

# Billboard

The International Music-Record Newsweekly

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



★ NATIONAL BREAKOUTS

DO THE BIRD . . .

Dee Dee Sharp, Cameo 244

THAT'S ALL . . .

Rick Nelson, Imperial 5910

★ 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.

BABY WORKOUT . . .

Jackie Wilson, Brunswick 55239 (Merrimac, BMI) (New York)

AM I THAT EASY TO FORGET . . .

"Little Esther" Phillips, Lenox 5560 (Four Star, BMI) (Chicago)

OVER THE MOUNTAIN (Across the Sea) . . .

Bobby Vinton, Epic 9577 (Arc, BMI) (New Orleans)

I GOT BURNED . . .

Ral Donner, Reprise 20141 (Donner, BMI) (Chicago)

PICKIN' COTTON . . .

Al Hirt, RCA Victor 8128 (Hirt, ASCAP) (New Orleans)

DAYS OF WINE AND ROSES . . .

Andy Williams, Columbia 42674 (Witmark, ASCAP) (Philadelphia)

DON'T MENTION MY NAME . . .

Shepard Sisters, Atlantic 2176 (Bobob, ASCAP) (Hartford)

HUM DIDDY DOO . . .

Fats Domino, Imperial 5909 (Travis, BMI) (Atlanta)

I WILL FOLLOW HIM . . .

Little Peggy March, RCA Victor 8139 (Leeds, ASCAP) (Detroit)

BABY DOLL . . .

Carlo, Laurie 3151 (Mirsula & Just, BMI) (Hartford)

I MISS YOU ALREADY . . .

Jimmy Elledge, RCA Victor 8136 (Tree, BMI) (Memphis-Nashville)

SHOOK UP OVER YOU . . .

Dee Clark, Vee Jay 487 (Pamtec, BMI) (St. Louis)

WHITE LEVIS . . .

Majorettes, Troy 1000 (House of Fortune, BMI) (Houston)

ALBUMS

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

## Bobby Darin Buys Csida-Burton Firms

HOLLYWOOD — Bobby Darin has purchased the four large publishing firms owned by Joe Csida and Ed Burton for a price reported to be about \$500,000. The companies purchased by the singer include the Csida-Burton BMI firms, Trinity, Adaris and Edgar Music, and the ASCAP firm, Towne Music, as well as Csida and Burton's full share of Burton Music, Ltd., of England, Trinity of Germany and Trinity of Australia and New Zealand.

About a month ago Darin set up his own independent record production operation whereby he will record masters with other artists and on which Capitol Records has first option.

The production firm is TM, Inc., and this is the firm which bought the Csida-Burton properties. Darin now has a combined music-record operation in addition to his own activities as a performer.

Keep Talent Firm

The purchase by Darin is only for the Csida-Burton music firms, not the talent management.

*Continued on page 8*

## Kenin on Big Board

NEW YORK — Herman Kenin, president of the American Federation of Musicians (AFM), has been appointed vice-president and member of the AFL-CIO executive council.

## Reprise Inks Erroll Garner

HOLLYWOOD — Erroll Garner signed last week with Reprise Records, adding a major sales-proven talent property to the Frank Sinatra label's burgeoning roster. The deal was concluded through Garner's own independent production firm, Octave Records, which will continue to produce Garner's recordings for release at Reprise.

Reprise's first Garner release will be "The World Concert" LP, his first live concert recording since his top-selling "Concert by the Sea" package. The latter was issued by Columbia in 1956 and reportedly sold more than 900,000 copies. "The World Concert" album, to be released domestically by Reprise in mid-March, was produced by Octave Records during Garner's week-long concert series at last year's Seattle World's Fair.

By bringing Garner into its fold, Reprise also acquires the sound track album from "A New Kind of Love," Paramount's Paul Newman-Joanne Woodward film for which Garner is composing special music.

Reprise plans to throw full promotion weight behind its Garner "Concert" LP kick-off. As part of the heavy drum-

*Continued on page 8*

# Victor, Columbia Set Torrid Pace In Singles Derby

By BOB ROLONTZ

NEW YORK—For the first time in many years RCA Victor and Columbia Records are simultaneously topping all other record firms on the singles charts. Both the big companies, as of this week, have eight singles each on the charts, almost double any other firm.

For Victor this is an expansion of the hot singles pace that it has set for the industry during the past four years—with this year, so far, showing exceptional singles sales (see story Page 4). For Columbia it is a remarkable resurgence, for the firm has not been this hot in singles in nearly five years. (Story, Page 4.)

A more imposing angle about this substantial lead the two largest American record firms hold is that most of the records are solid hits. Columbia, for instance, has three singles in the top 10 of the Billboard "Hot 100" chart. Victor has three in the top 20. And both firms have other records coming up on the "Bubbling" chart. Columbia has four on this week, and Victor has one.

All of the Victor records on

*(Continued on page 4)*

## VICTOR SECRET TO BE LET OUT: IT'S NEW SOUND

NEW YORK—The hush-hush press conference being held by RCA Victor Monday (25) at Princeton, N. J., concerns a new development in sound on records. According to reports from Victor distributors, who have been visited by Victor record executives over the past few weeks, the new development is reported to be "the best sound ever on records." The new sound is said to involve a major advance in recording techniques. Victor's entire March LP release will be in the new sound process.



HOLLYWOOD—Capitol has launched all-out sales drive in behalf of Dick Dale's "Surfer's Choice" LP with goal of hitting 100,000 mark within 30 days. Picture shows Dale getting applause from Francis M. Scott, Cap director of business, while Dick's father and manager, Jim Monsour, holds copy of album that is hot on Coast.

# Broadcasters Ready Battle on Fees

By SAM CHASE

NEW YORK—A "substantial reduction in licensing fees" paid by radio broadcasters to ASCAP, BMI and SESAC is the announced goal of the All-Industry Radio Music License Committee, after a meeting here this week. It was the first shot in what will likely be a long, drawn-out negotiating battle. ASCAP licenses with radio stations expire next December 31, while BMI's terminate on March 11, 1964. There is no uniform expiration date for SESAC licenses.

It was obvious after the meeting that special attention will be given to SESAC by the committee. While the attitude toward ASCAP and BMI renewals centers mainly around the amount to be paid for the music supplied by these two licensing

groups, it was learned that the feeling expressed about SESAC at the meeting was quite different, with the group specifically indicating its total dissatisfaction with the present licensing arrangement.

Some of the questions which the committee discussed concerned the size and scope of the SESAC catalog in terms of its usefulness for radio play, in the light of the licensing costs. Obviously, this will become a major bargaining issue.

The committee is known to have decried its inability to secure a complete catalog of copyrights controlled by SESAC. It stressed its consequent difficulty in assessing the extent to which SESAC music is used or desired for radio play.

Another difference between SESAC and the other two li-

censing groups discussed is that ASCAP and BMI currently operate under the conditions of a consent decree which does not apply to SESAC. The radio broadcasters' committee is understood to feel that the latter group should not have any more bargaining advantage than the other two organizations. It also is known to have discussed the fact that lack of thorough knowledge of the SESAC catalog creates a constant threat of copyright infringement.

While the radio pot simmers, TV negotiations for license renewals currently await legal clarification on the question of clearance at the source; that is, pre-payment of the licensing fee by the originator of program rather than by the stations that play them. A denial of this move by the impartial arbitrator was

unsuccessfully appealed to the Supreme Court, which did not review the case. A new appeal to a lower court is pending. Inasmuch as radio today has neither the extensive networking nor the wide use of syndicated programs that exist in TV, clearance at the source is not an issue in the radio negotiations about to get under way.

The chairman of the All-Industry Radio Group, Robert T. Mason of WMRN, Marion, Ohio, has been making the rounds of State broadcasting group meetings and regional conferences, enlisting financial support for the negotiating fight ahead. There are 17 broadcasters on the committee, legal counsel for which is the firm of McGoldrick, Dannett, Horowitz & Golub.



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SEE THE COLORFUL TAMLA/MOTOWN/GORDY STORY AT THE CENTERFOLD AND ON PAGE 33

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# Col. Reveals Groove Process

NEW YORK—Columbia Records revealed this week that for the past six months it has been using what it called "exclusive new master groove-cutting technique." A spokesman said that this new process of cutting has resulted in greater clarity of reproduction and greater longevity for disks. The new process was developed through Columbia's association with CBS Laboratories.

In a statement to the press, Columbia noted that the process "measurably cuts down distortion to insure optimum vertical tracking. This optimum tracking is achieved by compensating for the spring back within the lacquer."

A more technical description of the process goes on to explain: "This new method of cutting the grooves differs from standard procedures in that the

## Pitt's Price War Just a Skirmish

PITTSBURGH—A record album battle described as "a skirmish rather than a war" lasted five days before ending on February 18.

It began with Eiben & Irr, a variety store on Wood St. in downtown Pittsburgh, reducing the price of all monaural LP's in its stock to \$2.37.

The following day Gimbels' carried ads in both Pittsburgh dailies reducing its albums to \$2.32. The two other major department stores, Kaufmann's and Horne's, followed suit but without advertising the reduction in the papers. Stereo LP's were also lowered, such as the London label going at \$3.19 instead of the regular \$5.98.

Larry Flanagan, record department manager at Eiben & Irr's, said that the price reduction is nothing new at his company since it holds such sales several times yearly in order to spur business. He disclosed that LP business spurted 54 per cent over average during the five-day duration of the "war."

## DEPARTMENTS & FEATURES

➤ General	
Talent	10
Country Music	14
Rhythm & Blues	16
Folk Music	18
➤ Music Pop Charts	
Hot 100	24
Page 1 Singles	1
Top LP's	46
Page 1 Albums	48
Honor Roll of Hits	49
Hot Country Singles	14
Hot R.&B. Singles	16
➤ Record Reviews	
LP Reviews	31
Singles Reviews	26
➤ International	
Hits of the World	20
Int'l News Reports	22
Int'l Exchange	50
➤ Radio-TV Programming	
Programming Newsletter	54
Ready-to-Go Programming	55
➤ Phono-Tape Merchandising	
Equipment Newsletter	56
Best Selling Phonos	59
➤ Coin Machine Operating	
Music Machine Programming	62
Double-Play Disks	62
Bulk Vending	64
Buyers & Sellers	
Classified Mart	58

disparity between geometric axis and the actual axis of the vertical modulation is corrected."

The company claims that the technique was first used by them in the production of the

stereo test record STR 111, which was made available to the public in October 1962. It also says that the new method is in use in all current Columbia releases masterworks and pop.

## GIL FAGGEN BECOMES BILLBOARD RADIO ED

NEW YORK—Gilbert S. Faggen has been named radio-TV programming editor of Billboard, it was announced this week by Sam Chase, editor-in-chief. Faggen will replace Charles Sinclair, who has resigned to become executive editor at Sponsor Magazine. Faggen will assume his duties March 4.

A broad career at the radio firing line marks Faggen's background. Most recently he was program director at WIRE, Indianapolis. Prior to that position he was program manager of WJAS AM-FM, the NBC-owned operation in Pittsburgh, which he converted to "balanced music" operation.

From August 1957 to June 1961, Faggen was employed at KYW, the Westinghouse operation in Cleveland, where he functioned as operations manager and director of programming. With the same station, he also was director of spot sales development, and public affairs and special events director between 1957 and 1960. From 1954 to 1956, he was production director of WPEN AM-FM, Philadelphia, for which he produced and programmed the 950 Club, Philadelphia's top-rated radio show at that time, and what is regarded as the original teen-age show featuring dancing in the studio to music played on the air.

During this latter period Faggen also functioned simultaneously as an independent producer with WPTZ-TV and Grady-Hurst Productions in Philadelphia, writing and producing two weekly 30-minute variety TV shows which were among the pioneer bandstand type shows, and for which he was responsible for booking guests and programming.

A journalism student in college, Faggen is a graduate of Temple University and the University of Pennsylvania. From 1950 through 1953, he served with the U. S. Air Force, including a hitch in Korea where he flew as a pilot and served as aide to the Commanding General, 9th Air Force.

## Sonny Burke Named Reprise A.&R. Exec

HOLLYWOOD — Sonny Burke has been appointed to an over-all executive a.&r. position with Reprise Records. The veteran producer resigned his post at Decca, where he served in charge of its West Coast recording activities for the past 15 years.

In addition to his functions at Reprise, Burke will also remain active in TV and motion picture scoring to the extent that they will not conflict with his Reprise duties.

Burke is being replaced at Decca by Bud Dant, who for the past five years served under Burke, in charge of Coral a.&r. production. Dant now will head up the combined Coral-Decca production operations on the West Coast.

## OUR DISK PANEL TAKES TO AIR

NEW YORK—The deliberations of Billboard's record review panel are now being broadcast each week over radio station WINS, New York, as a segment of its "Program PM" each Thursday night. For the past two weeks, WINS has brought a mobile unit over to Billboard headquarters to catch our pundits in the act of passing judgment on the week's crop of new releases. A sufficient number of listeners seemed interested to warrant continuation of the broadcasts.

Tradesters in the New York area may catch the Billboard panel in operation from 10:35 to 11 p.m. each Thursday on "Program PM," which is hosted by John Henry Faulk. Murray Burnett is the program's producer, and Dom Quinn is program director. Mark Olds is general manager of WINS, a Westinghouse outlet.

## Chubby AND Four Seasons

SAN FRANCISCO—One of the hottest recording groups in the country has signed up for the Chubby Checker Limbo Party, scheduled for Saturday, March 2, in the Cow Palace.

The Four Seasons, who have recently hit best seller lists with both "Sherry" and "Big Girls Don't Cry," will appear as second billing to the restless rock and roller. Chubby will also introduce his own protege, Deedee Sharp.

Other top-selling rock and rollers on the show will include Paul and Paula, Dick and Dee-dee, the Crystals, the Alley Cats, Steve Alaimo, the Furies, Lou Christie, Marvin Gaye, the Ribbons, Bob B. Soxx and the Blue Jeans, the Majorettes, Herb Alpert's Tijuana Brass and Bobby Freeman.

Orchestral background will be played by H. B. Barnum and a 30-piece band.

The Limbo Party is a presentation of Tempo Productions, Inc., owned by Tom Donahue and Bobby Mitchell, deejays at KYA, San Francisco.

NEW YORK — Sam Goody has denied rumors current in the trade last week that he would close down his Philadelphia outlet, known as Sam Goody at Snellenberg's. The reports began circulating with the news that the Snellenberg's main store on Chestnut Street in downtown Philadelphia was closing its doors.

"Snellenberg's has been occupying two of three buildings which it controls in the block off Chestnut," Goody said.

"These two they are closing down, but we happen to be in the third and we plan to remain in business, unless they plan to take the building down that we are in. We've got a good lease and we expect no difficulties."

## WHOA, SPEEDY!

# Boone Sued for Using Cartoon Figure Voice

HOLLYWOOD — Warner Bros. Pictures last week filed an \$850,000 damage suit in the U. S. District Court here against Pat Boone and Dot Records airing from Dot's "Speedy Gonzales" release and its use of Mel Blanc simulating the Gonzales voice.

In its complaint, WB charged unfair competition, and asked the court to issue a permanent injunction, requesting profits

## Hilda Gueden Stars In Benefit Concert

NEW YORK—Hilda Gueden, leading Metropolitan Opera soprano, will star in the American Opera Society's benefit performance of the Viennese operetta, "Countess Maritza," April 1 at Carnegie Hall.

It will be the only non-subscription performance in New York by the Society this year. Franz Allers, musical director of "My Fair Lady" and "Camelot," will conduct the Emerich Kalman work. The concert is in behalf of Cancer Care, Inc., of the National Cancer Foundation.

from the sale of the disk, trivial damages and exemplary damages.

The complaint, as prepared by WB attorney Arthur S. Katz, established that "Speedy Gonzales" is a copyrighted Warner Bros. animated cartoon character, and that the voice of the character was created especially for the cartoon series by Mel Blanc as "a vital part of his (Gonzales) personality and hence of his public appeal."

Under terms of Blanc's employment agreement with WB, he "is prohibited from simulating the voice of Speedy Gonzales for his own use or the use of third parties." The complaint charges that the defendants were aware of this at the time they hired Blanc.

Furthermore, in WB's license agreement with the "Speedy Gonzales" publisher, Budd Music Corporation, "It is noted that said license agreement does not permit Budd Music Corporation or its sub-licensees to reproduce or simulate the voice of Speedy Gonzales." Basis of the action was Dot's use of Blanc in several tracts simulating the Gonzales voice in its "Speedy" release.

## Billboard BACKSTAGE

# Doing It the Hard Way

Those of you who have had the opportunity to visit the Billboard offices here in New York may have wondered what happens to the news copy that comes from every leading city in the world after it is processed by Jack Orr on our copy editor's desk and goes on from there.

We publish Billboard in what may appear to be the hard way. We edit in New York, set type in Cincinnati and print in Dayton, Ohio. Our last-minute copy can be transmitted from New York as late as 4 p.m. Friday for inclusion in the Billboard that is printed and leaves Dayton by 2 p.m. Saturday for delivery to most of you by Monday morning.

Recently we installed a data speed phone system which enables Larry Lomenzo, our teletypesetter in New York, to send copy to Cincinnati by punched tape at a speed 15 times faster than normal teletype transmission.

An entire 26 pages of Billboard editorial copy can be transmitted on tape on a telephone line in under two hours.

Nobody argues the reason why we have our main editorial staff in New York. But why Cincinnati? Why Dayton?

Well, Billboard has four sister publications: High Fidelity magazine, based in Great Barrington, Mass.; Vend and Amusement Business magazines in Chicago, American Artist and Billboard magazines in New York.

Each of these requires Cincinnati-based central services such as production, accounting, subscription fulfillment and high-speed electronic and data-processing equipment.

While we have a great deal of press capacity in our Cincinnati plant, Charlie Rueger, our production specialist, has found he can more economically contract the printing of Billboard through the magnificent facilities of McCall Corporation's plant in Dayton, Ohio. McCall's, with its 24-hour-a-day operation, prints many magazines, including the Reader's Digest, Newsweek, U. S. News & World Report. Billboard hits the presses Saturday morning and the entire issue is printed, trimmed, bound, labeled and is on its way to you by train and plane by 2 p.m. Saturday.

Clear skies, a fast track and a co-operative Post Office Department enable us to put your weekly copy of Billboard before most of you each Monday. At least that is our goal.

*Hal B. Cook*

PUBLISHER

# Any Old Season Is a Merry One for These Guys

By JACK MAHER

NEW YORK—While the entire record trade has had its attention riveted on two grand slam LP's, "The First Family" and "My Son, the Folk Singer," the Four Seasons on Vee Jay have been merrily racking up sales that would make any other single artist front page news. This week, for instance, the group's third disk shot into the charmed No. 1 slot in four tries.

"Walk Like a Man" is the third No. 1 record by the Four Seasons, and if Christmas product is discounted it is three in a row for the Seasons. The group—dismissed, by some critics, when "Sherry" shot to the top, as a one-shot phenom—has only failed to hit the top rung with the Christmas side "Santa Claus Is Coming to Town." For the short holiday period, however, the side climbed to the No. 23 slot on the "Hot 100" and sold well over the 300,000 mark. It was also the biggest selling Christmas single of 1962.

"Sherry," the Four Seasons' first and still greatest

hit, sold over the two million mark with sales that made it one of the biggest records of 1962. "Sherry" was on the "Hot 100" No. 1 slot for five weeks, shooting up to that position four short weeks after it first hit the chart in August.

"Big Girls Don't Cry" also ran up to the prime position in five weeks and stayed in that slot for five weeks running. This side has touched and passed the million mark. The current entry, "Walk Like a Man," shot to the top in six weeks.

The Four Seasons have also been selling albums at a flashy rate. The group's "Sherry and 11 Others" set has been moving at a pace that shot it to No. 7 on the Top LP chart, its highest spot. Its been on that chart for some 19 weeks. The newest "Big Girls Don't Cry" LP has just hopped into the chart at 123 this week.

The Seasons' indie producer Bob Crewe, who makes all their records, and manager Jerry Weintraub as well as Ewart Abner, president of Vee Jay, are all working on the EP "Peanuts" by the group, which was issued

some two months ago. All believe that the sales being rolled up by the EP will provide indisputable proof that the group is the hottest and most consistent around. They report that the disk is moving rapidly from West to East and should be turning up on singles charts shortly.

The Four Seasons' disks have been made by indie producer Bob Crewe, who has other hits with Freddy Cannon and Mark Valentino. The Seasons sides, however, have a different sound from the other 1962 hits. Crewe has also been writing much material with Bob Gaudio, one of the members of the group.

According to Jerry Weintraub, the group's manager, the prominence of the group is shown by the prestige booking into the Copa July 25. Prior to that, however, the group played the Cow Palace in San Francisco spotlighted at the Chubby Checker Limbo Party. They will also play Freedomland the week of April 16. The Seasons will lead a roster of artists from the Vee Jay label to England in May or June. No date had been set at press time.

## Midwest Dealers Air Complaints at FTC Chi Hearings

By NICK BIRO

CHICAGO — A parade of Midwestern dealers took the stand as hearings on a Federal Trade Commission complaint against the Columbia Record Club were moved here last week.

Government counsels hammered away at the point that the acquisition of other labels and artists by the Columbia club was detrimental to dealer sales.

A key point made by several dealers was that the club is no longer what it had originally been represented to be.

Mrs. Alex Rothstein, St. Joseph, Mo., and Jack Schapps, Chicago, said they were told the club would not be competitive but was designed to bring customers into the dealers' stores.

### No New Product

The witnesses indicated there was no mention of the club carrying other labels and that the

## H. Winterhalter Joins ABC-Para.

NEW YORK — ABC-Paramount Records has signed Hugo Winterhalter to an exclusive recording artists contract. The conductor - arranger's first sessions were held this week and resulted from talks with Sid Feller, the label's director of a.&r. Winterhalter is one of the most illustrious names in the trade, having done arrangements for a myriad of hit artists. In addition, Winterhalter served as artist, musical director, arranger, conductor and composer with RCA Victor for 14 years.

ABC will mount a full-scale promotional push behind his first LP product when it is available. The artist will concentrate on albums for the present time.

## 'Band of Gold' Deal Makes Joy Look Good

NEW YORK—Joy Records is getting action on "Little Band of Gold," by James Gilreath, which it acquired only recently. The disk was originally issued on the Statue label out of Mississippi, where it was produced by Hurshel Wiginton.

club was only to carry merchandise that had already been issued to dealers, not new product.

Both witnesses indicated they had co-operated by signing up new customers and redeeming club bonus coupons.

Would you again do for the club what you did in 1956, government counsels asked Mrs. Rothstein?

"No! When you're taken for a ride once, you don't want to do it again," was the response.

### Key Points Cited

Other key points made by dealers included:

- Competition from discounters, racks and other clubs has hurt, but the Columbia club was cited as being the most harmful.
- Dealers objected not to the club itself, but to the low price

(Continued on page 12)

## And Here's How They're Doing It

NEW YORK—RCA Victor single record sales for the first seven weeks of 1963 are a rousing 57 per cent above the same period last year. The firm is loaded with hits—eight now on the "Hot 100" chart and more believed to be coming up.

Victor executives Harry Jenkins and Ray Clark also say that in one week, of the seven hot ones so far this year, the firm chalked up its biggest week ever for singles in any January-June period.

According to Jenkins and Clark, this very hot singles period for Victor did not just happen — it was planned. All departments, a.&r., promotion and sales, participated in the planning. This is the third "Singles Package Plan" (brainchild of Clark) to be used by RCA Victor in the past 10 months and it is paying off even better than the first two last May and October.

The singles package plan is an attempt to put together, months in advance of the release dates, the strongest possible records for a release over a six or eight-week period. Since Victor releases about two records a week this calls for about 12 or 14 records. The plan is flexible enough to let Victor pull out of the release a disk by a hot artist if his current hit falls dead, or, say, if the artist has a movie show tune that must come out quickly.

Victor set 12 records for the (Continued on page 12)

## Columbia, Victor Lead All Others

• Continued from page 1

the "Hot 100" were made by its own a.&r. staffers. And most, if not all, of the Columbia hits were made by its own a.&r. people.

Victor is making it now with its standard group of artists, solid names like Elvis Presley, Sam Cooke, Henry Mancini, Duane Eddy, Paul Anka, Neil Sedaka and Floyd Cramer, with only Skeeter Davis' hit, "The End of the World," a first hit for the artist.

