Phyllis Diller appears with the Buddy Roger band at Coney Island's Moonlite Gardens here June 27-30. . . . Other traveling groups set for Moonlite Gardens this season include the Four Saints, June 13-16 and August 22-25; the Four Freshmen, July 11-14; Stan Kenton, July 18-21; Buddy Roger, August 1-4; Ralph Marterie, August 8-11; Si Zentner, August 15-18, and Burt Farber, August 29-September 1.

BILL SACHS

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latest Decca release
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YOU"**
is the greatest!!

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Ivan Mogull

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© COLUMBIA RECORDING STUDIOS

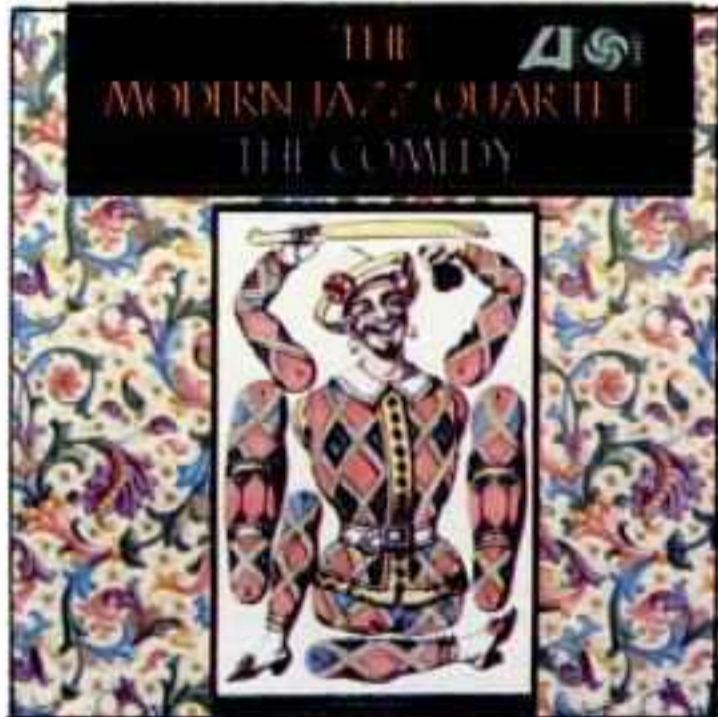
The Year's NARAS Album Cover Nominees

The covers shown below represent the final nominations for Best Album Cover by members of the National Academy of Recording Arts and Sciences (NARAS). They are divided into two categories: classical and other than classical. The first two

rows are the finalists in the pop and jazz album cover category; the bottom two rows consist of finalists in the classical album cover division. Record Academy members start voting today in these and 37 other categories to determine the winners of

this year's "Grammy" Awards. These winners will be announced at the NARAS functions, to be held simultaneously at NARAS presentations in New York, Hollywood and Chicago on Wednesday, May 15.

BEST ALBUM COVER—OTHER THAN CLASSICAL



The Comedy—
Modern Jazz Quartet



The First Family—
Vaughn Meader



The Great Years—
Frank Sinatra



Jazz Samba—
Stan Getz and Charlie Byrd



Lena . . . Lovely and
Alive—Lena Horne



Lonely Woman—
Modern Jazz Quartet



My Son, the Folk
Singer—Allan Sherman

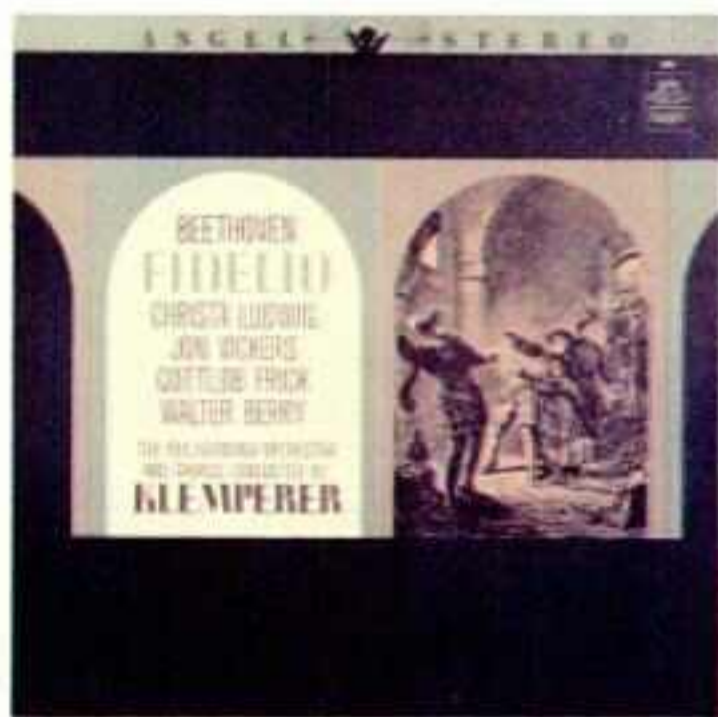


Potpourri Par Piaf—
Edith Piaf

BEST ALBUM COVER—CLASSICAL



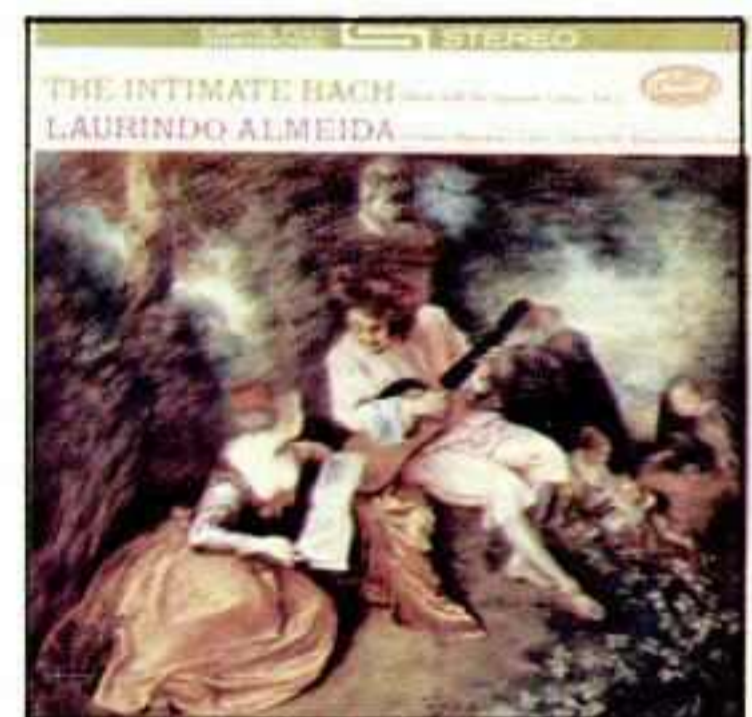
Bartok: The Miraculous
Mandarin



Beethoven: Fidelio



Faure: Requiem



The Intimate Bach



Otto Klemperer
Conducts



Wagner: Prelude and
Love Death

A Coveted Honor

The NARAS "Grammy" awards are among the most coveted awards in the industry; they are to the recording field what the Oscars are to movies and the Emmys to TV. Billboard urges every member of NARAS to vote in every category and to return his ballot to NARAS as quickly as possible.

A POP Smash Coast To Coast!

STILL

(PUBLISHED BY
MOSS ROSE PUBL. INC.)



WRITTEN & SUNG BY

BILL ANDERSON

31458

On

DECCA



Naturally

ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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.

ALBUM REVIEW POLICY

Every album 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 and Special Merit Picks. All other albums are listed in their respective categories.



POP SPOTLIGHT

JUDY HENSKE
Elektra EKL 231 (M); EKS 7231 (S)

Here's a wild and unfettered new singer who has great native talent and sound. For once, there is a new performer who does not surrender to forced, contrived effects. Miss Henske has a growling, belting, deep quality and she knows how to give her songs meaning in both the singing and in the frank, unshy intros she gives to an appreciative audience. Backings here range from simple guitar-based combo to a happy Dixie sound. "Empty Bed Blues," "Ballad of Little Romy" and "Lilac Wine" are among the better tracks. Watch this gal.



JAZZ SPOTLIGHT

WHO IS GARY BURTON?

RCA Victor LPM 2665 (M); LSP 2665 (S)

Gary Burton is the young vibe player on the label whose first album a few months ago won him critical huzzahs. This album will bring him more accolades and will also bring cheers for the other men on the date, Clark Terry, Phil Woods, Tommy Flanagan, John Neves, Joe Morello and Chris Swanson. They all acquitted themselves nobly on such originals as "Storm," "Conception" and "Fly Time Fly."



POP SPOTLIGHT

BYE BYE BIRDIE
Sound Track. RCA Victor LOC 1081 (M); LSO 1081 (S)

Here's a set that's full of the rousing good fun of "Birdie" as projected by a made-to-order cast. Featured in the track are Bobby Rydell, Ann-Margret, Dick Van Dyke, Janet Leigh, Maureen Stapleton and Jesse Pearson, and name value like this added to a score that gets better the second time around, and dealers have a sock package. Ann-Margret scores particularly well, having achieved a solid musical comedy sound. "Put on a Happy Face," "Kids," "The Telephone Hour" and "A Lot of Livin' to Do" are all here.



JAZZ SPOTLIGHT

BACK IN BEAN'S BAG

Coleman Hawkins/Clark Terry
Columbia CL 1991 (M); CS 8791 (S)

Tenor saxist Hawk and trumpet-flugelhorn specialist Terry make most delightful jazz together on this album. The sound is tight, swinging, and full of exceptional performances by both artists, and remarkable piano work from Tommy Flanagan. Here's an album for both the modern and swing-slanted jazz listener.



POP SPOTLIGHT

THE UNMISTAKABLE TAMMY GRIMES
Columbia CL 1984 (M); CS 8784 (S)

A most scintillating performance from Miss Grimes who returns to material well-suited to the small, intimate night club act, after strong stints in the legitimate theater. The album is delivered in striking style with dramatic build and top-flight material the order of the day. The wide wealth of tunes are shown in "Toot Tootsie," "Gonna Build a Mountain" and "Java Jive." Jazz and string-flavored backing are by Luther Henderson.

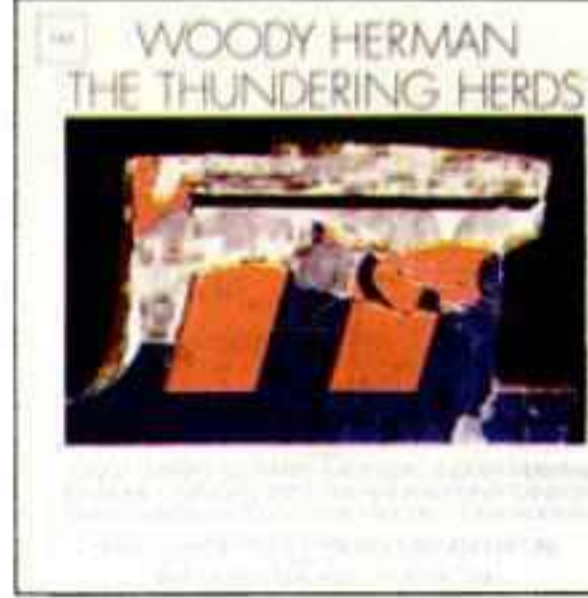


JAZZ SPOTLIGHT

THE THUNDERING HERDS (3-12")

Woody Herman
Columbia C3L 25 (M)

Here they are, the thundering herds of the 1940's: the first herd of the 1944-'46 era, with tunes like "Apple Honey," "Caldonia" and "Northwest Passage," and the Second Herd of 1947, with its big ones, like "Four Brothers" and "Summer Sequence," Parts I, II, III and IV. This is the definitive Woody Herman story—the early years, that is. They were great years and his many jazz fans will enjoy this exciting three PL set, properly annotated.



POP SPOTLIGHT

THE CHIFFONS
Laurie LLP 2018

This newest of the girl vocal groups is also the hottest of the moment with "He's So Fine," at the top of the charts. The album contains the hit, plus what the label regards as a pair of new hits, "Lucky Me" and "My Block," the titles of which are printed in big type on the cover. Others include "Will You Still Love Me Tomorrow," "Why Do Fools Fall in Love" and "Why Am I So Shy." Strong wax.



CLASSICAL SPOTLIGHT

RICHTER IN ITALY

Sviatoslav Richter
Angel S 36104 (S)

One of Richter's finest recordings, this is devoted exclusively to works by Schumann, including "Papillons," "Carnival of Vienna" and the seldom played Sonata No. 2 in G minor. The latter shows off Richter's brilliant technique as well as his emotional depths. With no major competition on the Sonata, the disk fills a major need and should win a substantial audience.



INTERNATIONAL SPOTLIGHT

YVES MONTAND PARIS RECITAL

Philips PCC 602 (S)

This is a live performance by Yves Montand, recorded at Le Theatre D'Etolle in Paris. It is one of the best LP's waxed by the performer in recent years, displaying his winning way with a song and some wonderful songs that should appeal to Montand fans throughout the country, even those who don't understand French. His songs deal with life, with love and anything else that might matter, and he does them with meticulous care.



POP SPOTLIGHT

MARION WORTH'S GREATEST HITS
Columbia CL 2011 (M); CS 8811 (S)

Marion Worth recently scored her initial pop chart success with "Shake Me I Rattle," following a series of other successes limited to the country field. Now the gal is out with another single, "Crazy Arms," another top performance and both these recent titles are here. In addition, there are "Tennessee Teardrops," "Worried Mind," "Imitation" and other strong ballad offerings. This package could win lots of new attention for the thrush, who, though she sounds like Patti Page, has her own distinctive touch.

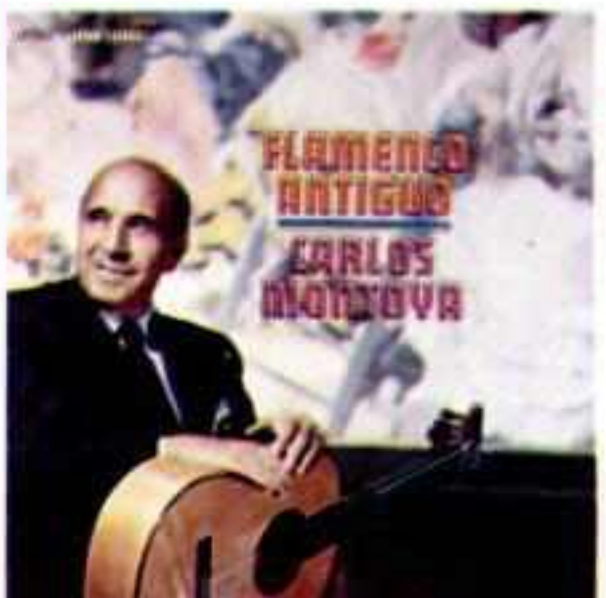


CLASSICAL SPOTLIGHT

MAHLER: SYMPHONY NO. 2 IN C MINOR "RESURRECTION" (2-12")

Philharmonia Orchestra and Chorus (Klemperer, Cond.)
Angel 3634 B (S)

This is an enormously satisfying performance of the Mahler "Resurrection." The 2-LP set with the Philharmonia under Klemperer is a huge voice full of sonority and brooding excitement and reverence. The chorus adds its voice, and poignant vocal work is contributed by Elisabeth Schwarzkopf and Hilde Rossi-Maidan which should please many classical buyers.



JAZZ SPOTLIGHT

AFFINITY

Oscar Peterson Trio
Verve V 8516 (M); V6-8516 (S)

Oscar Peterson and Trio have won themselves a large following mainly on the basis of Peterson's strong jazz work and his extraordinary technique. On this album he shows off his fine musicianship with striking readings of "Waltz for Debbie," "Tangerine," "Baubles Bangles & Beads," and "Six and Four."

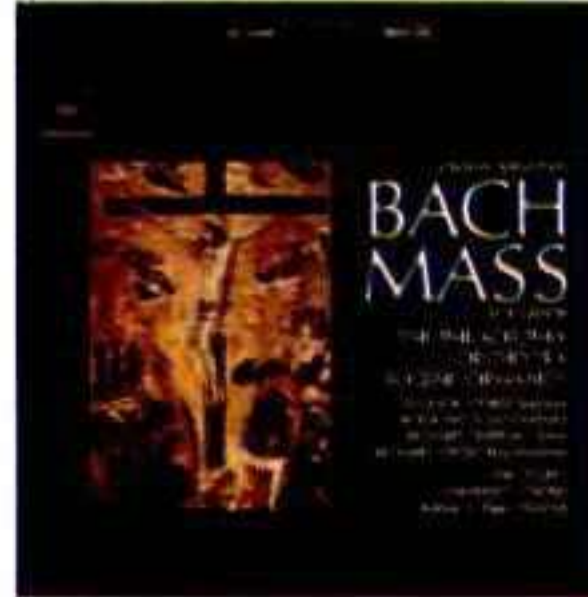


CLASSICAL SPOTLIGHT

BACH MASS IN B MINOR (3-12")

Philadelphia Orchestra (Ormandy).
Columbia M3L 280 (M); M3S 680 (S)

Here is the winning combination that established something of a new sales record in terms of rate-of-sale last fall with a powerful Christmas album. Hewing to the sacred vein, the choir and orchestra offer a work, much in keeping with the spirit of the Holy season, and all concerned distinguish themselves in the effort. Texts of the various segments of the work, along with detailed commentary on the music and the artists, are also included. A package that should have impact.

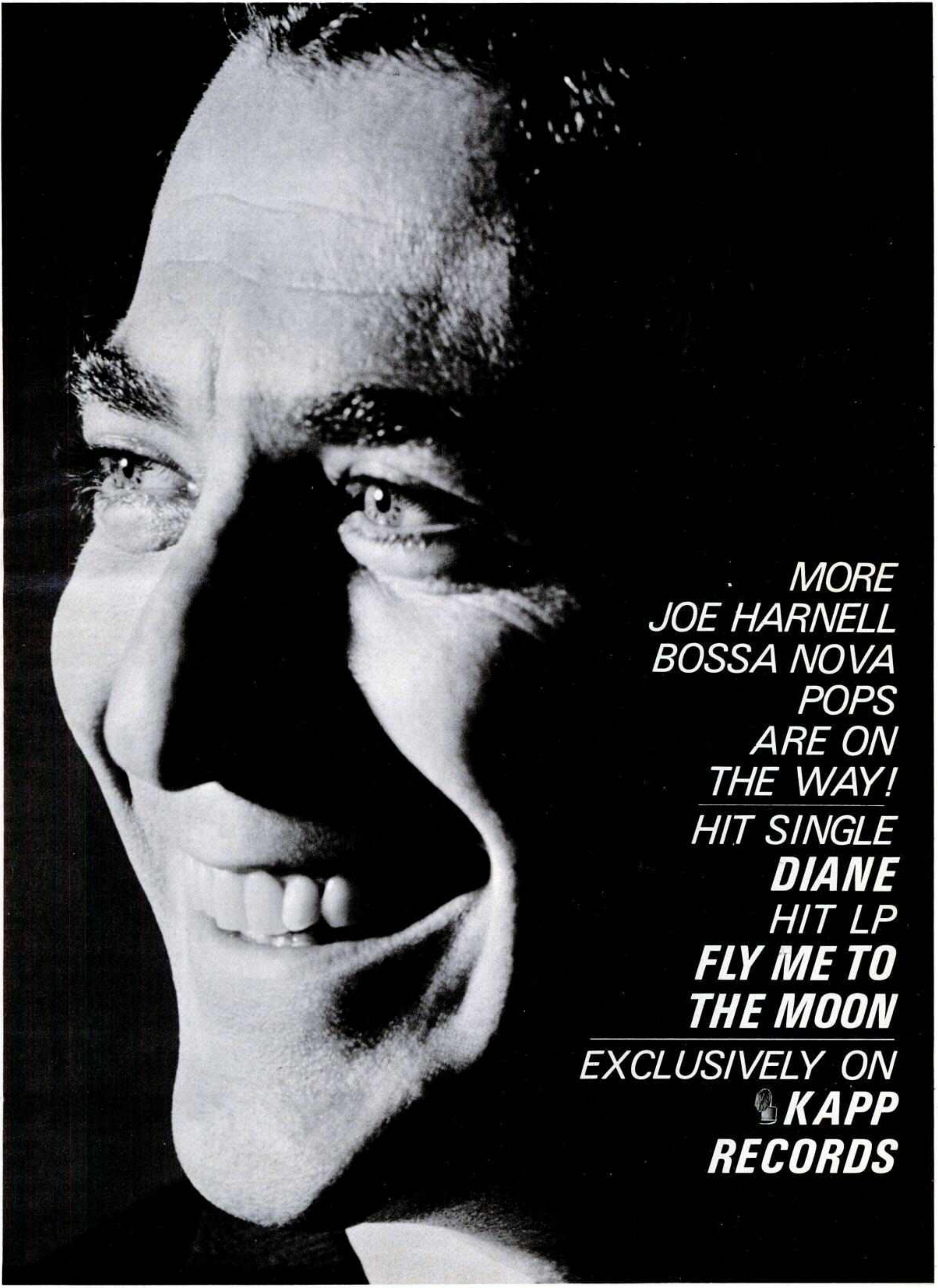


FLAMENCO SPOTLIGHT

FLAMENCO ANTIGUO

Carlos Montoya. RCA Victor LPM 2653 (M); LSP 2653

For fans of flamenco music this is a most rewarding album. The set contains only pure flamenco music, performed by one of the leading practitioners of the art, Carlos Montoya. The works include ancient airs, gypsy tunes, and original compositions by Montoya based on traditional melodies. On one of the sides Montoya's son, Carlitos, joins his father. Best tracks are "Seguiriya," "Tango Antigo" and "Levante."



*MORE
JOE HARNELL
BOSSA NOVA
POPS
ARE ON
THE WAY!*

*HIT SINGLE
DIANE
HIT LP
FLY ME TO
THE MOON*

*EXCLUSIVELY ON
 **KAPP
RECORDS***



COUNTRY SPECIAL MERIT

THE PORTER WAGONER SHOW
RCA Victor LPM 2650 (M); LSP 2650 (S)
Here's Porter Wagoner's whole TV gang, including thrush Noram Jean, funny man Curly Harris, the Wagonmasters group and Wagoner himself, doing a show just as they would on the air. Opening up is "Company's Comin'" (by Wagoner), followed by solos for him, and Norma Jean, a duet, a medley, comedy spots for Harris and several effective sacred items. A bright production for a good group of country artists.



COMEDY SPECIAL MERIT

HE'S IN CHARGE HERE
Martin Adam Willson
Atlantic 8074 (M)
Here's another Kennedy record based on the best selling book of political photos and funny captions, "Who's in Charge Here?" The script for this series of sketches and take-offs on the President's phone calls with everybody from Mrs. Kennedy on down the line, was written by Gerald Gardner, creator of the best seller. The voice of the President is handled adeptly by Martin Adam Willson, with skits like "The Fire-side Chat," "State of the Union Address" and "Cabinet Cabals" included.



SACRED SPECIAL MERIT

SONS OF THE PIONEERS
SING HYMNS OF THE COWBOY
RCA Victor LPM 2652 (M); LSP 2652 (S)
An appealing Westernish approach to the sacred song here in a program by the boys which includes inspirational material as well. They turn in a reverent feeling of the plains and the great outdoors with a highlight being "The Place Where I Worship (Is the Wide Open Spaces)." Others, done with effect, are "Star of Hope," "The Mystery of His Way" and "How Will I Know Him (When He Walks By)." An agreeable package with good market cross-over possibilities.



CLASSICAL LOW-PRICE SPECIAL MERIT

TCHAIKOVSKY: SWAN LAKE
BALLET SUITE
Minneapolis Symphony Orchestra
(Antal Dorati, Cond.)
Mercury Wing MGW 14025 (M); SRW 18025 (S)
An elegant reissue from the healthy Mercury catalog of classical warhorse favorites. This is an electronic stereo reprocessing job of a strong item from the immediate pre-stereo era and it teams one of the winningest combinations in batoneer Dorati and the Minneapolis Symphony. Strong budget wax that could shake up plenty of rack action.