At Columbia the hits have come from vet names like Johnny Mathis, Tony Bennett, Andy Williams and Dave Brubeck, and from "new" artists for this label, Dion, Steve Lawrence and Eydie Gorme. A first has been scored by Bill Pursell with his debut hit on Columbia.

Any thought that the majors were not vitally interested in having singles smashes should by now be completely dispelled with the kind of action going on Victor and Columbia. And other majors, like Capitol and Decca, are also fighting for a share of the singles market. Capitol is getting some of it with a whopping hit by its recent

acquisition, Bobby Darin, and hopes to do it again with its signing of Dick Dale, whose hits to date have been confined to

## Pickwick All-Out On Special Series

NEW YORK — A new pre-tested, seven-week promotion program on a special series of recordings has been undertaken by Cy Leslie, president of Pickwick International, marketer of Design Records, among others.

The promotion features a complete disk library, built around a separate theme, every week for seven weeks. An illustrated brochure, depicting the details of the plan, in terms of display units and point-of-sale material, is available to interested chains.

Musical themes of each of the seven-week plans include: Spotlight on Popular Records; Broadway and Hollywood Hits; Music for Dancing and Listening; Music From Around the World and (Continued on page 8)

the West Coast. Decca, which has also been running hot with Brenda Lee and Burl Ives, also expects big dividends.

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Vol. 75 No. 9

## Dave Heats Things Up At Carnegie

NEW YORK—The Dave Brubeck Quartet played to an s.r.o. house at Carnegie Hall Thursday (21). Despite the newspaper strike, severe cold and other minor disasters, the Columbia jazz pianist and his group were applauded warmly and at length as they played a variety of selections from current and past album successes and a few new tunes to boot.

The audience was especially appreciative of the talents of individual members of the group. Alto saxist Paul Desmond, bassist Gene Wright and drummer Joe Morello all came in for strong applause as did the leader himself. Morello received a standing ovation during his extended solo.

On hand to present Brubeck with Billboard's award as the Favorite Disk Jockey Instrumental Group of 1962 was publisher Hal B. Cook.

NEW YORK—Columbia Records is continuing the hot singles pace which started at the end of last year, and according to singles chief Dave Kapralik, the firm intends to keep pushing on the singles level. Kapralik has been responsible for picking up a lot of young and vet performers from other labels, and many of these have come through solidly.

Dion, who had a string of hits with Laurie, has already achieved a smash on Columbia with "Ruby Baby." Steve Lawrence had the No. 1 record in the country just a few weeks ago with "Go Away Little Girl."

Eydie Gorme has her first really big hit in her record career with "Blame It on the Bossa Nova," and the disk, No. 7 on Billboard's Hot 100 this week, is still on its way up.

### Steady String

Andy Williams, signed to Columbia only last year, has enjoyed a steady string of hits on the label, and is currently making it with both sides of his new disk, "Can't Get Used to Losing You" and "Days of Wine and Roses." And Patti Page's first for the label, "Pretty Boy Lonely" and "Just a Simple Melody," is also getting good action.

Of course, vet performers like Tony Bennett and Johnny Mathis have shown a remarkable resurgence, with two smash hits in a row for both performers on Columbia. Carl Smith also has been having some pop

(Continued on page 12)

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FROM COLUMBIA RECORDS 

# Motown Crew Off to Europe For Big Push

DETROIT—Tamla-Motown Records is going after the overseas market with serious intent. The hot singles label is sending three representatives to Europe to establish and expand agreements with distribution outlets on the Continent. President Berry Gordy, Vice-President Barney Ales and Mrs. Ether Edwards will leave for London March 1.

The trio will make headquarters for the first week in the Carlton Towers. They expect to be in Europe four to six weeks. According to Ales, they will be cementing relations and affiliations not only for the label but also for the affiliated Jobete publishing and an associated management firm.

Ales also stated that this first trip to the Continent is exploratory in nature. He said he and Gordy were interested primarily in talking with as many companies as possible about distribution and representation.

The only firm the Tamla-Motown labels have a solid agreement with at the present time is the Oriole label in Eng-

land. This, Ales said, is due to run out in June. Most other agreements for distribution of records on the company's labels are with companies on a one-shot basis with a 30-day cancellation clause.

The Detroit diskery execs will be touring Belgium, Germany, Holland and other European countries and wish to discuss distribution and representation with many firms in those countries.

Ales stressed the importance of talks about the Jobete publishing and management firms because of the growing importance of both artists and tunes associated with the operation here. Ales noted that the Contours were going to appear in England in March and that three Jobete tunes had done very well in Europe: "Please Mr. Postman," "Do You Love Me" and "Mashed Potatoes." Dee Dee Sharp had the hit on the last-named but Jobete has the copyright.

## C-P Hits All-Time High

PHILADELPHIA — Cameo-Parkway Records reached an all-time sales high of \$7,656,987 for 1962, according to a report to the financial press issued last week. This put the company's net sales figure well over the \$3,804,048 registered in 1962. Net income also increased, according to the report, rising from \$490,553 in 1961 to \$949,805 in 1962. This reflects a rise in net per-share earnings of 81 cents in 1961 to \$1.57 in 1962 for Class A and Class B common stock combined.

New product issued by the label features an LP and single by Helen O'Connell, and "The Best of Washington Humor," an LP narrated by top newscaster Chet Huntley.

## Back to Old Firm

NEW YORK—James Grayson has returned to Westminster Records. Grayson, who was president of the company through its first 10 years of existence, 1949-1959, takes over the newly created post of managing director of the Westminster and Whitehall labels. In the years following his departure from Westminster, Grayson formed the Music Guild, Inc., a specialty line for classical connoisseurs.

## BRENDA TO CUT IN GERMANY—AND IN GERMAN

NASHVILLE — Dub Albritton, personal manager for Brenda Lee, announced this week the signing of a contract which calls for Brenda to cut a session in Hamburg, Germany, for Polydor Records.

She will record the singles in German, Albritton said.

Heinz Voight, a Polydor rep, was in Nashville last week to complete arrangements for the sessions. A.&R. man for the Session will be Bert Kaempfert. Waxing is set for Monday (24).

Future plans call for the young songstress to cut records in Spanish and French, Albritton reported.

## Erv Bagley Quits A-F

NEW YORK — Erv Bagley has ended his association with Audio Fidelity. Bagley resigned his A-F post last week. He had been director of sales, promotion and marketing. He has not announced his plans for the future as yet.

# ARMADA Membership Drive Brings Group to Full Strength

By REN GREVATT

NEW YORK—The American Record Merchants and Distributor Association (ARMADA) has stepped up its activities on a broad front in recent weeks, with the acquisition of key new members among both distributor and manufacturer ranks and the establishment of new plans and projects on several different levels.

A membership drive undertaken last fall under the direction of Executive Secretary Paul Ackerman has already borne fruit to the point that whatever ground was lost in terms of membership last summer when the organization became a strictly distributor body, has virtually been made up. Manufacturers now enjoy the status of associate membership, and newly voted in, in this status, in recent weeks are Warner Bros. Records, ABC-Paramount Records, Monument Records and Hickory Records. New distributor members include Chips of Philadelphia and Andy Huffine of Seattle.

Encouraged by this response among both segments, Amos

## COLUMBIA PROMOTIONS

# Glancy Is Sales V.-P.; Loetz to Distrib GM

NEW YORK — Columbia Records has reorganized two of its marketing wings. New Columbia Record Sales Corporation vice-president is Ken Glancy. Jack Loetz has been appointed general manager of Columbia Record Distributors.

In his new post Glancy will be responsible for the sales and merchandising programs of the label. Prior to this appointment he was head of Columbia's

wholly owned distributor branches.

Loetz, who was director of sales for Columbia Record Sales before this most recent appointment, will be responsible for the management of the label's 13 company branches located in major market areas throughout the U. S. Both Loetz and Glancy will report to William P. Gallagher, marketing vice-president.

## Mercury Adds Three Sales Regions

CHICAGO — Mercury Records has made a move to strengthen and supplement its representation in the field. The label, according to Ken Myers, v.-p. in charge of sales, has broadened its regional sales structure to include eight instead of five regions. It has also added three new regional sales promotion managers.

The new men are: Bob Richardson of Charlotte, N. C., who will handle the Southeast territory. He formerly was with Columbia. Ernie Johnson will work out of Des Moines, and handle the Northern Midwest territory. He formerly was with Coda Distributors of Minneapolis. Chic Silvers had the Middle East region and he will headquarter in Baltimore.

## Bob Blythe Starts New Name Talent Low-Budget LP Line

HOLLYWOOD—Bob Blythe last week launched a new low-budget LP line, Sutton Records, which will feature established name talent. The label's distribution is aimed directly at rack jobbers. Its albums list at 99 cents.

Blythe, the former president of Tops Records, is kicking off his firm with a catalog of 225 albums. These are drawn from catalogs of Music Craft, Omega and Tiara, among others. The label is a subsidiary of Blythe's newly formed Sutton Enterprises which will be active in other fields in addition to recordings.

The company includes Manny Kopelman (Interdisc, Omega, Tiara) as a substantial stockholder. Danny Weston was named vice-president in charge of Sutton's sales.

Heilicher and Johnny Kaplan, president and executive vice-president respectively of ARMADA, have scheduled for hearing at the next board meeting a proposal for the setting up of a manufacturer-distributor advisory group within the group.

In separate conferences with Ackerman in Minneapolis and Detroit last week, both men indicated a belief that such a group could perform effectively for the benefit of the entire industry, in view of the growing representation of key diskeries in the ARMADA ranks.

### Falling In

In addition to those firms already named among the new members, ARMADA associates also include Kapp, Liberty, Atlantic-Atco, Cadence, Cameo-Parkway, United Artists, 20th Fox, Audio Fidelity, Vanguard, Todd, Roulette, Starday, Amy-Mala-Dimension, Vee Jay, Big Top, Sun, Swan and Miller International.

Also in the ARMADA planning are several new surveys. Key among these is a program designed to ascertain from manufacturers how distributors may improve their service. Questionnaires, which are due for mailing shortly, will seek to determine whether distributors are doing a proper job on promotion and merchandising. These plans, both executives said, are in keeping with the policy which asserts that ARMADA will not become a crutch for weak distributors.

Washington will be the setting for the next ARMADA board meeting, to be held in March. The agenda will include discussion of the survey proposal and ways and means of furthering interest in and action on a Trade Practice Conference for the record industry, to be carried out under the auspices of the Federal Trade Commission.

Despite discouraging delays from Washington on the conference (an announcement has been reported as imminent ever since last June), ARMADA board members still feel that the conference will be held. In line

with this view, an ARMADA committee charged with helping set guidelines for industry practices, in preparation for the conference, has been given orders to stand by for action.

### Schwartz Base

The Washington meeting will be held in the home bailiwick of Schwartz Bros. Distributors, formerly helmed by the late Harry Schwartz. Schwartz was a board member and treasurer of ARMADA. The board recently named Jim Schwartz of the same firm, to carry on for the unexpired term of treasurer of ARMADA.

A proposed standard contract form for distributors and manufacturers, recently drawn up by Bill Shockett, vice-president of Malverne Distributors in New York, will come in for a full-dress discussion at the board meeting. Also on the agenda are plans for the next full ARMADA convention, to be held in Chicago's Edgewater Beach Hotel next July 24 and 25.

Key speakers and a number of symposiums are expected to be features of the Chicago affair. Symposiums will include both distributors and manufacturers. Already definitely on the books for symposium treatment are such topics as: (1) The unrealistic pricing of records; (2) distributor diversification, including methods a distributor can employ to maintain his status and stature by activity in one-stopping and rack-jobbing, and (3) promotion, a distributor function.

Other symposiums are planned on the matter of the proposed manufacturer - distributor contract form as well as on problems of retailing records.

Plans also are being made to accommodate manufacturer-distributor meetings before and after the convention proceedings, at breakfast and dinner meetings. A number of manufacturers already have indicated they are planning get-togethers with their distributors during this period.



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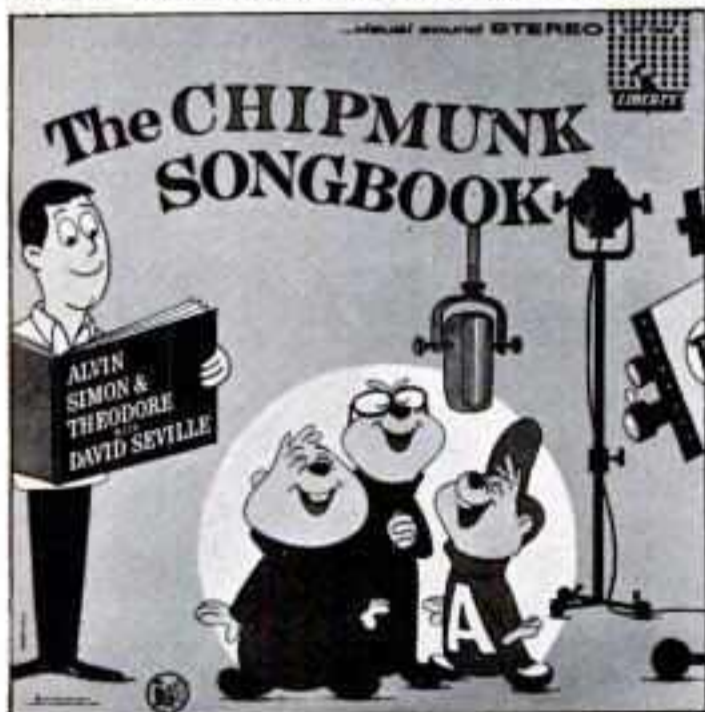
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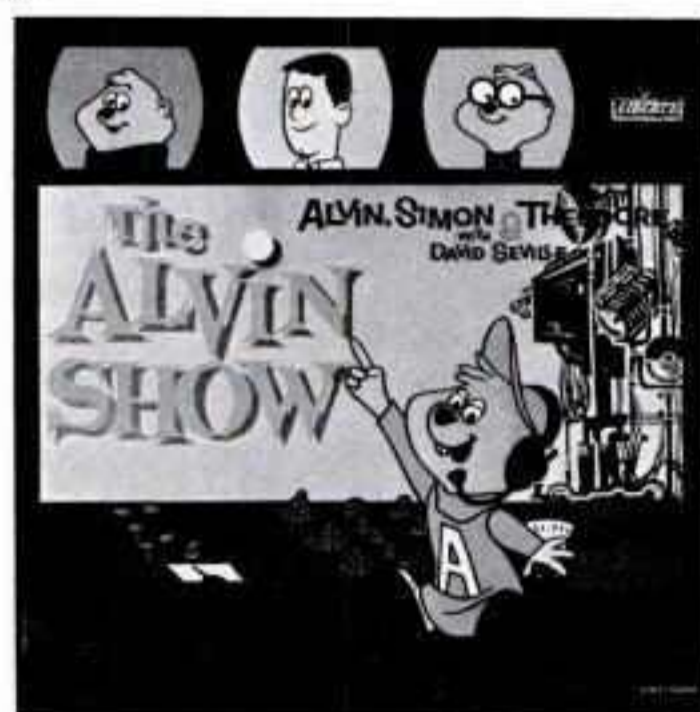
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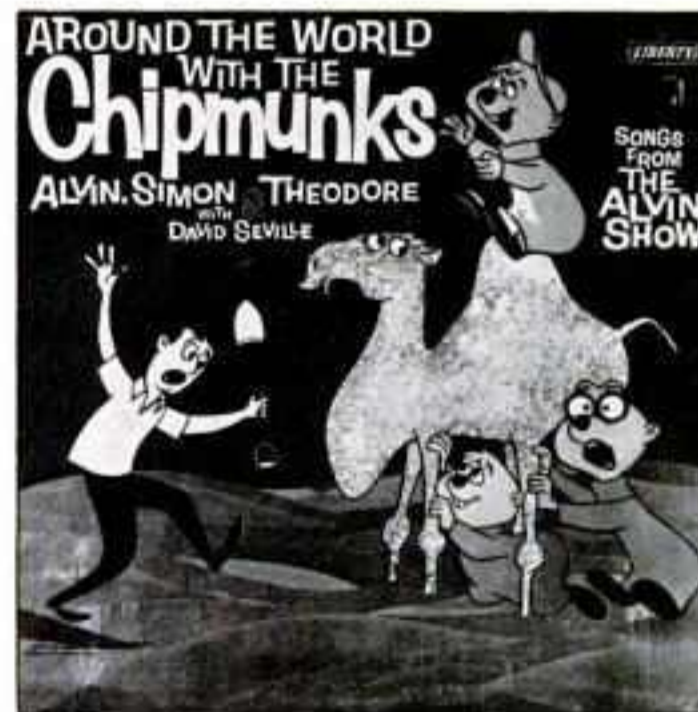
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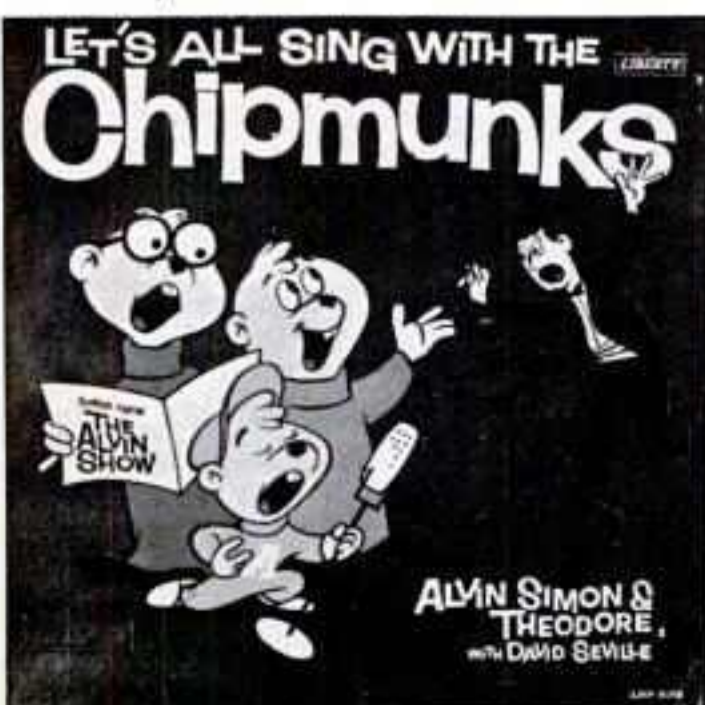
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# All-Star UN Disks Go on Sale Feb. 26

NEW YORK—"All Star Festival," the co-operative record album sponsored by the United Nation's High Commissioner for Refugees, will go on sale on February 26.

Album was made with the co-operation of Project, Columbia, Fontana, Mercury, MGM, Pathe-Marconi, Philips, Capitol, Teldec, Telefunken and Decca Schallplatten. Profits from the sale of the record will aid benefit programs for 13 million refugees. Top artists from many countries are on the disk.

Sales of the record in the U. S. and Canada will be handled by Mercury Records, which manufactured, printed and is distributing the disk.

The record will be treated as a priority item all the way and will be available through both the Columbia and Capitol Record Clubs. U.N. Secretary General U Thant will accept the first copy of the LP on February 26.

LONDON — British dealers are cutting their profits—some completely—on "All Star Festival," the LP made for the United Nations Refugee Agency.

The Gramophone Record Retailers Association after much deliberation recommended that members cut their margin from 33½ per cent to 20 per cent. The latter share was meant to cover overhead.

There was considerable discussion that the association should recommend no mark up at all. This was supported by a considerable body of the membership. In the end it was agreed to recommend the 20

## Bobby Darin

• Continued from page 1

ment firm, Csida - Burton-Shuster.

Ed Burton, as vice-president of TM, and as general manager of its publishing activities, will continue to direct activities of Trinity, Adaris, Edgar and Towne for Darin.

Joe Csida has not yet set his future plans, but he did say that he will continue to manage the talent firm that he founded.

### Hot Article

Darin, who went with Capitol last year, is currently hot on records and in movies and clubs. He is set for some TV specials, and has four movies scheduled for the immediate future.

Trinity Music was founded by Csida in 1953 in partnership with George and Eddie Joe. Csida bought the firm in 1955 and set up an association with Charles Grean and Burton with the latter's Edgar Music.

Grean left the firm in 1957. In 1960 Csida also left to head up Capitol's Eastern operations as vice-president, and returned to the firm in September 1962.

## VICTOR PUTS OUT CATALOG

NEW YORK — RCA Victor Records published a new catalog of album product this week that includes all RCA Victor albums in the active catalog as of October 1962. It is a numerical catalog with alphabetical listings by artists of monophonic, stereo, tape, tape cartridges and RCA Camden product. The cover and section on best selling LP's are done in color, while the index shows that special sections have been set aside for Red Seal, popular, original cast stereo action EP, Children and international categories as well.

## AT LAST: WORDS FOR CHIEF SONG

NEW YORK — After more than 150 years, "Hail to the Chief" has a lyric. Bob Saffer and George Mysels have penned the words which have been fitted to the President's anthem. The new lyric has been recorded by Lester Lannin, but the disk is not available on the general market. It is available only to radio stations. The writers have also noted increased performances in their "New Frontiers" song, which was introduced at the President's inauguration.

### Musictapes Deal

NEW YORK—A contract between Monitor Records and Musictapes, Inc., has been signed under which the latter firm will issue Monitor catalog items on four-track stereo tapes. First two monitor items due for tape release will be "Petticoats of Portugal" and the "Mazowsze Song and Dance Ensemble, Vol. 1."



### Industry Co-Operation Did It

per cent figure, with the understanding that dealers who wished to contribute more could do so.

The GRRR asked for a leaflet to be enclosed in the album which will encourage the public to contribute more to the fund.

The record will sell for an even pound (\$2.80). It went on sale Tuesday (26). Anne Shelton (Philips), the British singer represented, was to have presented a copy of it to the Queen, but she is in Australasia so Miss Shelton was handing it to a court official who was receiving it on the Queen's behalf.

## Pickwick All-Out

• Continued from page 4

Country and Western Favorites; Children's and Family Favorites; Great Music Series; and Jazz Festival.

Participating labels are Design, Grand Prix and Happy Time, all of which bear a 99-cent per LP price tag. During the test phase of the plan, dropping the price to 88 cents per record, increased sales up to 30 per cent, Leslie said. Special material is also available for store managers wishing to tie the deal in with a trading stamp offer.

The pilot market tests were highly successful, Leslie said, adding that the test was carried on through a supermarket chain of 100 stores. Special streamers and rack display cards were changed each week. Ads were run each Thursday, featuring the new offer and the availability of the previous suit.

## Erroll Garner

• Continued from page 1

beating, Ernie Farrell, the firm's promotion manager, will travel with Garner during the artist's March and April engagements, and personally will helm the album's promotion field campaign.

The addition of Garner to the Reprise roster marks the second big name to join the Sinatra label in as many weeks. Keely Smith signed the previous week. It also has attracted an impressive array of top names within recent months, including Rosemary Clooney, Duke Ellington and Nelson Riddle.

## Clyde Wallich Sells Interest in Music City to Other Stockholders

HOLLYWOOD—Music City Stores' Clyde Wallich last week sold his 42 per cent interest in Music City Record Racks, Inc., to the rack operations' other stockholders, and said that henceforth he will devote all his time and resources toward the expansion of his retail store chain. Wallich intends to add to his existing three-store operation at the rate of one store per year.

The next Music City Store opening is scheduled for August of this year and will be located at the corner of Hawthorne and Artesia Avenues, in nearby Torrance. It will be a 15,000 square foot store, requiring a \$250,000 investment. Other stores are planned for the Santa Ana area, West Covina and Canoga Park. These will be in addition to Wallich's Music City Stores in Hollywood, downtown Los Angeles and nearby Lakewood.

Dough Anderson last week was elected president of the rack firm. Glen Becker was elected

executive vice-president and will continue to serve as its general manager. Wallich was named the rack company's board chairman and has been retained under a four-year management pact.

Music City Record Rack stockholders include Anderson, Becker, and Stu Burnett, a vice-president of the corporation; George McConnell and Merve Oakner of Anderson-McConnell Advertising Agency, Inc. Anderson and McConnell are principals in the latter ad agency which is now in its 14th year as advertising agency for the Music City Stores.

## Prestige Deal For 5 Artists

BERGENFIELD, N. J. — Prestige Records has kicked off its current sales campaign with a special discount and a distributor change, a new overseas alignment, and has signed new artists for its subsidiary labels.

Prestige has instituted a special deal on five of its best selling artists. A 15 per cent discount has been initiated to promote Gene Ammons, Red Garland, Mose Allison, Stan Getz and Thelonious Monk through March 31. Ammons is currently hot on the Top LP chart with "Bad Bossa Nova" while activity on other labels around Getz and Monk have boosted, and are expected to further boost, re-issue material of both artists.

The label has also instituted a 15 per cent discount on its subsidiary Moodsville catalog. This, too, runs through March 31.

The Prestige label has appointed two new distributors. Big Town of Chicago will handle the parent label as well as its Moodsville, New Jazz, Bluesville, Swingsville and Prestige International subsides. In Newark, N. J., the complete line and subsides will be handled by Apex-Martin.

On the international level, Prestige is now handled by Microfon Argentina, Buenos Aires. This is the first affiliation for the label in the South American market. Prestige is widely represented on the Continent.

In addition to its other material spotlighting limbo and bossa nova, Prestige has begun a composer series that features top names in the catalog playing the music of the great writers of American standard songs.

Kicking off the series is an album of Miles Davis and John Coltrane playing Richard Rodgers. Another set will bring Lucky Thompson back to the recording wars playing the music of Jerome Kern. Two other sets are in the works featuring "America's Greatest Jazzmen Playing Porter, Kern, Gershwin and Rodgers."

## NARAS Meet Kicks Around Whys, Wherefores of Bombs

NEW YORK — The twin backbones of the record industry—material and talent—were discussed on two different occasions last week by prominent members of the trade. Disaster was the subject of a special NARAS - sponsored discussion Monday (18) called "What Makes a Flop?" The other meet was the third in "The Art of Recording" series jointly sponsored by NARAS and New York University. It was held Tuesday (19) and was called "The Special Artist."

Flopville and the reasons for it brought some lively exchanges, especially when Bobby Scott, composer, pianist and singer, blamed the pop industry for demanding only one-sixteenth of a person's talent.

The panel was chaired by NARAS Trustee Joe Csida with Hugo and Luigi the indie producers, Milt Gabler, Decca a.&r. producer; Lou Levy, Leeds Music Publishing; publicist Jim McCarthy; songwriter Charlie Singleton and UA President Art Talmadge on hand to voice their opinions, along with Scott, on the whys and wherefores of bombs.

Talmadge blamed overextended artist rosters, poor material and too little production time for flops. Gabler put a solid disk operation in this order: "Song first, artist second, arrangements third, promotion fourth, and sales fifth." Levy asked for greater emphasis on old-line publishers handling new material.

Columbia President Goddard Lieberman moderated the NARAS-NYU session, and panelists discussing the special artist were Seymour Solomon of Vanguard and Tom Wilson of Audio Fidelity. These three spoke of the care, feeding and

development of artists outside the normal flow of pop music. The classical, folk and jazz artists were discussed at some lengths and their problems analyzed.

Solomon hit on a particularly sore point in the trade when he spoke of the larger independent and major labels which woo artists from the smaller indie specialty firms. It was his opinion that the special artist is better served by the specialty label.

## Monument Plans Talent Showcase

NASHVILLE — Monument Records will introduce a brand new subsidiary label in the coming week. The new line is called Showcase Records and it has been formed, according to Fred Foster, president for the showcasing of new talent and master buys.

The first disk to be issued on the new label is a master from the Ebony label. The side, purchased in Pittsburgh from Juanita Henson, is titled "Arabia" and it features the Delcos. After purchase, however, the master was re-recorded here by Monument.

Eight distributors have been added to the Monument string to increase coverage for the new label. John O'Brien will handle Showcase in Milwaukee; Phoenix Record Sales in Los Angeles, and Goodwin Record Sales in Atlanta. Summit Distributors will handle the line in Chicago; Big Town, Cleveland; Southern Distributors, Nashville, and Commercial Music, St. Louis.

## Philips Brings Out Class LP Line

CHICAGO — Philips Record introduced a new class image line of records to its LP catalog this week. The new series is called "Connoisseur Collection" and features recordings made around the world. The authentic music and sounds of people and places in different parts of the globe will be included in this double-fold, one-disk LP with illustrated folder bound in.

Included in the first release of two albums are "Paris Recit-

al," by Ives Montand, sung entirely in French, and "Songs and Sounds of Faraway Places," which puts the spotlight on native music and dance from such remote corners of the world as the Congo, Corsica, Nigeria, Pakistan and Indonesia.

These albums will be included in the March 1 through April 15 10 per cent discount LP plan offered by the label. Suggested list price for the albums is \$4.98 and \$5.98.





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## LIVE REVIEWS

## CONCERT

Jimmy Giuffre  
Rolls Own Brand

By his own definition, Jimmy Giuffre is creating a music of his own. The clarinetist-composer displayed some of this music during a Town Hall (New York) recital Sunday (17)—the second number in a series of three programs being sponsored by the Norman J. Seaman's Performing Arts Concerts.

Giuffre's portion of the concert featured his trio of musical improvisers with and without the accompaniment of the New Chamber Orchestra, under the direction of Sayard Stone. Giuffre played in three forms: as solo clarinetist, and with his two confreres, Steve Swallow, bass, and Paul Bley, piano, but easily most impressive was the work for clarinet and trio and orchestra specially commissioned by the New Arts Concerts and written by Giuffre.

Best known in jazz circles, Giuffre brings much of the freedom and informality of jazz to the classical stage. His work for the trio and the New Chamber Orchestra was in no way the melding of jazz and classical music that so many critics seek; it was, however, a most exciting, stimulating and expressive piece. Musical themes and dramatic impact were generated between the improvising of individual members of the trio and the string group to grand effect. This is undoubtedly one of Giuffre's most important contributions to contemporary music.

A good deal less impressive were the trio and solo works performed on the program. It is seriously hoped, however, that Columbia Records, for whom Giuffre now records, will record this work.

Prior to the Giuffre Three, Ilana Rubenfeld conducted the New Chamber Orchestra and the 92d Street YMHA Choral Society in a performance of "Miriam's Song of Triumph," by Franz Schubert, and Denver Oldham was featured piano soloist with the New Chamber Orchestra playing the Mozart Concerto No. 12, K414. Oldham showed great sensitivity and technique, and like Giuffre bears close watching in the future.

JACK MAHER

## LEGIT

Spotty 'Tovarich'  
Despite Vivien

Despite engaging stars and handsome decor, "Tovarich," the Deval-Sherwood play of the '30's, has been turned into what, in its Boston showing, appears to be a rather spotty, if elegant musical. The imperfections are a plot that sounds like an unlikely fairy tale in this day and age, musical numbers that are mostly reminiscent, dialog that is largely ineffectual and leads who fail to deliver even the numbers that are singable.

Not that Vivien Leigh isn't disarmingly charming as the Grand Duchess, and while she puts over her songs with the presence of a Met diva she has little voice. A more engaging leading man than Jean-Pierre Aumont would be hard to find but his singing voice is less than melodious.

"Tovarich" is a musical, simple and uncomplicated, that seems to hark back to the tempo of the '20's, but withal it manages to ingratiate itself when it does not droop with a bland limpness. Former dancer Taina Elg is among the assets, and her "Opportunity" number, added for the Colonial opening, could be a winner. Aumont's "I Go to Bed" is likely to become popular along with perhaps a charming little number, "You Love Me." "The Only One" and perhaps "I Know the Feeling" also may make an impression.

Among the highlights adored by the audience is Miss Leigh learning the Charleston together with a new young comic, Byron Mitchell, who with his sister bring the house down with a slap-dash "23 skiddo" number called "Uh Oh." Some highly athletic dances in the Russian style spark the tempo occasionally.

It is reported that new writers have been rushed to Boston for a face-lifting job. It is just possible that they can effect a production that will at best be a charming, sentimental musical without too much lift, but with stars that will attract a sizable following.

CAMERON DEWAR

## TALENT TOPICS

## NEW YORK

After all that wrangling, hungry i owner Enrico Banducci now concludes that Vaughn Meader is the greatest. "Doing capacity, a great comedy asset, looking forward to his return" . . . says Banducci. . . Little Eva off for Europe next week—two weeks in Paris, then a two-week tour. . . Tony Williams to do a Japanese jaunt. . . Walter Bouillet, who handles the Four Saints, says business is fine. But he complains the act is so visual that nobody who has only heard the records appreciates how great it really is. . . Buddy Greco into Las Vegas' Sahara starting March 12, sharing spotlight with comic Alan King.

## HOUSTON

Joe E. Lewis opened at the Cork Club. Also on the bill: Susan Barret. . . The Ginny Tiu show is currently at the Shamrock Hilton's International Club. . . Ray McKinley and the Glenn Miller orchestra have been booked for February 16 in the Shamrock Hilton's Emerald Room. . . Kay Stevens and her trio in for two weeks at the Tideland Club. . . Walter Klepas is drawing big crowds at the Match Box. . . The Ames Brothers featured in the Rice Hotel Penthouse for a fortnight in a revue. . . Dave Brubeck and his jazz quartet appeared in a concert at the Music Hall.

Floyd Tillman is the main attraction at the Hi-Lo Hoedown. . . Buddy Groves and the Kings, currently here at La Riviera Lounge, soon will be out with "I Had a Chance."

In Dallas, Willie Nelson, Liberty recording star, is being featured at the Chalet. Nelson has two hits on the charts, "Wake Me When It's Over" and "Half a Man." . . Dian Hart at the Executive Inn's Mayfair Room. . . Don Ragon and his orchestra will take over for Joe Reichman and is orchestra at the Empire Room of the Statler Hilton Hotel. Reichman completes a three-month stint.

BARRY CANDY

## CINCINNATI

Tony Bennett plays a concert stint at Veterans' Memorial, Columbus, Ohio, March 1, and Music Hall, Cincinnati, April 20, both dates set by W-B Productions, Dayton, Ohio. . . Benny Goodman's recent appearance for W-B at Dayton's Memorial Hall drew 1,700 paid for a gross of \$6,000. . . George Reising, producer of the Ruth Lyons "50-50 Club" on WLW-T and the four-city Crosley Broadcasting TV network, is promoting Peter Nero's appearance at the Taft Theater here March 9. . . Allan Sherman, back by the Jimmy Joyce vocalists (6) and an ork led by Joe (Fingers) Carr, played a bloomer at Music Hall here February 12. With duets scaled from \$2-\$5, the single performance attracted some 700 paid for a gross of less than 3G. BILL SACHS

## BOSTON

Something new at the Statler-Hilton's Terrace Room is a revue, Ivor David Balding's "Five Faces Out," a Julius Monk-type show which will stay for five weeks and looks as though it'll be the forerunner for others. . . Marlene Dietrich is a strong

(Continued on page 29)

## TV GUEST APPEARANCES BY RECORD TALENT

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

FEBRUARY 25-MARCH 3  
(All Times Eastern Standard)

## MONDAY 25—CONNIE FRANCIS

The MGM songstress, whose latest LP is "Connie Francis Sings Modern Italian Hits," visits the Merv Griffin show (NBC-TV, Monday through Friday, 2-2:55 p.m.).

## MONDAY 25—VICTOR BERGE, LEONID HAMBRO

The N. Y. Philharmonic's pianist, Leonid Hambro, entertains on the Borge special (ABC-TV, 9-10 p.m.). Hambro has numerous recordings available on various labels, including Columbia, Epic and Bartok. Victor Borge's latest album effort on MGM is titled "Borge's Back."

## MONDAY 25—PETER, PAUL &amp; MARY

The folk trio, with two LP's in the top 10 of the Top Mono LP chart, perform on the tape-syndicated Steve Allen show, now viewed over 32 stations. Their latest Warner Bros. LP is called "Moving."

## TUESDAY 26—CONNIE FRANCIS, PETER, PAUL &amp; MARY

Both appear before the cameras for the second time this week. This night on the Tonight show (NBC-TV, 11:15-1 a.m.). Miss Francis is busily plugging her MGM single of the title tune from the flick she co-stars in, "Follow the Boys." The trio's new single is "Tiny Sparrow" b.w. "Big Boat" for W.B.

## TUESDAY 26—JACKIE MASON

The Verve comedian guests on the Merv Griffin show (NBC-TV, Monday through Friday, 2-2:55 p.m.). His current offering is the LP "I'm the Greatest Comedian in the World."

## TUESDAY 26—EDDIE FISHER

The veteran performer entertains on the Edie Adams special "Here's Edie" (ABC-TV, 10:30-11 p.m.). His latest ABC-Paramount single is "Arrivederci Roma" b.w. "A Camminare."

## TUESDAY 26—SHIRLEY BASSEY, ALLEN AND ROSSI

All perform on the Garry Moore show (CBS-TV, 10-11 p.m.). Miss Bassey's latest U.A. single is "As Long as He Needs Me" b.w. "Above All Others." The comedy duo's recent ABC-Paramount LP is "One More Time Hello Dere."

## WEDNESDAY 27—PATRICE MUNSEL

The Met opera soprano, who also vocalizes pop, performs on the Perry Como show (NBC-TV, 9-10 p.m.). Her recent Philips LP in the pop category is titled "Unpredictable."

## WEDNESDAY 27—BUDDY GRECO

The Epic vocalist guests on the Westinghouse tape-syndicated Steve Allen show. His new LP is called "Soft and Gentle."

## THURSDAY 28—PEARL BAILEY

Miss Bailey plays the Andy Williams show (NBC-TV, 10-11 p.m.). Her recent album "Come On Let's Play" is on Roulette.

## THURSDAY 28—RICHARD CHAMBERLAIN

"Dr. Kildare" visits the Tonight show (NBC-TV, 11:15-1 a.m.). He has a new chart LP on MGM titled "Richard Chamberlain Sings."

## FRIDAY 1—DICK GREGORY

Comedian Gregory guests on the Jack Paar program (NBC-TV, 10-11 p.m.). He has a new LP on the Vee Jay label titled "Dick Gregory at Mr. Kelly's."

## SUNDAY 3—BOB NEWHART, ANITA BRYANT, MIKE CLIFFORD

All entertain on the Ed Sullivan show (CBS-TV, 8-9 p.m.). Newhart is still scoring with his "Button-Down Mind on TV" LP on W.B. Miss Bryant has a new Columbia LP tagged "Anita Bryant's Greatest Hits" and U.A.'s Clifford is represented with a single "What to Do With Laurie" b.w. "That's What They Said."

## SUNDAY 3—ROBERT MERRILL, RICHARD TUCKER

Both perform on the "Voice of Firestone" (ABC-TV, 10-1:30 p.m.) and both have numerous recordings available on RCA Victor and Columbia.

## Some Short Folk Tales . . .

The Bitter End, always ready to take a chance on something new in the folk area, has booked song and dance man Danny Meehan to its bill. Meehan, who joins the bill of comic Lenny Maxwell and folk singers Allen and Grier Wednesday (27) has

appeared in the musical "Whoop Up" and the revue "O Oyster" as well as various TV outings.

Theodore Bikel plays his second Carnegie Hall concert March 2. This concert launches Bikel's spring concert tour which

(Continued on page 12)

## TALENT ON TOUR

## EAST

Theo Bikel has a concert at Carnegie Hall, New York, March 2. . . Gerry Mulligan holds forth at the Village Gate, New York, March 1-3. . . Count Basie plays the Civic Arena, Pittsburgh, February 28.

## SOUTH

The Ivy League Trio performs for collegians at Atlantic Christian College, Wilson, N. C., March 2.

## MIDWEST

Count Basie at Memorial Hall, Dayton, Ohio, February 25 and Veterans' Memorial Hall, Columbus, Ohio, February 26.

## WEST

Dizzy Gillespie at Fresno

State College, Fresno, Calif., March 2, and the Lighthouse, Hermosa Beach, Calif., March 3-9. . . Smothers Brothers play a campus date February 27 at Eastern Washington State College, Cheney, Wash. . . The Four Freshmen also play campus dates: Western Washington State College, February 26, and Sacramento State College, Sacramento, Calif., February 28.

## CANADA

Gerry Mulligan moves northward to perform at Her Majesty's Theater, Montreal, March 10.

## PUERTO RICO

Sammy Davis Jr. moves into the Caribe Hilton, San Juan, February 28 for a two-week stay.

## 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.



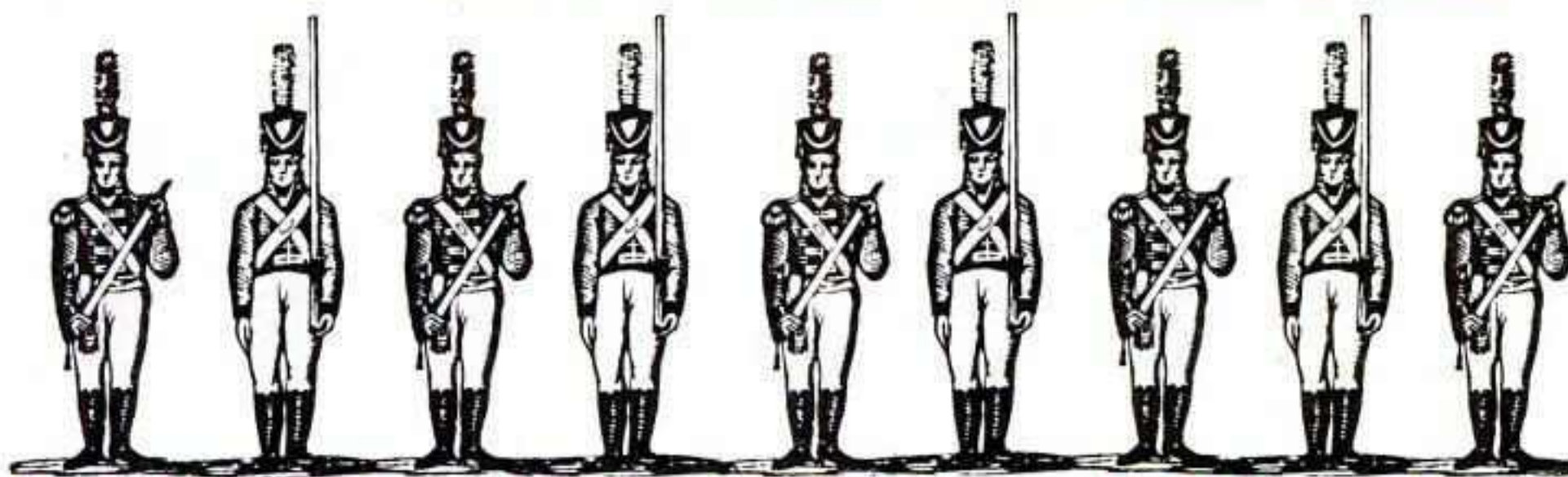
NED MILLER  
(Fabor)

HOME TOWN: Salt Lake City. EDUCATION: High school and two years of college. HOBBIES: Swimming, baseball and pinochle. BACKGROUND: Miller spent three years in the Marine Corps. He was in the South Pacific at Midway and Okinawa and later at Hiroshima. In 1956, Ned Miller, a pipefitter by trade, decided to try the music field. He met Fabor Robinson, of Abbott and Fabor renown, who agreed to work with him and develop his talents. Ned's first success came a year later as the writer of the hit, "Dark Moon." He went on to write such songs as "Mr. Fire Eyes," "Just Before Dawn," and "Johnny Vagabond." So far he has written approximately 100 songs, among them his hot single, "From a Jack to a King." And here he sings his own song.

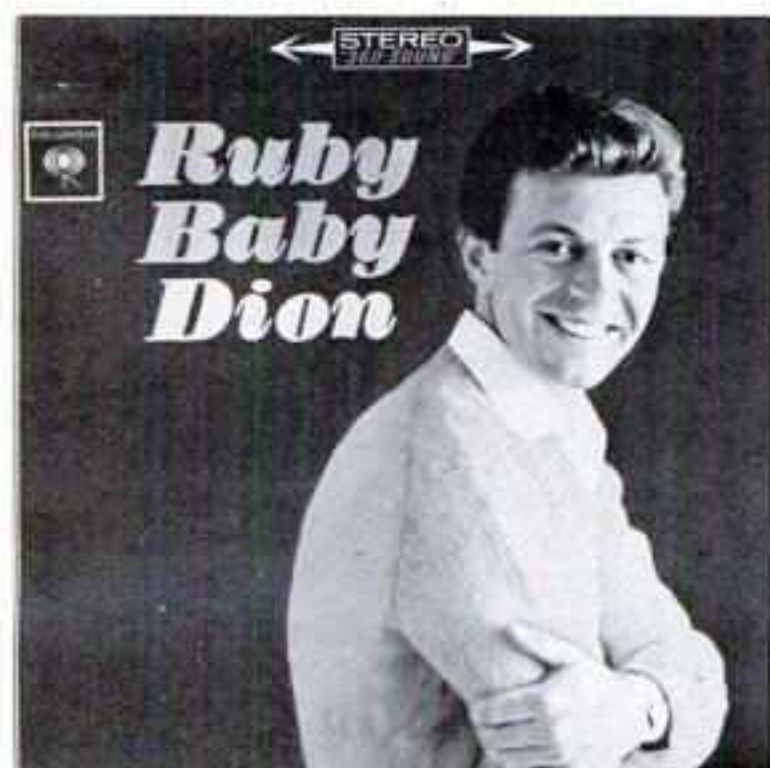
LATEST SINGLE: "From a Jack to a King" continues to do well on the Hot 100 Chart.

LATEST ALBUM: "From a Jack to a King" was released this week.