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

A JOLLY THEATRICAL SEASON
Robert Morse and Charles Nelson Reilly. Capitol ST 1862 (S); T 1862 (M)

ENCORE!
Chuck Jackson. Wand 655 (M)

THE FOUR FRESHMEN IN PERSON—VOL. TWO
Capitol ST 1860 (S); T 1860 (M)

THE VERY BEST OF THE OLDIES
Various Artists. Del-Fi DFLP 1227

CAIO
Al Caiola. United Artists. UAS 6276 (S); UAL 3276 (M)

MY FOOLISH HEART
Dimensions. Coral CRL 57430 (M); CRL 757430 (S)

LET'S STOMP AND WILD WEEKEND
Bobby Gregg and His Friends. Epic LN 24051 (M); BN 26051 (S)

GOLDEN HAWAIIAN HITS
The Banjo Barons. Columbia CL 1983 (M); CS 8783 (S)

TO MY SOMEONE
Marty Bronson. Norman NL 108 (M); NS 208 (S)

THE GROUP
RCA Victor LPM 2663 (M); LSP 2663 (S)

SURF DRUMS
The Lively Ones. Del-Fi DFLP 1231 (M); DFST 1231 (S)

BOSS
The Rumlbers. Dot DLP 3509 (M); DLP 25509 (S)

HIGH LIFE
Olafunji. Columbia CL 1996 (M); CS 8796 (S)

BIG BEAT SPECIAL
Frank De Vol's Rocking Big Band. Columbia CL 2003 (M); CS 8803 (S)

THE MELODIES OF BROADWAY BY ROGERS AND HART
Various Artists. United Artists UAS 6273 (S); UAL 3273 (M)

I JUST DON'T KNOW WHAT TO DO WITH MYSELF
Tommy Hunt. Scepter 506

JAZZ

ANITA O'DAY AND THE THREE SOUNDS
Verve V 8514 (M); V 6-8514 (S)

GERRY MULLIGAN '63
Verve V 8515 (M); V 6-8515 (S)

KENNY BURRELL AND JOHN COLTRANE
New Jazz NJ 8276

CURTIS FULLER WITH RED GARLAND
New Jazz 8277 (M)

PONY POINDEXTER PLAYS THE BIG ONES
New Jazz 8285 (M)

FIVE FEET OF SOUL
Jim Rushing. Colpix CP 446 (M); SCP 446 (S)

KILIMANJARO
Quartette Tres Bien. Norman NL 107 (M); NS 207 (S)

NEW GROOVE
Pee Wee Russell. Columbia CL 1985 (M); CS 8785 (S)

MATING CALL
John Coltrane with Tad Dameron. Prestige PR 7247

STRAIGHT AHEAD
Terry Gibbs Quartet. Verve V 8496 (M); V 6-8496 (S)

CLASSICAL

PROKOFIEB: THE UGLY DUCKLING, OPUS 18; CINDERELLA BALLET SUITE
Stadium Symphony Orchestra (Leopold Stokowski, Cond.). Everest 3108 (S)

FOLK

THE SONGS OF MARK SPOELSTRA
Folkways FA 2444

FOLK SONG FESTIVAL
Walter Forbes. RCA Victor LPA 2670 (M); LSP 2670 (S)

INTERNATIONAL

GLOCKEN DER HEIMAT
Bruce Low. Fiesta FLP 1379

SPOKEN WORD

MOBY DICK
Robert H. Chapman. Spoken Arts 850 (M)

ROBERT SPEAIGHT READS GOLDSMITH, GRAY, COLLINS
Spoken Arts 849 (M)

LATIN AMERICAN

LOS RUBIES
Columbia EX 5097

SPECIALTY

TEN DUETS FOR TWO GUITARS
Carl Kress. Music Minus One MMO 4011

A DOUBLE BARREL BLAST
Cook 1078

COUNTRY

SING ME A HEART SONG
Buddy Meredith. Starday SLP 225

MARRIAGE IS FOR DINOSAURS
Muriel Landers, Stanley Adams. Big Top 1307 (M)

RELIGIOUS

TWO SERMONS BY GERALD KENNEDY
Word W 3245

CHILDREN'S

BEST LOVED FAIRY TALES BY PERRAULT
Eve Watkinson, Christopher Casson. Spoken Arts 847

LOW PRICE CHILDREN'S

SING ALONG WITH JIMMY DODD
Disneyland DQ 1235

LOW PRICE CLASSICAL

TCHAIKOVSKY: SYMPHONY NO. 6 "PATHETIQUE"
Chicago Symphony Orchestra (Rafael Kubelik, Cond.). Mercury Wing MGW 14020 (M); SRW 18020 (S)

DYORAK: "NEW WORLD" SYMPHONY
Chicago Symphony Orchestra (Rafael Kubelik, Cond.). Mercury Wing MGW 14021 (M); SRW 18021 (S)

BOUNCIN' STRAIGHT TO HITSVILLE -

... with their New TRI-DISC Single ...

The Olympics



TRI-DISC RECORDS

8831 Sunset Blvd. R-203 Los Angeles 69, Calif.

International NEWS REPORTS

U. S. Disks Cop 8 Dealer Poll Awards

LONDON—Three LP's—Capitol's "George Shearing and Nat Cole," HMV's "Black and White Minstrels on Stage" and Reprise's "Sinatra and Strings"—tied as the best light vocal disk of the year in a poll of dealers. Called the National Record Awards, they will be presented to the artists or representatives of the labels concerned at the annual dinner April 22 of the Gramophone Record Retailers Association, the closing event of its annual convention.

Eight of the 18 categories open to the world's product, went to American and three to other foreign disks. The remainder were British.

There were few surprises, though in the Light Orchestral section dealers polled for Acker Bilk's "Stranger on the Shore" (Columbia) album rather than the single of the same name—probably Britain's biggest selling record of last year.

There were many runaway

Cook's Tour To Hit Many Europe Spots

NEW YORK—In addition to speaking at the Gramophone Record Retailers Association in London, Billboard publisher Hal B. Cook will make an intensive investigation of the European record market, and conduct a multitude of talks with leading disk executives on the Continent.

On Monday and Tuesday (15-16), Cook will be in Milan at the Francia Europa Hotel; Wednesday (17) he will be in Rome at the Flora Hotel; Thursday (18) Zurich and the Ascot.

The paper's publisher arrives in London on Friday (19) and he will be at the Carlton Towers until Monday (22) when he enplanes for Stockholm where he will be staying at the Continental through Wednesday (24). While in Stockholm, Cook expects to present a high Swedish government official with a United Nations award for selling the most "All Star Festival" albums in Europe. On Thursday (25) Cook will be in Hamburg staying at the Vier Jahreszeiten and moves on the Amsterdam Friday (26) at the Hilton. He then returns to the United States.

victories, particularly in the Sound Track or Original Cast section, which went to CBS with "West Side Story" polling almost three-quarters of the total promotion. It won with the over-all stimulus given to its low-price Golden Guinea line, particularly for its posters and television advertising. This nomination is clearly a controversial one. Pye introduced a scheme last year in conjunction with a chocolate firm which led to consumers being given tokens to buy reduced price albums—through dealers but at reduced profits. "Record Retailers" own award goes to Pye artist Joe Brown.

Other winners were:

POP: Singles: "I Remember You," by Frank Ifield (Columbia)

Children's: "Pinky and Perky" (Columbia)

Non-English Language: "Al Di La" Emilio Pericoli (WB)

Spoken Word Albums: "The Living Bible," by Sir Laurence Olivier (HMV)

Humor: "The First Family," by Vaughn Meader (London-Cadence)

Dance: "Must Be Madison," by Joe Loss (HMV)

Folk: "College Concert," by the Kingston Trio (Capitol)

Jazz: Trad: "The Best of Ball," by Barber and Bilk (Pye-Golden Guinea)

Modern: "Time Further Out," by Dave Brubeck (CBS)

CLASSICAL

Orchestral: "The Planets," by the Vienna Philharmonic (British Decca)

Vocal: "Victoria de Los Angeles and Fischer Dieskau" (HMV)

Opera: "Fidelio," by Otto Klemperer (Columbia)

Chamber: "Concertos Back, Vivaldi, Handel," by Menuhin-Goossens (HMV)

EMI Plan for Classical Disks May Stir Hassle at London Meet

By DON WEDGE

LONDON — EMI Records' new bid to extend classical LP sales by direct supply is expected to be one of the most controversial issues facing the new executive of the Gramophone Record Retailers' Association which will be appointed April 22 during the annual convention.

Last month, EMI announced a "Music to Live With" scheme with an offer of 12 classical albums in a special bookshelf box, with payment extended over a year. Advertising in national newspapers will launch the plan. The public will be offered a booklet listing 48 LP's from which to choose. Disk buyers will also be asked to indicate their record dealer, who will be credited by EMI with 25 per cent of the normal profit.

Previously, EMI launched a similar scheme with its "Living Bible" promotion. It produced rumbles from dealers, but was generally regarded as a special case. The present GRRA executive has come out firmly against the classical LP scheme and has asked to meet EMI Records' top brass to protest. The Music Trader Association has also protested.

From the sidelines, Decca has intervened. In a statement clearly aimed at enraged dealers but not directly mentioning the EMI project, it points out that "Decca does not sell direct to the public" and "upholds re-

sale price maintenance on all group records."

The existing GRRA executive's attitude to this is bound to come under close scrutiny.

The results of its appeal to members for information on the various low price offers and participation schemes of the past year will also get close scrutiny, in addition to the regular officers' statements, financial reports and the elections.

AUSTRALIA

Contest to Send Franchi Winging

By GEORGE HILDER
19 Todman Ave., Kensington
Sydney, N.S.W.

RCA launched a nationwide competition April 1 to promote Sergio Franchi's album "Our Man From Italy." The competition will continue for two months, and the first prize will be a cruise for two on the new Lloyd Triestino liner Galileo and \$200 spending money. There will be additional prizes of 50 RCA albums.

Ken Kragen currently on a world tour representing the Limelights while in both Australia and New Zealand said that both countries will have a visit from this group in August. . . . W & G reports initial interest in their Starday-originated Gem album entitled "Opry Time in Tennessee." The firm believes this style of U. S. recording is best priced at \$2 and W & G is releasing a series of c.&w. LP's from the Starday catalog including several two-album sets.

Jim Sutton, former sales manager for ARC, has joined the executive staff of Radio Station 5AD Adelaide. . . . Ian Crawford, Sydney vocalist who left Australia 15 months ago to try his luck overseas, spent six months in America at La Vegas and San Francisco appearing in various night spots before going to England. Danny Bateh of Kennedy Street Enterprises bought his contract from his former agent for \$1,000. He has also signed a long-term contract with Decca Records and he has signed up to go on tour of the English Isles with Duane Eddy

Seek End to Aussie Tale Of Two Cities

SYDNEY — For sometime, Sydney and Melbourne music men have been concerned at the "Iron Curtain" being erected between Melbourne, capital of the State of Victoria, and Sydney, capital city of the State of New South Wales, resulting in the output of each city receiving little or no support in the other. Not only have big Australian successes been cold-shouldered by the rival cities, but in addition the exchange of TV and recording artists has reached an all-time low.

With this situation damaging to the prospects of local works overseas, Norman Whiteley of the Belinda organization flew to Melbourne to confer with leading executives in the recording and publishing fields, and with TV producers.

Proposals were discussed for a complete change in relations between the two centers and announcements can be expected soon which could have far reaching effects on the future of Australian and New Zealand recordings both at home and overseas. On his return Norman Whiteley commented that he believed it possible to establish a co-operation between Melbourne, Sydney, Brisbane and Wellington such as the business had never known, and was ready to go ahead as soon as he got the green light from Melbourne. With that established he was then ready to bring in Adelaide, Perth and Hobart to the "Common Front."

MARECO LP OF MacARTHUR

MANILA—Mareco, Inc., one of this country's largest record manufacturers, has introduced the first spoken word album made locally. Appropriately enough, the company has chosen General of the U. S. Army, Douglas MacArthur for its first spoken word disk. The LP contains speeches made by MacArthur during his last visit to this country two years ago. The MacArthur album was cut from tapes recorded during his visits to Philippine battlefields during 1961.

for three weeks commencing May 1.

Phillips Records has a campaign tying in with Fred Astaire Dance Studios to promote their dance series released on the imported Polydor label and Mercury's David Carroll albums. . . . Phillips released the first single from the Riverside label late in March, Charlie Byrd's "Meditation."

In a search for new talent for the CBS label, ARC now holds auditions on the first Tuesday of every month. So far Sven Libaek, a.&r. manager, has discovered Kelly Green, the Atlantics and his latest addition Jerry Wilder. . . . Bob Rogers, Sydney disk jockey, who recently joined Station 2SM, has announced that he will be associated with the debut of the first national Top 100 chart in Australia. In conjunction with 2SM Sydney and 3AK Melbourne, the chart will be distributed in both cities by EMI to all record bars in N.S.W. and Victoria.

Bill Robertson of London Records has scheduled the first Ritchie Valens album from Del-Fi for release in April. This artist is not well known in this country and it will be interesting to see if the disk will take with the teen-age record buyers. . . . HMV is releasing "I Will Follow You" by Frank Pourcel from the Danish HMV label. Also the first Cardigan Brothers single from Chairman Records on London "Let's Go to the Movies" hit radio stations early in April.

"From a Jack to a King" action is now very heavy from all distributors and dealers throughout Australia. Probably the most

HAL COOK TO INJECT U. S. FLAVOR AT LONDON MEET

LONDON—There will be a strong international flavor for the first time about this year's convention of the Gramophone Record Retailers' Association here April 21-22. First American ever to speak in the four-year history of the event will be Billboard publisher Hal B. Cook.

He will be talking on the "American Retail Scene" at the session on Sunday afternoon, April 21. Cook is on his first visit to Europe and after the convention he takes off on a swing around the Continent.

B. W. Pratt, general manager of the Mechanical Copyright Society, will speak on the growing spate of American disk imports and their legal problems. Others speakers will cover shop design, staff selection and training, the deficiencies of dealers and the improvement of stereo sales. There will also be a film show, an open forum and a trade exhibition.

The convention ends Monday with the GRRA annual general meeting, the annual dinner and the National Record Award.



THEY ALL SMILED: When the deal was set for the release of the Brazilian RGE label in Argentina through Fermata, all concerned relaxed at a cocktail party. Shown at the event here are (left to right): singer Miltonho; director of Radio Belgrano, Carmelo Mileo; singer Agostinho dos Santos; president of RGE, Jose Scatena; singer Rosana Toledo, and general manager of Fermata, M. S. Brenner.

unusual record to be released here this year is "Little Band of Gold" sung by James Gilreath, licensed from Joy Records by W & G. Vera Lynn was presented with a gold record for "Auf Wiederseh'n Sweetheart." The record has sold in Australia the equivalent to two million disks. The record was also the first disk by an English artist to sell a million copies in the United States.

Johnny Devlin's sensational composition "Surfside" which has topped the charts throughout Australia and is being released world wide has now had a vocal setting. Arranged by young disk jockey Graham Webb of 2GB Sydney, the instrumental hit has now been retitled "I Watch the Surf." The song has been recorded by Festival Records featuring Darryl Stewart. . . . An English film "Just for Fun" is creating much interest here among teen-agers. Distributed by Columbia Pictures it features many English and American record artists. Included in the cast are Bobby Vee, Mark Wynter and the Crickets. EMI is releasing a single to coincide with the flick "Teardrops Fall Like Rain" by the Crickets on Liberty and an album featuring all English Decca artists who perform in the movie.

Excitement is being aroused throughout the trade by the forthcoming tour of Acker Bilk. His tour of stadiums will commence April 13 in Brisbane. He is scheduled for Sydney April 19 and 20. To tie in with the visit, EMI is releasing the album "Above the Stars" and "Beau Jazz" plus a single. All material will be issued on the local Columbia label.

RCA continues release of the "Our Man Series." However, two of the albums have been placed on restriction, "Our Man on Broadway" and "Our Man in Hollywood," as both disks feature items from musical shows on forthcoming movies. . . . Festival's Promo Manager Roy Atkinson reports that Eydie Gorme's single "Fly Me to the Moon" is to be packaged as an EP. Numbers bubbling under at the moment which coincide with the States release include "Preacherman" from Diamond on London, "Puff" by Peter, Paul and Mary on WB and the Kapp single "Mr. Bass Man."

BRAZIL

Composers Settle With Musicians

By MAURICIO QUADRIO
Rua Visconde da Gavea, 125

The fight between composers and the Ordem dos Musicos do Brazil, musicians' union, is over. The Ordem dos Musicos has agreed that composers will not be obliged to become members of the Ordem. On the other hand the Union of Composers and the two author's right societies—UBC and SBACEM—will urge their members to join the Ordem. The Ordem declared also that they will not interfere in the control and collecting of the author rights.

Many international businessmen have been visiting Rio de Janeiro. Among them was Rolf Marbot, manager of the French Peer International (SEMI). After a short stay in Rio he left for Argentina. Also CBS's international directors as Harvey Schein, Edmund W. Pugh Jr., Robert McColgin and Maria Esther Davis.

Brazilian Odeon has just released "Sambossa" (Samba and Bossa) by singer Elsa Soares. Another record released by Odeon (EMI group) is "Dois Amegios" (Two Friends), with Ernani Filho singing Ary Barroso's tunes. "A Grande Revelacao" is on Odeon with the new singer Altemar Dutra. Lucho Gatica has scheduled his tour for South America and this includes Rio and Sao Paulo.

Plaza Discos has its first bossa nova production "Bossa Espectacular" recorded with Os Sax-sambistas Brasileiros, produced by H. Gandelman and to be released through the world by CBS and affiliates. . . . RGE President Jose Scatena left for Buenos Aires to promote the first Argentinian release of his label represented there by Fermata. Traveling with him the singers Miltoninho, Rosana and Agostinho Dos Santos. . . . The gay march "Po de Mico" sung by Emilinha Borba and released by CBS was the winner of the Carnival Music Contest in 1963.

BRITAIN

Reprise Seeking Heath-Davis LP

By DON WEDGE
News Editor
New Musical Express

Reprise is negotiating with Ted Heath and British Decca for the Heath band to record its projected British album with Sammy Davis. Heath has been with Decca since he first formed the band in 1945 and it would be its first outside session. Discussions have been held up to meet a counter bid by Decca to acquire Davis for use on a soundtrack album of "The Threepenny Opera" film for its German associate Teldec.

Visitors

John Sturman, manager of the record administration division of EMI's Australian company, was on a two-week visit to Hayes headquarters—the first time he had been in Britain. . . . Stig Anderson of Bens Music and Sweden Music, Stockholm, was here discussing acquisition of Scandinavian rights of a major U. S. catalog. He also saw Decca's Palace Music and other publishers. . . . Another Swedish visitor was Sven Lindholm of Sonet Grammofon, Stockholm. He was here arranging details for singer Jerry Williams. . . . Michael Stewart of United Artists Music was back in London after visiting the Continent with British chief Noel Rogers and before returning to New York.

Bunny Lewis left for New York to set up publishing deals and to arrange releases of his Ritz Record product. . . . Andy Williams does a Palladium TV show when he is in Britain for the May 6 premiere of "55 Days to Peking." . . . The Kingston Trio set for Sunday's (14) Palladium show and due to be one of the attractions with Nana Mouskouri at the Thursday (18) opening of the London Hilton Hotel. . . . Hank Locklin was due in before dates in Eire but had a TV appearance in BBC's "6.25 Show"—usually a showcase for new talent. . . . Scottish-born Johnny Cymbal, currently in the British chart with "Mr. Bassman," may get a glimpse

of the old country as a British tour is being set up for him from June 8. . . . Decca set an April 19-issue date for the single Anthony Newley recorded in New York—"There's No Such Thing As Love."

Record Business

Philips recorded Dolores Gray's act at "Talk of the Town" April 5—the second disk to be made there. . . . EMI's projected deal with Imperial for U. S. rights on Johnny Leyton's records failed to materialize. Instead a deal with Jamie is likely Leyton is due in Hollywood about April 11 with his manager, Robert Stigwood, for film talks. . . . Pye launched a new r.&b. series April 16 with two LP's "Chuck Berry" and "Hey Bo Diddley," and four singles. . . . Julie Grant's "Count on Me," which has been a chart entry here, has been acquired from Pye by Dot. . . . Decca is issuing a piano record made by Barry Alldis, senior disk jockey in Radio Luxembourg's English service.

After some union difficulty which delayed the project a week, RCA was recording the British cast of "How to Succeed" for rush release. . . . Decca has taken an hour each Saturday morning in Radio Luxembourg's new midnight service in English. Two of its existing programs are being repeated. . . . Pickwick Records now operating as an independent firm here is planning to step up its international advertising and promotion. Pickwick president Cy Leslie was recently in London for talks with British head Monty Lewis.

World Record Club claims a world premiere for the release of Ferde Grofe's Piano Concerto, conducted by composer and played by Jesus Maria Sanroma. It is coupled with Grofe's "Grand Canyon Suite." . . . Dee Dee Sharp (Pye-Cameo-Parkway) has been covered on "Do the Bird" by the Vernons Girls (Decca). . . . Peter Lane left Lorna Music to head the American repertoire unit in EMI Records' promotion department. He replaces Harry Norton. Tommy Loftus has left the unit to take charge of the Fontana promotion at Philips, taking the place of Denis Berger who has become assistant to Philips label a.&r. manager, Johnnie Franz.

CHILE

Kids Dig That Spanish Sound

By RICARDO GARCIA
Radio Minería,
Moneda 973, Santiago

The juvenile public is all for songs in Spanish, slow rocks and twists. A year ago songs in English were favorites, today the young singers choose to sing North American hits with Spanish words. Nevertheless, Paul Anka, Elvis Presley, Chubby Checker and Brenda Lee maintain their enormous popularity.

Pino Donaggio's "Pera Madura" in a Spanish version written by Rafaelmo, is the new Sergio Inostroza hit. This 18-year-old lad is working for Demon. . . . RCA's great hopes are tied to two new singers: Carlos Amador and Raul Aguilera. . . . Phillips has already recorded Arturo Millan's first record. Millan was the winner of the 1961 Benidorm Festival.