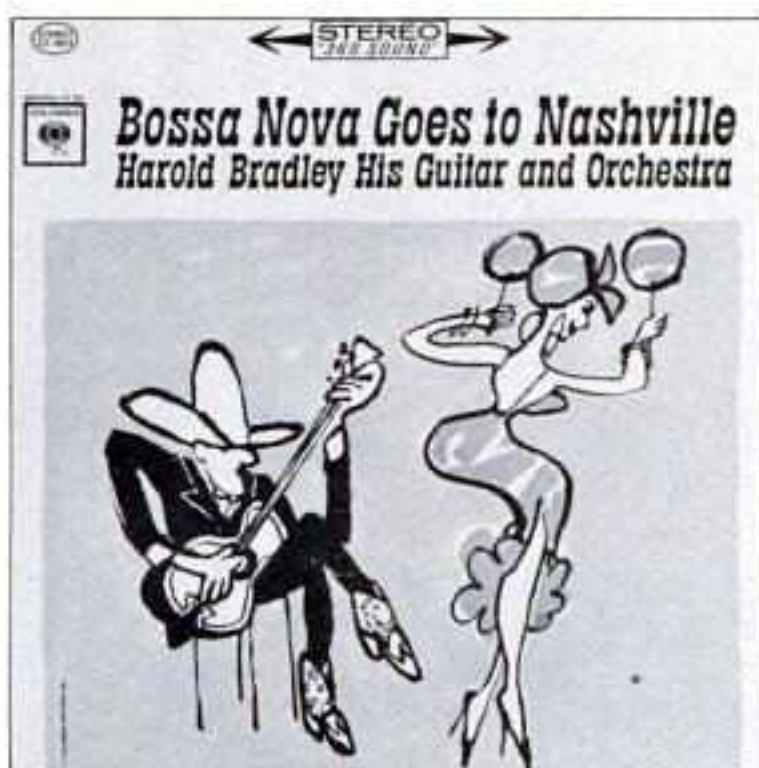
# FORWARD



# MARCH



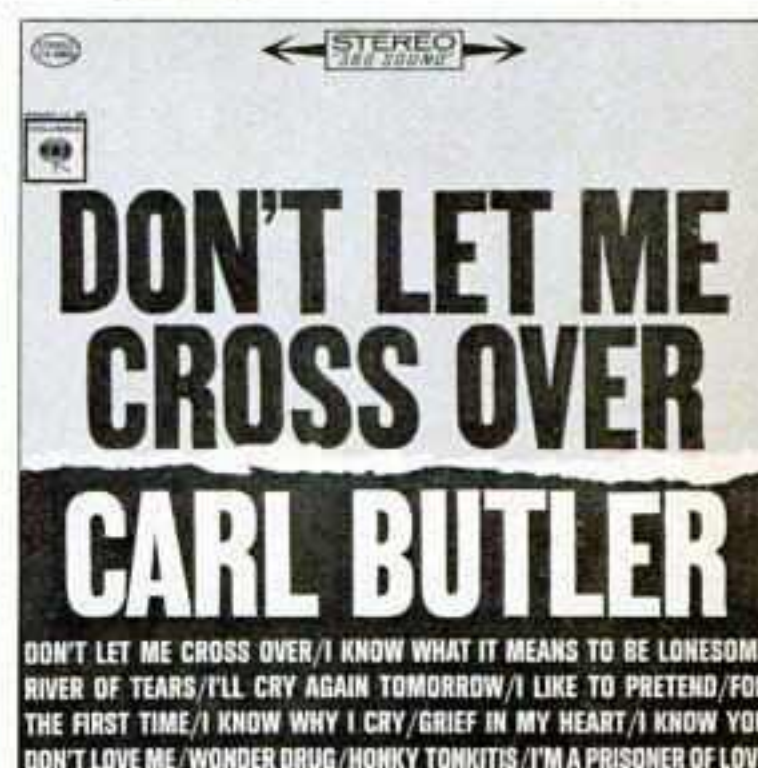
CL 2010/CS 8810\*



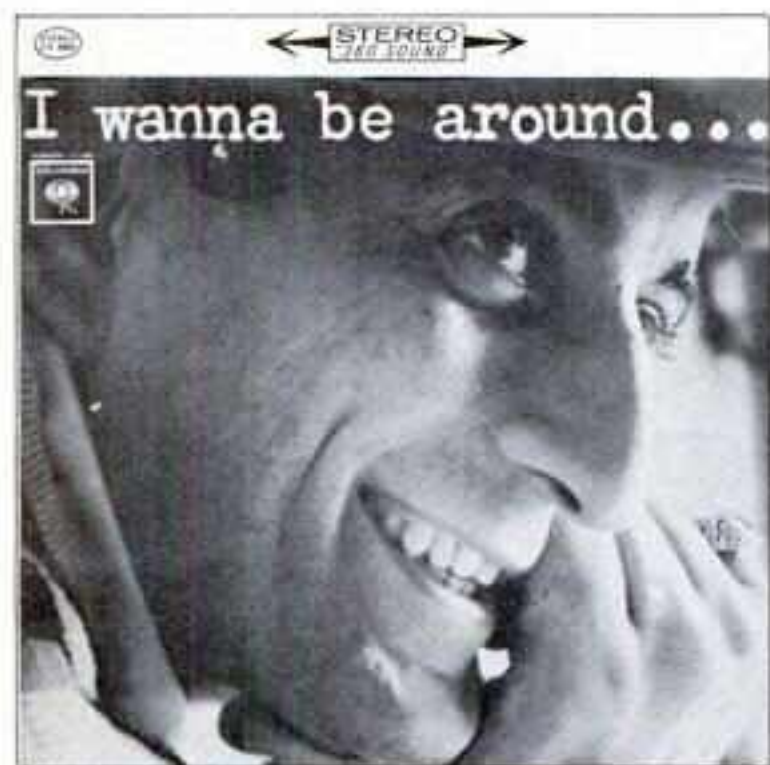
CL 2014/CS 8814\*



CL 2012/CS 8812\*



CL 2002/CS 8802\*



CL 2000/CS 8800\*



ML 5819/MS 6419\*



CL 2007/CS 8807\*



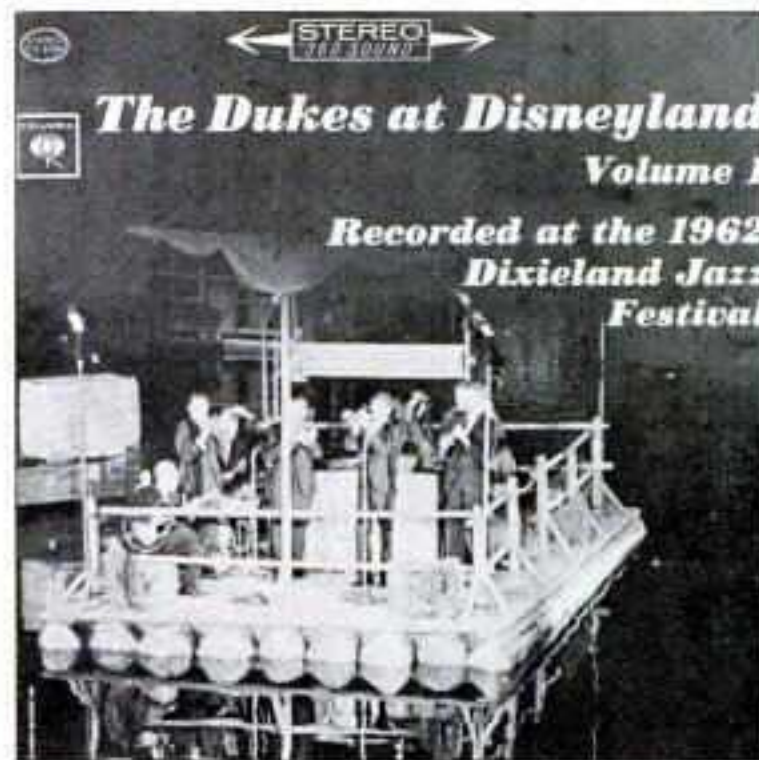
CL 1997/CS 8797\*



CL 1992/CS 8792\*



CL 1970/CS 8770\*



CL 1966/CS 8766\*



CL 1964/CS 8764\*

\*Stereo

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**Midwest Dealers Air Complaints**

• *Continued from page 4*

it charged, which dealers said they were unable to meet.

• Dealers said the club was particularly harmful on classical sales, characterized as onetime purchases by people who are highly literate and able to figure out the cost savings on club purchases.

• Consensus among dealers was that few stores today sell records at a so-called list price.

• Recaps of dealers' sales quoted during the hearings showed that sales rose up to 1960 after which they generally dropped. Dealers complained that the club's acquisition of other labels was a key factor.

• Testimony by Jack Schapps,

who had also been a member of the Society of Record Dealers (SORD) and an active participant in its suit several years ago against three clubs, Columbia, RCA Victor and Capitol, showed that the association dropped its suit because it ran out of money.

**Other Labels Not a Factor**

Columbia counsel Asa Sokolow made the point that the original complaint had not mentioned the fact that the Columbia club carried other labels. Schapps replied that at the time the complaint was filed, the other labels were not a factor.

• Other testimony showed that many dealers had organized

small clubs of their own in an effort to meet competition.

Dealers generally agreed that the Columbia club's practice of selling records at a discount was a short-term benefit to consumers, but they argued that in the long run consumers would be hurt because of dealers going out of business and people being limited in the amount of product they could buy.

**RCA Victor Singles**

• *Continued from page 4*

period starting right after Christmas. A.&r. was alerted so that the records could all be ready at the firm's sales meeting right after Christmas. Distributors and promotion men were informed of the records, and the plan, and Victor set all of its promotion guns behind the entire 12-record release.

First records issued under the January singles package plan were Paul Anka's "Love Makes the World Go Round" and Henry Mancini's "Days of Wine and Roses." Next two were Neil Sedaka's "Alice in Wonderland" and Duane Eddy's "Boss Guitar."

Others include Elvis Presley's "One Broken Heart for Sale," Sam Cooke's "Send Me Some Lovin'," Jim Reeves' "Is This Me?" and sides by Peggy March, Al Hirt, Carl Belew, Jimmy Elledge and Don Gibson.

**.500 Batting Av.**

Of these 12 selected disks, seven have become hits (Presley—of course, plus Anka, Mancini, Sedaka, Eddy, Cooke and Reeves), while the Peggy March is showing some action and the Don Gibson record of "It Was Worth It All" is too soon to know as yet.

This means Victor's batting average on the 12 selected is

**Columbia Singles**

• *Continued from page 4*

as well as country success.

Columbia has also been getting results with brand-new talent like Bill Pursell and the Duttons. And they have stayed hot on the folk scene with the New Christy Minstrels, who also sell singles as well as albums.

**Held That Line**

Columbia has so many hits riding that at one point Kapralik was going to declare a two-week moratorium on new releases. However, he decided against it on the basis that there were records that had to come out and because he feels that a good record will make it no matter how many hits a firm has.

Columbia, even though it is riding high, has no intention of sitting pat with its current artist roster. Kapralik recently bid for Dick Dale, who was snagged by Capitol last week and has negotiations pending with some other talent.

over .500 and has a chance to go to .750 if the March and the Gibson disks come through.

Victor brass Jenkins and Clark say that a record company has to have a deep artist bench to do such a singles package, and also that it can only be done when the firm is not concentrating on its LP programs in the spring, the fall, and Christmas. However, they said it can be done with an LP program in January because that is dealer re-stocking time for everything, even singles.

when answering ads . . .

**Say You Saw It in In Billboard**

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- SUN
- RCA VICTOR
- Mercury
- Cadence
- DOT
- EPIC
- Capitol
- AT&T
- MGM
- SWAY

**Short Folk Tales**

• *Continued from page 10*

will take him to 30 major cities, including Miami, Boston, Philadelphia, Washington, Chicago, Toronto, Seattle, San Francisco, and Santa Monica, Calif. The artist's new album is called "Theodore Bikel, On Tour" and it is his 14th set.

The Contemporary Folk Group, an outfit in the West Coast, is being recorded at the Ice House, the theater restaurant in Pasadena, Calif. The group will record live in the club over a four-day period and the Sherwood Singers also appear with them.

Canada is turning out much young record talent, and two newcomers in the folk field appear to be winners for the future. Ian and Sylvia and the Courriers have both been recorded and released in this country.

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the **ORIGINAL VERSION!!**

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**MISS PERSONALITY**  
Personalita; Nessuno Al Mondo; Bongo Cha Cha Cha; Tili; Appuntamento A Madrid; Lo Credo; Sucu Sucu; Amor; Ti Diro; others.  
Mono TW91260

# LONDON

RECORDS





HARRY NEWSTONE (right), conductor of the Nashville Symphony Orchestra, visits "Grand Ole Opry" backstage and meets king of the country singers Roy Acuff (left). Newstone was introduced to the audience by announcer Ralph Emery.

## Tennessee Fest to Mark Nashville As 2d Hottest Music Town in U.S.

NASHVILLE—Elaborate plans for a State of Tennessee-sponsored international music festival designed to attract both American and foreign tourists to the Volunteer State were revealed here last week.

The festival, which will be keyed to develop the State's tourist trade and increase industrial development potential, is slated for July, first of an annual series.

RCA Victor recording star Eddy Arnold was named chairman of the festival committee in a meeting of State officials and Tennessee music industry leaders.

Conservation and Commerce Commissioner Don McSween has been meeting with officials of the Country Music Association; Capitol Airways; Travel, Inc.; Broad Music, Inc.; State industrial development officials, and music industry leaders in

recent weeks, it was learned last week.

### Big Drive

An intensive promotion campaign is to be conducted on State, national and international levels, it was announced. Among the festival plan now under consideration is the setting up of a series of week-long events throughout the State, possibly highlighted by the appearance of top drawer stars like Dinah Shore, Tennessee Ernie Ford, Elvis Presley and Pat Boone—all Tennesseans.

The festival idea is largely credited to Tom Beasley, field representative for Gov. Frank G. Clement.

Beasley cited Nashville's second-only-to-New York status in the music industry, saying, "It's time we cashed in on this valuable asset."

### Benefits Listed

Some of the benefits of the planned festival, according to backers, are the attraction of a larger dollar and cents volume of the tourist trade both national and international, new revenue sources, and providing of an opportunity for visitors to view the State's TVA power sources, industrial resources, and recreational and cultural facilities.

Members of the committee, in

## Modern Pressing Plant in Nashville

NASHVILLE — A new phonograph pressing plant opened here last week. To be known as Sound of Nashville, Inc., the firm will have offices and plant at 160 Second Avenue South near the downtown area.

Bob Nelson, a Nashville businessman, is president, and Joe Talbot is vice-president. Talbot has a varied musical and business background. The production engineer is Bob Beasley, also a Nashvillian.

Talbot said he believes the firm has acquired "the latest, most modern automatic pressing equipment available."

## Opry Picks Nashville For 38th Celebration

NASHVILLE — The Grand Ole Opry's 38th Anniversary Celebration will be held here November 1-2, Bob Cooper, general manager of WSM Radio, said last week.

Cooper said the success of 1962's seminar on sales and programming has prompted WSM to expand this feature this year.

A highlight of the Celebration will be the WSM-sponsored breakfast to be held in Nashville's new Municipal Auditorium. The Grand Ole Opry's 53 leading stars will be featured at the breakfast.

The convention brings to Nashville more out-of-state visitors than any other annual event, with last year's registration well above the 2,750 mark. It is anticipated that an even greater number will be on hand for the event this year.

In addition to McSween, Beasley and Arnold, are Eddie Jones, press secretary for Governor Clement; William DePriest of Travel, Inc.; automobile agency executive E. J. Preston and his wife, Mrs. Frances William Preston, Southern representative of BMI; Mrs. Jo Walker, executive director of CMA; Don Calgy, Gallatin, special assistant to the governor on industrial development; Earl Shaub, State conservation official; Ed J. Shea, executive vice-president of the Nashville Area Chamber of Commerce, and Duncan Tolmie, European rep for Capitol Airways.

The committee is to meet again Monday (18) to discuss future plans for the festival.

## COUNTRY MUSIC CORNER

By BILL SACHS

Stew Carnall has joined Cliffie Stone Associates in Hollywood to work with Charlie Williams on management and promotion. The Stone firm has set Marty Robbins, George Jones, Sheb Wooley, Marion Worth, Mac Wiseman and Claude Gray for a country music spectacular in Sacramento, Calif., March 28.

Jimmy Littlejohn has a session coming up soon for Todd Records in Nashville, with Paul Cohen directing. Littlejohn's personal manager, Charles Wright, Dallas, will accompany the artist on the Nashville jaunt. . . . Johnny and Jonie Mosby have just signed a new five-year recording pact with Columbia Records.

Jimmy Wakeley has just completed work on a new TV film which is slated for release soon.

The film is built around Wakely and his band, which includes his daughter Linda and son Johnny and, of course, promotes country music. . . . Kathy Dee, currently sporting a new United Artists release, spent February 20-21 in New York to convene with UA officials and their publishing reps and to make a new series of promotional pictures. . . . Missouri country singer Dean Mathis, heard on the Nashville label, has tossed his lot with Double D Bar Ranch, new booking firm launched by Dick Oakerson in Kansas City, Mo. Mathis is currently working nitery dates in the Kansas City sector.

Frank Page, producer of "Louisiana Hayride," Shreveport, ushers in its new season March 16 with Lefty Frizzell,

## HOT COUNTRY SINGLES

### Billboard SPECIAL SURVEY

FOR WEEK ENDING 3/2/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	DON'T LET ME CROSS OVER . . . . . 13 Carl Butler, Columbia 42593	13
2	2	BALLAD OF JED CLAMPETT . . . . . 13 Lester Flatt & Earl Scruggs, Columbia 42606	13
3	3	SECOND HAND ROSE . . . . . 11 Roy Drusky, Decca 31443	11
4	5	FROM A JACK TO A KING . . . . . 10 Ned Miller, Faber 114	10
5	6	T FOR TEXAS . . . . . 2 Grandpa Jones, Monument 801	2
6	4	RUBY ANN . . . . . 13 Marty Robbins, Columbia 42614	13
7	8	END OF THE WORLD . . . . . 11 Skeeter Davis, RCA Victor 8098	11
8	22	IS THIS ME? . . . . . 4 Jim Reeves, RCA Victor 8127	4
9	7	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND . . . . . 13 Porter Wagoner, RCA Victor 8105	13
10	16	NOT WHAT I HAD IN MIND . . . . . 4 George Jones, United Artists 528	4
11	10	I TAKE THE CHANCE . . . . . 10 Ernest Ashworth, Hickory 1189	10
12	11	DOES HE MEAN THAT MUCH TO YOU? . 13 Eddy Arnold, RCA Victor 8102	13
13	13	CAN'T HANG UP THE PHONE . . . . . 6 Stonewall Jackson, Columbia 42628	6
14	9	SING A LITTLE SONG OF HEARTACHE . 17 Rose Maddox, Capitol 4845	17
15	12	HELLO TROUBLE . . . . . 15 Orville Couch, Vee Jay 470	15
16	14	SHAKE ME I RATTLE (Squeeze Me I Cry) 4 Marion Worth, Columbia 42640	4
17	25	A STRANGER WAS HERE . . . . . 5 Darrell McCall, Philips 40079	5
18	26	LEAVIN' ON YOUR MIND . . . . . 3 Patsy Cline, Decca 31455	3
19	29	STILL . . . . . 2 Bill Anderson, Decca 31458	2
20	-	WALK ME TO THE DOOR . . . . . 1 Ray Price, Columbia 42658	1
21	-	SAWMILL . . . . . 1 Webb Pierce, Decca 31451	1
22	23	FADED LOVE . . . . . 7 Leon McAuliff, Cimarron 4057	7
23	27	WALK RIGHT IN . . . . . 2 Rooftop Singers, Vanguard 35017	2
24	18	YOU'RE FOR ME . . . . . 10 Buck Owens, Capitol 4872	10
25	-	KNOCK AGAIN, TRUE LOVE . . . . . 2 Claude Gray, Mercury 72063	2
26	-	YOU TOOK HER OFF MY HANDS . . . . . 1 Ray Price, Columbia 42658	1
27	-	LONESOME 7-7203 . . . . . 1 Hawkshaw Hawkins, King 5712	1
28	-	THE YELLOW BANDANA . . . . . 1 Faron Young, Mercury 72085	1
29	28	I'VE GOT THE WORLD BY THE TAIL . . . 9 Claude King, Columbia 42630	9
30	-	HELLO WALL NO. 2 . . . . . 1 Ben Colder, MGM 13122	1

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New Album

**"HARD TRAVELIN'"**

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for  
Ernest Ashworth

**I TAKE THE CHANCE**

HICKORY 1189

**"SHERRY'S LIPS"**

b/w  
"MISS BROWN"

3583 Phillips International

**David Houston**

Sun Records  
639 Madison Memphis, Tenn.

Hawkshaw Hawkins, Willie Nelson, Charlie Walker, Cousin Jody and Nat Stuckey. The three-hour live show will be broadcast in its entirety via 50,000-watt KWKH, Shreveport. Page is working with Bob Neal and Saul Holiff to bring the top c.&w. talent to Shreveport. . . . Ben Arrigo, formerly on the editorial staff of Billboard in New York, is now associated with Glenn Productions, 157 W. 57th Street, New York, which has just taken on the handling of some c.&w. promotion. Arrigo is presently working on the LP, "Harry Glenn Presents Music Country Style," deejay samples of which are available by writing to Ben on your station letterhead.

The Country Music Association last week officially added the following names to its membership list: Jerry Caterino, Bronx, N. Y.; Irene Schneider, San Leandro, Calif.; Alma D. Campbell, North Little Rock, Ark.; Bill Mack, KPCN, Grand

(Continued on page 16)

**"THE YELLOW BANDANA"**

by  
**Faron Young**

72085

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MAURICE CHEVALIER and HAYLEY MILLS

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**TEEN STREET**

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The First Woman  
The First Woman  
CAMARATA

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Hit Hot 100 at 85 — Feb. 23rd issue of BILLBOARD

**“RAINBOW”**

by

**GENE  
CHANDLER**

VEE JAY #486

**THIRD STRAIGHT WINNER**

Riding in No. 3 slot on Hot 100 Charts — Feb. 23rd issue of BILLBOARD

**“WALK LIKE A MAN”**

by

**THE 4  
SEASONS**

VEE JAY #485

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**“I'M A  
SOLDIER  
BOY”**

c/w

**“SHOOK UP  
OVER YOU”**

by

**Dee Clark**

Vee Jay #487

**“HIS  
AND  
HERS”**

by

**Tony  
Douglas**

Vee Jay #481

**“EVERY  
STEP”**

by

**The  
Dukays**

Vee Jay #491

**“ENDLESS  
NIGHT”**

by

**Jimmy  
Clanton**

Ace #8006

**“DANCE  
ROMEO  
DANCE”**

by

**The  
Romeos**

(formerly the  
King Pins)

Vee Jay #494

**“MY  
BABE”**

by

**The  
Red West  
Combo**

Santo #9006

**“BILLY”**

by

**Kathy  
Jay**

Vee Jay #490

**NEW RELEASES**

**“TONIGHT I'LL BE  
LONELY”**

by

**Nino and the Ebb Tides**

Mr. Peeke #123

**“HOLD ME CLOSE”**

by

**Ron Marshall**

Mohawk #134

No. 2 in Britain

**“THE WAYWARD WIND”**

by

**Frank Ifield**

Vee Jay #499

No. 5 in Britain

**“PLEASE, PLEASE ME”**

by

**Beatles**

Vee Jay #498

The Real Bossa Nova

**“MIMA”**

by

**Eddie Harris**

Vee Jay #496



**RECORDS**

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R & B ROUNDUP

By NICK BIRO  
(Chicago Office)

Tamla - Motown's "Motor Town Review" kicks off a tour of the Midwest in April. The group includes Marvin Gaye, who just completed a West Coast circuit, plus Mary Wells, Little Stevie Wonder, the Marvellettes, the Miracles, the Supremes and the Contours. . . . The Marvellettes just put out their new LP, "Locking Up My Heart," on Tamla. . . . Jamie-Guyden's Barbara Lynn just completed two week-long engagements, one in Washington and another in Baltimore, and is off on a tour of North Carolina, Virginia, Georgia and Ohio with the Clyde McPhatter-Benny King show through March 10. . . . Huey Meaux, producer for Miss Lynn, is in Texas and Louisiana doing a.&r. work and scouting for new talent for Jamie-Guyden. . . . The Buttons, a pair of Nashville gals aged 12 and 13 respectively, who record for Columbia, start a national tour in St. Louis next week. Chicago's

Carl Davis produced their latest single, "Popeye Does the Mashed Potato" and "My Photograph Book."

Bugs Scruggs, program director of San Francisco's KSAN, says he needs a "swinging, Top 40-sounding r.&b. deejay who has imagination, creativity and who is interested in swinging with a group of real swingers. Good pay for the right man." . . . Tobe Howard, morning man at WLOU, Louisville, is recuperating at home following a three-week siege in the hospital. He'll be back at work shortly. . . . According to Frank (Jivin' Gene) Barrow, program director of KZAM-FM, Seattle, hottest new records of the week are "Words," Solomon Burke, and "Laughin' Boy," Mary Wells. "Contract on Love" by Little Stevie Wonder and "Good-Bye, Cruel Love" by Linda Griner are the new record picks at the station. KZAM-FM is the only 24-hour r.&b. station in the Pacific Northwest. . . . Etta Jones has just recorded a new LP, "Love Shout," for Prestige. Release date is not yet set. The label also recorded Jack McDuff live in Newark last week.

Congratulations to Brenda Reid, Carol Johnson and Lillian Walker, the three girls who, with Herb Rooney, comprise the Exciters (United Artists) of "Tell Him" renown. They will be graduated from high school in Jamaica, L. I., N. Y., this spring. The group will then

launch an extensive promotion tour. . . . The Vice-Roys, just off a promotion tour of the East and Midwest, were stopover visitors in Chicago to celebrate the breakout here of their "Seagrams" record on Bethlehem. It's their first big record and hit the powerful WLS Silver-Dollar Survey. The group is due in New Jersey next month. . . . Jimmy Boyd, 16-year-old Scottsdale High School student from Phoenix, Ariz., has his first release on take Ten Records, a Chicago label. It's "Don't Ask for More" and "Vicki, This Is Susie." It's happy birthday to Brain Holland, producer, writer and recording engineer for Tamla-Motown. Ditto for Bobby Rogers and Smoky Robinson, both of the Miracles. Both were born February 19 and they're the same age.

News from Chicago: Potter Distributing Company has picked up three new lines: Charlie Parker, Request and Delgen (TV gospel show). . . . Phylis Stamz, daughter of deejay Richard Stamz, joins Garmisa Distributing Company. . . . WYNR's Big John Evans is asking listeners to send him a diet. Must be working. John is pushing the No. 1 rating slot for his morning show. . . . Summit Distributing expands its promotion department with the addition of Carl Proctor. He'll handle r.&b. . . . A lot of friendly rivalry in the city between Sid McCoy (WCFL) and Daddy O Daley (WAAF) on who's to break new jazz in the city. They're two of the country's best, both very knowledgeable in the field and both very hot.