Luis Dimas on Phillips, called

(Continued on page 42)

HITS FROM

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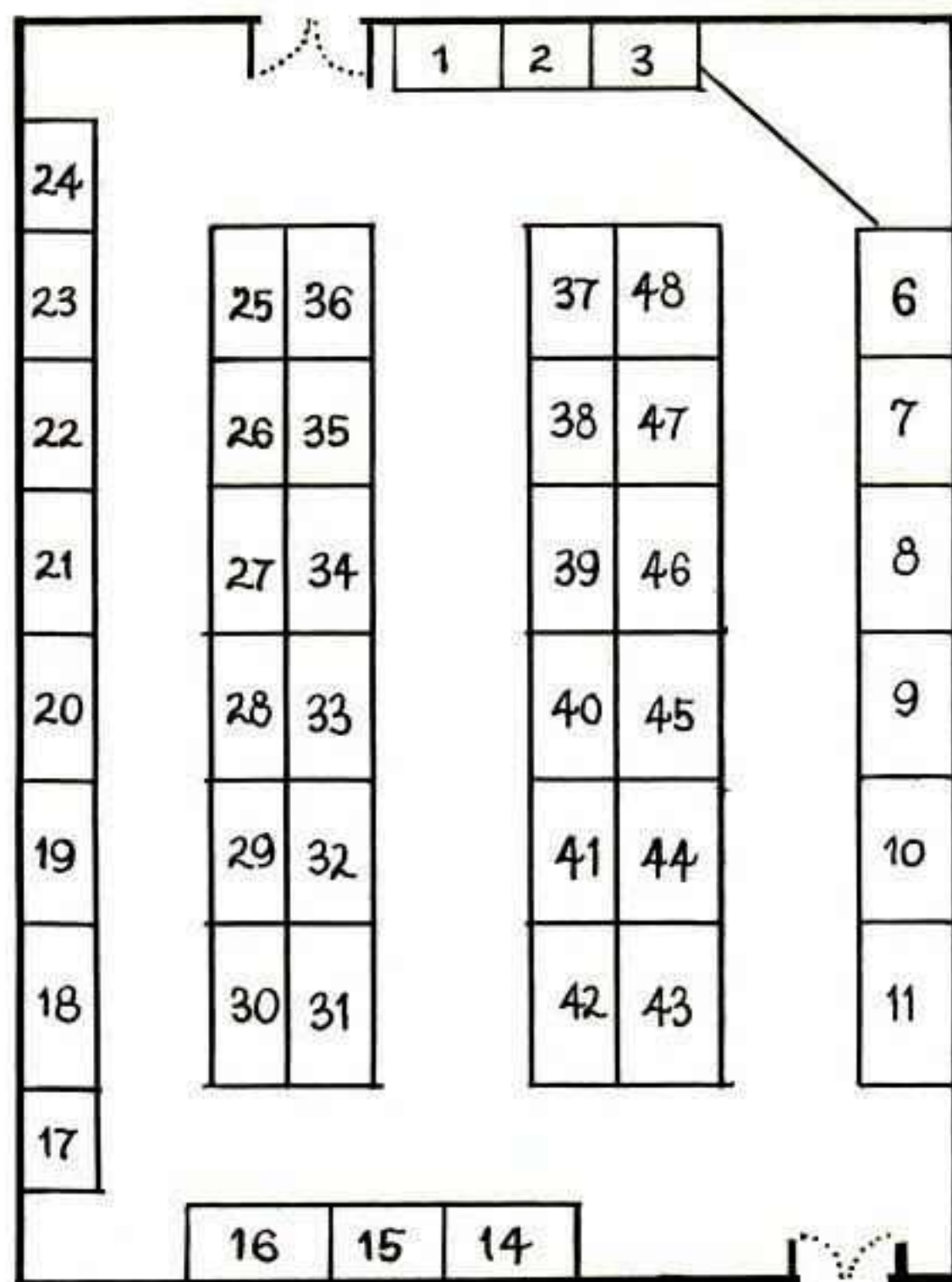
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CONFERENCE PROGRAM

Sunday, April 21st, 1963—Gold Room

11:30 a.m.
Welcome Address to Delegates
11:45 a.m.
The importance of staff selection and staff training
1:00 p.m.
Luncheon
2:30 p.m.
The American Retail Scene
An illustrated talk given by HAL B. COOK
Publisher of Billboard, International Music-Record Newsweekly, New York, U.S.A.
Followed by discussion
4:00 p.m.
Tea
4:30 p.m.
Open Platform
Where retailers may raise any subject they wish for discussion
5:30 p.m.
Film Show
ARTISTS IN CAMERA—Decca Records, Ltd.
THE FLOOD—C.B.S., New York
IT'S THE TONE THAT MAKES THE MUSIC—Philips of Holland
6 p.m.-9 p.m.
Trade Exhibition
Retailers and Staff only—Society Suite

Monday, April 22nd—Gold Room

10:00 a.m.
The Importance of Shop Design, Lighting, Presentation and colour
Given by David Rock, A.R.I.B.A.
11:00 a.m.
What is Wrong with Record Retailers
Given by Richard Bruce
"Record Retailer" Magazine
12 noon
How to Improve Your Stereo Sales
Given by D. W. Aldous
Technical Editor, Audio and Record Review
1:30 p.m.
Luncheon
3:00 p.m.
1963 Annual General Meeting
1. Acting President's Address
2. Chairman's Statement
3. Secretary's report
4. Financial Statement
5. Election of Executive Committee
6. Resolutions
7. Any other business
7:30 p.m.
Annual Dinner of G.R.R.A.
9 p.m.
National Award Presentations
9:45 p.m.
Cabaret

Sunday, April 21st, 10 a.m.-9 p.m. — Monday, April 22nd, 10 a.m.-4:30 p.m.

EXHIBITION

The following companies are participating:

Company Name	Stand No.	Company Name	Stand No.
ARAL RECORDS, LTD.	19	LEOMARK, LTD.	10
ASSOCIATED RECORDINGS, LTD.	46	LINGUAPHONE INSTITUTE, LTD.	22
BILLBOARD	18	OLDBOURNE BOOK CO., LTD.	2
COSMOCORD, LTD.	8	(DAILY EXPRESS)	2
R. J. DARLINGTON, LTD.	20	ORIOLE RECORDS, LTD.	15
DECCA RECORDS, LTD.	1	FICKWICK INTERNATIONAL, INC.	17
DELTA RECORD CO., LTD.	16	PHILIPS RECORDS, LTD.	21
DELYSE RECORDING CO.	38	FLATT-RACS-M.A. PLATT, LTD.	3
DEUTSCHE GRAM (G.B.), LTD.	14	PYE RECORDS, LTD.	36
E.M.I. RECORDS, LTD.	48	POLMA, LTD.	37
EMBER RECORDS (INT.), LTD.	24	RECORD RETAILER	23
G.R.R.A.	25	STANLEY SCHOFIELD PRODUCTIONS, LTD.	11
ISLAND RECORDS, LTD.	9	TOPIC RECORDS, LTD.	7
		TRANSATLANTIC RECORDS, LTD.	6

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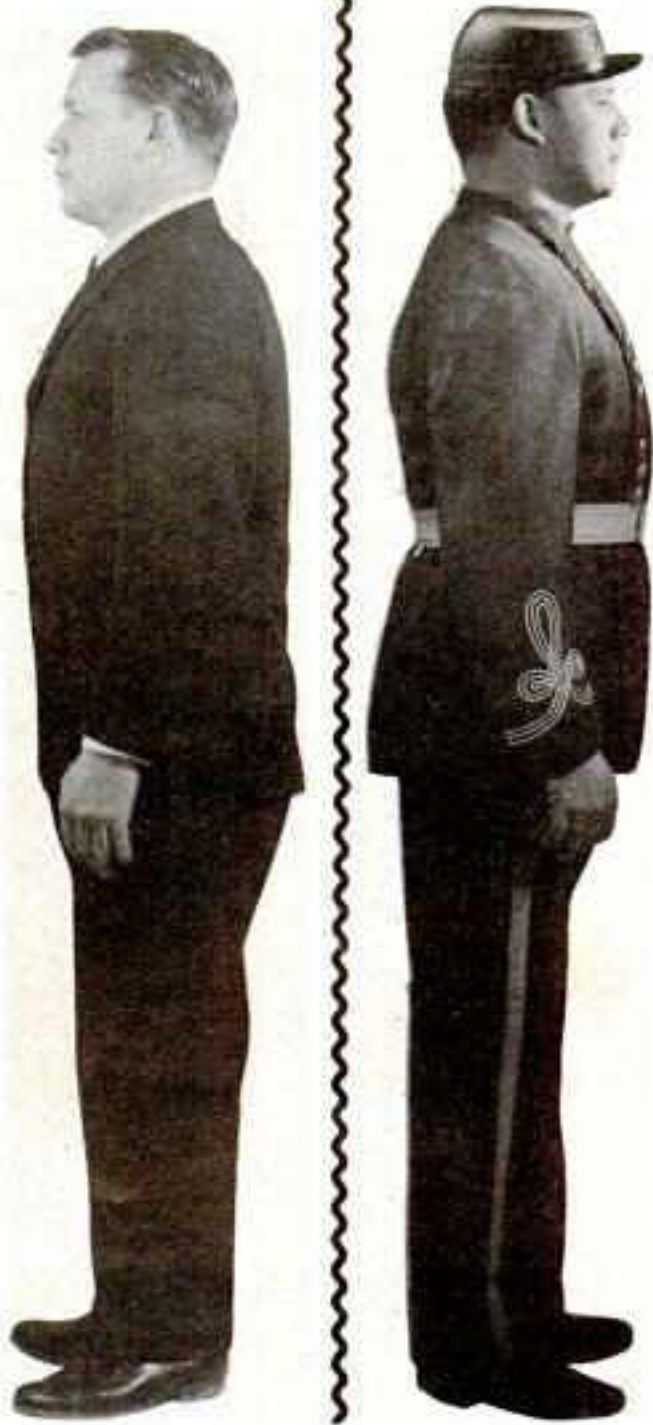
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"BATTLE OF FORT DONELSON"

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International News

• *Continued from page 39*

the Chilean twist king, is an exceptional showman and his song "Penas Juveniles" is among the better sellers. . . . Odeon released a second LP of **Lorenzo Valderrama**, who is Chile's most popular singer.

GERMANY

Connie Takes 'Otto' Again

By **JIMMY JUNGERMANN**
 102 Ismaninger St., Munich 27

Germany's most popular fan magazine Bravo awarded its Golden Otto to **Connie Francis** the most popular disk star for the second time. Her German songs, "Paradiso" and "Wenn Du Gehst," topped the German hit lists for months. The Golden Otto for the most popular TV star goes to **Edward (Kookie) Byrnes** of "77 Sunset Strip" fame. This success is most unusual for the TV show is on the air only once a month. Bavarian radio scheduled a special show with Edward Byrnes singing "You're the Tops" and "Kookie" on WB record, and German singing star **Gitta Lind** singing "Ballad for Kookie." German record star **Freddy** also got the Bravo award as most popular male disk singer.

Warner Bros. world rep **Bobby Weiss** visited music publisher **Rolf Budde** and lyricist **Hans Bradtke** in Berlin, went to Hamburg for important talks with Teldec, is now in Amsterdam.

Visitors

The French artist **Maxim Saury** from Pathe Marconi in Paris appeared for the first time with his band in the German TV show "Visit From Paris." The Electrola label released "A Taste of Honey" and "Marvelous Lie" by this group. . . . **Ella Fitzgerald** and **Oscar Peterson** guest starred in cities all over Germany. . . . Berlin composer **Heino ("Calcutta") Gaze** and assistant **Sabine Specht** visited Munich for a meeting with directors of the Bavarian radio and TV stations. Gaze will visit the States next month.

Ariola, Colpix Distrib

Ariola Sonopress has the release of Colpix label for Germany, Austria and Switzerland Top Colpix executive **Herb Homes** visited Gutersloh to meet Ariola Sonopress reps there. The first Colpix records for

Germany under the Ariola Sonopress banner will be "My Dad" by **Paul Petersen**, "Diamond Head" by **James Darren**, "My Coloring Book" by **Sandra Stewart**, "New Beat Bossa Nova" by **Zoot Sims** and the soundtrack albums of "Barabbas" and "Lawrence of Arabia."

HOLLAND

Brothers Four Special Disk Due

By **SKIP VOOGD**
 Editor, "Platennieuws"
 Joh. Camphuysstre. 189,
 The Hague

The **Brothers Four** appeared on TV in the **VARA Rudi Carrell** show. This show is the No. 1 TV show in Holland and was also relayed to the Flemish part of Belgium. NCRV radio will arrange a 20-minute radio performance April 6. The Brothers Four arrived in Brussels April 3 to make a telerecording for the French part of Belgium TV. "The Brothers Four Songbook" has been released in Holland and they expect to re-release "Greenfields" and "Green Leaves of Summer" on one single and the LP "Greatest Hits."

Every 10 thousandth movie fan in this country who visits the West Side Story film receives an LP sound-track album from CBS Records. . . . **Laguestra** and his orchestra are on CBS with "Turkish Coffee" and "The Flying Carpet." . . . CBS just released two **Mahalia Jackson** singles and three EP's.

CBS also released "Our Winter Love" by **Bill Pursell** and "Who Stole the Keeshka" by **Frankie Yankovic and His Yanks**.

U. S., Motown-Tamla Records, **B. Gordy** and **B. Ales** had business discussions with Bovema's President **Gerry M. Oord**. . . . Bovema's Imperial label this week rushed out a very fine recording by **Hammond organist Cor Steyn**, "Lover" and "Dans Om De Rinkelbom" (an old Dutch folksong). . . . Imperial also launched "Music for You," an LP series which will take off very soon with a combined version of the U. S. musicals "Guys and Dolls" and "West Side Story." His Master's Voice label this week released the initial recording of a Dutch rock 'n' roll combo from

Leyden, **Tony Light** and the **Bellboys**.

Vera Lynn, still very popular in Holland, has another hit on His Master's Voice, "Hits of the Blitz." On March 22 and 23 Bovema's management, staff and reps assembled for a two-day conference at De Bilderberg. Artone Gramophone has a promising disk in the Elvis-styled **Vince Everett** recording "I Ain't Gonna Be Your Low Down Dog No More." The ABC-Paramount record is clicking now with the teen-age crowd. Other hits released by Artone Gramophone on the same label are by **Ray Charles** and **Brian Hyland**.

Artone has recorded "De Speeldoos" (The Music Box), Dutch entry in the Eurovision Song Contest 1963, by the **Selvera's**. . . . Artone's new releases on the Cameo-Parkway label include **Bobby Rydell**, **Chubby Checker**, the **Orlons** and **Dee Dee Sharp**. Just out of the planning stage are two more 10-inch packages with super-selections from new LP material by **Chubby Checker** and **Bobby Rydell**. With **Roulette's Joey Dee** currently doing the rounds in Europe for S.R.O. houses, **Bernhard Mikulski** of SID, **Roulette** licensee for Western Germany, asked Artone Gramophone to press and pack a special **Joey Dee** LP album entitled "A Portrait of Joey Dee." The set features standouts like "C.C. Rider," "Slippin' and Slidin'" and "Starlight Special."

Robert Casadesu was welcomed in Amsterdam by CBS Sales Manager **Hemmy Wapperom** at the Concertgebouw. CBS people in Holland are also very happy about the two "Records of the Month" platters, "Tribute to Lotte Lehmann" and **Bruno Walter** conducting "Mahler's 9th Symphony."

Bovema's His Master's Voice label released **Tony Renis's** "Perche, Perche," **Johnny Jordaan's** latest waxing of "White Roses," also "Twistin' Patricia" and "Ruby Ann" by **Tony Light** and the **Bellboys**.

Young Italian singer **Carlo** (16) added a new side to his chain of popular Italian recordings made in Holland. They are "Giovane" and "Occhi Neri E Blu," both from the San Remo Song Festival. **Fred Hartog** of L.C. Phonogram has taken Carlo under his management for Holland and abroad. . . . Young songwriter-singer **Peter Koelewijn** from Eindhoven (23) is back again in record business. He wrote two songs: "Doe, Caramba, De Bossa Nova" and "Speel Die Dans" and recorded them for Decca.

John Ros, of Dutch Decca, reported an increasing interest in Holland for young American artist **Jerry Lee Lewis**. . . . "Too

EXTRA INDUSTRY SERVICE

THIS ISSUE OF BILLBOARD IS BEING DISTRIBUTED AT THE

1963 Conference & Exhibition of the Gramophone Record Retailers' Association

IN LONDON

Billboard The International Music-Record Newsweekly

Close to Heaven" is the title of a London EP from an American recording of the Rev. Alex Bradford and His Bradford Singers from the gospel song play "Black Nativity." The Black Nativity theater production was a great success in Holland. . . . Mel Torme's return to the hit parade and some albums by Mel in the jazz field makes him news again in the Dutch musical press. His latest album is "Comin' Home Baby!" (with the Shorty Rogers Band).

Milan shortly. . . . Following the success of the three-part Garinei - Giovannini musical, "Rinaldo on the Battlefield," with Domenico Modugno on TV, the same duo is preparing "Enrico '61" with Renato Rascel in three parts for June release. . . . Graz, lots!

couple of weeks. Ray Columbus, who appeared with his own show on TV some months back, is here for engagements with dance promoter Phil Warren. Other group from the South is Max Merritt and his Meteors who are currently featured at Auckland's latest teen night spot, "The Top 20." Songster Antoni Williams now in Australia.

ITALY
Eight Versions Of Remo Topper

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

World-wide success for "Amor, Mon Amour, My Love," second-place song at San Remo, is predicted by R. P. Iversen, vice-president of Southern Music, which is introducing it in eight versions on seven American labels in U. S., in addition to a p.a. by Joe Sentieri on the Ed Sullivan show to sing it. Caterina Valente and Vera Lynn have done London's two versions while Decca hasn't announced its singer. Others are Dean Martin, Reprise; Edyie Gorme, Columbia; Jane Morgan, Kapp; Gogi Grant, MGM; Di Mara Sisters, Roulette.

Second rhythmic-symphonic competition of Cava de Tirreni under direction of Lino Procacci and Nello Segurini will take place August 2, 3 and 4, with final evening televised via Eurovision. Prizes will be \$1,600, \$800 and \$320. Last year's competition drew 126 entries of which 23 were performed in the competition and recorded. Italy with 53, U. S. with 19 and Germany and England with 12 each were leading entrants. Last year's top three prizes went to England, U. S. and Italy in that order. June 10 is closing date for 1963 entries to rhythmic-symphonic competition, Social Tennis Club, Cava de Tirreni (Salerio), Italy.

SAAR has launched seven artists with 45's in what it has termed "Operation Happy Springtime." Heading the list are Tony Dallara and France's up-and-coming Françoise Hardy with Fausto Leali, Remo Germani, Giannisella, Ernesto Milandri and Jerry. . . . Unusual feature of successful new Italian film, "The Girl From Parma," is that 14 pop disks from various labels are featured throughout the film. Credits are given for all of them at end of picture. . . . Miranda Martino, who has just completed singing in an NBC telefilm made here, will appear in her first theatrical musical show, "Masaniello" (Neapolitan term for a growing youth), with Nino Taranto and Erminio Macario next fall.

Unusual case of a song with Italian name being imported from U. S. is "Gina" which Johnny Dorelli will introduce on his new TV show and on CGD disks. . . . Rosella Massegli Natali, who appeared with Tony Renis on the "Very Light" TV show is now with him on Voce del Padrone disks. Her first is "What a Moon" and "Story of a No." . . . Columbia's latest American imports are Louis Lane conducting the Cleveland Pops in Tchaikowsky waltzes and "The Best of the Golden Gate Quartet."

After three monthly issues "Tuttamusica" has become an eight-page weekly trade talloid. . . . Russia's Aran Khatchaturian will direct his music in Rome and

MEXICO
Fill Air With Flying Brass

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

Disk executives were busy flying to and from here in the past few weeks for meets. Juan Campo, vice-president of Musart Records, is spending the month of April on a holiday in Tokyo, where he will visit EMI representatives. Hans Gerig, owner of Musikverlage Gerig, Cologne, had business talks with several Mexican publishers on his first trip to Latin America. From Mexico, he flew to Argentina and will spend the last week of April in Brazil. Tomas Munoz, assistant general manager of Gamma Hispavox, will stay the second week of May at the headquarters of the company in Madrid.

The following U. S. recordings have been locally pressed: "Monk's Dream" by Thelonious Monk (CBS); "Memories Are Made of These" by George Chakiris, "Themes of Great Bands" by Glen Gray, "Percussion Stages for Stereo" by the Mallet Men and "Stainways Staged for Stereo" by Henry Rose (Capitol-Musart); the sound track of the picture "Phaedra," with Melina Mercouri (U. A. Gamma), and "1962's Greatest Hits" by Billy Vaughn (Dot-RCA Victor Mexicana).

NEW ZEALAND
Wren Opens Japan Package

By FRED GEBBIE
Box 5051, Auckland

Australian entrepreneur Harry Wren is visiting New Zealand with his latest variety show "The Cherry Blossom Show." The all-Japanese package has opened in Wellington and reports indicate another successful touring season for Wren.

Louis Armstrong was the biggest gross package ever brought to New Zealand by Harry Miller, according to his office. Harry has taken off to London via Hong Kong where he played the Armstrong troupe for one day. He will also head Stateside: New York, Chicago and Los Angeles before returning here in about six weeks. Before departure he told Billboard of future U. S. visitors under his banner, including Connie Francis and Eartha Kitt. . . . Victor Borge due here this month for J. C. Williamson Theaters.

Acker Bilk recently completed a tour with his trad band. . . . Reports filtering back from Australia tell of bad houses for the recently New Zealand-toured Vera Lynn show. She had a great tour throughout New Zealand and packed houses everywhere. New Zealand does not have the great television competition which faces artists in Australia and this could be a governing factor. . . . Two Christchurch pop bands have moved to Auckland in the last

PHILIPPINES
Tupas Triumphs As 2d Winner

By LUIS MA. TRINIDAD
264 Escolta, Manila

Benjamin Tupas was awarded the Beethoven medal for piano, which is second prize, in London by the Harriet Cohen International Music Awards. First-place winner is Russia's Vladimir Ashkenazy.

The city of Manila has instituted a competition for teenage artists under 21 years of age. The contest will be in various areas around the city with preliminary prizes and a grand first prize of 500 pesos.

PUERTO RICO
Local Executives Returning Home

By ANTONIO CONTRERAS
26 Gertrudis St., Santurce

Joe Madrazo, veteran record and radio man, just returned from Spain and Germany. Madrazo is owner of Casa Victor, one of Puerto Rico's oldest record stores and of radio Station WMDD. Lino Fragoso, another old-timer Puerto Rican record man, returned from New York. He has remodeled his San Juan store and also has a fast-growing rack operation. Fragoso reports big plans for his own label, Fragoso, with about 30 LP's in its present catalog.

Nat King Cole, Gordon and Sheila MacRae and Marguerite Piazza are currently appearing at three of the big tourist hotels. . . . Pedro Vargas (RCA Victor), veteran Mexican singer and perennial favorite of Puerto Ricans, appearing at local hotel, radio and television. Vargas is booked by Empresas Chirolides. . . . Puerto Rico will finally have its own resident concert orchestra

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(. . . are brightened by American music)

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So it's not surprising that American music, especially jazz and pops, are favourites with the Swedes, Danes, Norwegians and Finns, and that U.S. recordings often dominate the local charts.

E.M.I. has been firmly established throughout Scandinavia for many years. **Skandinavisk Grammophon Aktieselskab** is the E.M.I. company in Denmark with a highly efficient factory (pictured below) in Copenhagen from which it exports a large proportion of its output to the other Scandinavian countries. E.M.I. operates in Sweden as **Skandinaviska Grammophon AB**, and has pressing and recording facilities in Norway and Finland too — as well as active distribution and promotion.

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

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

FOR WEEK ENDING APRIL 20

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

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

RECORDINGS AVAILABLE
 (Best Selling Record Listed in Bold Face)

- HE'S SO FINE** — Cliffons, Laurie 3152.
- CAN'T GET USED TO LOSING YOU**—Andy Williams, Columbia 42674.
- I WILL FOLLOW HIM**—Petula Clark, Laurie 3156; Rosemary Clooney, Reprise 20145; Betty Curtis, CGD 10903; Georgia Gibbs, Epic 9585; Jackie Kannon, Stage 518; Little Peggy March, RCA Victor 8139; Frank Pourcel, Capitol 4916; Joe Senterri, Vesuvius 1068.
- PUFF (The Magic Dragon)** — Peter Paul & Mary, Warner Bros. 5348.
- BABY WORKOUT**—Jackie Wilson, Brunswick 55239.
- SOUTH STREET** — Orions, Cameo 243.
- YOUNG LOVERS** — Paul & Paula, Philips 40096.
- THE END OF THE WORLD**—Skeeter Davis, RCA Victor 8098; Mills Brothers, Dot 16451.
- PIPELINE** — Chantays, Dot 16440.
- DON'T SAY NOTHING BAD ABOUT MY BABY**—Cookies, Dimension 1008.
- DO THE BIRD**—Dee Dee Sharp, Cameo 244.
- OUR DAY WILL COME** — Eddie Cano, Reprise 20147; Ruby and the Romantics, Kapp 501.
- ON BROADWAY** — Drifters, Atlantic 2182.
- IN DREAMS** — Roy Orbison, Monument 806.
- WATERMELON MAN**—Xavier Cugat, Mercury 72108; Herbie Hancock, Blue Note 1862; Mongo Santamaria, Battle 45909.
- TWENTY MILES** — Chubby Checker, Parkway 862.
- FOLLOW THE BOYS**—Connie Francis, MGM 13127.
- MECCA**—Gene Pitney, Muscor 1028.
- MR. BASS MAN** — Johnny Cymbal, Kapp 503.
- YOUNG AND IN LOVE** — Dick and DeeDee, Warner Bros. 5342.
- SANDY**—Dion, Laurie 3153.
- SURFIN' U. S. A.**—Beach Boys, Capitol 4932.
- OVER THE MOUNTAIN (Across the Sea)**—Bobby Vinton, Epic 9577.
- CHARMS**—Bobby Vee, Liberty 55530.
- OUT OF MY MIND**—Johnny Tillotson, Cadence 1434.
- DON'T BE AFRAID, LITTLE DARLIN'**—Steve Lawrence, Columbia 42699.
- OUR WINTER LOVE**—Anita Bryant, Columbia 42739; Hi-Lites, King 5730; Bill Pursell, Columbia 42619.
- I WANNA BE AROUND** — Tony Bennett, Columbia 42634.
- I GOT WHAT I WANTED**—Brook Benton, Mercury 72099.
- FOOLISH LITTLE GIRL** — Shrelles, Scepter 1248.