COUNTRY MUSIC CORNER

Continued from page 14

Prairie, Tex.; Joe Onspaugh, Akron; Claire Borello, Springfield, Mass.; Peggy Steelman, Helena, Ark.; Ralph Martell, New York; Howard Barnes, Sherman Oaks, Calif.; Fredric Tribble, Indianapolis; Wayne Raney, Concord, Ark.; Cy Blumenthal, KCKN, Kansas City, Kan.; Harold B. Lipsius, Philadelphia; Jim Midkiff, WJBM, Jerseyville, Ill.; Bobby Boyd, Oklahoma City; Roy B. Maybry Jr., Avenel, N. J.; Babern C. Jones, Columbia, S. C.; Joe Simpson, Bayside, N. Y., and Don Robertson, Hollywood. New organizational members are Columbia Records of Canada and SESAC, Inc.

Latest bookings by Ott Devine, talent master of WSM's "Grand Ole Opry," Nashville, stack up as follows: Flatt and Scruggs, Walnut Ridge, Ark., February 20; Hickory Flat, Miss., 21; Columbus, Ohio, 23; Newberry, S. C., 26; Spindale, N. C., 27; Westminster, S. C., 28; Grover, S. C., March 1; Toney, Ala., 7; Dayton, Ohio, 16; Gretna, Va., 20; Ridgeway, Va., 22; Wichita Falls, Tex., 29, and Tulsa, Okla., 30; Don Gibson, Charlotte, N. C., February 23; Wilma Lee and Stony Cooper, Cowboy Copas and Bobby Lord, Sanford, Fla., February 22; Eau Gallie, Fla., 23; Ernest Tubb, Murphy, N. C., February 22; Columbus, Ohio, 23; New Boston, Ohio, 24; Jim Reeves, Muskegon, Mich., February 22; Lansing, Mich., 23;

HOT R&B SINGLES

Billboard SPECIAL SURVEY FOR WEEK ENDING 3/2/63			
This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	HEY PAULA . . . . . Paul & Paula, Philips 40084	5
2	2	YOU'VE REALLY GOT A HOLD ON ME. 10 . . . . . Miracles, Tamla 54073	10
3	3	THAT'S THE WAY LOVE IS. . . . . Bobby Bland, Duke 360	7
4	8	WALK LIKE A MAN. . . . . Four Seasons, Vee Jay 485	4
5	4	WALK RIGHT IN. . . . . Rooftop Singers, Vanguard 35017	6
6	6	CALL ON ME . . . . . Bobby Bland, Duke 360	5
7	7	SEND ME SOME LOVIN'. . . . . Sam Cooke, RCA Victor 8129	4
8	12	MAMA DIDN'T LIE . . . . . Jan Bradley, Chess 1845	5
9	9	LOOP DE LOOP . . . . . Johnny Thunder, Diamond 129	7
10	11	RUBY BABY . . . . . Dion, Columbia 42662	4
11	17	RAINBOW . . . . . Gene Chandler, Vee Jay 468	4
12	18	HITCH HIKE . . . . . Marvin Gaye, Tamla 54075	4
13	-	OUR DAY WILL COME . . . . . Ruby & The Romantics, Kapp 501	1
14	25	TELL HIM I'M NOT HOME. . . . . Chuck Jackson, Wand 132	2
15	16	RHYTHM OF THE RAIN. . . . . Cascades, Valiant 6026	2
16	5	TWO LOVERS . . . . . Mary Wells, Motown 1035	13
17	19	THE NIGHT HAS A THOUSAND EYES. . . . . Bobby Vee, Liberty 55521	9
18	23	YOU'RE THE REASON I'M LIVING . . . . . Bobby Darin, Capitol 4897	4
19	13	DON'T MAKE ME OVER . . . . . Dionne Warwick, Scepter 1239	8
20	27	LET'S TURKEY TROT . . . . . Little Eva, Dimension 1006	2
21	15	TELL HIM . . . . . Exciters, United Artists 544	11
22	-	HE'S SO FINE . . . . . Chiffons, Laurie 3152	1
23	20	STRANGE I KNOW . . . . . Marvellettes, Tamla 54072	10
24	-	LIKE A BABY. . . . . James Brown & the Famous Flames, King 5710	1
25	-	SOUTH STREET . . . . . Orlons, Cameo 243	1
26	14	HOTEL HAPPINESS . . . . . Brook Benton, Mercury 72055	13
27	26	GO AWAY LITTLE GIRL. . . . . Steve Lawrence, Columbia 42601	8
28	10	UP ON THE ROOF. . . . . Drifters, Atlantic 2162	13
29	-	LAUGHING BOY . . . . . Mary Wells, Motown 1039	1
30	24	IT'S UP TO YOU . . . . . Rick Nelson, Imperial 5901	3

Saginaw, Mich., 24; Lonzo and Oscar, Tampa, Fla., February 22-23; Wichita, Kan., March 16; Kansas City, Kan., 17; Sioux City, Ia., 19; Sioux Falls, S. D., 20; Omaha, Neb., 21; Lincoln, Neb., 22, and Lawrence, Kan., 23.

THE GOOD JAZZ SINGLES

Ramsey Lewis  
"Maha-de Carnival"

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

Lorez Alexandria  
"Baltimore Oriole"

b/w  
"Mother Earth"  
Argo #5432

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

Ahmad Jamal  
"Haitian Market Place"

b/w  
"Montevideo Maf Macanudo"  
Argo #5434

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

JIM BOYD  
"DON'T ASK FOR MORE"  
B/W  
"VICKI, THIS IS SUSIE"  
TTR 1502  
TAKE TEN RECORDS  
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Phone: 272-4483

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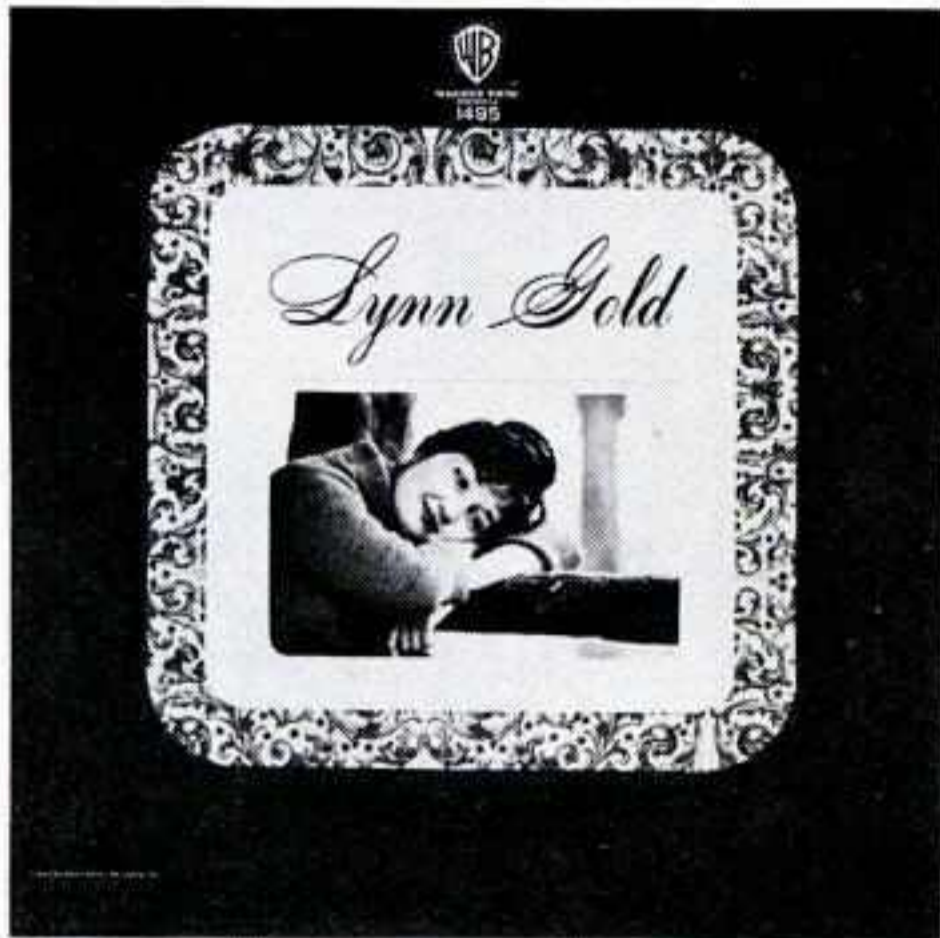
- National Association of Rack Merchandisers (NARM) Convention, Fairmont Hotel, San Francisco.
- Master Photo Dealers & Finishers' Association (tape, tape recorder and record buyers) Atlantic City, Convention Hall, March 3-9.
- National Educators Conference (College Buyers of Talent for Campus Appearances),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

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The International Music-Record Newsweekly



# NEW / DYNAMIC!



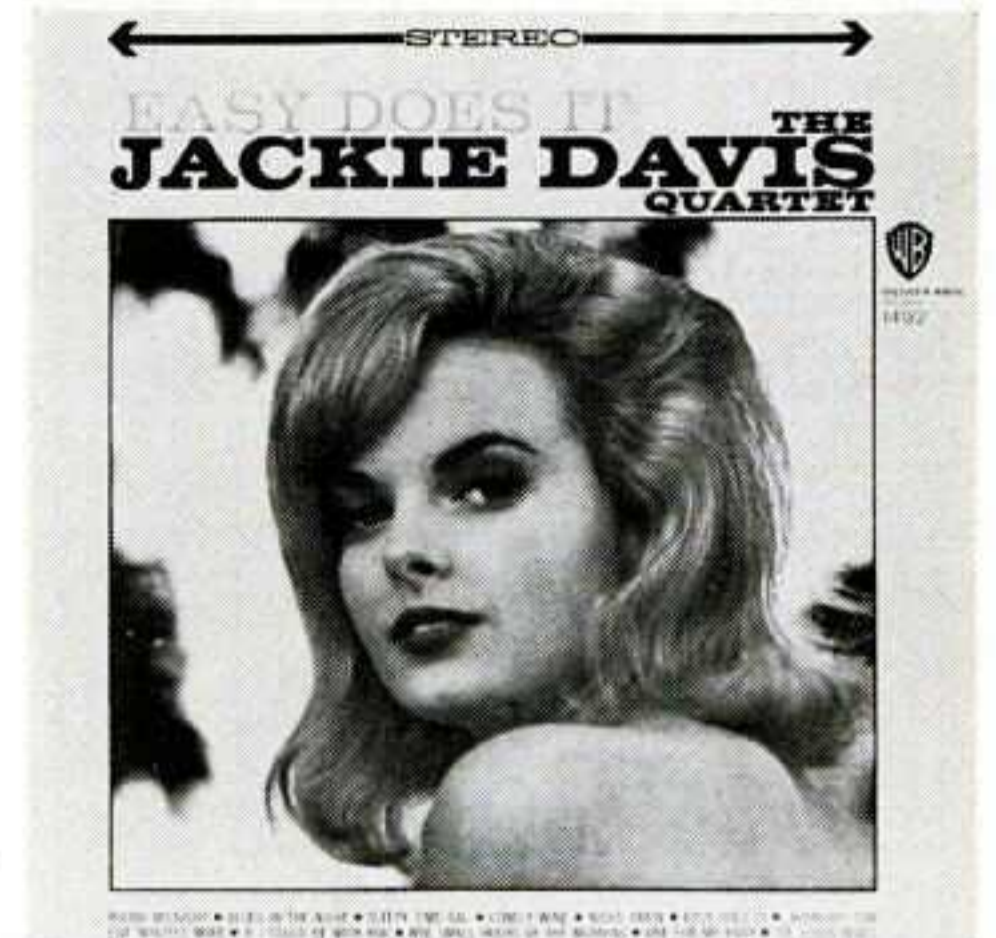
W/WS1495

"LYNN GOLD"  
Lynn Gold



W 1494

"THE ABSURD IMPOSTERS"  
Jim Coyle & Mal Sharpe



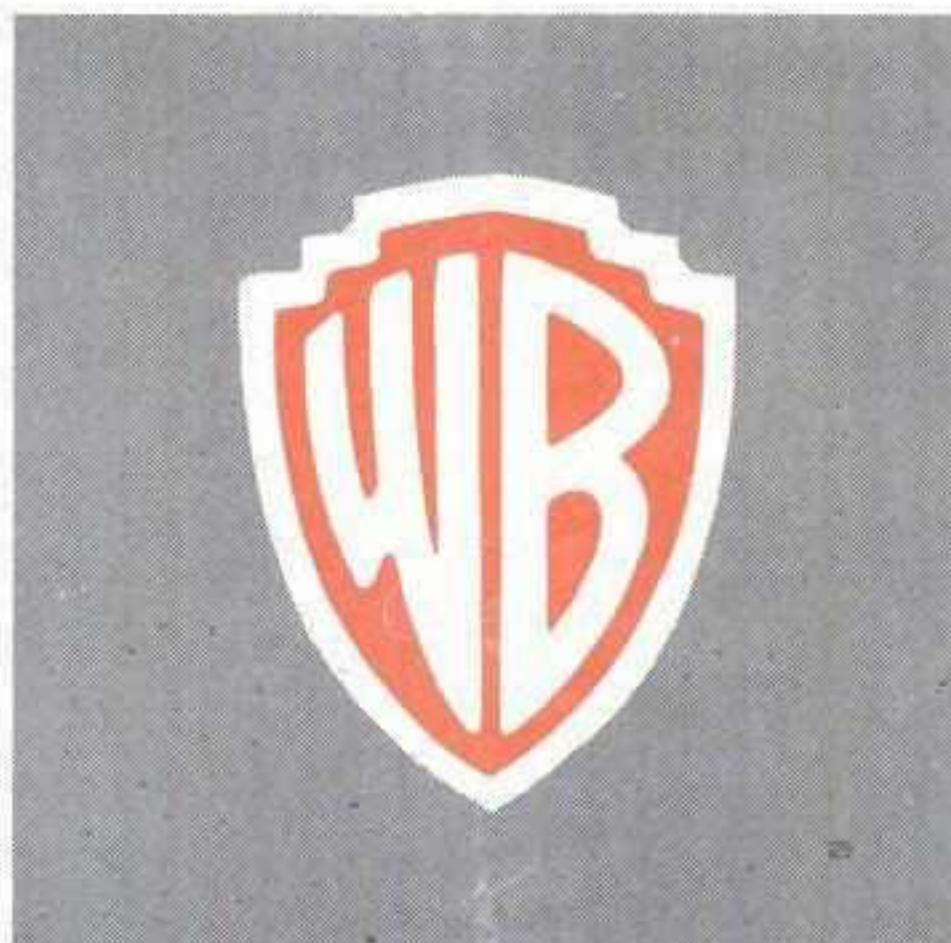
W/WS1492

"EASY DOES IT"  
The Jackie Davis Quartet



W/WS1493

"HIT MOVIE SONGS FROM  
THE EXOTIC ISLANDS"  
The Surfers



W/WS1491

"MANCINI / MARCHES"  
Henry Mancini

Five great new albums join top sellers like Allan Sherman...Peter, Paul & Mary... Bob Newhart... "Gypsy"...and "The Music Man" on their way to the charts. And a look at the charts will tell you that Warner Bros. has six of the top twenty. Write, wire, or phone your distributor today!

## MARCH SALES PROGRAM:

- 15% merchandise discount on these five new LPs.
- From Feb. 25 through March 22.
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## THE CAMPUS BEAT

## Yes, Salli Terri, There Is a Virginia Liggett

By BARRY KITTLESON

Ethnic vocalist Salli Terri has a particular champion in Virginia Liggett of University of Virginia bookstore. A fine musician, Salli served her apprenticeship as both singer and arranger with the illustrious Roger Wagner Chorale before stepping up to share the mike with classic-guitarist-gone-Bossa-popular Laurindo Almeida for Capitol Records. Coupled with the already popular artist Terri's reputation has since become quite independent and she enjoys good consistent sales action on her several LP's (not only in Virginia—but thanks to Virginia, anyway).

There's a new twist on classic tale of operatic soprano who achieves popularity and fame in Europe before her big moment in U. S. U. of Virginia recently hosted a trio from Alabama (Lock, Miller & Connor) who flew in from England for folk bash and flew right back. Concert was huge success, but their LP recorded on Folklore (London) was fogbound and just arrived in campus store where requests have been piling up. Story goes they met in Paris where they were studying. (Incidentally, program was American traditional).

On the off-campus side, polka-niks will be pleased to note that Don Ruda and Jerry McDonough have come up with an East Coast answer to Chicago's Polka Guide—namely, Polkatown News. A bimonthly, mag features news, pics and best selling charts along the polka belt. Basis of operations is on Ruda's two large record shops at 733 Ridge Road, Lackawanna 18, N. Y. It would be no surprise that "Who Stole the Keeshka?" by the Matys Brothers which broke first in Buffalo area is No. 1 on Polkatown News chart.

On the international ethnic side the University of Washington (Seattle) reports heavy sales on Scandinavian, Israeli, Greek and Oriental disks, thanks to recent promo by Capitol of the World. Purchases are consistently way up on the Lomax series (Columbia) as well. Buyers are not only students but pro-

## HOOTENANNY ON TV SOON

NEW YORK—"Hootenanny," the first regularly scheduled network TV program devoted to folk music, will make its debut on ABC, Saturday, April 6. Jack Linkletter will host the weekly series.

The Limelites, the Clancy Brothers, Theodore Bikel, the Chad Mitchell Trio, Miriam Makeba and other performers who have become famous in the exploding popularity of folk music, will be making appearances on "Hootenanny."

The series will originate at various college campuses before audiences of students.

fessors and business folk as well.

The Seattle World's Fair may be over, but the parade of folk talent heading toward Seattle's beautiful Opera House is mighty impressive—Joan Baez; Peter, Paul and Mary, and Brothers Four have all made recent full-house stands there. The Brothers Four concert was much more like a home-coming affair of the "local boys make good" type.

Students at U of California (Berkeley) want for little in the folk scene. Student Hall, the Bear's Lair, offers as many as two live folk fetes per week. . . . frequently of high-caliber local talent. One of most popular local lasses is Horizon recording star Barbara Dane.

## Southern California a Haven for Recording in Front of Real Folk

PASADENA, Calif. — The live recording craze, which has hit many segments of the disk field, has had particular impact on the folk circuit, with the Ice House, folk club here, the latest to get on the bandwagon.

Singer Paul Sykes cut an album live for Horizon Records

here last December. Next in line is the Contemporary Folk Group, an act which will cut live here during its current engagement which runs through Saturday (24). The album will also be for Horizon Records.

The Kingston Trio, the Brothers Four and the Chad Mitchell

## Chad's Trio Makes Town Hall

NEW YORK — The Chad Mitchell Trio can't complain for lack of exposure. The Kapp recording group makes its solo concert debut in Town Hall here in March along with a myriad of TV dates.

The group headlines in concert at Town Hall March 16. Along with its extensive repertoire of folk tunes, the threesome will also sing its wild and woolly book of topical satire songs.

"The Ballad of Billie Sol Estes," "John Birch Society" and the neo-Nazi based satire on the "Twelve Days of Christmas" are all on the agenda. Their first hit "Lizzie Borden" should also place on the program.

On the TV end, the group will appear on the Ed Sullivan stanza Sunday (17) and probably sing "Green Grow the Lilacs" and "Billie Sol Estes." They will also appear on the new ABC-TV folk-based show "Hootenanny" (see separate



TAKING A BREAK: Joe Frazier, Mike Kobluk and Chad Mitchell relax between takes at a recording for Kapp.

## Folk Leader Asks of Material: Is It Honest, Does It Move?

By REN GREVATT

NEW YORK—To apply a broad slap of the paint brush across the entire pop disk fraternity, calling it a "dese, dems and dose" clique may be as inaccurate as to call the folk world one of complete culture, taste and perceptivity. Yet the comparison is at least partially valid.

The run of the mill pop artist today manages to develop a sound almost by instinct, as though all the pop single records he's listened to since his junior high days got all scrambled up inside himself with his own style being something of an unconscious synthesis of all the rest.

Folkniks, as they've often been called, are nevertheless frequently of a studious type, aware to a greater or lesser degree of the world around them and of their art and its roots. In numerous cases, they've been to college, and quite often they are highly articulate. Most of these yardsticks apply to one Peter Yarrow.

Yarrow, a Cornellian, and by his own admission, an urbanite, comprises that third of the popular trio, Peter Paul and Mary, known as Peter.

## City Folk

"We're not ethnic, we're urban," says Yarrow, in describing the phenomenally successful new group which got off the ground only last year after rehearsing its first LP for seven months.

"Every civilization or society has its folk roots. That's true of the events that happened 100 years ago and those that are happening today. Our music, we like to think, is the folk music of today."

As though to back up this statement in advance, critic Robert Shelton wrote in the New York Times last year of the new folk music emerging from the freedom-riding sit-downers in the passive action battle for Southern integration. "The Hammer Song," a hit last year for the group, was described by Shelton as having its roots in the now famous Albany (Ga.) movement.

"We don't feel that we imitate any specific style of folk singing," Yarrow went on. "It's all our own and we are singing for today. Anybody who is a cosmopolitan, urbanized singer, who imitates a specific ethnic style, is either a hypocrite or a reporter."

A reporter, in the folk vernacular, is one who mirrors an earlier style in the spirit of

Trio, to mention a very few, have all scored well in the past with live albums, featuring audience reaction as well as singing.



PETER, PAUL AND MARY

authentic recreation. But the reporter admits he's working, in effect, in the past. The hypocrite does not.

## Is It Honest?

How does the trio choose its material? "We have but one criterion," Yarrow explained. "Is it honest and does it say something and can we feel it. We have to be able to get emotionally involved in the song or it's no go. It needn't be any one writer. Who are we to judge who has the right to write and who has not? All we need is to have respect for the material."

It was in 1961 that Yarrow, Paul Stookey and Mary Allin Travers all found their way, by diverse routes, to New York's Greenwich Village. Yarrow was appearing there as a single folk singer after some modest successes which included the 1960 Newport Folk Festival. Stookey who rocked and rolled as a guitar-playing high schooler, later emceed his way through Michigan State and emigrated to the village as a stand-up comic. The staff third of the combine, Miss Travers, came to the city from her home in Louisville and had sung in other folk groups. She was discovered by Stookey who got her singing again after a disastrous fling at the Broadway stage in a musical which flopped in two weeks.

Working with ex-Belafronte arranger, Milt Okun, and inspired by the well-known folk impresario-entrepreneur, Al Grossman (who became their manager), the group polished its material for seven months. "Then we went into a studio and made an LP

all by ourselves, strictly on speculation," Yarrow noted. "We took it to some of the major companies, but there were no takers for quite awhile. I won't name them because it would sound like 'I told you so.' After all, how did we know we'd be so lucky? Those companies could have been right about us."

Yarrow, who has just been named to the board of the newly reconstituted Newport Folk Festival, along with Brownie McGhee, Joan Baez, Pete Seeger and Bill Clifton, will help plan out this year's festival and the

(Continued on page 28)

## U. S. Folk Music Delved Into by Television Series

MINNEAPOLIS — Station WTCN-TV here is introducing a 30-minute show, "Folk Music in the United States," produced by the extension division of the University of California (San Diego), in co-operation with KOGO-TV, San Diego.

The program is the Thursday seg of a new weekday forenoon series started by WTCN, called "Eleven o'Clock Scholar," featuring educational and cultural programming from 11 to 11:30 a.m. each day.

"Folk Music in the United States" stars Sam Hinton, folk singer, lecturer and recording artist, who demonstrates both instrumental and vocal folk music as an expression of the cultural history of the U. S.

## Something for Every Folknik as Boston Winds Up Its Concert Series

BOSTON — The Folklore Concert series, sponsored here by local folkster, Manuel (Mannie) Greenhill, moves into its final phase of the 1962-1963 season with a varied series of presentations in a number of local halls.

John Hancock Hall will be the scene March 9 for an appearance by Jose Molina and the Bailes Espanoles. Theo Bikel will give a concert at Jordan Hall, March 14 and 15, while a folk-blues special will be the order

of the evening March 30, featuring Brownie McGhee and Sonny Terry, along with Lightnin' Hopkins. Joan Baez rounds out the series at Donnelly Auditorium, April 20.

Earlier diet of acts has included the Weavers, Miriam Makeba, the New Lost City Ramblers with Bonnie Dobson and Jackie Washington, counter-tenor, Alfred Deller with lutenist, Desmond Dupre, Flatt and Scruggs with Merle Travis and Odetta.

# An announcement from Columbia Records of a significant development in the art of recording

Columbia Records in cooperation with CBS Laboratories have developed a new method of cutting a record groove which vastly reduces distortion and contributes to longer record life.