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.

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 GOOD BUYS
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CHESS

"A LIFETIME OF LONELINESS"

b/w
 "IT'S A LONG, LONG WAY TO HAPPINESS"
 by
STEVE ALAIMO
 Checker 1042

"PUSHOVER"

by
ETTA JAMES
 Argo #5437

"HEART BREAK SOCIETY"

by
THE RADIANTS
 Chess #1849

"GOT YOU ON MY MIND"

by
COOKIE & HIS CUPCAKES
 Chess #1848

"HOT CAKES"

FIRST SERVING
 by
DAVE "BABY" CORTEZ
 Chess #1850

CHESS
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Radio Keeping News Heavy, Though Papers Back

By GIL FAGGEN

CLEVELAND—The extended newspaper strikes just recently ended in Cleveland and New York resulted in expanded news schedules on six Cleveland and three New York City radio stations.

In both cities the local radio outlets absorbed many of the unemployed newspaper reporters and columnists. KYW, the Westinghouse station in Cleveland, increased its news staff to 30 during the strike and has only pared 10 from its ranks since the strike ended. WJRZ, Newark, has made a permanent addition to its programming as a result of the strike, an interview program conducted by

newspaper columnists called "Celebrity Column."

WJMO, Cleveland, has added five-minute newscasts six times daily to its log and has expanded its 30-second headlines on the half hour to two minutes across-the-board.

WHK, MetroMedia's station, has upped its "Banner Lines" aired at 25 past the hour from two to five minutes six times each day.

WDOK has increased its five-minute reports aired 7, 8 and 8:30 a.m. and 4:30 p.m. to a permanent 10 minutes. The station has, however, cut back its other newscasts from 10 to five minutes and dropped a two-hour Sunday night week-

end roundup since the strike ended.

KYW, which broadcasted a total of 774 hours of news during the strike—an increase of 384 hours above normal, will continue to devote the added hours to its news coverage of the Northern Ohio area.

WERE announced that it has returned to broadcasting regular hourly five minute reports with the 8 a.m., noon and 6 p.m. news programs resuming their usual 10 minutes in length.

The Storer outlet, WJW, reported that it maintained its usual complete news coverage during the strike with no additions or subtractions in the schedule.

In New York, WLIB, a Negro-oriented station, was the first to report a policy of expanded news resulting from the newspaper stoppage. The outlet which initiated a five-minute newscast on the hour in addition to its regular five minutes on the half hour, is continuing this policy. WLIB will continue its special events coverage of special interest to the Negro community inaugurated with the Gotham newspaper blackout.

WINS, Westinghouse Broadcasting's New York powerhouse, increased its total time devoted to news during the strike from 17 to 35 hours a week and upped its staff from 16 to 32 full-time newsmen.

WINS is holding on to its expanded news operation in the post-strike period though a number of the newspaper people the station had added have returned to their papers.

The ABC flagship station, WABC, indicated it will retain a 20-minute addition to its daily New York Newscope aired 6 to 7 p.m. Monday through Friday.

Virtually all of the Cleveland and New York stations reported that though they received increased revenues attributed to their expanded news programming, increased operating costs resulted in financial loss for some, break even for others and in a few cases—a modest profit.

Radio-TV PROGRAMMING

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

TURNTABLE TIPS

By MIKE TURNTABLE

RECORD EXPERTS: Every week trade publications, a.&r. men, promotion men and others try to select the big money winners of tomorrow. We all know it's in the grooves — but who knows what grooves?

The so-called experts feel that they can pick them, and then along comes something like "Tom Dooley" a few years back or an oddball thing by Perez Prado like "Patricia" or more recently an unknown group called the Chiffons and "He's So Fine," and we all walk around scratching our heads. All of it goes to prove just one thing: Let the man with the dollar bill in his pocket help you kick the hits.

When it comes to picking a hit that's the guy who knows a lot more than all of us experts do. That is why a few disk jockeys and radio stations have been operating music opinion polls.

Now, the only problem with an opinion poll is to keep it operating fairly and squarely. We have discovered a good many markets where unscrupulous distributors and promotion men have hyped a telephone survey, either by employing their im-

mediate families to stay on the phone and vote for a hype record or by involving a dozen or two dozen kids.

So while it is indeed an interesting thing to get John Q. Public's opinion, a word of caution to program directors and station managers: Be sure you keep constant surveillance on your telephone survey. Don't let it become just another one of the big hypes in our business. End of story.

HERE & THERE: Changes in the business: At Jamie-Guyden, Gunter Hauer has been named promotion man for the labels. Paul Fien will continue to handle sales and administration. . . . We like the classic line of a man who recently hit it lucky in the business: "I think I'm a millionaire." He's a pretty nice guy and gave his employees a retroactive raise. . . . At Amy and Mala the new man in charge of promotion is the former WINS librarian during the Freed regime, Johnny Brantley. . . . A well-known disk jockey at a 50,000-watt station is about to upset the apple cart at said station when he joins the competition when it starts to "Rock."

VOX JOX

By GIL FAGGEN

CONTESTS & PROMOTIONS: WHK, Cleveland, is looking for "Mrs. WHK." The gal who best typifies the average Cleveland area housewife will receive \$100 and will be hired to represent the station in various outside promotions. . . . NBC's WJAS, Pittsburgh, is in the throes of a "News Personality of the Hour" contest—with a total jackpot of \$1,000. Listeners are called on the air and asked to identify the "News Personality of the Hour," who is quoted on all local newscasts. Each call placed builds the jackpot by \$10, and the winner takes all at the time of the call. . . . WWVA's (Wheeling) corny joke contest features a tie-in with **Homer and Jethro**. The two corniest jokes received each day are read on the air by **Roy West** and **Richard S. Paul** and a box of Kellogg's Corn Flakes awarded to each—listener that is.

ON THE GO IN RADIO: Ned Powers in at WIP, Phila., 1 to 4 p.m. daily replacing **Marty O'Hara** upped to sister station WNEW. . . . Here's current line-up at CHEC, Canada: **Jim Waddell** (6-9 a.m.), **Bob Wilson** (9-noon), **Jim Elliott** (noon-4 p.m.), **Tiger Todd** (4-8 p.m.), **Barry Parker** (8-1 a.m.) and **Jack Thomas** (till dawn). . . . **John Henry Faulk**, WINS "Program PM" host, exits station in May in order to devote time to writing. . . . **Jay Mack** to KIMN, Denver, from KOL, Seattle. . . . **Ed Baker** in at WTSN, Dover, N. H., from WFEA, Manchester. . . . **Bill Burns**, formerly of WQAM, Miami, joins WCPO, Cincinnati, staff.

programming newsletter

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

A CONSIDERABLE AMOUNT of our mail comes from people in medium and smaller markets—cities of under 250,000 population. Unfortunately, it isn't possible for me to answer each letter individually. Instead, this and the next two Newsletters will be devoted to the problems of radio programming in smaller markets as a composite answer to the many inquiries.



Each station has its own unique problems. No two are quite alike. No set of rules will work equally well for all. What is offered here is based on successful operations in various localities. It is not necessarily a guide for any individual station, although it is hoped that some suggestions may be appropriate.

Many smaller cities lie in the primary—or good secondary—coverage areas of top rated 50 kilowatt stations in a nearby metropolis. Local listeners often prefer these outside stations to anything available in their own towns. Since the smaller station can't compete with the many obvious advantages enjoyed by their big cousins, they must find their own ways of appealing to their local population. An effective way is found through identification with the community.

If this is your problem, by all means develop your contacts with local organizations and institutions. Your schools are a prime objective. Several cities have had great success with contests among the different local schools. Disk jockeys present shows for school assemblies—co-operate in furnishing records for school hops. You can develop school committees to conduct regular surveys of record popularity among the students. You can audition school talent for shows, and also for guest deejay appearances.

Don't limit your school contracts to students. Your station's audience must rest on a solid base of adult as well as teen-age acceptance. Teachers and parents are important parts of the schools, and they respond loyally to attempts toward helping them with their young people. Your support of school bond campaigns, or of other worthy projects, will win good friends for your station.

Churches, service clubs and civic improvement groups should all come within your scope of activity. Your news should feature local items—especially local names. Attention should be given to constructive local news, not just to crime, violence and conflict. Take the initiative in co-operating with law authorities. Suggest how you'd like to work for traffic control, highway safety, crime prevention, etc. There is no better source of local news "beats" than a friendly police department.

At all times strive to create the image of being proud of your community and of working for its betterment.

NEXT WE COME to the music. You'll need an adequate and continuing supply of records. Playing the right music makes a critical difference in a station's ratings and revenues. Obtaining the right music at the right time, plus selecting and discriminating between the right and the wrong music, is the job of your music director. This may be the program director or someone else. Whoever it may be, it's just about the most important job on the staff—and this does not exclude the sales manager.

In the interest of economy you'll want to be services with free promotion records from distributors. Since you are in a smaller city, with a smaller audience, you can hardly expect the prime consideration from record people that they lavish upon the big town powerhouses. You have to work for and deserve the attention you get from them.


No matter what your music policy, keep your distributors and local retailers well informed about what you're doing. Acknowledge receipt of LP mailings. You don't need to be a salesman for the record business, but record people are entitled to know that their product is being treated with understanding and respect.

If you are unable to obtain the free records you need, there are several other ways to get them. Many record companies have subscription services for singles and albums. Independent organizations, such as R.S.I., offer their own subscription services. Charges are moderate and usually well worth while.

BEFORE YOU GO AFTER your records, you'll naturally have some sort of music policy in mind. In determining this policy

Continued on page 48

Focus on the Deejay Scene



THOSE BUNNIES ARE EVERYWHERE . . . How much does a rabbit eat in 16 days? WERE's Jack Riley is sampling the rabbit's eating habits while Jeff Baxter looks on. The pair (bunnies excluded) comprise the Baxter & Riley Show, 10 a.m.-1p.m., daily on the Cleveland station. The boys conducted an Easter promotion for benefit of Cleveland orphanage. Listener who guessed how much the rabbit consumed received a four-foot high, 85-pound chocolate Easter bunny. A second bunny, same size, goes to the orphanage named by the contest winner. The other bunny is model Beverly Gruendler.

THE "DOO" IS

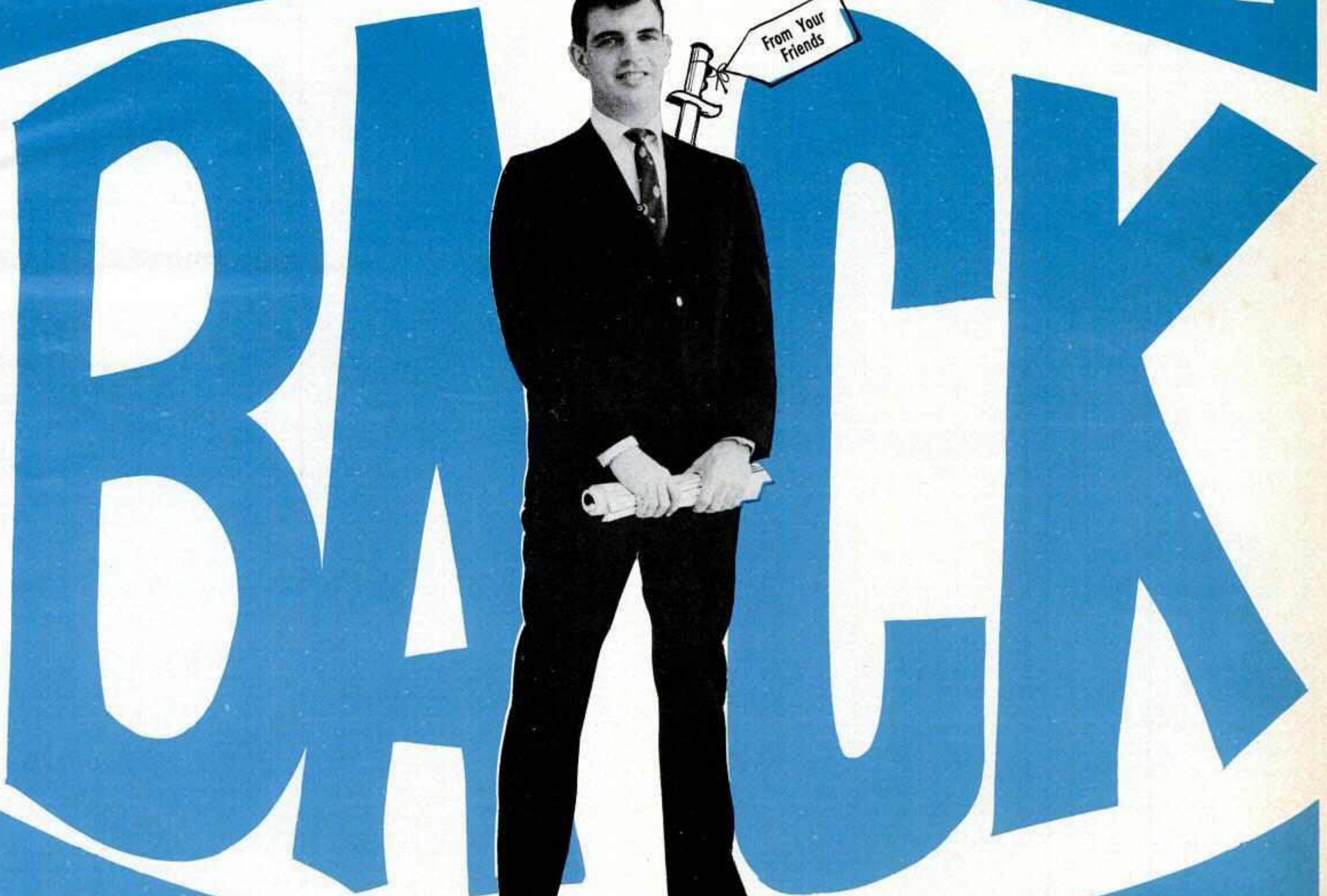
MORTON DOWNEY, JR.*

*Tower Ticker By Herb Lyon
Chicago Tribune 3/10/63
Morton (Doc) Downey, Jr. On
WYNR Chicago is... Ring... A...
DING... Welcome Back to
The "Young Star"

***AMERICA'S #1
"ROCK JOCK"**

*Welcome back
to one of the
nation's great D.J.'s.
Archie Bleyer,
President,
Cadence Records

*Congrats to Mr. Experience,
Lord Tradition, Grand Master
Know How "Doc" Downey,
KUDL has a big feather in its
cap. Irv Schwartz picks a
WYNR Winner.
Jack Fine
National Promotion Dir.
Atlantic Records



AND

**KUDL
IN
KANSAS CITY
HAS HIM**

? **Unsolicited Testimonial**
What Can I Say? Fabulous,
Groovy, Swingin', A Real
Hippy? . . . It's A Lie . . . He's
A Bum!
Morris Diamond, Nat'l Promo Dir.
Mercury Records

*Welcome Back to Mort "Doc"
Downey, Jr.
Bill Gavin,
Gavin Report
Good Luck and Best Wishes on your
return to radio. We missed one of
America's swingin'est DJ's.
Ben Wood, Nat'l Promo Dir.
Philips Records

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Stations Eye Award Nominees As Likely Programming Idea

NEW YORK—Program directors and air talent have a golden opportunity for special programming with the announcement of the 1962 National Academy of Recordings Arts and Sciences "Grammy" Awards nominations.

The final nominations include 39 categories of music encompassing everything from comedy to classical (a total of 240 records).

A complete list of the annual "Grammy" Awards nominations has been mailed to every U. S. radio and television station by

Christine Farnon, executive director of NARAS Los Angeles chapter.

Appearing most often on this year's lists of outstanding artistic achievements awards nominations are three vocal records, two comedy albums and one instrumental performance in the pop and jazz field, and a recording of violin selections, plus two symphonies in the classical segment. (See listings on page 30.)

Battling for "Record of the Year" and also named in several other categories are singers Tony Bennett with "I Left My Heart in San Francisco," Ray Charles with "I Can't Stop Lovin' You" and Sammy Davis Jr. with "What Kind of Fool Am I?" plus saxist Stan Getz and guitarist Charlie Byrd and their bossa nova version of "Desifinado." Nat King Cole's "Rambling Rose" and Joe Harnell's "Fly Me to the Moon Bossa Nova" complete the record of the year nominations.

Five Finalists

Bennett, Charles and the Getz-Byrd duo are also listed among the five "Album of the Year" finalists along with two omni-present comedy albums, Vaughn Meader's "The First Family" and Allan Sherman's "My Son, the Folk Singer."

The final lists of NARAS nominations were determined after two preliminary rounds of voting that took place over a period of four months. The

voting membership, consisting of vocalists and singers, leaders and conductors, a.&r. men and producers, songwriters and composers, engineers (mixers), instrumentalists and musicians, arrangers, art directors, photographers, artists, designers, annotators and literary editors.

Others, including spoken word, documentary, children's educational and comedy vote on more than 2,400 records on the NARAS "eligibility" list. Special nominating committees comprising recognized authorities in each music category also figure in on the voting.

Sales and mass popularity are not considered by the NARAS voting membership. They are rather concerned with the phonograph record as an "art form"; judging is on the basis of sheer artistry, and artistry alone.

Three Stages

Winners of the 39 "Grammys" which are to the recording field what Oscars are to the movies and Emmys to TV, will be announced on May 15 at simultaneous Record Academy presentations in New York, Hollywood and Chicago.

NARAS awards scholarships to students in the fields of music, audio engineering and the graphic arts. It has established grants at the Eastman and the Manhattan Schools of Music, the School of Jazz, the Massachusetts Institute of Technology and at Pratt Institute.

PROGRAMMING NEWSLETTER

Continued from page 46

it is wise to make a careful evaluation of your market. For instance, can you buck an established top 40 operation? In a smaller community there is seldom room for more than one profitable top 40 station.

Perhaps your community is not well served with the smoother pop sounds—or classical music—or country music. Before you plunge ahead with a swingin' top 40, better tune in on your community. Check with various local merchants on their attitudes, which will vary considerably from one town to another. Those places where radio advertising has never been vigorously sold are more apt to reflect advertiser prejudice against rock and roll.

Whatever your decision on policy, make it consistent. Don't try to be all things to all listeners. Time blocks of polkas, show tunes, country music, top pops and jazz simply deprive your station of an identifiable image with your audience, as well as with your advertisers.

Next week we'll continue this composite answer to your many questions about radio in smaller markets.

"WEST SIDE STORY"

Los Angeles (Don Anti-KFWB): Smashing take off for: "El Watusi" (Ray Barretto-Tico). Pick: "Let's Go Steady Again" (Neil Sedaka-RCA Victor).

Seattle (Pat O'Day-KJR): New chart items: "Last Leaf" (Cascades-Valiant) and "Little Latin Lupe Lu" (Righteous Brothers-Veejay).

Chicago ("Doc" Downey-WYNR): Big: "Mess Around" (Scotty McKay-Philips). Sales and requests: "Needles and Pins" (Jackie DeShannon-Liberty).

Philadelphia (Larry Justice-WIBG): Selling: "Prisoner of Love" (James Brown-King) and "Bill Bailey" (Ella Fitzgerald-Verve). Breaking: "Ann Marie" (Belmonts-Sabina).

Erie, Pa. (Ronnie Cash-WJET): Sales: "When I Fall in Love" (Johnny Crawford-DeFi). Pick: "Let Go" (Roy Hamilton-MGM).

Trenton, N. J. (Kal Rudman-WAAT): One of the biggest: "What a Guy" (Raindrops-Jubilee). Likes: "Dear" (Toni Jones-Smash).

Knoxville (Dave Diamond-WKGN): Sales: "Patty Baby" (Freddy Cannon-Swan). Pick: "A World Full of Women" (Archie Campbell-Starday).

Cincinnati (Jim Dandy-WCPO): Gaining: "Two Kind of Tears" (Del Shannon-Big Top). Pick: "Memphis" (Lonnie Mack-Fraternity).

Fort Worth (George Erwin-KFJZ): Gaining: "The Bachelor" (Little Julius-Diamond). Looks like a giant: "The Interview" (Brice & Bert-Melody . . . by two local lads).

St. Louis (Dave Dixon-KATZ): Gaining fast: "If You Need Me"

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

POPULAR

THE CHIFFONS—(Laurie LLP 2016)
"Why Am I So Shy?"

BYE BYE BIRDIE—Track (RCA Victor LOC 1081) (M); (LSO 1081) (S)
"How Lovely to Be a Woman" (ASCAP) (2:37)

MARION WORTH'S GREATEST HITS—(Columbia CL 2011) (M); (CS 8811) (S)
"Imitation" (BMI)

THE UNMISTAKABLE TAMMY GRIMES—(Columbia CL 1984) (M); (CS 8784) (S)
"My Man" (Feist, ASCAP) (3:00)

JUDY HENSKE—(Elektra EKL 231) (M); (EKS 7231) (S)
"Ballad of Little Romy" (Nina, BMI) (2:30)

JAZZ

AFFINITY—Oscar Peterson Trio (Verve V 6516) (M); V6-8516) (S)
"Waltz for Debbie" (BMI) (5:53)

WHO IS GARY BURTON?—(RCA Victor LPM 2665) (M); (LSP 2665) (S)
"I've Just Seen Her" (ASCAP) (4:15)

BACK IN BEAN'S BAG—Coleman Hawkins-Clark Terry (Columbia CL 1991) (M); (CS 8791) (S)
"A Tune for the Tutor"

INTERNATIONAL

YVES MONTAND PARIS RECITAL—(Philips PCC 602) (S)
"Fumer I Cigarette" (B.I.E.M.) (4:03)

LATIN

TROPICO JAVIER SOLIS SONGS OF THE TROPICS—(Columbia EX 5096) (M); (ES 1796) (S)
"Clave Azul" (Peer, ASCAP) (3:16)

FLAMENCO

FLAMENCO ANTIGUA—Carlos Montoya (RCA Victor LPM 2653) (M); (LSP 2653) (S)
"Seguiriya" (4:17)

SACRED

ON STAGE: THE BLACKWOOD BROTHERS QUARTET—(RCA Victor LPM 2646) (M); (LSP 2646) (S)
"Old Time Religion"

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	TITLE, ARTIST, LABEL	Weeks on Hot 100
1	1		CAN'T GET USED TO LOSING YOU, Andy Williams, Columbia 42674	8
2	3		PUFF (The Magic Dragon), Peter, Paul and Mary, Warner Bros. 5348	6
3	4		YOUNG LOVERS, Paul and Paula, Philips 40096	6
4	2		THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	13
5	17		WATERMELON MAN, Mongo Santamaria, Battle 45909	6
6	16		MECCA, Gene Pitney, Musicor 1028	5
7	8		FOLLOW THE BOYS, Connie Francis, MGM 13127	8
8	5		IN DREAMS, Roy Orbison, Monument 806	11
9	14		YOUNG AND IN LOVE, Dick and DeeDee, Warner Bros. 5342	6
10	12		OVER THE MOUNTAIN (Across the Sea), Bobby Vinton, Epic 9577	7
11	11		OUT OF MY MIND, Johnny Tillotson, Cadence 1434	8
12	13		DON'T BE AFRAID, LITTLE DARLIN', Steve Lawrence, Columbia 42699	7
13	7		OUR WINTER LOVE, Bill Pursell, Columbia 42619	12
14	15		I GOT WHAT I WANTED, Brook Benton, Mercury 72099	6
15	10		I WANNA BE AROUND, Tony Bennett, Columbia 42634	15
16	—		LOSING YOU, Brenda Lee, Decca 31478	3
17	6		RHYTHM OF THE RAIN, Cascades, Valiant 6026	15
18	19		DAYS OF WINE AND ROSES, Andy Williams, Columbia 42674	6
19	9		ALL I HAVE TO DO IS DREAM, Richard Chamberlain, MGM 13121	11
20	—		DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120	13

YESTERYEAR'S HITS

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

POP—Five Years Ago April 21, 1958

- Twilight Time, Platters, Mercury
- He's Got the Whole World in His Hands, L. London, Capitol
- Tequila, Champs, Challenge
- Believe What You Say, R. Nelson, Imperial
- Witch Doctor, D. Seville, Liberty
- A Wonderful Time Up There, P. Boone, Dot
- Book of Love, Monotonas, Argo
- Lollipop, Chordettes, Cadence
- Wear My Ring Around Your Neck, E. Presley, RCA Victor
- Catch a Falling Star, P. Como, RCA Victor

POP—Ten Years Ago April 18, 1953

- Doggie in the Window, P. Page, Mercury
- I Believe, F. Laine, Columbia
- Preferd, M. K. Cole, Capitol
- Tell Me a Story, F. Laine-J. Boyd, Columbia
- Till I Waltz Again With You, T. Brewer, Coral
- Tell Me You're Mine, Gaylords, Mercury
- Song From Moulin Rouge, P. Faith, Columbia
- Your Cheatin' Heart, J. James, MGM
- Wild Horses, P. Como, RCA Victor
- April in Portugal, L. Baxter, Capitol

RHYTHM & BLUES—5 Years Ago, April 21, 1958

- Tequila, Champs, Challenge
- Twilight Time, Platters, Mercury
- He's Got the Whole World in His Hands, L. London, Capitol
- Sweet Little Sixteen, C. Berry, Chess
- Book of Love, Monotonas, Argo

- Lollipop, Chordettes, Cadence
- Don't You Just Know It, H. Smith, Ace
- Witch Doctor, D. Seville, Liberty
- Believe What You Say, R. Nelson, Imperial
- Who's Sorry Now, C. Francis, MGM

(Solomon Burke-Atlantic). Taking off: "Another Saturday Night" (Sam Cooke-RCA Victor).