Excerpted from a four-page lead article in *AUDIO* (February, 1963), by B. B. Bauer, Vice President in charge of Acoustic and Magnetic Research, CBS Laboratories, Stamford, Connecticut.

# AUDIO

FEBRUARY, 1963  
50¢

...the original magazine about hi-fi

## Vertical Tracking Improvements in Stereo Recording

B. B. BAUER

A revolutionary discovery shows that the recorded modulation slant on a stereo record differs from the geometry of the cutter because of lacquer "springback," and vastly reduced intermodulation distortion can be effected by a corrective mounting of the cutterhead.

**S**TEREOPHONIC RECORDS and equipment for playing them made their appearance on a wide scale some five years ago. At the present stage of development, both the records and the equipment have reached a high state of perfection and have enjoyed wide acclaim. One criticism has been heard from time to time: With some stereophonic pickup-record combinations, a careful listener is able to perceive a certain type of distortion which is not discernible with monophonic records under similar conditions. This distortion has been traced to an improper vertical-tracking-angle relationship between the pickup and the recorded wave. At CBS Laboratories, Columbia Records' sponsorship, it

### Vertical Tracking Angles

The principal information content in a stereo record resides in the sum signal of the 45/45-deg. modulation which appears as a lateral cut, and this is not affected by the vertical tracking angles. However, the stereo information is identified with the difference signal which is contained in the vertical mode. Therefore, proper tracking of vertical modulation assumes increasing importance with records having considerable channel separation, especially toward the end of the record where wavelengths are short. Since the cutter and the pickup suspensions are pivoted above the record surface, the stylus-tip motions are contained not in a vertical plane, but in one slanted away from the point of suspension. The slant angle of the

is called the vertical recording angle B. Assuming that a sinusoidal vertical signal is applied to the cutter, the modulation actually cut can be expected to be contained in a coordinate system with inclined ordinates. The inclination angle of the modulation ordinate is called the vertical modulation slant C, and the difference between the vertical tracking angle and the vertical modulation slant is a vertical tracking error angle D. If D is zero then the pickup will reproduce an undistorted signal. It had been assumed from the beginning of stereophonic recording that vertical modulation slant was equal to the vertical recording angle, but we show later that this is far from being the case. Actually, the modulation slant is substantially smaller than the recording angle. Next we consider the relationship of the wide disparity

This new technique has been utilized by Columbia Records for several months. This is another example of leadership in the art of recorded sound by the company that developed and introduced the long-playing record.

**The Sound of Genius Is on Columbia Records** 



The mouse was big...  
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# PASQUAL

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No. 20,146



*another significant single from*

*reprise*

... TO PLAY AND PLAY AGAIN



# International NEWS REPORTS

## VDP Group, Cetra Takes Remo Honors

By SAM L. STEINMAN

Top record label of the San Remo Festival was the Voce del Padrone-Columbia-Pathé group whose artists **Tony Renis** and **Pino Donaggio** placed first and third. At the previous Naples Festival these labels took one-two with **Sergio Bruni** whose best was eighth this time.

Another impressive score was made by Cetra, whose three artists, **Milva**, **Claudio Villa** and **Tonina Torrielli**, brought five

tunes in the final ten and came through with second, fifth, sixth, seventh and tenth.

Greatest setback was to the RAI organization, Italy's radio-TV monopoly, which has refused to play the **Tony Renis** records in the past only to see him win not only their competition a month ago but top it with the San Remo Festival, twice with his own compositions. RAI-TV has been suppressing public demand in refusing to air the festival in full as in the past. Its popularity can be seen from the fact that most major newspapers gave the doings the better part of a page each day, and the final results won front-page play equal with the revolution in Iraq. RAI also has caused controversy because it has reserved news releases for its own magazine, paid high fees to foreigners while holding down the rates for Italian singers (forcing the creation of a union among pop music artists) and pushed "Canzonissima," its own music competition.

ket Music of Los Angeles and South Mountain Music and Almimo Music of New York. Leeds has secured "So Did I" by **Ann Margaret** on R.C.A. for Tu-Con Music and "Meditation."

Two of Sydney's largest records bars are experimenting with self service and are finding it a successful retail sales. . . . Chappell lifted restrictions on "Fiorello" now that there is no hope of the show being staged in Australia. E.M.I. issued the Capitol album by the original cast LP.

Pye Records is preparing a heavy promotion campaign to coincide with the visit here of English T.V. comic **Tony Hancock**, due in Sydney early March. Pye Records issued an album entitled "Pieces of Hancock." . . . A new instrumental group called "The Atlantics," have a first single on the CBS



**HIS OWN FIRM:** Norwegian singer, **Ray Adams**, is planning to start his own recording firm in the land of the fjords soon. The singer leaves the **Manu** label. He is also set for tour of U. S. next month.

## LIVINGSTON ON LONDON VISIT

LONDON—Alan Livingston, president of Capitol Records, Inc., was in London last week on a five-day visit. He had talks with Sir Joseph Lockwood, chairman of the EMI group, and also with the production team now in rehearsal for the British version of "How to Succeed."

The musical is being presented here at the EMI-owned Shaftesbury Theater later this month (March), with EMI-Capitol financially involved in its staging.

Livingston told Billboard he had brought forward a planned visit a few weeks because of the cancellation of Sir Joseph's visit to the U. S. last month.

Lockwood was taken ill in Tokyo when on a world tour and returned direct to London for treatment by his own doctor. He is, however, now back in the office.

## Lewis Lands Curtola Disks

LONDON—Ritz Records, independent production firm set up by publisher **Bunny Lewis** and distributed by British Decca, has arranged a deal where it will acquire British rights to records made by **Bobby Curtola**, Canadian-born singer released in Britain on Del-Fi. Lewis set up the deal with the Hurdon Brothers, Curtola's representative, and will submit song titles he considers suitable for the European market.

The deal covers most of Europe except Italy, and the British Commonwealth except Canada, Australia and New Zealand. Coincidentally, Curtola's previous British releases have been on Decca's London label. Lewis plans other master deals with American producers, offering his own promotion services in addition to those already in existence by the Decca Records and the publisher, if any.

Lewis pays his annual spring trip to the U. S. this month. He is planning to arrive March 1. His visit will be shorter than usual. It will probably be confined to New York, although he may visit Las Vegas.

label entitled "Moon Man" backed with the old standard "Dark Eyes." The new **Dion** single "Ruby Baby" is scheduled for a rush release. . . . Previously released two years ago by E.M.I., A.R.C. re-pressed and released the Kapp album "Roger Williams Greatest Hits."

**Mantovani's** "American Waltzes" is set for release early in March. This disk has received a lot of publicity during the past six months via radio and newspapers and many retail stores have received advance orders due to radio exposure. Pye Records have re-entered the local field with an album recorded in Melbourne featuring T. V. singer **Bill McCormack** entitled "Songs of Faith" with the **Melbourne De La Salle Boys Choir**. Arrangements are being made for the disk to be issued by the Pye group in England.

**Reg Grundy** T. V. Productions created a new label, R. G. Records. First release scheduled for March will feature T.V. compere and vocalist **Jimmy Hannon**. Arrangements have been completed for disk to be distributed nationally by Woolworth's chain stores.



**UNIVERSAL LANGUAGE:** Zdzislaw Sliwinski, director of the National Philharmonic Hall, Warsaw, is shown at left chatting with Sir Malcolm Sargent. Sargent was in the Polish capital to conduct the London Philharmonic there. Herman Lindars also conducted the British orchestra.

—Photo by Jerry Grabowski

## BELGIUM

### Andrew Anka Visits Firms

By JAN TORFS  
Stuivenbergvaart 37, Mechelen

**Andrew Anka**, father of **Paul**, was in Brussels to meet **Robert Bosmans** of Spanka Music and **M. Goemaere** of Inelco, distributor of the RCA label in Belgium. . . . **Nana Mouskouri** (Philips) was in Brussels' "Ancienne Belgique," where she stayed for a week doing a French tour de chant. . . . A new record, "Sabeline," by **Digno Garcia**, was launched last week by Palette.

**Ardmore** and **Beechwood** have the franchise for three new recordings of tunes by the French vocal group, **Les Chats Sauvages**. Titles are: "Emmenem-moi," "Rappelle-toi" and "Venez, les filles." Label is **Pathe**. They also control **Richard Anthony's** "Loin" in Belgium. This song has now been recorded by **Jacqueline Boyer** on Columbia, **Georges Jouvin** on HMV, **Caravelli** on Versailles and **Jean Paul** on Teeny as well. The original Flemish version of "My Fair Lady" on a 12-inch album has been issued by Philips. Another important newcomer is an EP by **Gilbert Becaud** on HMV. Among the other fine new releases, we mention: "Loop de Loop" in its original version by **Johnny Thunder** on Stateside, "Everybody Loves a Lover" by the **Shirelles** on Stateside and **Bobby Vinton's** "Trouble Is My Middle Name" b.w. "Let's Kiss and Make Up." Label is Columbia here.

**Ray Charles'** "You Win Again" and "I Love You so Much It Hurts Me" have been issued on ABC-Paramount. The record has been pressed in Holland by Artone and was released at the special request of many dealers who heard it on the LP.

## BRITAIN

### Tin Pan Alley Handles Le Bill

By DON WEDGE  
News Editor  
New Musical Express

The Tin Pan Alley publishing group has announced a long-term deal to handle the catalog of **Le Bill Music**, headed by

**Maj. Bill Smith.** First important song is "Hey Paula," just issued in versions by **Paul & Paula** (Philips), **Elaine & Derek** (Piccadilly) and the **Avons** (Decca-Ritz). Chief **Fred Jackson** has also brought into the TPA group, "I Will Live My Life for You," written by Londoner **Marcell Stellman** and **Henri Salvador**. Salvador publishes it in France and **Gil-Pincus** acquired it for the U. S., where it was recorded by **Tony Bennett** (CBS). The latter's disk has been issued here with a cover by **Don Neilson** (Piccadilly).

#### Double Play

One of the intriguing features of the competition between the American hit version by **Johnny Thunder** (Stateside from Diamond) of "Loop De Loop," covered here by **Frankie Vaughan** (Philips), and the locally recorded "Loo Be Loo," by the **Chucks** (issued on Decca but made by the publisher, KPM Music), is that the musical director on both the Decca and Philips versions, which are on the chart, is the same for both: **Ivor Raymonde**.

#### Visitors

EMI chairman **Sir Joseph Lockwood** cut short his world tour through illness and returned to London a week early, missing his U. S. call on Capitol Records, which he will make in the near future. . . . **Robert L. Yorke**, head of RCA Victor commercial services, visited London, returning to New York after supervising **Paul Anka** recordings in Rome. . . . **Pat Thomas**, MGM singer, spent a week here on record promotion arranged by EMI.

American songwriter **Frank Stanton** returned to New York after nearly two and a half years here, on a visit which started as a holiday for his English-born wife. His principal composition during this period was "Street of Linden Trees," handled by

## BIDS OPEN FOR WELLS MUSICAL

LONDON—RCA Victor is bidding for the London cast LP rights of "Half a Sixpence," a musical based on H. G. Wells' novel "Kipps." It has music by **David Heneker**, and the book was adapted by **Beverly Cross**. The Chappells group has publishing rights. The show opens in London suburbs on tryout March 7 and transfers to the West End (Cambridge Theater) March 21. It stars **Tommy Steele**, and the disk situation is unusual in that Steele is negotiating a release from a long-term pact with British Decca to move to EMI.

## AUSTRALIA

### Sydney Jumping With O'Seas Acts

By GEORGE HILDER

19 Todman Ave., Kensington.  
Sydney, N.S.W.

At the moment Sydney is being invaded by overseas artists from America and England. **Rowan and Martin** are due back April 29. They follow **Frances Faye** who plays four weeks from April 1. During February, **Nat King Cole** and the **Mary Kaye Trio** appeared. **Vera Lynn** commences an Australia Stadium tour, starting in Sydney, March 7.

**Shirley Bassey**, who is packing the **Andres Night Club** is suing an Australian magazine for \$100,000 over an article which appeared during her last visit here in 1962.

**Jim Sutton**, general sales manager for the past five years with the Australian Record Company, has resigned from his position. It is reported that he will shortly commence work with a leading advertising agency in Sydney. . . . Leeds Music has acquired representation for Cric-

## ORIOLE SEEKS MORE MASTERS

LONDON — Oriole Records will attempt to step up master deals for album material from overseas suppliers to implement diversification of product. Oriole has been campaigning to increase its output and position. A new album series is planned for spring launching. Oriole stepped up its field representation last autumn by taking over many key personnel from Associated Recordings, whose Managing Director **D. M. Bennett** has since become Oriole's general manager, directing this side of the operation. Distribution remains with the main English factors, Oriole's method of operation for some considerable time.

Managing Director **Morris Levy** flies to the United States in an attempt to acquire more repertoire in March.

Rogers Music in the U. K. and sold to Hansen (Scandinavia), Peer (Germany), Curci (Italy), International Music (Japan) and Essems Sound (Middle East). Stanton's own firm, Nationwide Songs, retains the U. S. right.

Greek singer **Gino Cudsi** has his first EMI Parlophone issue "The Secret" c.w. "Big Wide World." . . . **Nana Mouskouri**, back in Britain for recordings at Fontana, cut a French vocal of "Taste of Honey." . . . **Art Talmadge**, United Artists Records chief, is expected in Europe shortly. Before him at present is the task of appointing a new resident representative. . . . French singer **Richard Anthony** was here to record for EMI's **Norrie Paramor**.

Mercury's **Antal Dorati**, a frequent visitor for concerts, readings and radio, gave his first BBC-TV performance February 12. . . . Two Japanese disk wholesalers, **Nobuya Itch**, assistant manager record division of Victor Company, and **T. Sugimura** of the Industrial Development & Consultant Company, visited Philips to discuss direct exports.

F. D. & H. gave a lunch party to mark a No. 1 disk—this time the **Jet Harris-Tony Meehan "Diamonds"** (British Decca), by contract writer **Jerry Lordan**. F. D. & H. subsidiaries in Germany, France and Italy have it. Robins Music has accepted it for the U. S. The disk has been issued by London Records and cover versions have been obtained. . . . Mills Music has arranged to operate pianist **Joe Henderson's** catalog for a five-year term. . . . BBC has acquired a further large quantity of SESAC recordings, mainly for use as emergency program material (when remotes run short and the like).

**Record Business**

"Walk Right In" by the **Roof-top Singers** is the first substantial hit single issued by Fontana (Philips) following its deal last year for the Vanguard catalog. . . . Recent chart entry of "Charmaine" by the **Bachelors** (Decca) is the first for two young Americans, **Shel Talmy** and **Mike Stone**, who operate here as an independent production team. . . . EMI announced the quarter-million sale in Germany of **Ron**

**Goodwin's** recording of his composition "Venus Waltz," taken from his "Out of This World" LP.

**EIRE**

**'Pal Joey' Film Is A Shoo-In**

By **KEN STEWART**  
Irish Times Ltd., Dublin

Concert and Assembly Halls Ltd., the firm that intends to build a large concert hall in Dublin to meet a long-felt need, has been told that the Royal Dublin Society also will erect a hall. Plans for this are already well advanced. It has been suggested that one of the halls be dedicated to the memory of **John Count McCormack**, the great Irish tenor.

**Music Notes**

Over 50,000 people braved atrocious weather conditions to

see "Pal Joey," the **Frank Sinatra** movie (originally banned by the Irish film censor) which has proved the most successful musical to hit Dublin since "West Side Story." . . . Although the **Maureen Evans Oriole** version of "Like I Do" is now on the fringe of the nation's chart, the original **Nancy Sinatra** Reprise disk is beginning to sell very well. Good initial demand is also reported for the "Sinatra-Basie" Reprise album, issued here through Pye.

**FRANCE**

**Could Expand Jazz to 20%**

By **EDDIE ADAMIS**  
92 quai du Marechal Joffre  
Courbevoie (Seine)

Jazz is not considered particularly salable in France. Although this is a general opinion, record companies and shops ad-

mit they could not do without jazz.

The market share of jazz records (**Miles Davis**, **John Coltrane**, etc.) is only 5 per cent, but if pop jazz ("Take Five," "Desafinado," etc.) are added, most trade sources believe the percentage could be moved up to 20 per cent.

**Disk News**

German thrush **Conny** has come out with four French tunes on Pathe Marconi. . . . RCA's a.&r. director **Jacques Bedos** is preparing an LP of **Charles Aznavour's** songs for U. S. release. . . . **Alain Barriere's** "Elle etait si jolie" has been selected as France's entrant for Eurovision Contest to be held in London March 23.

Polydor's a.&r. director **Jacques Seignette** is in Las Vegas supervising **Connie Francis'** recordings in French. . . . "The Push and the Kick" is **Mark Valentino's** first record to be issued on the French market. . . . Polydor has renewed **Colette Dereal's** contract. . . . **Marcel Amont** will make a two-week tour in Japan in May.

(Continued on page 50)

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music, there's —

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Berry Gordy, Jr.,  
Barney Ales &  
Esther Edwards



STAR PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 34 songs including 'WALK LIKE A MAN', 'RUBY BABY', 'HEY PAULA', etc.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 35-66 including 'SOUTH STREET', 'DAYS OF WINE AND ROSES', 'THAT'S THE WAY LOVE IS', etc.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100 including 'THEY REMIND ME TOO MUCH OF YOU', 'MR. BASS MAN', 'I'M A WOMAN', etc.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z with their chart positions and publisher/licensee information.

Table listing songs 101-128 with their chart positions and publisher/licensee information.





# the nation's best selling records

## FOUR SMASH HIT ALBUMS

**DAYS OF WINE & ROSES**  
Pat Boone  
DLP 3504

**1962'S GREATEST HITS**  
Billy Vaughn  
DLP 3497

**WALTZ TIME**  
Lawrence Welk  
DLP 3499

**FUNNY FONE CALLS**  
Steve Allen  
DLP 3472

## BREAKING FOR NATION-WIDE HITS

#16421 **Boss** . . . . . **The Rumlbers**

#16440 **Pipeline** . . . . . **The Chantays**

## BREAKING ON THE WEST COAST

#16453 **Hot Pastrami** . . . . . **The Dartells**

## BREAKING IN BALTIMORE-WASHINGTON

#16452 **Blue . (THE ORIGINAL!)** . . . . . **Bill Lindsey**

## BIG HIT SINGLES

#16425 **Go Home Girl / You're The Reason** . . . . . **Arthur Alexander**

#16439 **Meditation / Days Of Wine And Roses** . . . . . **Pat Boone**

#16451 **The End Of The World / Big City** . . . . . **The Mills Bros.**

#16450 **Face in the Crowd / Lonely Tears** . . . . . **Jimmie Rodgers**

#16428 **Afraid / I'll Never Stand In Your Way** . . . . . **Jimmie Rodgers**

#16393 **Matilda** . . . . . **The String-A-Longs**

#16436 **Release Me / My Smoky Mountain Home** . . . . . **Billy Vaughn**

#16420 **Zero-Zero / Night Theme** . . . . . **Lawrence Welk**

## HOT ALBUMS ON DOT

STEREO MONO  
DLP NO. DLP NO.

STEREO MONO  
DLP NO. DLP NO.

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

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





DECEMBER 29, 1962

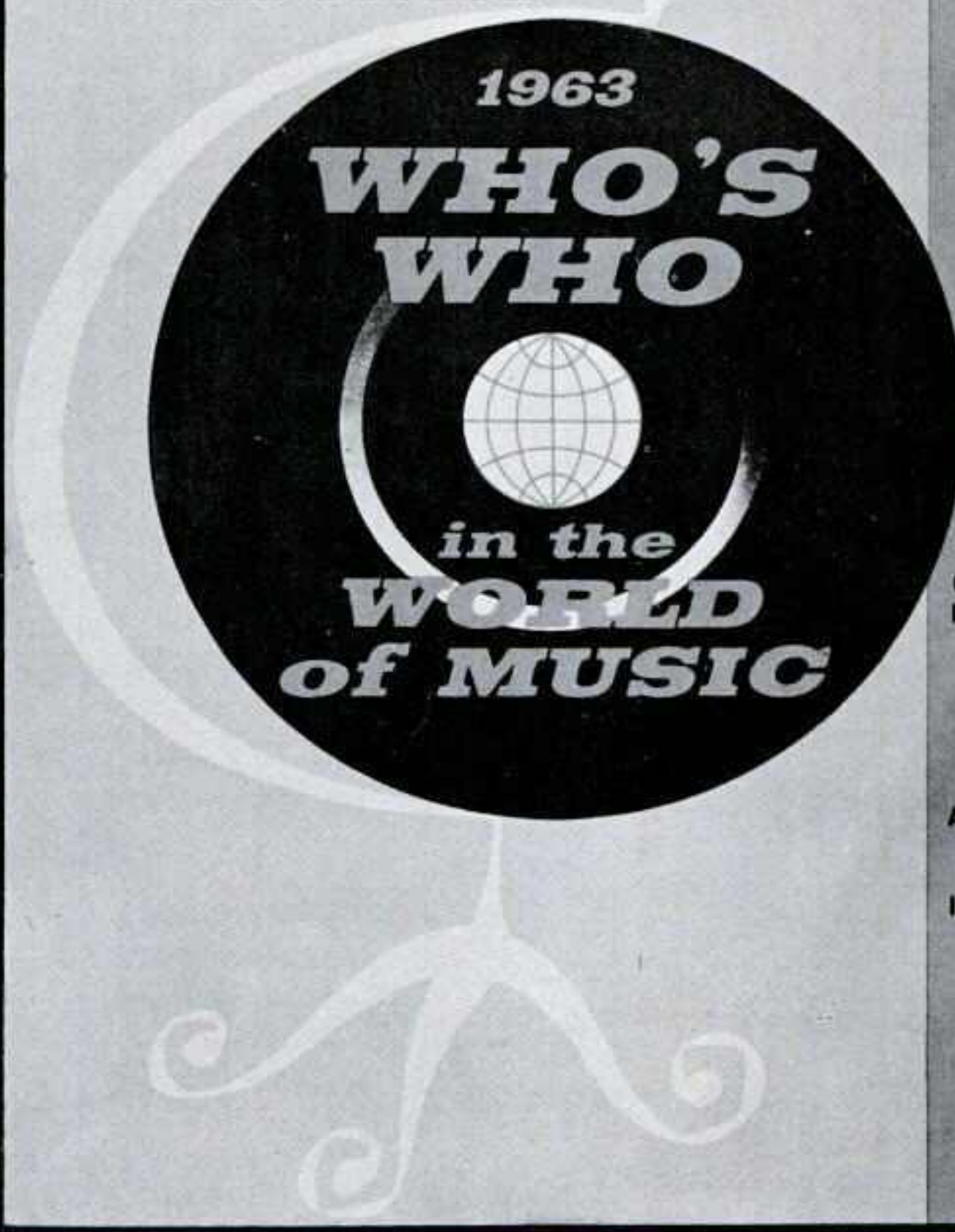
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*in this section*



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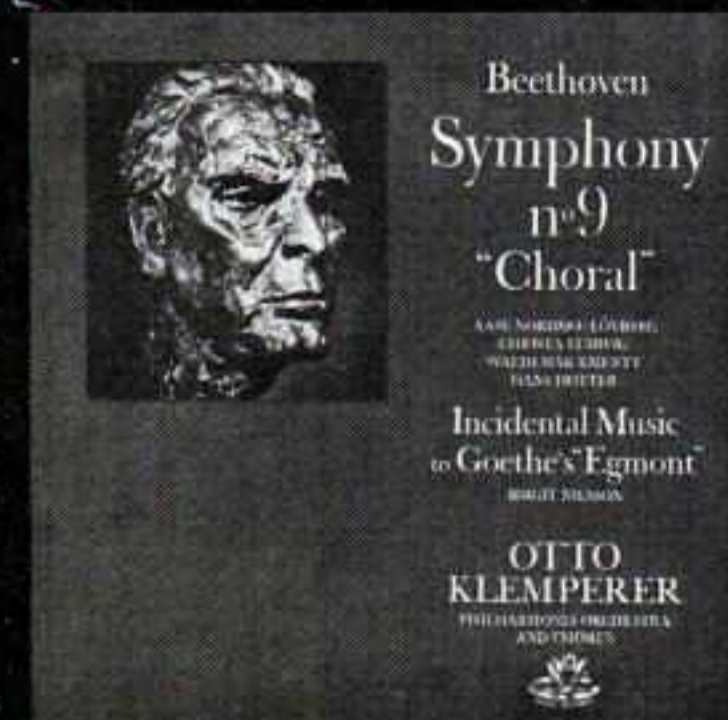
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## • SINGLES REVIEWS