Washington, D. C. (Dean Griffith-WBGC): Looking very hot: "Stranger in Your Town" (Shackelfords-Mercury). Pick: "Love of My Man" (Theola Kilgore-Seroc).

Minneapolis (Red Jones-WDGY): Gaining: "Gravy Waltz" (Steve Allen-Dot). Pick: "Pearl, Pearl, Pearl" (Flatt & Scruggs-Columbia).

Moving Nationally!

YOU CAN'T SIT DOWN

P 867

THE DOVELLS

THE BIG ONES ARE ON COMEON/PARKWAY

Groovy Sound!

"EVERYBODY SOUTH STREET"

The Four Evers

JAMIE #1247

Jamie / Guyden

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TIDAL WAVE!

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THE BLUE BELLES

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BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING UNDER \$30

POSITION				BRAND	% OF TOTAL POINTS
This Issue	1/19/63 Issue	10/20/62 Issue			
1	2	1	Decca	.....	23.2
2	1	3	Masterwork	.....	16.4
3	4	5	Capitol	.....	11.7
4	3	—	RCA Victor	.....	8.1
5	5	2	Symphonic	.....	4.9
6	8	6	Voice of Music (V-M)	....	4.8
7	5	4	General Electric	.....	4.1
8	7	7	Webcor	.....	3.5
9	—	—	Majorette	.....	3.0
Others					.....20.3

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

1/19/63 Issue: All brands represented in current chart.

10/20/62 Issue: All brands represented in current chart.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

KING—Expires April 23, 1963. Started March 1, 1963.

One free country LP for every three purchased on entire catalog of both King and low-priced Audio Lab line. Covers 124 sets in all on both labels. This is an extension of deal which originally expired March 31, 1963.

CAPITOL—Expires April 30, 1963. Started March 4, 1963.

For dealers, one Kingston Trio album at 62 cents with one at regular price, as part of Greenback Dollar Days promotion, which applies to all Kingston Trio LP's.

ANGEL—Expires April 30, 1963. Started March 1, 1963.

Entire Angel catalog of orchestral stereo LP's, one free album for every two purchased. Plan goes under title "Angel Spring Stereo Bonus."

ATLANTIC—Expires April 30, 1963. Started April 1, 1963.

April is Ray Charles month. Dealers offered one free Ray Charles album for every two purchased, with 30-60-90-day delayed billing. Applies to 17 Charles albums.

ATCO—Expires April 30, 1963. Started April 1, 1963.

April is Bobby Darin month. Dealer is offered one free Bobby Darin album for every two purchased, with 30-60-90-day delayed billing. Applies to 11 Darin albums.

BLUESVILLE—Expires April 30, 1963. Started March 15, 1963.

On "Lightnin' Hopkins with Sonny Terry" album, \$3.98 for regular \$4.98 album, plus extra 10 per cent discount. Also special 15 per cent discount on a selection of Bluesville 45 r.p.m. singles.

COLPIX—Expires May 10, 1963. Started March 20, 1963.

"Sing Along With Jack" plan. Special sales plan on four new releases and three recently released albums. Also separate special discount program on catalog. Contact distributors for details.

MERCURY—Expires May 14, 1963. Started April 1, 1963.

On Perfect Presence Sound Series. Dealers get one album at 63 cents with one purchased at the regular price.

LIBERTY—Expires May 31, 1963. Started April 15, 1963.

A 15 per cent cash discount on all April releases. A 100 per cent exchange privilege after September 1. One-third payments due first of July, August, September. Deal also covers all Bobby Vee LP's and all Ventures LP's on Dolton. Also 15 per cent discount and six-month deferred billing, with full exchange on three recent LP's by the Ventures. Dave Pell and repackaged Marketts set.

COTTON TOWN JUBILEE—Expires May 15, 1963. Started April 1, 1963.

A 15 per cent discount on complete catalog plus all new releases.

PRESTIGE—Expires May 31, 1963. Started April 1, 1963.

Special 15 per cent discount on the label's Top 10 national best sellers known as the Prestige Giants. Also 10 per cent discount on remainder of Prestige material.

NEW JAZZ—Expires May 31, 1963. Started April 1, 1963.

A 15 per cent discount on catalog merchandise for duration of the period.

EPIC—Expiration indefinite. Started April 1, 1963.

A 15 per cent discount on 11 new LP releases and 37 specially selected catalog LP's.

CAPITOL—Expiration indefinite. Started April 1, 1963.

Capitol-of-the-World German-Austrian LP catalog of 27 LP's. One free album for each two purchased. Includes two new April releases.

All-Star Tape Line-Up Set By Columbia

NEW YORK — An all-star line-up of new tape releases has been announced by Columbia for the spring sales period, highlighted by "The Sound of Horowitz," in the Masterworks group and three by Robert Goulet in the pop area.

Goulet appears on two of his own, "Sincerely Yours" and "The Two of Us," and with Doris Day in the re-creation of "Annie Get Your Gun." Also featured is a tape version of the recently released disk package, "The Sound of Genius," with 10 performances by 18 top classical artists.

Also included in the releases are tape sets by Andre Kostelanetz, the late Terry Snyder, Jerry Vale, Eugene Ormandy and the Philadelphia Orchestra, pianist Philippe Entremont, Bruno Walter, the Mormon Choir, Andre Watts and Leonard Bernstein and the New York Philharmonic Orchestra.

1st Stereo Kit Ready to Go

PLAINVIEW, N. Y. — Harmon-Kardon has produced what it calls "the first FM stereo receiver kit." The package is designated as Award model FA 300XK, and is a combination of stereo tuner, preamp and power amplifier on a single chassis.

The new unit incorporates many extra features, including zero to infinity balance control, variable blend control, ganged bass and treble tone controls and a dynamic loudness contour control. The Award assembly and instruction manual, spiral-bound and easeled, contains simple instructions keyed down to the novice level. Price of the kit is \$169.95. Walnut enclosure is \$29.95 extra while a metal enclosure is \$12.95 additional.

Booklet Full of Home Tape Ideas

BLOOMINGTON, Ind. — "Lower the Cost of Fun With Tape Recording" is the title of a new, 32-page booklet, put out by the Magnetic Tape Division of Sarks Tarzian Inc., manufacturers of Tarzian Tape. The publication contains a host of ideas and tips for the experienced as well as the novices in the use of tape.

Subjects range from proper tape selection for various purposes and types of equipment to a discussion of many uses for the recorder. Recording times for various lengths and types of tape are also included along with a set of tape quality tests. Single copies are free and quantities are available to schools, clubs and other interested groups.

Needle Selection Chart Prepared

ATTLEBORO, Mass. — Transcriber Company here, is making available a complete cross-reference diamond needle selection chart for dealer use. The wall chart lists all Transcriber diamond needle models, cross-referenced to the needles of other manufacturers. Dealers can obtain further information by writing the firm in Attleboro.

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS

• EQUIPMENT NEWSLETTER

equipment newsletter

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

EQUIPMENT TRENDS, 1963-1964: The market for music reproduction equipment has become largely a replacement market. There are now phonographs in perhaps 40 million of the nation's 55 million homes. Last year alone, nearly one family in every 10 bought a phono. Though we think of stereo as a new field, relatively unsaturated, there are now at least 14 million stereo phonos in use. To sell the public on the idea of buying a new music system, the trend this year will be even more toward superior reproduction, greater convenience and novel features. The mass-market phono industry will move even further from the nuts-and-bolts approach to selling which was so disastrous in the years before 1962. You won't hear much about decibels or about power output as selling points, except for audiophile equipment. The stress will be on the music itself, and the consumer who isn't interested in the numbers game won't be burdened with the task of comparing horsepower.



NON-AUDIOPHILE COMPONENTS: Even as the Institute of High Fidelity plans to launch its biggest promotion campaign for the audiophile component approach to high fidelity, an intensification of the "components-for-everyman" trend is shaping up.

We're referring to the sale of "component systems" (generally in two-step distribution) through outlets which haven't previously handled audiophile components. One of the pioneers in this field is V-M, which has been marketing its line of "compatible components" in two-step distribution for about a year now. With special displays, the customer is encouraged to assemble his own system from a complete line of V-M components, from changer through speaker.

Webcor is following a somewhat similar plan. While both V-M and Webcor are traditionally two-step houses which have in the past emphasized the packaged approach (although both started in the component field by making record changers), now a dyed-in-the-wool audiophile component manufacturer is planning to try its hand in component packages aimed at non-audiophiles.

The manufacturer is Paco Electronics Corporation, which is planning to offer three groupings of components—record changers, amplifier and two speakers—at around \$130, \$200 and over \$300. Paco is quite frankly aiming at the non-audiophile who has heard somewhere that "components are better" but who is scared and confused by audio stores. Paco's packages, soon to be test-marketed, will be geared to selling by non-hi-fi dealers. Paco will continue to deal through its regular electronic parts store customers, too.

As time goes on, we think you'll see more "non-audiophile" components being merchandised through more non-audiophile outlets. We'll report more fully on this trend in a future column.

We see little possibility of any serious move in the opposite direction—that is, by packaged goods manufacturers into the audiophile components field. In the past year, both RCA and Westinghouse made some mild forays into this area, and GE has been in and out of it from time to time. Zenith recently surveyed the field, with an eye to merchandising an audiophile version of its record changer (and perhaps other components) through hi-fi dealers. However, it made a negative decision, according to Zenth Sales Corporation President Leonard C. Truesdell, because of the "miserable pricing situation" in the audio field. It is offering its standard record changer at retail—but only through regular retailers who handle other Zenith products.

NOVEL STYLING. At the other end of the spectrum from components, manufacturers will be offering more and more unusually styled furniture pieces. Motorola's low-priced cocktail-table stereo unit was a big hit last year, for example. Already GE is introducing its own coffee-table stereo—and there will be more similar items.

One of the most successful phono console designs in years, of course, was GE's on-the-wall stereo, and now—two years later—we're seeing many phonographs in hang-up configurations, including versatile units which can be hung on the wall, used as table models, or (with the addition of legs) placed on the floor.

The drop-down record-changer design, now almost universally accepted by manufacturers for both portables and slim consoles, makes possible some unusual designs—for example, Zenith's compact room-divider console, which is less than 12 inches deep, and Merson's newly introduced 10½-inch-thin stereo. There'll be more unusual and compact designs based on the drop-down changer this year.

ADDING FM STEREO. This year you'll see an increasing number of stereo phonographs which also contain FM stereo and AM radio, including, quite possibly, several portable radio-stereo combinations. Radio is a natural sell-up feature for phonographs, and the availability of stereo broadcasting in most areas of the country provides an added stereo program source, and a strong selling point for adding AM-FM to any packaged phono.

(Continued on page 50)

COLORSOUND ADDS NEW FACET TO HOME UNITS

COVINA, Calif.—Those for whom superb and expensive high fidelity, stereo reproduction is simply not enough, can now

avail themselves of new delights in the home entertainment arena, through a new product known as Colorsound.

DYNA-PRUVE ...?

Dynamic Groove Control has been operating at COOK for years, in all Cook records, because . . .

The Automatic Continuously Variable Spectrum Equalizer is covered in Cook US patent 2,603,720. Proof!

The Recording Volume Indicator—first described 15 years ago by Cook in Audio Eng. magazine. Proof!

Cook operates a special noise-free solid-state mastering channel (all speeds, 30 i.p.s. incl.) open to 30Kc on the master at hi level, standard mastering and processing rates. You can press with Cook too, and nail down inventory problems. Positively lowest prices for first quality pressings. Come visit us and see for yourself. You'll be most welcome. Your albums will hit hard and fast on Cook DGC and Vector-Stereo recordings. Be dynamic, and run your next release with:



Labs - 2nd St. - Stamford, Ct.

The new unit, through special wiring circuits with lighting fixtures, in effect, translates sound into light impressions of varying colors. Some have ventured the theory that the continuously changing light colors would be something like having the shimmering northern lights in one's own living room.

According to Colorsound, Inc., here, the effect is created by an electronic translator (model 3500) which is housed in a cabinet with much of the look of a standard amplifier cabinet. The unit has three separate A.C. outlets, one for each color channel. The unit can be installed with any phono system, through a series of phono output jacks at the rear of the unit. Price is \$225 audio net.

Everest Gets Olay

HOLLYWOOD—Ruth Olay was signed last week to a three-year record contract by Everest. She will be recorded next week with a 36-piece orchestra for her first release on the label. Murray Cohen, Everest vice-president will a.&r. the session.

EQUIPMENT NEWSLETTER

• Continued from page 49

This year's technical trend in massed-merchandised phonograph equipment may be transistorization. It's already becoming widely manifest in Audiophile component amplifiers, and was pioneered last year in packaged equipment by Magnavox, whose high-end Astro-Sonic consoles and some portables are completely solid-state. Ideally, the use of transistors instead of tubes provides longer life, fewer service problems, better stability, less possibility of hum.

ALREADY AT LEAST TWO OTHER MANUFACTURERS—Phonola (Waters Conely) and Tele-Tone—have introduced transistorized packaged phonographs. You can expect to see some more major-name phonographs "go transistor" in whole or in part this year.

There's more interest in tape recorders this year by major package goods manufacturers. Westinghouse has joined the parade with its own recorder, and there'll be one from Magnavox this summer. There may be others, too.

IMPROVEMENTS in mass-market music reproduction equipment this year foreshadow a real push for the replacement market—with unique design and better quality.

Hub Firm Moves

BOSTON—Music Suppliers of New England has moved to new and larger quarters on North Beacon Street here. This is, according to Harry Carter, head of MSNE, the fifth move by the firm in its 17-year history. In 1946 when the firm was formed, says Harry, it occupied 1,200 feet of floor space. New space contains 20,000 square feet.

NEW DEALER PRODUCTS

AM-FM Transistor

The Masterworks equipment division of Columbia Records has produced this neatly packaged AM/FM transistor radio, Model 2810. The 10-transistor unit has a three-inch permanent magnet speaker, slide-rule tuning dial, cowhide carrying case, and is powered by four penlight batteries. Price is \$49.95 complete.

VHF, FM Amplifier

Blonder-Tongue Labs of Newark, N. J., prominent component manufacturer, has introduced this new broadband amplifier,



model MLA-FM, which covers all VHF channels plus the entire FM band. Purpose is to overcome losses in TV and FM master antenna systems. Price is \$101.

Scott Kit

H. H. Scott is marketing a new FM stereo tuner kit, identified as Model LT 111. The tuner kit includes Scott-developed "time switching" mul-



tiplied circuitry, a precision tuning indicator and separate level controls for channel balancing. A full-color instrument book is included. List price is \$109.95.

Boy for Linicks

HOLLYWOOD—Hal Linick, vice-president and treasurer of Liberty Records, and his wife Madaline, last week became the parents of a son, Steve Allen, their first child. The baby weighed five pounds and was born at Cedars of Lebanon Hospital in Hollywood.

Frictionless Tape Ready

TOLEDO, Ohio—Cousino Electronics Corporation here has introduced a new "friction-free" magnetic recording tape, with special applications for tape cartridge. The tape is available for use in any cartridge system using one-quarter inch tape. It can also be used on standard tape equipment to eliminate "tape squeal," often encountered with non-lubricated tape.

A non-shedding, high lubricity, long-wearing graphite coating is bonded to the back surface of the tape. The new product is being supplied on reels of 300, 600, 1,200, 1,800 and 3,600 feet.

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1963 EDITION

by R. D. Darrell



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Erich Leinsdorf

• Continued from page 16

transcontinental concert tour of the following cities: Chicago (15), Kansas City (16), Oklahoma City (17), Albuquerque (18), San Diego (19), Los Angeles (21), San Francisco (22), Portland (23), Seattle (24), Winnipeg (26), and Minneapolis (27).

DISCOGRAPHY

With the Boston Symphony Orchestra:
Bartok—Concerto for Orchestra; LM/LSC-2643.
Mahler—Symphony No. 1; LM/LSC-2642.

Operas:

Puccini—Madama Butterfly; Price, Elias, Tucker, Moero; RCA Italiana Opera Orchestra and Chorus; LM/LSC-6160.
Puccini—La Bohème; Moffo, Costa, Tucker, Merrill; Rome Opera Orchestra and Chorus; LM/LSC-6095.

Puccini—Madama Butterfly; Moffo, Elias, Valetti, Cesari; Rome Opera Orchestra and Chorus; LM-LSC-6135.
Puccini—Tosca; Milanov, Bjoerling, Warren; Rome Opera Orchestra and Chorus; LM/LSC-6052.

Puccini—Turandot; Nilsson, Tebaldi, Bjoerling, Tozzi; Rome Opera Orchestra and Chorus; LM/LSC-6149.
Donizetti—Lucia di Lammermoor; Peters, Pearce, Maero, Tozzi; Rome Opera Orchestra and Chorus; LM-6055; LSC-6141.

Wagner—Die Walkure; Nilsson, Brouwenstijn, Gorr, Vickers, London, Ward; London Symphony Orchestra; LD/LDS-6706.

Mozart—Don Giovanni; Nilsson, Price, Ratti, Siepi, Valetti, Corena; Vienna Philharmonic Orchestra, Vienna State Opera Chorus; LM-LSC-6410.

Mozart—The Marriage of Figaro; Della Casa, Peters, Elias, Tozzi, London, Corena; Vienna Philharmonic Orchestra, Vienna State Opera Chorus; LM/LSC-6408.

R. Strauss—Ariadne Auf Naxos; Rysanek, Peters, Jurinac, Pearce; Vienna Philharmonic Orchestra, Vienna State Opera Chorus; LD/LDS-6152.
Rossini—The Barber of Seville; Peters, Merrill, Valetti, Corena, Tozzi; Metropolitan Opera Orchestra and Chorus; LM/LSC-6143.

Verdi—Macbeth; Rysanek, Warren, Bergonzi; Metropolitan Opera Orchestra and Chorus; LM/LSC-6147.

With the Chicago Symphony Orchestra:
Brahms—Piano Concerto No. 2 in B flat; Sviatoslav Richter, pianist; LM/LSC-2466.

Pitts Symphony

• Continued from page 16

in the minimum wage scale from the present rate of \$152.50 per week to the new minimum scale of \$162.50 in a three-year period. At the same time, the 1963-1964 concert season will be increased from 28 to 29 weeks, and the 1964-'65 and 1956-'66 seasons will be increased to 30 weeks.

Denby pointed out that the 1963 Maintenance Fund Campaign is now being waged by approximately 1,500 volunteers who will seek to raise \$450,000 for the support of the orchestra during the 1963-1964 season.

Classical Outlet?

• Continued from page 16

the new one when the time arrives. However, this frequently results in a last-minute chase to find a copy, which naturally disrupts our whole schedule. But we think it's worth the try, anyway.

"It's our job as programmers to keep our public's attention. A big part of this depends upon keeping up with new releases which have built-in interest value."

J-G Names Howe

PHILADELPHIA — Gunter Howe has been named promotion manager of the Jamie-Guyden labels in this city. He will exploit all Jamie and Guyden product, and will be getting in touch with distributors and deejays. Harold Lipsius, who heads the Jamie-Guyden labels, made the appointment.

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WANTED TO BUY: Harp Records, all labels. Only clean stock at close-out prices accepted. Please state quantity and prices in first letter. Reply to Don Henry, International Music Service, 43 W. 61st St., New York 23, N. Y. ap20

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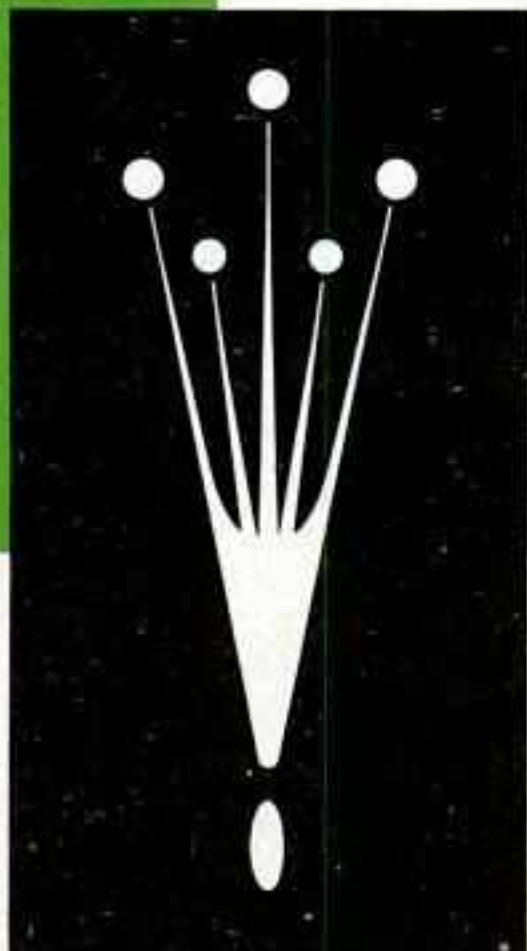
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NEW CELLER BILL TOUGHEST YET

Kansas Ruling On Pinballs to Be Appealed

TOPEKA, Kan.—Roy Cook, attorney for 64 Kansas City location owners, said he would appeal the recent Kansas Supreme Court decision which holds that the municipal pinball control ordinance is valid. Cook said he will carry the fight to the U. S. Supreme Court if that becomes necessary.

The State Supreme Court decision holds that Kansas City has the right to outlaw any coin-operated device which is subject to the federal \$250 gaming tax.

Cook's plan is to file for a rehearing in the Kansas Supreme Court, and if this is denied apply for a writ of certiorari.

(Continued on page 60)



CLAYTON BALLARD

Clayton Ballard Named Head of Wurlitzer, L. A.

LOS ANGELES — Clayton Ballard has been named to head the Wurlitzer factory branch here. Ballard, a veteran music machine operator, joined the Wurlitzer Los Angeles branch as a salesman in 1960 and later became sales manager.

From 1936 to 1941 he had been a service instructor, and he operated a route in Glendale, Calif., for six years.

He will work closely with Gary Sinclair, Wurlitzer's West Coast sales manager.

COIN UJA FETE SET FOR JUNE 4

NEW YORK — The Victory Dinner for the United Jewish Appeal's Coin Machine Division will be held June 4 at the Americana Hotel. Committee members selected the date and place at a meeting here Thursday (11). Guest of honor will be William Cahn, Nassau County district attorney. Speaker will be New York State Attorney-General Louis Lefkowitz.

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• MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
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EDITORIAL

MOA to Fore Again

Celler bills to remove the juke box performance royalty exemptions have been introduced—and defeated—with such regularity during the last decade that it is difficult to suppress a yawn when the measure is dropped into the hopper at each congressional session.

What many operators fail to realize is that were it not for the efforts of the Music Operators of America and its legal counsel, the late Sidney Levine, operators would be paying these royalty fees today. Levine and George Miller, former MOA president, at times averted disaster for the juke box operator by their persistent efforts to argue against this legislation. And Nick Allen, current MOA counsel, is continuing the tradition.

Also the juke box manufacturers have without much fanfare given substantial support to the struggle.