• *Continued from page 26*

**FRANK SINATRA**  
★★★★ Call Me Irresponsible (Paramount, ASCAP) (2:55)—★★★★ Tina (Maraville, ASCAP) (2:55). REPRISÉ 20151

**BUDDY HARMAN**  
★★★★ Diamonds (Robbins, ASCAP) (2:25) — ★★★★★ Marchin' Thru (Shapiro ★ Bernstein, ASCAP) (1:58). MERCURY 72100

**DON COSTA AND HIS ORK**  
★★★★ Diamonds (Robbins, ASCAP) (2:25)—★★★★ The Harem (Pincus, ASCAP) (2:32). COLUMBIA 42705

**BOBBY JOHN**  
★★★★ Lonely Soldier (Lacid-Curton, BMI) (2:45) — ★★ The Bad Man (Placid, BMI) (2:20). SONY 111

**ETTA JONES**  
★★★★ Nature Boy (2:55)—★★★★ Hi Lili Hi Lo (2:30). PRESTIGE 237

**ANTHONY LAWRENCE**  
★★★★ My Coloring Book (Sunbeam, BMI) (2:45)—★★★★ I Don't Know What to Do (Joe Davis, ASCAP) (2:36). KAPP 515

**MARLINA MARS**  
★★★★ The Correct Form (Eden Music, BMI) (2:22)—★★★★ Jonny's Heart (Eden Music, BMI) (2:11). CAPITOL 4922

**ACE CANNON**  
★★★★ Love Letters (Famous Music, ASCAP) (2:20)—★★★★ Since I Met You Baby (Progressive, BMI) (2:30). HI 2063

**CLINT MASON**  
★★★★ I Want What I Want (Rockmasters, BMI) (2:18) — ★★★★★ Please Don't Release Me (Rockmasters, BMI) (2:30). S.P.Q.R. 3307

**THE BEATLES**  
★★★★ Please Please Me (Concertone, ASCAP) (2:00)—★★★★ Ask Me Why (Concertone, ASCAP) (2:22). VEEJAY 2967

### COUNTRY

**KRIS JENSEN**  
★★★★ Cut Me Down (From Your Whipping Post) (Acuff-Rose, BMI) (2:25) — ★★★★★ Poor Unlucky Me

(Acuff-Rose, BMI) (2:12). HICKORY 1203

**HARLAN HOWARD**  
★★★★ My Baby's His Baby Now (Pamper, BMI) (2:15)—★★★★ Someday Sweetheart (George Simon, ASCAP) (2:43). CAPITOL 4928

**SLIM WHITMAN**  
★★★★ You're the Only One (Travis, BMI) (2:10)—★★★★ Love Letters in the Sand (Bourne, ASCAP) (2:03). IMPERIAL 5919

**JOHNNY AND JACK**  
★★★★ Bye Bye, Love (Acuff-Rose, BMI) (2:19)—★★★★ I Overlooked an Orchid (Peer Int'l, BMI) (2:40). DECCA 31472

### JAZZ

**SLIDE HAMPTON**  
★★★★ Maria (Schirmer-Chappell) (2:22)—★★★★ Spanish Flier (Walden, ASCAP) (2:59). ATLANTIC 5029

**SONNY STITT AND HIS ORK**  
★★★★ Souls Valley (Progressive-Charrich, BMI) (2:40) — ★★★★★ Polinciana (E. B. Marks, BMI) (3:05). ATLANTIC 5028

**THE LEO WRIGHT GROUP**  
★★★★ The Wiggler (Progressive, BMI) (2:25) — ★★★★★ A Felicidad (Happiness) (Jungnickel, ASCAP) (2:37). ATLANTIC 5027

**PAULO ALENCAR**  
★★★★ Verbo Amar-Bossa Nova (Rio, BMI) (2:04) — ★★★★★ Zirigodoom-Bossa Nova (Amazon, ASCAP) (2:19). ACTO 6253

**SONNY STITT**  
★★★★ 'Nother Fu'ther (Parts 1 & 2) (Pres Music, BMI). PRESTIGE 239

**JOHNNY GRIFFIN**  
★★★★ Grab This! (Parts I & II) (Jazz Standard, BMI) (3:13). RIVERSIDE 45476

**SHIRLEY SCOTT**  
★★★★ Happy Talk (3:00)—★★★★ Jitterburg Waltz (2:56). PRESTIGE 235

## Dot Releases 'Pipe Line'

HOLLYWOOD — Dot Records President Randy Wood has concluded a releasing arrangement with Bill Wenzel of Downey Records whereby Dot will issue Downey's "Pipe Line" by the Chantays. In addition, Dot will take over the master on Wenzel's other label, Midnite Records, to release its "Midnight Bells Are Ringing" by T. Bone Walker Jr. Several weeks ago Dot acquired the master to Downey's "Boss" by the Rumlbers which jumped into Billboard's "Bubbling Under" chart. According to Wood's deal with Wenzel, Dot will issue the Downey and Midnite label masters under its own labels in all markets with exception of Los Angeles where the Wenzel disks will retain their own label identity and continue to be distributed by Merit Distributing.

## New Tenn. Label

JOHNSON CITY, Tenn. — Hobart Stanton has launched Champ Records here, it was announced this week. Pop will be released on Champ, country on Folk-Star and sacred numbers on Skyland.

First releases, featuring the Stanley Brothers and Jim Eanes, are set for the first of March.

## RHYTHM & BLUES

**COOKIE AND HIS CUPCAKES**  
★★★★ Got You On My Mind (Raleigh, BMI) (2:35) — ★★ I've Been So Lonely (Big Bopper, BMI) (2:15). CHESS 1848

**JOE TEX**  
★★★★ I Let Her Get Away (Tree, BMI) (2:44) — ★★★★★ The Peck (Tree, BMI) (2:35). DIAL 3009

**LIGHTNIN' SLIM**  
★★★★ I'm Evil (Excellorc, BMI) (2:22)—★★★★ If You Ever Need Me (Excellorc, BMI) (3:04). EXCELLO 2228

## Is It Honest, Does It Move You?

• *Continued from page 18*

booking of the acts that will appear there. Meanwhile, he has his own group of favorites.

### Weavers 'Valid'

The Weavers he describes as "completely valid, great and honest but no longer as current as they were once." Joan Baez, he feels, is completely current (in the sense of her material) a girl with "impeccable taste" and who is a "master of nuance."

The Chad Mitchell Trio, he feels, have "vitality and good taste," while he likes the Highwaymen, "because they don't mess around with the material. They're sincere and natural with no slickness." For Miriam Makeba, there is this accolade . . . "the most exciting female performer of our day," and for Odetta, he reserves the words, "monumental, urban, electric and cosmopolitan."

Pete Seeger, according to Yarrow, is frankly, "a genius, and one of the most important conceptualizers (another apparent idiomatic expression in the folk genre) of our contemporary singing." Bob Gibson is described as "a good innovator," while Bob Dylan is regarded as "the most important new folk voice in America."

Yarrow likens the new acceptance of folk music to the changing movie panorama. "Movies today have shown that the public is willing to be moved, not just entertained. It's the same way with folk music. There's more of an experience to it than simply entertainment."

If the trio of 25-year-olds is any criterion, the public, including the President and Mrs. Kennedy, at a recent White House command performance

by the group, are willing to be moved. And that apparently is only a start. A tight schedule of one-nighter concerts will occupy Peter, Paul and Mary for months to come and an autumn tour of Europe is also now in view.

### Singer Turns Promoter

PHILADELPHIA — Bob Russell, vet night club singer based in New York, has teamed up with Bill Honney, local theatrical booking office head, to turn pop concert promoter. With four dates penciled in for Academy of Music concerts this year, Russell kicks off his new venture on Sunday, April 21, with Eydie Gorme and Steve Lawrence making their concert debut here.

### Shuster at Hill & Range

NEW YORK—Irwin Shuster has joined Hill & Range Music in the firm's professional department. Shuster has been with Trinity Music for five years and was part of the management firm of Csida-Burton-Shuster. He will work under Freddie Bienstock at the Abberbach Freres' music and record firms.

### Scope Taps Distributions

NEW YORK—Scope Records has appointed a number of distributors around the country. The label's classical line is now carried by Acme Sales, San Francisco; Ideal Record Products, Newark, N. J.; Music Distributors, Chicago; Florida Sales, Miami; S&L Distributing, Detroit; G. G. Distributing, Minneapolis; Disc Distributors, Boston, and Portem, New York.

**2ND** A WAGNER PROGRAM  
THE PHILHARMONIA ORCHESTRA  
KLEMPERER, (S) 35947

**6TH** CANTOS DE ESPANA  
VICTORIA DE LOS ANGELES  
(S) 35937

**1ST** BRAHMS A GERMAN REQUIEM  
SCHWARZKOPF, FISCHER-DIESKAU,  
KLEMPERER, (S) 3624 B/L

**3RD** BEETHOVEN FIDELIO  
LUDWIG, VICKERS, KLEMPERER,  
(S) 3625 C/L



**9TH** A VLADIMIR HOROWITZ PROGRAM  
COLH 72

**10TH** SPANISH SONG OF THE RENAISSANCE  
VICTORIA DE LOS ANGELES  
(S) 35888 L

**4TH** SCHUBERT DIE SCHOENE MUELLERIN  
DIETRICH FISCHER-DIESKAU,  
(S) 3628 3S

**8TH** BACH ST. MATTHEW PASSION  
SOLOISTS, THE PHILHARMONIA ORCH.  
& CHORUS, KLEMPERER, (S) 3599 E/L



OF TEN BEST-SELLING CLASSICAL LP SINGLES  
among dealers specializing in classical disks...

OF TEN BEST-SELLING CLASSICAL LP SETS  
among dealers specializing in classical disks...

**ANGEL: 4 OUT OF 10!**

**ANGEL: 4 OUT OF 10!**

# TALENT TOPICS

• Continued from page 10

probability for the Monticello in Framingham. The contract is practically set. . . . Ann Corio is considering the Shubert Theater for her "This Was Burlesque" a little later in the season. . . . Local boy Frank Fontaine's new album is booming in Boston.

George Wein is putting a pocket edition of the Newport Jazz Festival on the road and has booked several New England dates. Herb Pomeroy and band, Joe Bucci and thrush Mae Annette, Roy Eldridge and dancer Bunny Briggs are in the line-up.

Barbra Streisand of "I Can Get It for You Wholesale" fame is getting the kind of reception at the Revere Frolics accorded artists on the way up. . . . Benny Goodman sellout at Symphony Hall almost wasn't. A gunman tried to stick up the cashier but was thwarted by a quick-thinking aid.

CAMERON DEWAR

## PITTSBURGH

Jackie Wilson and Bobby Rydell headed Porky Chedwick's fourth spectacular on February 15 at Syria Mosque. Produced by Tim Tormey, the show also featured the Orlons, Lou Christie, the Exciters, Junior Lewis, Little Anthony, the Rocky Fellers, the Jive Five, the Belmonts, the Debonaires, the Royal Rockers, the Five Royals. . . . A disappointing advance led Allan Sherman to cancel his scheduled date at Syria Mosque on February 19.

Lenny Litman has set the Highwaymen for Memorial Hall on March 29 after cancelling the Smothers Brothers who were set to open there on March 30. . . . Litman has also set Stan Getz for March 8 at Memorial Hall, the Clancy Brothers on March 1 and Bud and Travis on April 26. . . . Geula Gill and the Oranim were added to bolster the Dick Gregory one-nighter on February 22. . . . The Four Preps were signed for a Carnegie Music Hall concert on May 11.

Chet Huntley's "Best of Washington Humor" LP started off amazingly well in this area, according to Ben Herman, head of Standard Distributors.

Error Garner, Pittsburgh-born pianist, has been set for a nine-day stint at the Horizon Room by booker George Claire, beginning March 15.

Mac Wiseman was here for a day visiting the deejays to promote his latest Capitol album. . . . "Hey, Paula" starring Paul and Paula on the Philips label, is a sharp click in this area. . . . "Harper's Ferry" is the title of the new LP which Encore Records will release here late in February featuring the local Walt Harper Quintet. It was recorded at Pittsburgh's Chatham College. . . . Rosemary Clooney restores the Twin Coaches back to fulltime on April 15 with the Lennon Sisters and the McGuire Sisters also booked for the room by Joe Hiller.

LEONARD MENDLOWITZ

## NASHVILLE

Owen Bradley's daughter, Patsy, will join the BMI scene here April 1. She'll work in the Nashville branch headed by Frances Preston.

The Glaser Brothers rated encores on successive nights last week at WSM Friday and Saturday night "Opry" shows. Nugget Records is sporting a new studio in Goodlettsville, Tenn. They'll have two new artists released soon.

Denny Artist Bureau has booked Carl Butler on a California tour which will run through March 2. Paul Tannon passed through Music City last week, promoting Johnny Tillotson.

Flatt and Scruggs continue to score big. They're part of an ABC-TV special featuring folk music tentatively set for national telecast April 1. Others on the show include the Limelinters, Caroline Hester and Leon Bibb.

## PHILADELPHIA

Wagner's Ballroom, pioneer among the nation's dance halls, marked its 70th anniversary with three bands on the stand—ballroom, Dixie and Latin music makers. Joe Smith operates the dance hall which has been a family operation over the years. . . . Jack Kwait set for the summer season at Pocomt Lodge, Pocono Mountain resort at Bushkill, Pa. . . . Harold B. Robinson cut two albums for his Newton label with Bill Haley and the Comets. . . . Joe Frassetto, maestro at Cherry Hill Inn on the Jersey side, has been named entertainment director for the hostelry. . . . Birdie Castle Quartet, local unit playing the Chicago scene, moves farther west on March 7 to open at Harrah's at Lake Tahoe, then on to Harrah's in Reno.

# MUSIC AS WRITTEN

## BOSTON

Local boy Joe Bucci, jazz organist, has a Capitol record that is making cash registers jingle in his "Wild About Basie," one of the "Dimensions in Jazz" group. Bucci is appearing in person at the Saugus Turnpike Club. . . . With Al Martino in at Blinstrub's his "Exciting Voice of Al Martino" is hitting the big spots in Boston stores. . . . Dumont Distributors brought in Little Egypt last week to promote her "How to Belly Dance for Your Husband" on the Roulette label. She was on Paul Benzaquin's hour on WEEI and on the WBZ "P.M." show.

Barbara Breene of the Atco label was in town giving a lift to "Long Tail Sally." . . . Hi Fi has been added to the Dale Enterprises family of records. Arthur Lyman's "Love for Sale" is giving the label a good start. The Dale group and Arnie Ginsberg and Adventure Car Hop were partners in a successful promotion for the Warner Bros. LP of the Routers, "Let's Go." This starts the third anniversary of the Dale Enterprises.

CAMERON DEWAR

## Luther King Sues Firm

HOLLYWOOD — The Rev. Frank Luther King, Negro anti-segregationist leader, last week filed a \$200,000 suit against Dootsie Williams, claiming that Williams' Pica label issued recordings of King's speeches without his consent. King in his damage action asked also that Williams be enjoined from distributing this album. Williams told Billboard that he had a verbal agreement with Reverend

## SAN FRANCISCO

The first Folk music festival to be held in Monterey has moved its dates up to May 17-19. The program has been planned on the basis of the success of the annual fall jazz festivals. . . . Dick Stewart is recuperating from his throat operation, which occurred just a day before he was scheduled to open his first night club date at Facks. . . . KPFA's Phil Elwood is conducting courses in "Understanding Jazz" at the Wilbur Junior High School in Palo Alto and at the Las Lomas High School in Walnut Creek. . . . The Blackhawk was the scene of a recording session by Fantasy Records of San Francisco last Sunday. Charlie Mariano and Toshiki were the stars. . . . Morrie Horowitz has been named promotion manager in Northern California for Decca, Coral and Brunswick records, says branch manager Vern Cupples. He has been a salesman for the local branch for the past few years.

King to sell recordings of the anti-segregationist speeches. At press time Williams said he will confer with counsel as to what action he will take. Williams is founder and owner of Dootie Records.



# ALREADY BREAKING OUT

**IN WASHINGTON, D. C.; BALTIMORE,  
PITTSBURGH, ST. LOUIS, MINNEAPOLIS**

**AND SPREADING!**

Chet Huntley presents  
**BEST of WASHINGTON HUMOR**

THRUSTON B. MORTON

ADLAI E. STEVENSON

CHARLES A. HALLECK

D. H. (BILLY) MATTHEWS

MORTIMER M. CAPLIN

BROOKS HAYS

BARRY M. GOLDWATER

KENNETH B. KEATING

SARGENT SHRIVER

HUMOROUS EXCERPTS FROM  
ACTUAL SPEECHES BY JOHN F.  
KENNEDY, BARRY GOLDWATER,  
ADLAI E. STEVENSON AND OTHERS.

A RIOTOUS COLLECTION OF POLITICAL  
PLEASANTRY RECORDED IN  
OFF-GUARD MOMENTS.

CAMEO  
C 1044

C 1044

**Promoted on TV . . . radio . . . in newspapers all  
over America!**

**GET IN ON THE WINNING SIDE NOW . . . *Order Yours Today!***

**THE BIG ONES ARE ON CAMEO/PARKWAY**

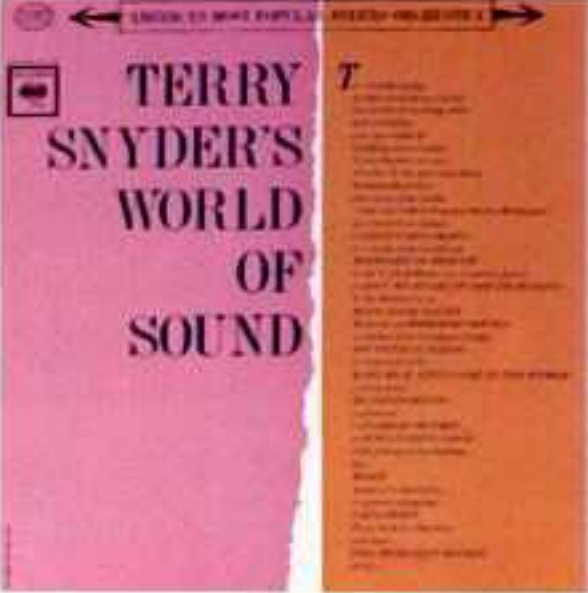
# ALBUM REVIEWS

**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.

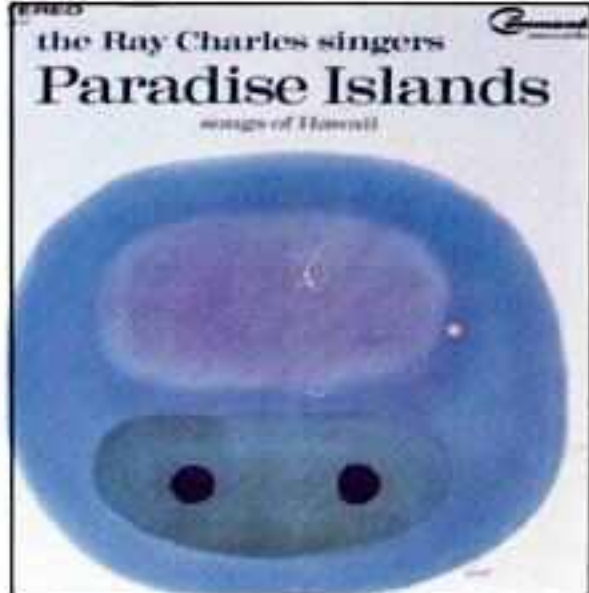
**POP SPOTLIGHT**  
**WORLD OF SOUND**  
Terry Snyder. Columbia CL 1944 (M); CS 8744 (S)

Terry Snyder's vibrant arrangements and percussion work have graced a number of fine "sound" albums on other labels, and with this, his first for Columbia, he should score well. The impeccable arranging and recording will please any sound buff. A broad range of instrumentation is employed . . . flutes, brass, vibes, organ and percussion, not to mention guitars . . . yet the material never has a cluttered sound.



**POP SPOTLIGHT**  
**PARADISE ISLANDS**  
Ray Charles Singers. Command RS 845 (M); RS 845 SD (S)

Hawaiian music is often sticky-sweet and cliché-filled; this melodic album, however, manages the neat trick of following familiar Hawaiian musical paths ("Sweet Leilani," "Hawaiian War Chant," "Aloha Oe") and making them sound fresh and exciting. Everything is good—voices, arrangements, backing and recording. A strong package.



**POP SPOTLIGHT**  
**TWO LOVERS**  
Mary Wells. Motown 607

Mary Wells has become a solid seller for Motown through a series of singles successes, the title tune of which is her most recent. Her latest single, "Laughing Boy," is also here along with a flock of other strong hit possibilities like "Guess Who," "Operator," "Was It Worth It" and "(I Guess There's) No Love." The backings have a strong beat, which should also please.



**POP SPOTLIGHT**  
**SOMETHING WONDERFUL**  
Carmen McRae. Columbia CL 1943 (M); CS 8743 (S)

Now soft and tender, now bright and brassy, but always her distinctive self, Carmen McRae salutes "Great Moments on Broadway" in this album, spotlighting show tunes made famous by Ethel Merman, Ella Logan, Mary Martin, et al. At no time is Carmen merely "imitative" and her 18 tunes—and 18 switches of mood—are her own. Fine wax.



**POP SPOTLIGHT**  
**FROM A JACK TO A KING**  
Ned Miller. Fabor FLP 1001

Ned Miller has himself a solid country-pop smash in "From a Jack to a King" and his newly acquired fans should enjoy this full-length demonstration of his talents. There are old and new songs here, with many of the new ones, like "Long Shadow" and "The Man Behind the Gun," penned by Miller himself. Others include "Mona Lisa" and "The Cry of the Wild Goose." Good listening.



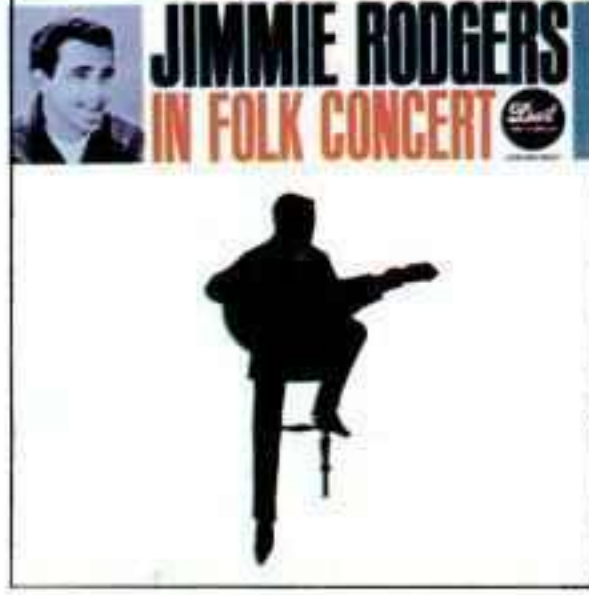
**POP SPOTLIGHT**  
**I WANT TO LEAVE YOU WITH THE WORDS OF A GREAT COMEDIAN**  
Jackie Mason. Verve V 15034

Jackie Mason's impish and irreverent humor has won him loads of followers and they should even increase with his bright and brash new album. Mason's unusual delivery, his style of building gag on gag on a given subject and his sharp pacing are most evident in this new and mighty funny LP. A must for his fans.



**POP SPOTLIGHT**  
**JIMMIE RODGERS IN FOLK CONCERT**  
Dot DLP 3496 (M); DLP 25496 (S)

Folk songs have always been Jimmie Rodgers' forte and he shows off his winning style on this bright new album of old favorites. Tunes include "John Henry," "The Midnight Special," "The Boll Weevil," and "The Wayfaring Stranger." Good sales indicated.



**POP SPOTLIGHT**  
**GOLDEN HITS**  
Sue Thompson. Hickory LPM 111 (M)

Miss Thompson's biggest hits are sure to make this a winner. The album has her first hit "Sad Movies" along with "Norman" and "James," two of her other hardest-hitting entries. This one's a natural for the Top LP chart.