Seems Reasonable

On May 2 a House Judiciary subcommittee opens hearings on the latest version of the Celler Bill. On the surface, the new Celler Bill sounds like a reasonable piece of legislation. The initial annual fee would be \$5 per machine, a sum that is not calculated to drive any operators out of business. A federal agency would be set up to collect and distribute the money. And Congress would set the rates each year, thereby depriving the performance rights societies of the opportunity to set their own prices.

Acceptance of this package on the part of the operators would be the same as getting a little pregnant. While the \$5 fee won't work too great a hardship on operators, there is no guarantee that the fee won't be upped to \$10 or \$20 by succeeding Congresses. Once a fee is established it generally increases.

Thus, if the fee were 5 cents instead of \$5, the danger to the music machine industry would be just as grave.

With operating costs rising and the number of juke boxes on locations declining, any substantial payments on the part of juke box operators to performance rights societies would cut profits to the danger mark. Operators do pay mechanical royalties on each record they buy, and this payment should be sufficient.

Role of MOA

We know that the Music Operators of America will make its voice heard at the public hearings. In the past, MOA has been able

(Continued on page 60)

MOA's Rosy Spring Outlook: Soon May Have All Big Mfrs.

• *Continued from page 1*

hand in playing for record manufacturer exhibitors at the conclave.

Shot in Arm

This together with the increased operator attendance that the juke box and record manufacturers would naturally be expected to attract, could be the shot in the arm the association so badly needs.

In an exclusive interview with Billboard following the board meeting, MOA President J. Harry Snodgrass said that a "ground swell of support is gathering daily." Snodgrass said he was confident that the convention next fall would have the largest attendance in MOA's history.

Snodgrass' statement appears to hold water since the rescheduling of the MOA convention to fall immediately preceding the giant National Automatic Merchandising Association major equipment vending conclave will be a big boost for attendance.

More Diversification

Juke box operators have taken an increasing interest in diver-

sification in recent years, and vending has been the most logical avenue for them to explore. Being able to attend the two conventions with a single travel expenditure should be a draw.

Snodgrass also told Billboard that regardless of the convention's outcome, he would definitely not be a candidate for re-election in September.

This will give the convention the added stimulus of an open election, one of the few the association has had in its history.

Guessing When

The big guessing game now is just when MOA will be able to spring the news about one of the three juke box manufacturers — Seeburg, Wurlitzer or Rock-Ola—entering the conclave.

Timing, of course, is becoming more and more critical. With the September 4-6 convention dates less than five months away, MOA has to start building its exhibitor list now.

About the only thing it has to go on so far is a tentative

Calls for Fee of \$5 Per Machine

By MILDRED HALL

WASHINGTON—A major assault on the juke box performance royalty exemption will be launched May 2-3 when a House subcommittee holds hearings on a new bill introduced by Rep. Emanuel Celler (D., N. Y.). While the Brooklyn Congressman has introduced measures to end the exemption in virtually every session during the last decade, the 1963 effort will probably be the most dangerous threat ever faced by music machine operators in the legislative field.

H.R. 5174, Celler's new bill, would end the exemption and impose an annual fee of \$5 per machine. A Performing Rights Administration Office in the Copyright Office would collect the money and distribute it among the performance rights societies. An earlier version of the measure, which would have set up a three-man trusteeship for the collection and distribution, has been abandoned.

The \$5 fee and an application specifically identifying the machine covered would go to the Performing Rights Administrator in the Copyright Office. The music performance license received in return would be good for one year. If the bill passes, it would take effect by January 1, 1964, for those boxes licensed and paid up some time between July 1, 1963, and December 31, 1963. Location owners are exempted from liability unless they own the machines.

Annual Reports

The Performing Rights Administrator will make annual reports to the House and Senate Judiciary committees, reviewing the licensing and distribution arrangements, and accounting for all fees received and paid out.

This means that the matter will come before Congress annually, and only Congress could raise or lower the fee stipulated in the Celler bill, depending on the effects of the charges on the industry.

The surface features of the upcoming juke box hearings are familiar: Rep. Edwin Willis (D., La.), chairman of the House Judiciary Subcommittee on Patents, Trademarks and Copyright, will preside. The line-up of witnesses representing juke box operators and manufacturers, versus spokesmen for the

Library of Congress, American Bar Association, ASCAP, BMI and SESAC, will be familiar.

No doubt the old arguments will prevail: Composers and performing rights groups will plead the rights of composers to royalty on all public performance for profit, as called for in the Copyright Act, with this one

(Continued on page 61)



CROSS COUNTRY

Novel Angle in Bally X-Country

CHICAGO—A novel method of delivering extra balls is featured in Bally's new Cross-Country flipper-type pinball game.

The free ball gate on Cross-Country lets the ball escape by the player's control. First, the player must open the gate by a double skill shot, shooting the ball to hit "Skill Rebound" at the top of the playfield and immediately rebounding the ball across a "Blue Top Roll-Over."

(Continued on page 60)

MUTOSCOPE FOR TOKYO FAIR

TOKYO — Three coin machines made by the International Mutoscope Corporation are on exhibit at the International Trade Fair which opened here Tuesday (16). The exposition runs until May 6. Machines are the 60's Photomatic, the Plasti Magic and the Snack Bar. Selection of equipment to be exhibited was made by the U. S. Commerce Department. The government flew the equipment from New York to San Francisco, where it is being shipped by boat to Tokyo.

'Hot' in Chi—Only Lukewarm

By NICK BIRO

CHICAGO—"Little Band of Gold" by James Gilreath on Joy continued as the hottest selling juke box record here last week.

The "hottest selling" tab, however, is something of a misnomer, or at best, a hopeful statement, as juke box collections continued soft. Record sales to operators generally reflected this collection pattern.

Both Singer and Music Box described the situation as "a little slow—but no worse than last year." Business traditionally trails, picking up after Easter.

Music Box's Russ DiAngelo noted that operators did have a gripe regarding a new plastic singles sleeve being tested by Capitol on its "Rev. Mr. Black" disk by the Kingston Trio.

Hard to Stack

DiAngelo said the operators complained that the records were difficult to stack and that the plastic sleeve made it harder to insert title strips.

Singer's Fred Sipiora said he had gotten no negative comments on the sleeve, but that in

general, operators disliked sleeves without the traditional center hole.

He noted that operators often used old sleeves for new records and unless the hole was there, were unable to see what records were inside.

A look at the hot new juke box singles shows a general picture with no strong trends apparent. The folk department is represented with "Island of Dreams" by the Springfields on Philips. An interesting Afro-jazz is featured in "Watermelon Man" by M. Santamaria on Battle. It started as an r.&b. disk but is now going pop.

New Dance

Interest in the new dance, the Bird, is also reflected by strong sales on Dee Dee Sharp's Cameo disk, "Do the Bird." The above-mentioned are all selling well at Singer's.

At Music Box, DiAngelo said he's getting good action on "I Love You Because," Al Martino, Capitol; "Hot Pastrami," Dartells on Dot; "I Will Follow Him," Little Peggy March, RCA Victor, and "Take These Chains From My Heart," Ray Charles, ABC-Paramount.

EUROPEAN NEWS BRIEFS

Target Game on Mark

HAMBURG—The Bergmann Company of Hamburg is finding an enthusiastic export market for its Arizona target game. The electronically operated game with automatic scoring device is having what Bergmann describes as "almost unbelievable success" in world-ranging markets. It has been the star of trade shows in Bergmann's most important export markets. Domestic sales of Arizona are equally good, leading Bergmann to predict that the target game will be one of its largest all-time game successes.

Reds Like Aussie Box

VIENNA—A new Austrian juke box, Musikbar, is getting play from Iron Curtain operators. Phonograph scouts for a Hungarian trade mission have been collecting information on the machine with a view to placing a large order.

Hungarian sources say Musikbar, manufactured by the Vienna firm of Automatic, is the ideal juke box for State-operated night spots, taverns and tourist centers.

Seek Age Change

VIENNA — The Austrian trade has mounted what is hopefully billed as a "spring offensive" aimed at ending official discrimination against amusement parks. The Austrian operators have set a tandem objective for their drive: lowering the admission age to 16—two years younger than the present minimum, and the reintroduction of payouts.

Operators contend that the 18-year admission law is ridiculous under the aseptic operating conditions in Austrian amuse-

ment arcades. The under-18 ban deprives the arcades of the age group toward which major appeal is directed, according to the operators.

Permission to operate payouts is being asked with the reservation that they be subject to an operating law patterned after the "model law" in force in West Germany, which rigidly controls all facets of operation.

Soccer Vs. Bowling

PARIS—Now it is the soccer game producers who are moving to exploit the Continent's new sense of gamesmanship uncovered by the U. S. bowler.

The French soccer game producer, Georges Clerge, is organizing team competition for his Kopa soccer game, which is named after a famous French soccer star.

Following the bowler competition format, Clerge is organizing district Kopa competition, which builds into regional and finally national competition. His next move will be to internationalize the Kopa matches, beginning with West Germany "in the spirit of the Franco-German friendship treaty," Clerge says.

Widen Territory

ZERMATT—Juke box operators with equipment idled by the typhoid epidemic at this resort are shipping most of their machines to other areas of

(Continued on page 55)

Seeburg Adds to Little LP Catalog

CHICAGO — Seeburg this week added 10 more Little LP Albums to its catalog, bringing to 62 the number of seven-inch albums released by the firm since January.

RCA disks are "Swing Low, Sweet Chariot," Leontyne Price; "Our Man in Hollywood," Henry Mancini, and "The Honest-to-Goodness Country Hits," with various artists.

Capitol releases are "You're the Reason I'm Living," Bobby Darin; "Judy Garland at Carnegie Hall—Vol. 1"; "Adventures in Jazz," Stan Kenton, and "Wonderful Wanda," Wanda Jackson.

Columbia records are "Fire and Jealousy," Andre Kostelanetz; "Ladie in Satin," Billie Holiday, and "Our Hawaii," the Mary Kaye Trio.

Local Disks Selling Well

MEMPHIS — Five singles, three of them produced locally, were the best selling records to operators last week, a spot survey of key operators in Memphis and the Mid-South disclosed.

The five:

"Teenage Letter" by Jerry Lee Lewis on Sun; "Do It—Rat Now" by Bill Black's Combo on Hi; "Baby Workout" by Jackie Wilson on Coral; "I Will Follow Him" by Little Peggy March on RCA; and "I Need Your Love" by Charlie Rich on Phillips International.

Operators interviewed included John and Frank Bruner, Marked Tree, Ark.; Drew Canale, Canale Enterprises, Memphis; John Novarese, Poplar Tunes Music Service, Memphis; Charles V. McDowell, Southern Amusement Company, and Alan Dixon, S & M Distributing Company.

The three locally produced singles are those by Jerry Lee Lewis, Bill Black's Combo and Charlie Rich.

For Lewis, it is a continued effort by Sun for a comeback for their top recording star. Bill Black is said to have his best single in "Do It—Rat Now" in some months. Rich, like Lewis, records for Sam C. Phillips.

O'er Hill & Dale Go the Kisers

By BOB LATIMER

DURANGO, Colo.—Most city operators would throw a fit if they had to travel 10 miles out of their way to service a juke box or game location.

However, two Durango brothers—Roy and Don Kiser—currently operate some 50 phonographs and nearly 60 games in a four-State area, where stops are often 70 miles apart and more often than not, high mountain passes must be negotiated to get to the next location.

But the Kisers, who have been operating in New Mexico, Colorado, Arizona and Utah since 1938, consistently show profits about 10 per cent higher than the national average.

Keys to Success

To operate such an extended route, the per-location takes must be high and service calls must be held to a minimum. The Kisers make sure that both these requirements are filled by merchandising their music and by keeping new equipment on location.

Originally, it was planned that one brother would operate the office and service facilities, while the other was out making collections and changing records. That notion went by the board, shortly after opening up in the Durango area, with the workload pressure so heavy that both men now simply do the whole job, according to whatever the current need may be.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

CAN'T GET USED TO LOSING YOU

ANDY WILLIAMS, COLUMBIA 42674

DAYS OF WINE AND ROSES

TWENTY MILES

CHUBBY CHECKER, PARKWAY 862

LET'S LIMBO SOME MORE

SURFIN' U. S. A.

BEACH BOYS, CAPITOL 4932

SHUT DOWN

I GOT WHAT I WANTED

BROOK BENTON, MERCURY 72099

DEARER THAN LIFE

LOSING YOU

BRENDA LEE, DECCA 31478

HE'S SO HEAVENLY

A LOVE SHE CAN COUNT ON

MIRACLES, TAMLA 54078

I CAN TAKE A HINT

I GOT A WOMAN

RICK NELSON, DECCA 31475

YOU DON'T LOVE ME ANYMORE (and I Can Tell)

Recent

STEREO RELEASES

for Music Operators

SEEBURG ARTIST OF THE WEEK

ANDRE KOSTELANETZ—Fire and Jealousy
Columbia (Latin Instrumental)

Jalousie/Cielito Lindo • Malaguena/Cordoba • Adios/Spanish Dance No. 1
• Ritual Dance of Fire/Caminito • Bolero, Part I/Bolero, Part II

All titles listed above are custom 33 $\frac{1}{3}$ stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

SILVER SPOTLIGHT
SERIES

Designed Exclusively for

JUKE BOX
PROGRAMMING

UNITED
ARTISTS
RECORDS

EUROPEAN NEWS BRIEFS

• Continued from page 54

Switzerland and even selling them outside the country.

Operators predict that it will be well into the summer before Zermatt returns to normal holiday activity. More pessimistic operators believe it will be at least a year before this plush snow spot regains its badly tarnished reputation.

Meanwhile, operators intend using the shutdown to replace and renew equipment. Most operators plan on investing heavily in new equipment in line with Zermatt's plans to reopen as a "brand new" and super-sanitary resort.

Before equipment can be shipped out of Zermatt, however, it has to be sterilized—taken to the steam cleaner.

Osca Goes Abroad

AMSTERDAM—The Osca is going abroad. The Van Osch Company, manufacturer of the Osca juke box, is planning to export the 70-selection wall box to major world markets, including Western Europe, Britain, Scandinavia and Latin America.

The Osca has had a phenomenal reception in Holland, where it was introduced four years ago. First phonograph ever produced in Holland, Osca is an economy box promoted solely for its sturdy construction, easy servicing and maintenance, and extreme dependability.

The Van Osch concern, a major Dutch electronics producer, calls Osca "king of the compact phonographs."

Ops Protest Show

COLOGNE — West Germany's Central Organization of Coin Machine Operators has succeeded in forcing the German television network—the so-called "First Program"—to backtrack on a coin machine TV "report" presented several weeks ago.

The "Panorama" report pictured the coin trade as deficient in ethics and mildly reprehensible. The burden of the program theme was that the country would be well served by the elimination of most forms of coin operation.

The operators' association confronted "Panorama" with a fact sheet, asking the TV producer to prove certain of the show's charges. The operators entered their own counter-evidence in rebuttal. "Panorama" has now agreed to re-do the show from the operators' standpoint.

GEMA Digs In

WEST BERLIN — GEMA, West Germany's composer-author copyright organization, is digging in for a long siege on demands for increases in phonograph royalties and the tightening of operating agreements.

The organization has served notice that it intends to fight the cartel case brought against it by the phonograph operators' association, while continuing pressure on the operators to meet its royalty terms.

For example, GEMA is demanding an extra fee for each speaker connected to a box. There is also talk that GEMA will demand a premium fee from "premium" locations. GEMA's position is that the operators have long enjoyed fees disproportionately low to the collections from their machines, and that the prosperity of the German juke box trade has been reaped to large extent at the expense of the composer-author.

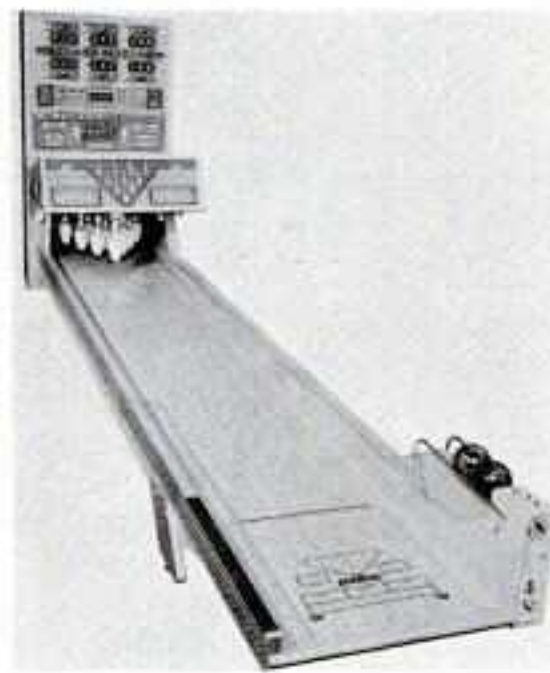
Equal Responsibility

ROME—Italy's ASCAP organization, SIAE, is negotiating with the Italian coin machine organization, SAPAR, to have location proprietors made jointly responsible with the juke box operator for payment of royalty fees. This means that in case the operator is in arrears on royalty payments or defaults, the location proprietor would be liable for the money. In return, SIAE is willing to base fees on the volume of collections, payments to be made quarterly and adjustable to seasonal swings.

GEMA Loses Point

WEST BERLIN — A West Berlin court has ruled against GEMA, the German copyright society, in the antitrust complaint brought against the copy-

Novel Scoring Techniques Feature United New Units



UNITED'S REGAL

CHICAGO—A novel bonus read-out scoring technique is featured in United's new Crest shuffle-alley and Regal bowler. Both games have identical scoring and both feature five ways to play.

In the bonus feature, players build a separate bonus score in addition to their regular score. The score is carried in large numbers on the back-glass until the 11th frame, at which time the player can earn the entire bonus by bowling a strike, half the bonus by hitting a spare, or nothing by going scratch.

Other games include well-known United features such as Dual, Flash, Regulation and Strike. Both games have a handicap feature whereby players can shoot for "easy" or "normal" strikes.

The bowler is available in standard 13 and 16-foot models with four and eight-foot extensions. The shuffle-alley comes

right society by phonograph operators and distributors.

The court ruled that the 20 per cent boost in royalties proposed by GEMA were sufficient to depress the phonograph market, and this fact justified the complaint with the Federal Cartel Office against GEMA by the Central Organization of Coin Machine Operators and the Association of German Coin Machine Wholesalers.

GEMA has been protesting the admission of the two coin machine organizations to hearings by the Federal Cartel Office, the antitrust arm of the Bonn government, contending that they had no grounds for antitrust complaint against the copyright society.



UNITED'S CREST

in standard 8½-foot length. Both games have stainless-steel trim, modernized backglass and hood, and streamlined alleys in multi-color trim.

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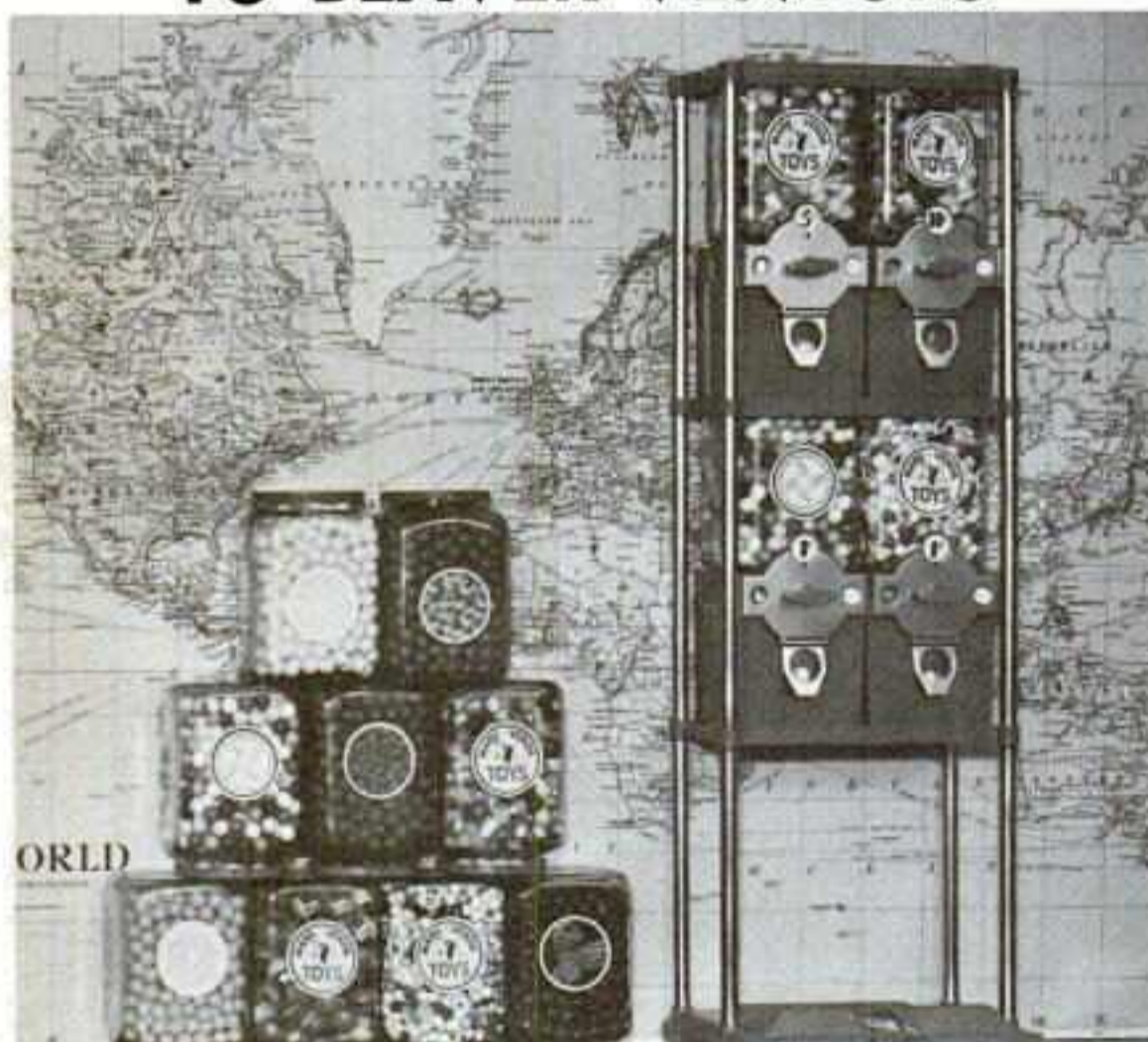
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Eppy Announces Premium Offer

JAMAICA, L. I., N. Y. — George Eppy, head of Eppy Charms, Inc., feels that bulk vending operators get the opportunity to stay home and tend the garden occasionally.

So Eppy this week announced that his firm is giving as premiums six plastic garden decorations, with an order of 10,000 variety mix charms required for a premium.

Premium items are Ducks (one 15 inches high with three seven-inch ducklings), Daisy Bird Bath (20 inches in diameter with a 40-inch sectional metal stake), Flamingos (34½ inches high, 13½ inches long and five inches wide), Frog and Toadstool, Colonial Tubs (14 inches in diameter and 12 inches high), and an Hour Glass Planter (27 inches high and 15 inches in diameter).

COUNSEL SAYS:

NVA Spruced Up Bulk Ops' Image

CHICAGO — Bulk vending operators are today accepted as a major portion of an existing industry, thanks to the efforts of National Vendors Association, Milton T. Raynor, the association's legal counsel, told members at the group's 13th annual convention here last week.

Raynor said Washington legislators now realize that bulk operators also oppose blue sky set-ups, favor health regulations and want to conduct their businesses on a high ethical plane. "It took years, however, and we not only had to establish the image of NVA but that of the entire bulk industry," Raynor said.

He urged operators to look forward—"we don't want to go back to anarchism . . . be unattached businessmen. Business is good now, but the day will come when we will again have threats that will have to be met."

In an oblique reference to the membership fight preceding the convention (Billboard, April 6), Raynor urged the association to guard its membership—avoid blue sky and illegal operations . . . but not to be afraid of competition, which can be met. Competition is healthy and will spur you to be better businessmen, Raynor said.

He also urged members not to forget: "Thirteen years ago operators were a bunch of small, unattached businessmen, frightened in a jungle.

"That NVA has met the threat of legislative action throughout the country in such States as Ohio and New York.

"That the bulk industry now works with other trade groups

King Koin Units To Be Shipped

VAN NUYS, Calif. — Shipments of the new King Koin bulk vending machines are expected to move out of here Monday (15), Harold Probasco, owner of Harby Industries, said.

Probasco returned here recently from showing his new line in Chicago, where he was admitted as a member of the National Vendors Association. Probasco said that a large number of machines were sold during the meeting.

Bride Miniatures By Guggenheim

JAMAICA, L. I., N. Y.—Bride and Groom Miniatures, displayed by Karl Guggenheim at the recent National Vendors Association convention, arrived here from Guggenheim's Hong Kong factory this week.

The series consists of hand-painted miniatures of wedding members—bride, groom, bridesmaids and preacher—each mounted on an individual stand.

All items may be vended through a ball gum and charm wheel. Free colored advertising labels come with each order.

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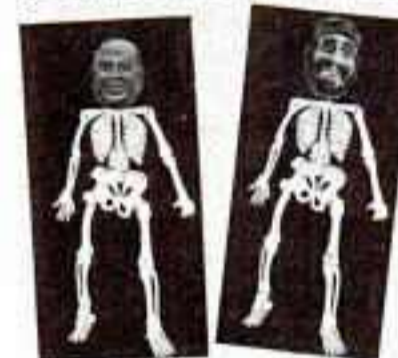
MILTON T. RAYNOR

police, politics and the like, permitting operators to concentrate on their business and grow and thrive."

Raynor termed a trade association a living thing that can't operate in a vacuum. "NVA was born of the industry to serve the industry," he said, and associations around the country.

"That NVA has eliminated the anxiety and fear of outside

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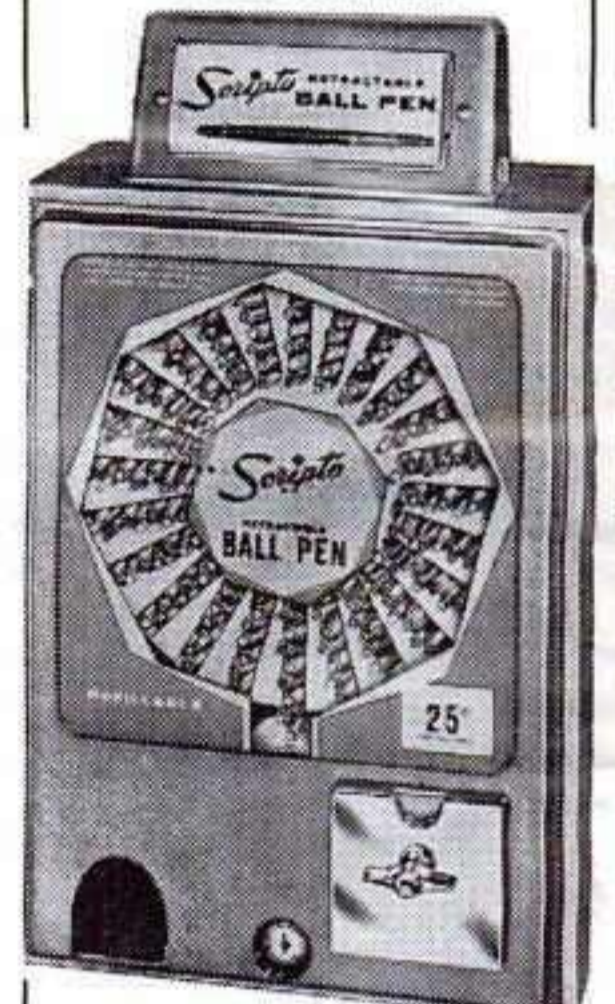
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Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik Red	.58
Cashew, Whole	.64
Cashew, Butts	.61
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.30
Licorice Gums	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum 140 ct., 170 ct., 210 ct.	.32
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Cracking Coast Supermart



BERT SPIVAK, head of Ber-Mar Distributing, Los Angeles, cracked the 50-store Ralph supermarket chain with a 16-machine battery in the new outlet at West Covina.



PRIME LOCATION is near the check-out counters, where a battery of 12 units is placed. The other four are in the rear of the store. Potential for the chain is nearly 800 machines.



LEWIS H. KANAGA, right, superintendent of store operations for the supermarket chain, and Spivak, look happy about the installation in the West Covina outlet.

Paul A. Price Firm to Move Headquarters

NEW YORK — The Paul A. Price Company, charm manufacturer, will move to new headquarters at 5 Skillman Street, Roslyn, L. I., on May 1. An open house at the 15,000-square-foot building will be held within a few days of the move.

Price said that new molding (Continued on page 62)

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HAPPY WINNERS



AND WHY SHOULDN'T THEY BE HAPPY? They just won prizes ranging from a new color television and full-size freezer to several hundred dollars worth of bulk merchandise, jeweled wrist watch and gas range at the recent NVA convention. Kneeling: Ludwik Orsak, Houston; Bert Fraga, Oakland; Pryde Waller, Atlanta; C. Allister Gunn, San Antonio. Standing: Margaret Irvén, daughter of Chicago operator Phil Sparacino; George V. Chapman, Granite City, Ill.; E. Cook, Chicago; Toby Katz, St. Louis, who helped draw the winners; Rolfe Lobell, convention chairman, who supervised the drawing; Royal R. Miller, Londstrom, Minn.; Sue Folz, New York, ladies' day chairman, who assisted Mrs. Katz in drawing winners; H. C. Rouse, Chicago, and Rebecca Bell, Chicago.

Report From Britain

PPL Cracks Down

LONDON — Although the Copyright Act, 1956, of the United Kingdom prohibits public use of disks without appropriate licenses, many clubs and cafes flaunt it. Last week Phonographic Performance, Ltd., watchdog of the British Phonographic Industry federation, obtained High Court

injunctions against several UK clubs and pubs. Guys and Dolls Club, Newcastle, having been nabbed with the juke box playing "The Party's Over," found it was certainly over, by judge's mandate of restraint, until a PPL license is bought. Also padlocked were juke boxes at Caribbean Coffee Bar, Reeve Inn, OK Cafe, Bear Inn,

and the Prince George Tavern, all of Brighton. Pending purchases of PPL permit, that is. The disk most cited as evidence of breach of statute was "Ya Ya Twist."

Shack Back in UK

LONDON — Cyril Shack, Phonographic Equipment, Ltd., found his recent three week U. S. tour of shopping "not too successful."

Although he returned with a few coin-amusement samples of novel appeal to the United Kingdom trade, State and federal crackdowns on coin-operated machines of Las Vegas caliber also had produced a shortage of bingo-type machines.

As a result of this limitation on U. S. equipment, he predicts that equipment prices in the UK are "about to soar," and certain coin-amusement machines will

(Continued on page 62)

32 YEARS

Max and Harry Still Swinging

CHICAGO—"The Gold Dust Twins" celebrated their 32d year in the coin machine business last Monday—a milestone by any yardstick.

For the few who don't know, the pair are Max and Harry Hurvich, who started their coin machine distributorship in Birmingham, in 1931. Max was in Chicago last week to attend the National Vendors Association convention—13th for the association, and 13th for Max.

A solid booster of all segments of the coin machine industry, the Hurvich brothers are also members of Music Operators of America and the National Automatic Merchandising Association. The list of their civic and philanthropic affiliations is a lengthy one and they have been a credit to their community and their chosen field—the coin machine business.

Billboard joins the coin machine industry in expressing its pride in the Hurvichs, wishing them good luck, health, much happiness, and at least 32 more swinging years. NICK BIRO

COINMEN IN THE NEWS

Denver Doings

Eastern Colorado operators were saddened in early March by the accidental death of Don Hammer, veteran phonograph and amusement machine operator with headquarters at Yuma, Colo. Hammer was answering a service call at Wray, Colo., at night when his car struck the back of a farm truck which had no tail lights or safety warnings. Hammer died instantly in the wreckage, according to State Police. . . . Pete Geritz, Rock-Ola distributor at Mountain Distributors, is putting in a full day daily at his desk, following a protracted seige of illness. . . . Harold Hold, formerly a partner in Draco Sales Company, Denver Wurlitzer distributorship, is reportedly rejoining the distributing firm as an active partner, following a few years of route operations in the mountain resort areas.

Sam and Dan Keys, officers of the newly formed Stereo Music, Inc., firm here, are planning to expand arcade installations in Denver and the suburbs, on the strength of highly successful operations of the past two years. In both years, well-equipped arcades have gone a long way to make up for somewhat lowered phonograph collections. . . . The end of several industrial strikes in Pueblo, Colo., has brought collections back to normal on phonograph and amusement machines, according to Bill Haeffner, Pueblo operator, who has added several new pieces to his string.

Operators in Denver are complaining that lowered volume in many locations has brought an unpleasant result—demands for excessively large location loans in new spots. Numerous operators who have hopefully investigated half a dozen new potential locations opening up in their areas, have given up after finding that loans were "out of reason." . . . Stereo Music, Inc., the new partnership of Sam Keys, Dan Keys and Marshall Pack, will add several new routes in the near future. . . . Robert Linville, operator of the Broadway Penny Arcade in downtown Denver, suffered a \$300 loss on March 16 when winds, which reached 95 miles an hour, blew the front windows out of his arcade building. The loss was not insured.

Frank Huber, partner with Glenn Pierce in operation of the Century-Supreme Music Company, Denver, is throwing out his chest over graduation of his son, Frank Jr., to flying 1,200-mile-per-hour jet fighters in the U. S. Air Force. Lieutenant Huber is a front-line fighter pilot. . . . Flying in his own airplane recently for a shopping tour of Denver distributors, was Herb Roggow, phonograph operator who, likewise, heads up a flying school in Las Vegas, N. M.

Milwaukee Mentions

Unsolicited testimonial from Leo Dinon, H. & G. Amusement Company: "We've racked up some very good results with our new Seeburg Console installations. Receipts have gone up in each instance." Joe Pelligrino, P. & P. Distributing Company, is vacationing in the East. This trip was made in order to visit his son Paul, working near Hartford, Conn., on an engineering assignment. . . . Coinmen stopping in to shop the record one-stops this week included the following: Elmer Schmitz, Hilbert; Jim Blanker, Marshfield; John Jesinski, Sheboygan; Chuck Hartman, Watertown, and Joe Roberts, West Bend Amusements. . . . Demand for pool tables is at a peak, according to Sam Hastings, Hastings Distributing Company. "Used pool tables are especially scarce," Hastings says. "The good ones go out as fast as they come in." . . . April meeting of the Milwaukee Phonograph Operators Association will be "strictly business," according to prexy Sam Hastings. Program plans have failed to jell for last two meetings. Still in the blueprint stages for the May and June sessions are an appearance by Bob Blundred, executive secretary of the Music Operators of America; an AMI service school and a talk on phonograph records by Stu Glassman, head of the Downtown Radio Doctors one-stop. . . . Frank Bartnik, Banaco Music, just back from a flying visit to his brother-in-law, Al Witalis, Western Music, in Cleveland, reports keen enthusiasm over that city's new lake-front airport. Bartnik's plans call for a flight to his hunting lodge in Canada during June, "when it warms up in that part of the country." . . . Route receipts have begun to show spring improvement, according to Glenn Geadtke, G. & W. Vendors. Back on the job after a vacation in the South is Geadtke's partner, Herb Wagner. . . . Baseball games continue to move at a good pace, according to Sam Cooper, Pioneer Sales & Service. But even bigger volume stems from the firm's new Rowe single cup coffee vending unit. . . . Nathan Victor, manager of S. L. London Music Company, received lots of congratulations last week on his 20th wedding anniversary. . . . Stop-ins at the United, Inc., headquarters this week, according to service foreman Mark Case, included Johnny Barros, Merrill; Ernie Feight, Rhinelander; and Clare Brunette, from way up in Escanaba, Mich.

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David Howle Named Head Of Rock-Ola Book Sales

CHICAGO—David P. Howle has joined the Rock-Ola Manufacturing Corporation as sales manager of the firm's newly formed Book-O-Mat Division. He was also elected a vice-president of the corporation.

Howle had been vice-president in charge of vending for the Williams Electronic Manufacturing Corporation, from whom

Rock-Ola recently purchased the Book-O-Mat.

He began his coin machine career as Southwestern sales representative of the Bally Manufacturing Company and in 1959 moved to Chicago as Bally's vending sales manager. Howle was instrumental in getting the Bally hot drink machine established as a leading beverage vender.

When Bally sold its hot drink machine to the Seeburg Corporation, Howle moved over to Seeburg as sales manager of the vending division.

Production on the Book-O-Mat and its sister machine, the Shop-O-Mat, is expected to get under way in about 60 days. The machines were introduced to the trade at the 1962 National Automatic Merchandising Association convention in San Francisco. Both units will vend a wide variety of items ranging in price from 5 cents to \$19.

UK Will Take Good Look at Payout Trade

LONDON — A census of United Kingdom fruit machine distributors, operators and location owners will soon get under way, according to Chancellor R. Maudling. Purpose of the survey is to consider new taxes on the payout machines.

Most of the major juke box distributors will be surveyed, as they also handle fruit machines. Prominent exceptions are Ditchburn Equipment, Lytham, Lancashire, and the Seeburg outlet.

LONDON—There is a census to be taken in the United Kingdom of fruit machine distributors, operators and site-owners. This is the significant gist

German Mfr. Dies

MUNICH — Karl-Heinz Urgatz, manufacturer of a soccer game and member of a pioneer German coin machine family, has died at the age of 44. Urgatz specialized in the development of coin games, primarily soccer games, which he believed were as much an essential fixture of taverns as their counter and stools. He died after an illness brought on by overwork in connection with a new factory for soccer game production at Niederbardenberg.

COURT SAYS STATE O.K. SUPERSEDES LOCAL BAN

LITTLE ROCK—The Arkansas Supreme Court has ruled that a municipality has no right to pass an ordinance banning pinball machines as long as State law specifically permits them.

The unanimous decision affirmed the ruling of the Clay County Chancery Court which held that the city of Piggott had no right to bar pinballs as a public nuisance. Piggott's 1962 ordinance had fixed a fine of from \$5 to \$25 a day for violators.

Mrs. Dena Eblen of the Paragould Music Company and several location owners had filed suit to enjoin the city from enforcing the ordinance.

The Supreme Court's ruling held that as long as no evidence of gambling was presented, the machines were not a public nuisance and that the State law was paramount.

Tom Sams Joins Sheldon Sales in Upstate New York

CHICAGO — Tom Sams, a 16-year coin machine veteran and vice-president and sales manager of Rowe-AC Services, last week joined Sheldon Sales, Buffalo, N. Y., full-line distributor for Rowe-AC.



TOM SAMS

Sams joins owners Leroy Bergman and John Cooper in the management of the distributorship. Sams' duties at Rowe-AC have been assumed by Fred Pollak, vice-president in charge of marketing.

Though only 35, Sams has had an almost meteoric career in the coin machine field. He started as an executive with the old Coin Machine Acceptance Corporation, working under E. R. Ratajack for some four years.

He later joined AMI Corporation, again working under Rat-

ajack as West Coast district sales manager. He was promoted to assistant director of sales, moving to Grand Rapids, Mich., AMI's home office, and later director of sales.

Shortly after AMI was purchased by Automatic Canteen Company of America, Sams came to Chicago as vice-president in charge of sales for the phonograph division, and was promoted to vice-president in charge of sales for all products six months ago.

The Rowe-AC sales staff threw a farewell luncheon for Sams last week at which time he was presented with a gold desk set.

Talarico and Knoner Sell 30-piece Route

MEMPHIS—Michael Talarico and John Knoner, owners of K & T Amusement Company, last week sold their route to Popular Tunes Music Service for a reported \$25,000. About 30 pieces of equipment changed hands.

John Novarese and Joe Cugghi are partners in Popular Tunes.

Talarico and Knoner are both employees of a railroad and built the route over a period of six years in their spare time. They had the equipment in 18 locations.

Veteran Mississippi Operator Dies at 66

HOLLY SPRINGS, Miss. — Mahon Jones, owner of Jones Amusement Company, first music and game operator in Holly Springs, died last week of a heart attack as he stood to introduce a guest at the Rotary Club luncheon. He was 66.

Jones started in the business in 1936. He leaves his wife, married daughter and minor son. His son-in-law, Bubba Slayden, worked for Jones and is expected to carry on operation of the route.



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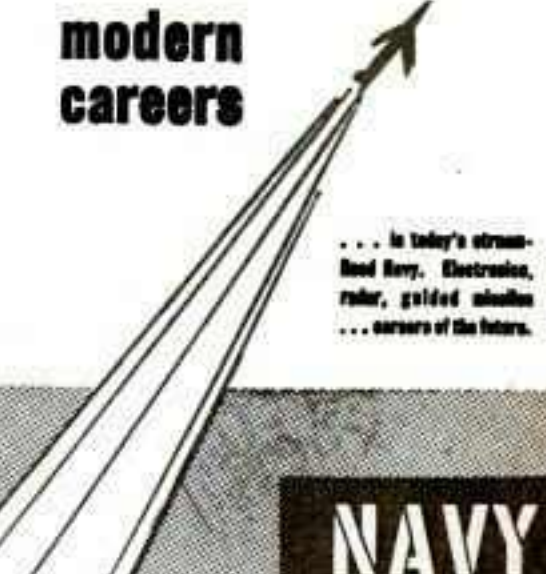
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Occupation

O'er Hill & Dale Go the Kisers

• Continued from page 54

sign, inside the glass, and above the play window, which names the restaurant. For example, in a downtown Durango restaurant called the Western Steak, the billboard states simply "The Western Steak features stereo music!" Frequently, cartoons are included, or even photographs of an owner, where the stop is what the Kisers call a "Personality matter."

Great believers in shilling, the Kisers keep a role of change for shilling the box in the cash register at every commercial location, with standard instructions to location owners, waitresses and bartenders to start to ball rolling with a coin whenever there is any slackening off of customer play.

Spanish Music

Because there are many people of Spanish extraction in the New Mexico, Arizona and Colorado towns involved, the Kisers subscribe to

Spanish-American newspaper, keep track of the music which is popular with readers, and makes sure that it is on the spindles. It isn't unusual to program more than 100 popular Spanish numbers in a tavern location, with good play results on each—and whatever the top hit may be in Old Mexico, the chances are that it will turn up on the Kiser spindle long before the average operator hears it.

Both Kisers are members of boards, committees, social and business organizations, carry business cards which identify them with phonograph and amusement machine operations, and do a lot of hand shaking. The net results of some 10 hours of work per day for each man, plus personality rapport is that this 50-phonograph route, in what seems to be a badly isolated area, pays returns equal to many 100-stop routes in other parts of the country.

'Expose' Article Angers British Juke Box Ops

By JOHN THOMPSON

LONDON—The juke box industry in the United Kingdom is angry about a press attack on its honesty.

In an article in The People, national Sunday newspaper of

the "expose" policy, Michael Dale, under the caption "The Juke Box Kids Have Rumbled Them at Last," claims that the juke boxes "are losing their glitter," and that operators' take has declined this past two years

because the machines "cheat" by frequently taking several coin-slottings for a single play.

Operators feel the income decline is caused by competition from fruit machines in the same locations (Billboard, April 6).

The writer quotes Ditchburn Equipment, Ltd., of Lytham, Lancashire, as concurring. But an executive of the firm told Billboard: "No one identifying himself as a journalist for The People has spoken to a responsible official of Ditchburn."

Dale claims that operators frequently get as much as three shillings for one play of a disk, particularly from wall box systems.

Citing a Kensington tavern, the Three Kings, an investigator selected a Petula Clark disk in one bar and the same disk in another bar. "The juke box played the record once. Then it went quiet until an entirely different selection was made," Dale states. Similar experiences were found in juke boxes in Manchester and Edinburgh.

"That means extra 'lolly' (UK vernacular for cash) for the men who make money from these machines," he writes. And he claims, "But it was no accident," or fault in the machine."

Tradesters' view of the article is "it's unreasonable." Michael Green, field executive of Phonographic Equipment, Ltd., big London distributing-operator, said: "The facts are nearly all wrong. Most juke boxes will play a pre-selection again once the original selection is playing."

MOA to Fore Again

• Continued from page 53

to cite the economic reasons with maintaining the exemption, and the logic of MOA's argument has impressed the legislators sufficiently to have the Celler bills killed.

This year MOA will have a more difficult fight. The advocates for removal of the exemption are well organized, and the specific bill appears to be better drawn up than its predecessors.

It seems a shame, though, that MOA, fighting the battle for all operators, is acutally supported only by a few hundred dues-paying members.

If the latest version passes—a possibility that is far from remote—the hundreds of operators who thought enough of their industry to support its trade association will be in the same predicament as the thousands of free loaders.

And that would be a greater injustice than the passage of the bill itself.

MOA Has Rosy Spring Outlook

• Continued from page 53

elected to the MOA board: Henry Leyser, California; William Anderson, West Virginia; Jack Bess, Virginia; Mrs. Millie McCarthy, New York, and Bob Lindelof, Illinois.

George A. Miller, MOA past-president, now legislative and insurance counselor, reported that MOA has asked Congress for a postponement on hearings scheduled on a pair of new copyright exemption bills.

The most imminent bill (H.R. 5174) slated for hearing May 2-3, would provide for the elimination of the copyright exemption on music machines and require an annual \$5 per machine payment to be made directly to the Copyright office in the Library of Congress.

(Earlier bills required payments to be made directly to the licensing agencies, with supervision by a committee of three, representing the operators, the societies and MOA managing director Robert Blundred reported:

It is a matter of sometimes waiting turn for the rotor to deal with other selections positioned prior to the desired repeat.

Mike Elliott, accounts executive of Ruffler & Walker, Ltd., another big London operator, agreed with most of the article, but added: "But it forgets to say that the kids go to the site-owner and ask for their money back (sixpence, usually). They might get a fishy eye, but they get a refund in the majority of cases."

In his firm's experience, "On average, out of a juke box's weekly £10 take there is about five shillings (75¢) extra to the number of plays on the indicator."

Elliott looks forward to the development of signal light circuits for all juke boxes, which would advise players when the machine is clear for selection.

Meantime, the newspaper "expose" has provoked mixed feelings in the juke box trade from irate "Let's sue," contemplations to intramural arguments about the article's factual accuracy.

Concluded one major London operator: "So juke boxes are in the news. It's gotta be good for business." (The public.)

Kansas Ruling

• Continued from page 53

tiari for a review in the federal courts.

If this tactic fails, Cook said he would then initiate another suit in the United States District Court.

Meanwhile, Cook pointed out that the injunction prohibiting the city from enforcing the ordinance is still in effect and will continue until the final disposition of the case.

• An addition of over 100 members in the past six months.

• The beginning of a survey on location contracts.

• The development of an "Invitation to Exhibit" kit for the 1963 MOA convention.

• Increase in requests from operators for guidance on route administration and operating techniques.

A suggestion that Hirsh de La Viez, Washington operator, handle the entertainment for the MOA banquet, was referred to the entertainment committee.

De La Viez handled entertainment in the old lush days when record manufacturers used to vie for a place on the program which regularly featured many of the top recording artists in the country, and ran as long as five hours.

Ted Nichols, Nebraska, chairman of the program committee, said that forum discussions at the convention would cover the following: Programming, taxes and legislation, administration and management, plus the scheduling of several manufacturer workshops and a sessions for various State associations to be charmaned by Joe Silverman, Philadelphia.

Other discussion covered the adoption of a code of ethics and a suggestion from Millie McCarthy, New York, that the association consider establishing a training school for mechanics—possibly in connection with universities and colleges. She noted that such a program was recently set up for vending personnel by NAMA.

Cross Country

• Continued from page 53

The gate may also be opened by hitting A-B-C-D swings. The gate then remains open until a ball is shot through the gate by flipper action, returning the ball to the shooter channel for more play.

The number of free balls a player may receive during one game depends entirely on his skill in opening and flipping a ball through the gate.

Another new Cross-Country feature appears on the back glass: triple skill-selectable routes across the map for coast-to-coast specials. Players select red, blue or green routes at the start of the game by shooting the first ball over the corresponding rollers.

Each route consists of 10 stations. Hitting the A-B-C-D swings advances the selected route light to the next station. Hitting station 10 scores a special. Advances on all the routes are held over from game to game.

Cross-Country can be operated with or without a match-score feature.

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50 slightly used 35.00	Candid Camera 95
VENDO SET	Chester Pollard Football 85
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2 Pre-Select Ice Cream	Exhibit Hi-Ball 95
Matched set, complete with Modular Fronts, \$1,095.00.	Cross Country Drive-mobile 250
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	Road Racer 325
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	Auto Foto Model 12 2,750
	Auto Foto Model 14 Write Casitol Midget Movies 110
	Millis Panoram 325
	Bally Sharp Shooter 250
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	Carnival 135
	Ex. Space Gun 95
	Crusader 245
	Genco Sky Gunner 110
	Genco Wild West 195
	Genco Circus Gun
	Rifle 275
	Gun Smoke 225
	Hercules 295
	Keeney Sportsman 150
	Keeney Air Raider 150
	Midway Shooting Gallery 175
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NEW YORK HOLLYWOOD CHICAGO ST. LOUIS NASHVILLE LONDON RIO DE JANEIRO BUENOS AIRES

New Celler Bill Is Toughest Yet

• Continued from page 53


1909 exemption for coin-operated music boxes. Juke box operators will insist that the 1909 exemption was knowingly inserted, and is survival necessity for what is essentially a small business operation. Operators will point to claims by West German operators (GEMA) that music performance license collection is killing their industry over there.

But there are some new elements. A major thrust will come from the mammoth revision of the 1909 Copyright Act, which will be in hearing stage possibly by the end of the 88th Congress. The widespread and quickening interest of government and of all copyright-based industries in the

Indies Handle Vendronics

CHICAGO—In last week's Billboard's it was erroneously stated that Vendronics' new currency changer is nationally distributed by Modern Coin Company, Cincinnati, headed by Willard Walton. Modern Coin is not a Vendronics distributor. The machines are handled by independent distributors around the country, all under Vendronics supervision.

Rowe AMi Music makes martinis drier



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revision has made many more congressmen and senators aware of the need for new copyright legislation for U. S. domestic and international copyright dealings.

The Copyright Office has deliberately omitted all consideration of the juke box aspect of the 1909 Act and left it squarely up to Congress to decide. But the parent Library of Congress and the Copyright Office make no secret of their urgent hope that what they term an "anomaly" in the old law will be cleared away before final revision terms go into law.

There is, too, a slightly different make-up in the Willis subcommittee, which has, in previous years, refused to vote out an anti-exemption bill after hearing a stream of grass-roots spokesmen for the juke box operators plead for "no ASCAP tax" and offer instead to pay more mechanical royalties on records used in juke play "to make sure the money goes to

Hub Distribbs To Show Line At Open House

BOSTON—Music and Vending Corporation, new Rock-Ola distributor here, is holding an open house here April 22-26 to show the complete Rock-Ola juke box and vending line.

Music and Vending Corporation is the distributorship formed here recently by Al Levine and Al Simon. Simon is also Rock-Ola distributor in New York.

Levine has been sales manager of Redd Distributing Company here since 1955 and was previously associated with numerous other coin machine firms.

The new firm covers the States of Maine, Massachusetts, New Hampshire, Vermont and Rhode Island. David C. Rockola noted that the new firm would materially strengthen Rock-Ola Eastern distribution.

Coinman G. Smith Dies in Chicago

CHICAGO—Gene Smith, 72, veteran coinman with Atlas Music here, died last week of a heart attack. Smith had been living in Peoria, Ill., covering the down-State Illinois territory. Funeral was in Peoria last week with burial in his home town of Rossville, Ill.

Smith had been with the Chicago AMI distributorship since 1948, joining Atlas when it was bought by Automatic Canteen Company of America and given the AMI franchise three years ago. Smith was a widower and leaves no immediate family.

those songwriters who have really earned it."

Gone from the Republican ranks of the subcommittee are Rep. William Cramer (R., Fla.) and Rep. James Battin (R., Mont.). Replacing them are Representatives Cahill (R., N. J.) and Martin (R., Calif.). The Democratic member, Representative Loser (D., Tenn.), has been replaced by Representative St. Onge (D., Conn.).

Remaining members of the 10-man group are Chairman Willis (D., La.), Reps. William

Tuck (D., Va.), Roland Libonati (D., Ill.), Herman D. Toll (D., Pa.), Robert Kastenmeyer (D., Wis.), John Lindsay (R., N. Y.) and Charles Mathias (R., Md.).

Other administrative details of the Celler bill: The Performing Rights Administrator can make and/or amend rules and regulations on the manner of payment and distribution of license fees, subject to approval by Library of Congress. The administrator's distribution decisions will be final unless within 60 days a right-to-share claim is brought

to U. S. District Court for the District of Columbia.

If action is brought, the administrator will withhold from distribution an amount large enough to satisfy all claims subject to judicial review and distribute the rest. Total expense of the new Performing Rights Administration Office will come out of the license fees collected. To set up the office, there would be a government appropriation, which would be paid back to treasury over a 10-year period out of the license fees collected.

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- Completing Royal Flush lites "Special"
- Hitting all 4 Drop Targets after completing Royal Flush lites "Special"

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BUY THE BEST—BUY WILLIAMS

Report From Britain

• Continued from page 58

become scarce, relative to the available market.

Scottish Symphonic

GLASGOW — Rae Higgins, technical sales executive of Sym-play, Ltd., said his firm has se-

cured its first Symphonie wall-box type juke box installation in a Glasgow cafe.

The firm, which uses a house trailer showroom, behind a Landrover vehicle, for sales promotion on-the-spot, has recently been paying much attention to

the Scottish Lothians and Clyde-side as operating territory.

Old Box Available

LONDON—The ancient prototype juke box, the Polyphon, made in Germany, is still available in the United Kingdom.

Arnold J. Swanson, of 11th century Notley Abbey, Buckinghamshire, acquired one recently.

One of these penny-operated machines is owned by P. Foste-

kew, Bagshot Lea, Surrey. This Polyphon is said to be 130 years old, plays steel disks of music hall melodies, and was originally part of the amusements on Brighton pier.

Elliott Is Father

LONDON—Mike Elliott, accounts executive of Ruffler and Walker, Ltd., London-Rock-Ola distributors, announces the birth of his first child, a girl, recently. Both mother and child are "doing fine," he stated. He is planning a celebration party "for trade associates and personal friends," around baptism time in a few weeks.

Colliers Dig Classics

NOTTINGHAM — Longhair music by juke boxes is the preference of coal miners of tiny Welbeck Village, Nottinghamshire, John Henderson, head of Seeburg (G.B.), Ltd., confides.

The colliers have installed a Seeburg LP stereo console unit in their mine-adjacent social club, with a magazine of classical and semi-classical albums.

Operator is E. W. Woolhouse, of Nottingham. The Seeburg console was one of the first installations of firm's extra-elegant LP unit in the north of England since its debut here last fall. Coin take from longhair plays is reported "excellent."

Price Moves

• Continued from page 57

equipment and vacuum plating machines will be installed in the new plant. He added that the one-story building is in an area with ample parking facilities.

Meanwhile, Price said that he will continue with the drawing for the Falcon station wagon for the second successive year. This

UK Will Take Look

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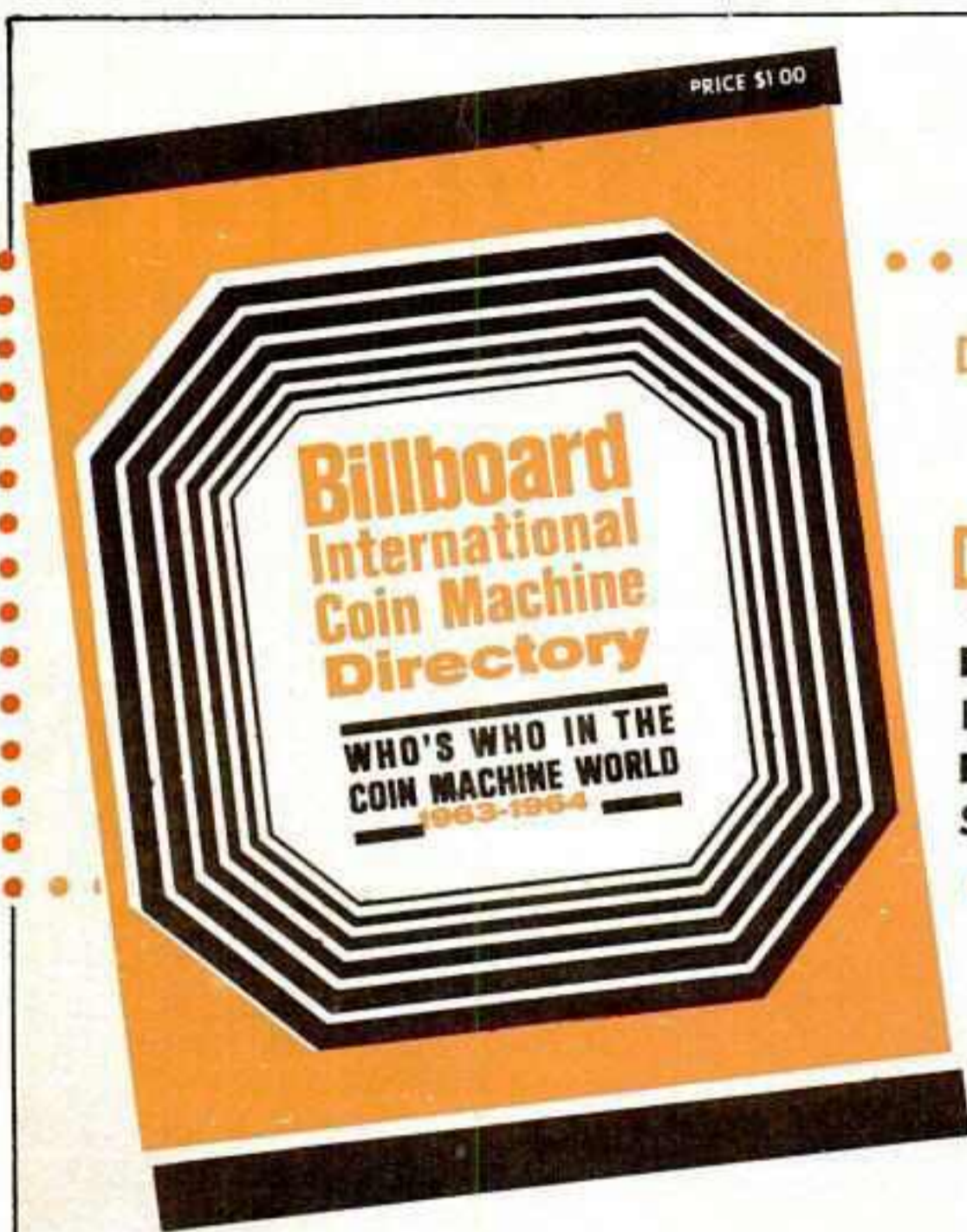
of the UK Budget Speech by Chancellor R. Maudling last week (3) as it affects the coin-equipment trade in Britain.

Certain to be proscribed on the revenuers' new roster are most of the major juke box distributing-operators in the UK. Phonographic Equipment Ltd., Perrett Automatics Ltd., Bell-Fruit Ltd. (Nottingham), Cough-trey's Automatic Supplies, Peter Simper & Company Ltd., Auto-Slot Sales Ltd., Ruffler & Walker Ltd., Mar-Matic Sales Ltd. and Krafts Automatics Ltd. will be heading the Customs' roll call. Ditchburn Equipment doesn't handle fruits and is in the clear.

The news has produced uneasy reactions from fruit machine distributors and operators alike. The Exchequer's intent is feared for its effects upon the now-opening territory in taverns. With innkeepers and brewers becoming somewhat reassured about the value of fruits in pubs, when token-operated as they must be, since the Licensed Victuallers' Trade Fair last month, the prospect of direct taxation and Customs surveillance could militate against sales.

year's prize went to Paul Guy-nes, of Graff Vending, Dallas, at the recent National Vendors Association convention.

The contest, which went into effect April 1, has the following rules: Each operator gets one ticket for his first purchase of \$1,200 and an additional ticket for each additional \$100 purchase. The winning ticket will be drawn in Miami next April at the 1964 NVA convention. Previous winners are not eligible.



Date of Issue: May 20, 1963

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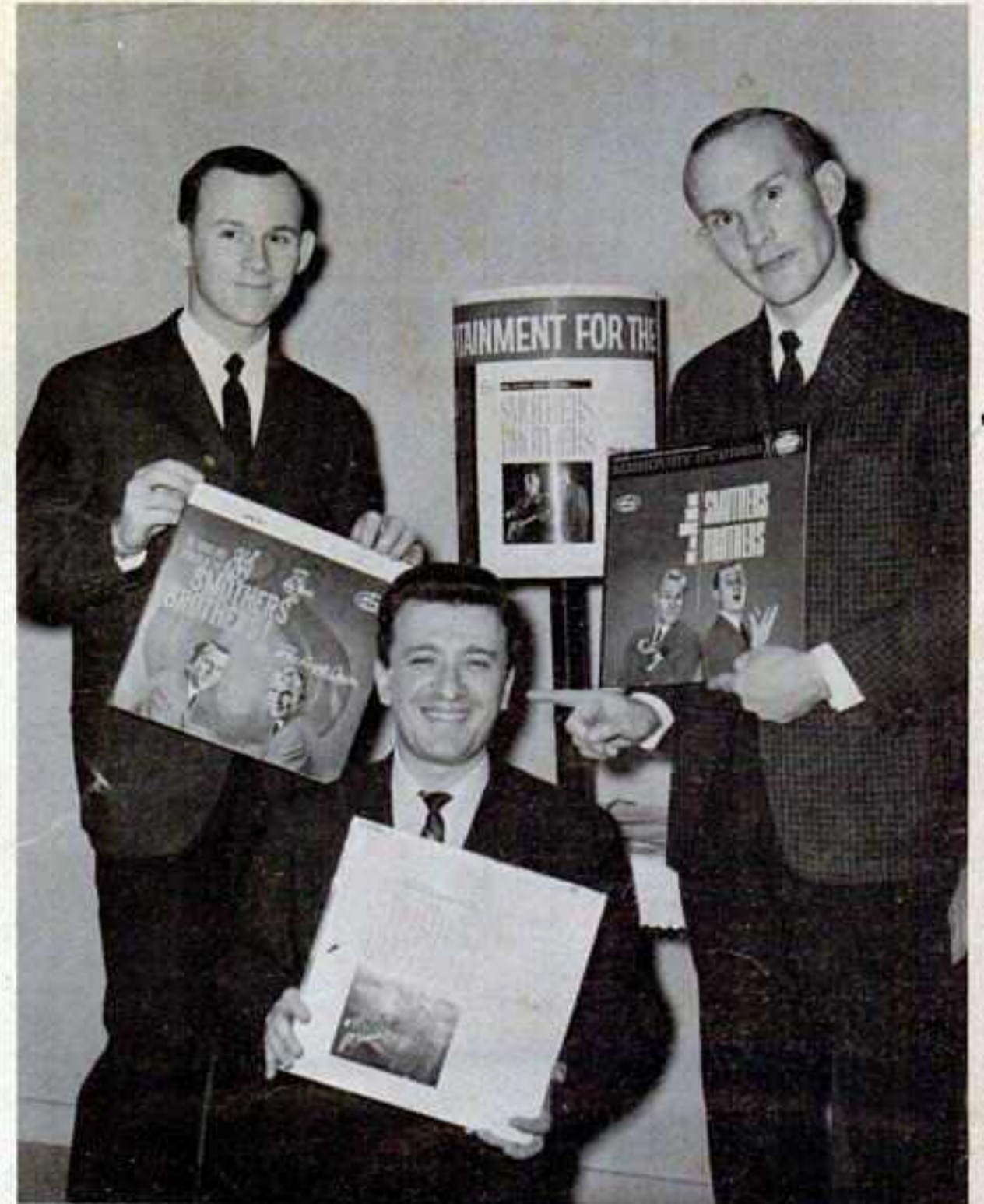
HOTTEST COMBO OF THE YEAR Seeburg's exciting new combination remote selector and speaker unit is actually a miniature stereo phonograph. It does everything but spin records... a perfect companion in style and performance for the new LP Console. It features albums, true stereo sound, and it's personalized. And it has an exclusive new name, too... **Seeburg Stereo Consolette.**

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WHEN IN ROME: During filming of "Gidget Goes to Rome" for Columbia Pictures, Jimmy Darren and Cindy Carol attract crowds along banks of Tiber. Darren will cut two bilingual songs for film, "Big

Italian Moon" and "Gegetta," to be released by Colpix Records in July concurrent with release of picture.



MERCURY FOLKS: Mercury's George Balos, center, gets nods of approval for his cylindrical light and motion display piece from the Smothers Brothers, in Chicago on concert tour and stopover at home office.

Billboard PHOTO GALLERY OF Newsmakers



RIO BASH: CBS Records played host to press and TV at the Copacabana Palace Hotel, Rio, to introduce staff. Shown, left to right, are Evandro Ribeiro, CBS Brazil; Robert McColgin, sound engineer; Peter de Rougemont, European representative; E. W. Pugh Jr., financial v.-p.

from New York; H. E. Morris, Brazilian Odeon (EMI group); Hervey Schein, International Operations, and Maria Esther Davis, International repertory manager of Orfeo and CBS in Buenos Aires.



NEW BOSSA: Brazilian composer and conductor Paulo Alencar presents copy of his Atco album, "Jazza Nova," to Wilma Storch of Brazilian Government Trade Bureau.



ENCORE PLAYBACK: Serious concentration is keynote of session playback of Stan Getz's latest Verve LP, "Jazz Samba Encore." Shown, left to right: Getz, Creed Taylor, Luiz Bonfá, Marie Toledo.



S. A. SHOPKEEP: At grand opening of new record shop Cadena Serrana, in Caracas, manager C. Rada is congratulated by Stanley Steinhauss, president of Ronde of Venezuela, while disk jockey Clemente Vargas Jr. adds good wishes.



HIMSELF: "Mr. Ambassador" Louis Armstrong disembarks with Mrs. A. in Wellington, New Zealand, for tour. On hand for arrival was entrepreneur Harry M. Miller.



HUDDLE: Scepter Records' Chuck Jackson discusses session with a.&r. man Ed Townsend. Tuned in are (left to right) execs Marvin Schlacter, Florence Greenberg, Paul Cantor.

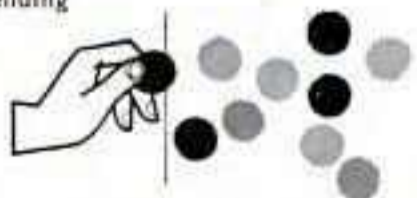
what's all this jazz?



All this jazz, to put it factually if a little breathlessly, is the new Rowe AMI coin-operated phonograph. It's realistically priced; it gives you programming flexibility—change from 200 selections to 160, or 100, or right back again; it delivers the orbital sound of Stereo Round* without remote speakers; it has a dramatic, full-width personalization panel; a "Top Talent" tune display that eliminates "double" title strips; it has loads of salesmanship in its constantly changing light, color movement; it has a diamond stylus good for 50,000 plays.

Tell you what. Why not see your Rowe AC Services distributor today? He can give you the full story a little less breathlessly.

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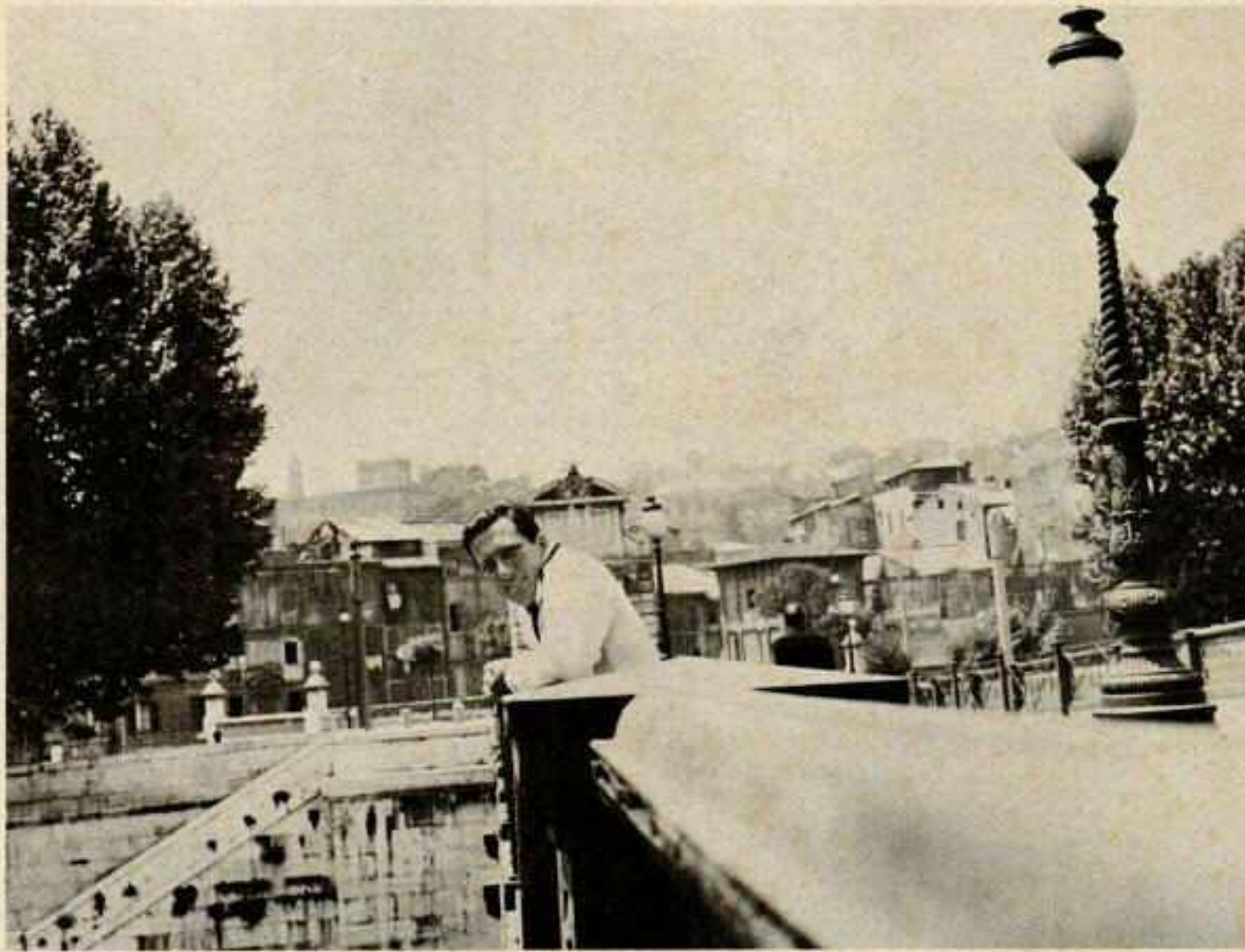


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MAN IN ROME: This is not a movie set. It's Rome, and Andy Williams is standing on top of Spanish Steps (which lead to the Church of the Trinity).

Williams taped first TV show in Rome two weeks ago.



FANS ALL OVER: Score of Frankie Laine fans jam into Blue Room of the Roosevelt Hotel in New Orleans as singer closes two-week engagement.

So many showed up that they were given permission to sit on bandstand with the ork.



SONG TO REMEMBER: Publisher Hal Cook presents Vito Samela, Capitol's national singles sales manager, with Billboard Award for firm's No. 1 single,

"Sukiyaki," by Kyu Sakamoto, at New York's Tokyo Sukiyaki Restaurant.

Billboard PHOTO GALLERY OF Newsmakers



LITTLE PEGGY MARCH wanted to be a princess and she gets her wish as she's crowned Princess of the Naval Air Station of Willow Grove, Pa., by naval air company.



HUBERT LONG, head of Moss Design, signs Walter Haynesa, writer president in charge of writer current clicks: "Still," "Black Cloud."



RALPH WILLIAMS (r), manager of custom records for RCA Victor, and Carl Reinschild (l) manager general custom sales, congratulate Richard Bylandt on 15th anniversary with department.



DAMITO JO and Australian swim champ Murray Rose have fun during filming of her TV show in Sydney. Show was taped during thrush's first Australian engagement at Andre's.




AN ENTHUSIASTIC Franck Pourcel greets tired Ray Charles after latter's sensational show at Olympia Theater in Paris recently. Charles scored a "Triomphe."



PULLING FIRST COPY of "Hits From Hollywood" LP off Australian press is Carmen Cavallaro. Scene was Sydney's Chequers night club. Festival's Roy Atkinson watches.

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