**POP SPOTLIGHT**  
**CROSS-COUNTRY CONCERT**  
The Brothers Four. Columbia CL 1946 (M); CS 8746 (S)

This is much more than just a top-notch commercially oriented "folk" album recorded in a nice comfortable studio. It's the result of editing miles of on-location tape, for each of the 12 numbers was recorded during different college campus appearances and one-nighters. The songs are little-known folk pieces, children's songs, calypso ditties—all with a fresh touch. Bound to be a big one.



**POP SPOTLIGHT**  
**THE NIGHT HAS A THOUSAND EYES**  
Bobby Vee. Liberty LRP 3285 (M); LST 7285 (S)

Bobby Vee has had a solid hit record for a long time, and this album, which shows the lead selling current hits and a flock of original items, should turn into another strong-selling album. It includes such items as "Go Away Little Girl," "It Might as Well Rain Until September," his big hit "The Night Has a Thousand Eyes," and the English hit "Theme for a Dream."



**POP SPOTLIGHT**  
**ALL THE HITS—VOLUME 2**  
Dee Dee Sharp. Cameo C 1032

Dee Dee moves right along on album as well as single sales. This LP should put her right up there again. The lass' interpretation of a number of the current hits along with her own "Ride" make for solid teen listening. Like the previous album on this order, Dee sells the current best sellers with "Limbo Rock," "Zip-A-Dee-Doo-Dah" and "Popeye Waddle" some of the better ones.



**POP SPOTLIGHT**  
**GROUP OF GOLDIES**  
Various Artists. Group W 33001

Oldies but goodies continue to sell steadily to the teen audience, and this album should be a winner. It's loaded with hit goodies which were distributed on various labels by the London group: Marcie Blaine's "Bobby's Girl," Bob Pickett's "Monster Mash" and "White Silver Sands" by Bill Black are only a few of the sides included.



**POP SPOTLIGHT**  
**20 ORIGINAL HITS**  
Various Artists. Mark-Fi LP 999

Here's a value-packed LP for the teen set. It contains 20 of the original recordings of hits by such artists as Bobby Day, the Harptones, Rosie and the Originals, Jesse Belvin, Dee Clark, Kathy Young, Little Anthony and the Imperials, the Dubs, Jerry Butler, Eugene Church, Jimmy Norman, Marvin & Johnny, and the Penguins. Solid wax for the rock and roll fans.



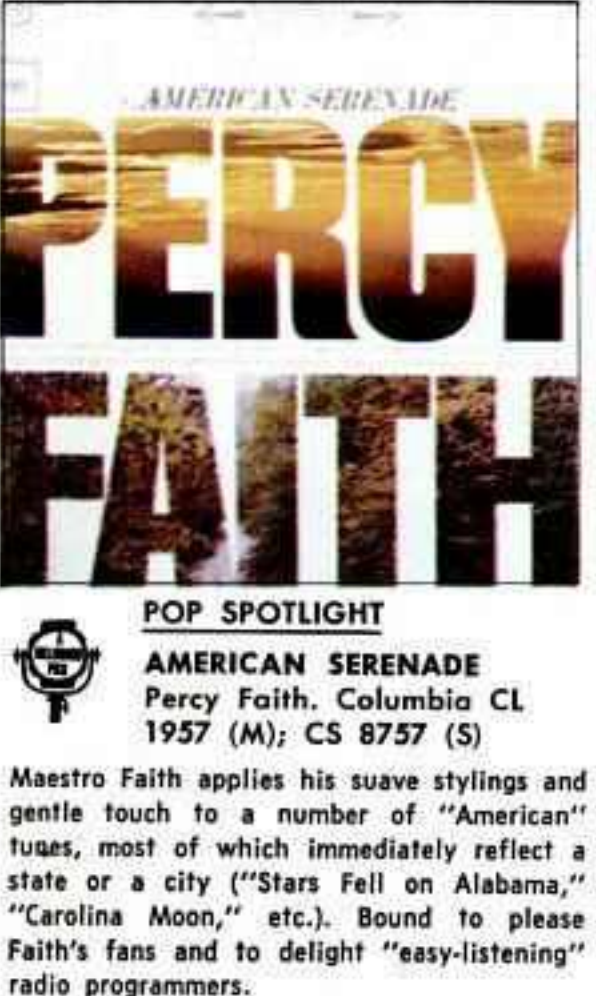
**POP SPOTLIGHT**  
**THE BEST OF TIMI YURO**  
Liberty LRP 3286 (M); LST 7286 (S)

Here is the complete Timi Yuro story starting with her first single hit, "Hurt," and including such other singles smashes as "What's a Matter Baby," "Smile," "She Really Loves You," "The Love of a Boy," and many more. A set that's sure to appeal to the many fans she has made since she started her career.




**POP SPOTLIGHT**  
**AMERICAN SERENADE**  
Percy Faith. Columbia CL 1957 (M); CS 8757 (S)

Maestro Faith applies his suave stylings and gentle touch to a number of "American" tunes, most of which immediately reflect a state or a city ("Stars Fell on Alabama," "Carolina Moon," etc.). Bound to please Faith's fans and to delight "easy-listening" radio programmers.



**JAZZ SPOTLIGHT**  
**THE SOULFUL MOODS OF GENE AMMONS**  
Moodsville 28

Sweet and soulful is the work of Gene Ammons on this Moodsville LP, a real contrast with his recent set "Bad Bossa Nova." Ammons comes through in solid fashion displaying his ballad style neatly and tastefully on such tunes as "Two Different Worlds," "Skylark," "On the Street of Dreams," and "Three Little Words." Patti Brown on piano adds melodic backing.



**JAZZ SPOTLIGHT**  
**COSA NUEVA**  
Dante Varela & His Amigos. Rexford LPM 5014

A little seven-man group headed by Dante Varela on piano and Laurindo Almeida on guitar produce a powerful lot of imaginative music, blending jazz with Latin beats. This utilizes more than the samba, thus going beyond bossa nova. All but two tracks are Varela originals, and all flash interest, freshness and originality. Superior deejay fare here, including "Opus Zero," "Little Galitzian's Village," "Lunera," "Augur Leaf Sugar," "Saudades" and the title work.



**CLASSICAL SPOTLIGHT**  
**PERGOLESI: LA SERVA PADRONA**  
Anna Moffo. RCA Victor LM 2650

This is regarded as the first comic opera ever written, having had its debut in 1733. The clever way in which an ambitious servant girl sets out to marry her master still proves amusing. This new recording features Anna Moffo in the lead role, and her presence alone is sufficient to ensure a large sale. Beautifully sung and recorded, this is potent classical merchandise.



**SEMI-CLASSICAL SPOTLIGHT**  
**LEHAR: THE LAND OF SMILES & PAGANINI**  
Various Artists. MGM E 4100 (M); SE 4100 (S)

There are several other versions of each of these ever-popular Franz Lehar operettas available here, but this coupling is a distinct standout. The singers, tho perhaps not international luminaries, outdo some better-known vocalists on rival versions. Originally recorded by Polydor in Germany, these are both pleasing performances that also are authentic in style.



# Motown, Tamla, Gordy

## CATALOG OF HIT ALBUMS

### GORDY



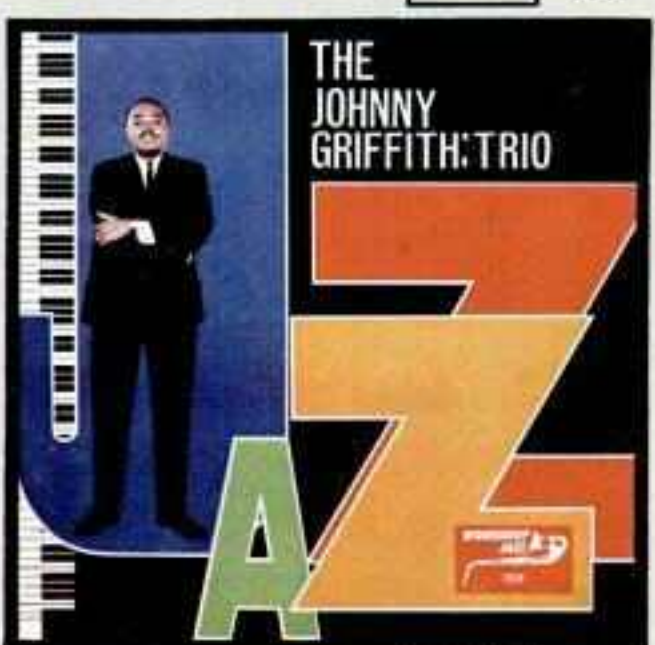
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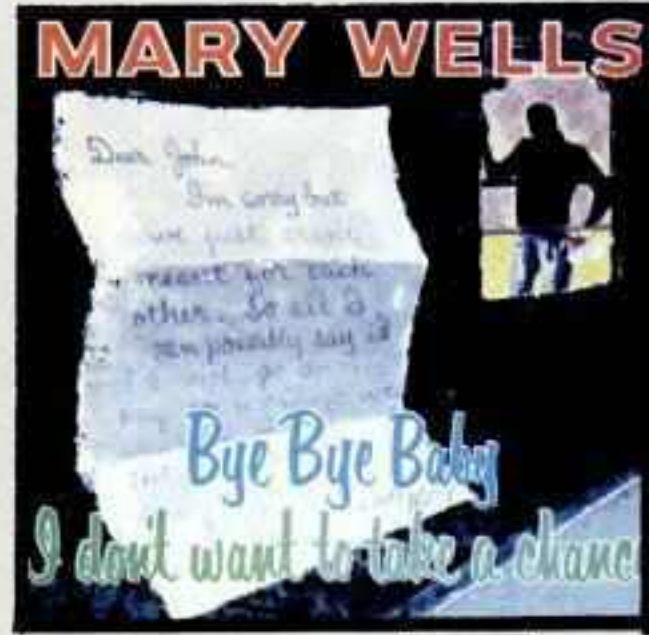


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### MOTOWN



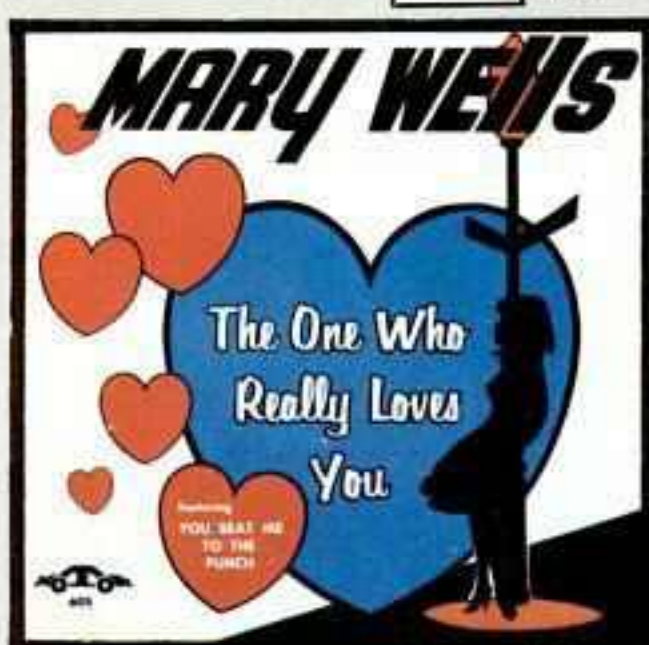
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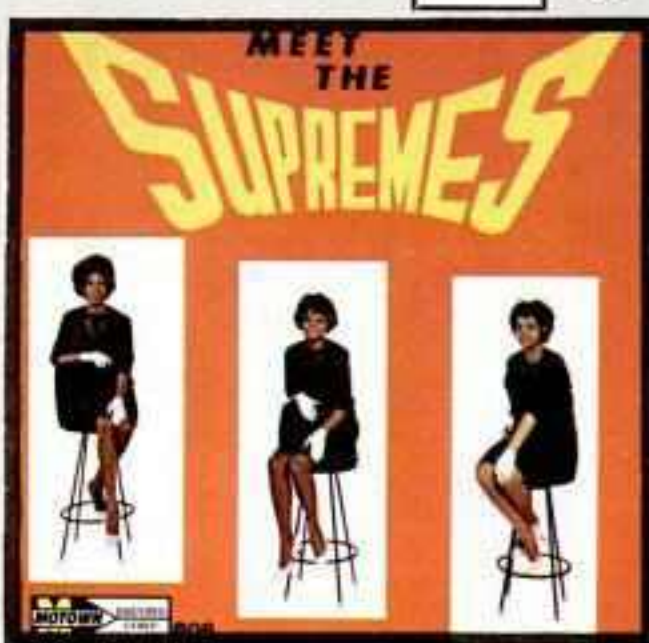
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### TAMLA



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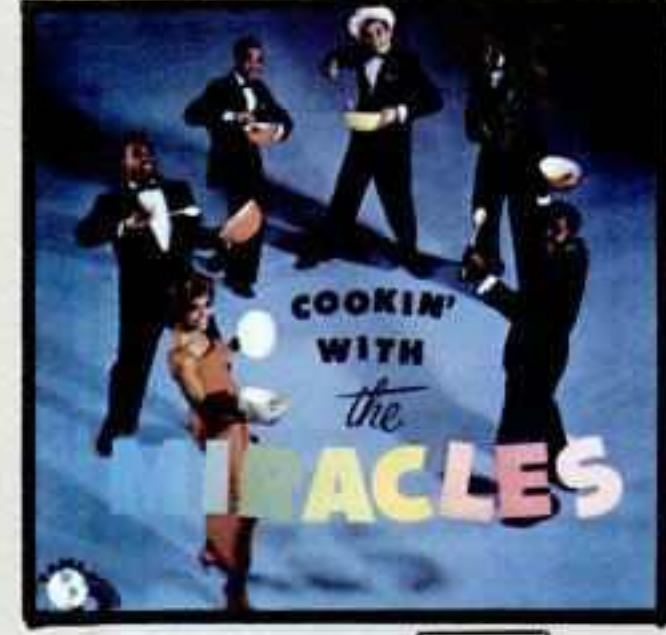
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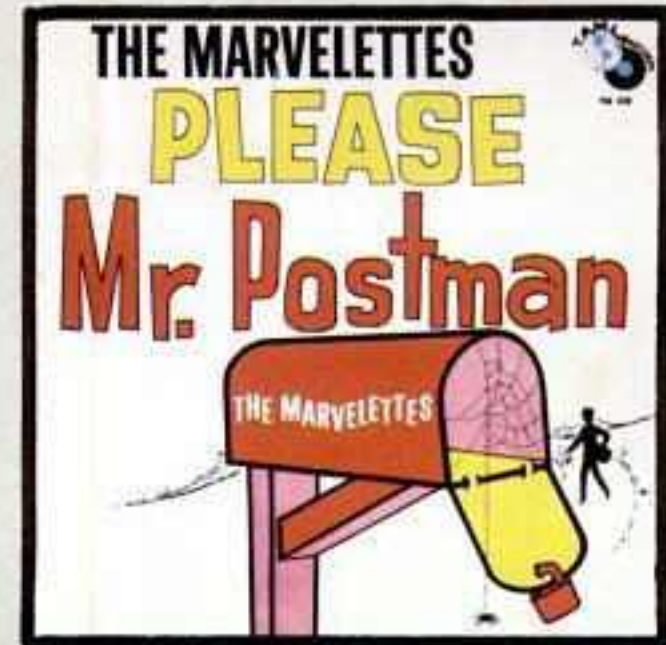
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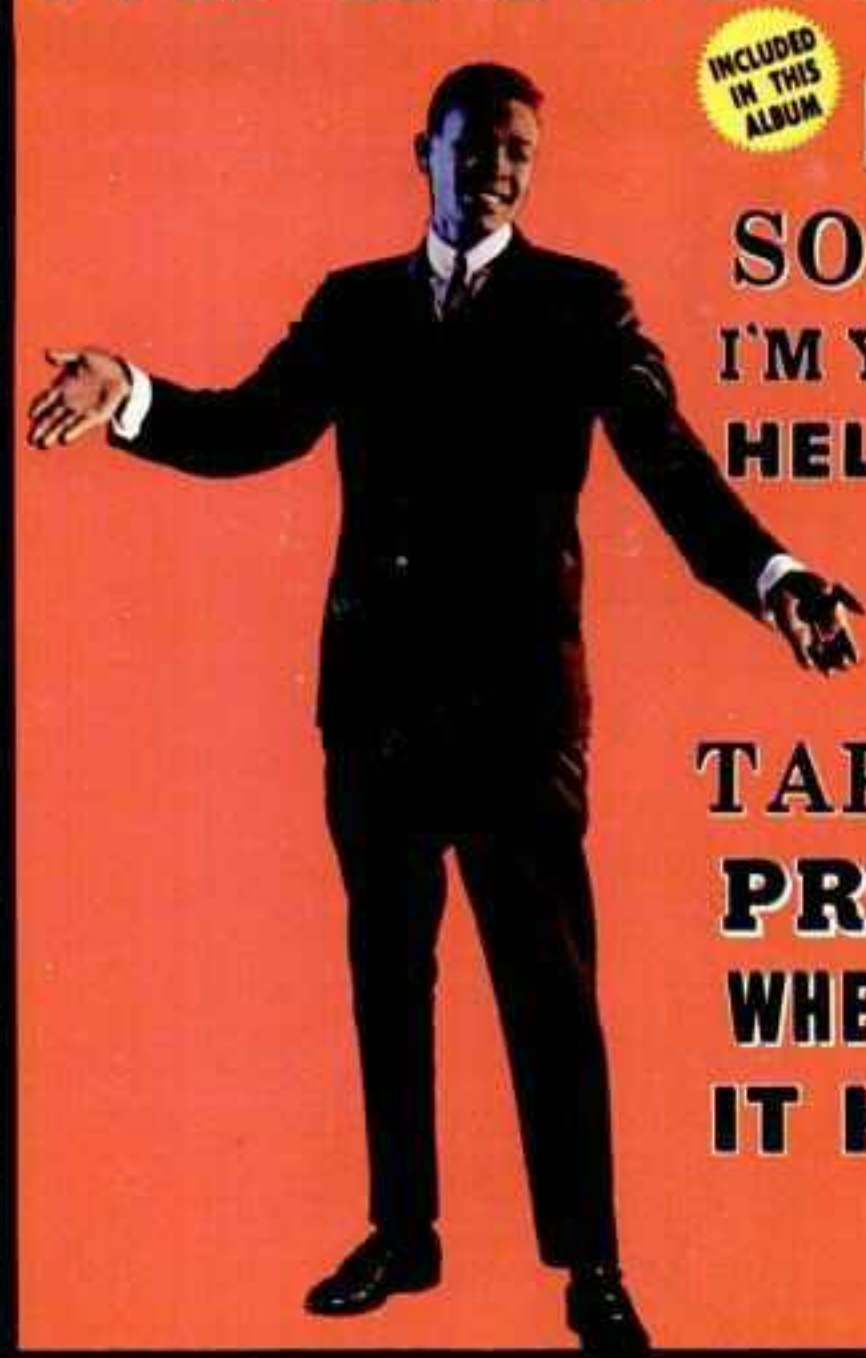


**MARY WELLS**  
**TWO LOVERS**  
 AND OTHER GREAT HITS



**CHARTBOUND**

**"THAT STUBBORN KINDA FELLOW"**  
**MARVIN GAYE**



**INCLUDED IN THIS ALBUM**  
**HITCH HIKE**  
**SOLDIER'S PLEA**  
**I'M YOURS, YOU'RE MINE**  
**HELLO THERE ANGEL**  
**GET MY HANDS ON**  
**SOME LOVIN'**  
**TAKING MY TIME**  
**PRIDE AND JOY**  
**WHEREVER I LAY MY HAT**  
**IT HURT ME TOO**



*... featuring her  
 brand new hit single*

**LAUGHING  
 BOY**

Motown 1035

*breaking across the country*

**LITTLE  
 STEVIE  
 WONDER**  
**CONTRACT  
 ON LOVE**

Tamla 54074

*... containing another  
 of his chart records*

**"HITCH HIKE"**

Tamla 54075

**MOTOWN / TAMLA  
 GORDY RECORDS**

DETROIT, MICHIGAN

**20% DISCOUNT ON NEW  
 RELEASES, & CATALOG**



Now Exclusively on  
**DECCA RECORDS**

**RICK NELSON**



*SINGS HIS NEW HIT!*

**I GOT A WOMAN**

*c/w*

**YOU DON'T LOVE ME ANYMORE**

*(And I can tell)*

31475

*Packaged in an attractive four color sleeve for more SELL-ability!*

PAGE ONE ALBUMS

## ★ NATIONAL BREAKOUTS

- MONO**  
**BEST SELLERS BY RICK NELSON . . .**  
 Imperial LP 9218
- BIG GIRLS DON'T CRY . . .**  
 Four Seasons, Vee Jay LP 1056
- LAWRENCE OF ARABIA . . .**  
 Sound Track, Colpix CP 514
- STEREO**  
**NEW CHRISTY MINSTRELS IN PERSON . . .**  
 Columbia CL 1872
- RICHARD CHAMBERLAIN SINGS . . .**  
 MGM SE 4088

## ★ NEW ACTION LP's

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

- MONO**  
**RUMORS . . .**  
 Johnny Crawford, Del-Fi DF 1224
- OUR MAN IN BOSTON . . .**  
 Arthur Fiedler & the Boston Pops, RCA Victor LM 2599
- BRAZIL, BOSSA NOVA & BLUES . . .**  
 Herbie Mann, United Artists UAJ 14009
- JUST TURN ME LOOSE . . .**  
 George Maharis, Epic LN 24037
- ALL ALONE AM I . . .**  
 Brenda Lee, Decca DL 4370
- MR. SOUL . . .**  
 Sam Cooke, RCA Victor LPM 2673
- BLOOD, SWEAT & TEARS . . .**  
 Johnny Cash, Columbia CL 1930
- STEVE ALLEN'S FUNNY FONE-CALLS . . .**  
 Dot DLP 3472
- HE'S A REBEL . . .**  
 Crystals, Philles PHLP 4001
- REMINISCING . . .**  
 Buddy Holly, Coral CRL 57426
- SAMMY DAVIS JR. AT THE COCOANUT GROVE . . .**  
 Reprise R 6063/2
- ANOTHER TASTE OF HONEY . . .**  
 Martin Denny, Liberty LRP 3277
- BOSSA NOVA U. S. A.**  
 Dave Brubeck Quartet, Columbia CL 1998
- CHAD MITCHELL TRIO IN ACTION . . .**  
 Kapp KL 1313
- BACK AT THE CHICKEN SHACK . . .**  
 Jimmy Smith, Blue Note 4117
- STEREO**  
**OUR MEN IN SAN FRANCISCO . . .**  
 Limelifters, RCA Victor LSP 2609
- A LAWRENCE WELK SING-A-LONG PARTY . . .**  
 Dot DLP 25432
- OUR MAN IN BOSTON . . .**  
 Arthur Fiedler & the Boston Pops, RCA Victor LSC 2599
- WALK RIGHT IN . . .**  
 Rooftop Singers, Vanguard VSD 2136
- ANOTHER TASTE OF HONEY . . .**  
 Martin Denny, Liberty LST 7277



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**COUNTRY SPOTLIGHT**  
**BILLY WALKER'S GREATEST HITS**  
 Columbia CL 1935 (M); CS 8735 (S)

Here's a solid collection of country ditties, all out as previous singles by Walker. His biggest, without a doubt, was "Charlie's Shoes," which is here along with the fine weeper, "Funny How Time Slips Away," and "I've Got a New Heartache," "The Next Voice You Hear," "Ancient History" and "Beggin' for Trouble." Fine Nashville arrangements with chorus back the singer in each case.



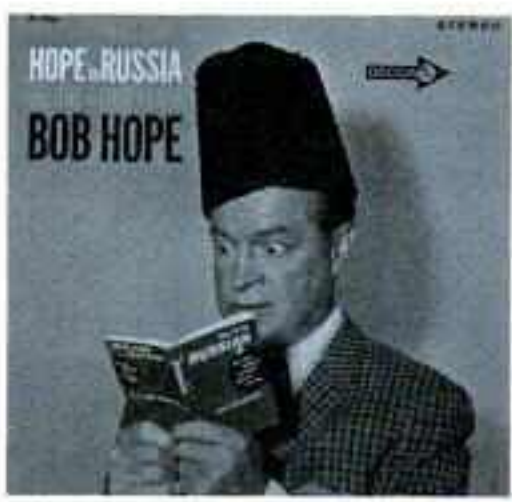
**COUNTRY SPOTLIGHT**  
**GEORGE JONES SINGS BOB WILLS**  
 United Artists UAL 3221 (M); UAS 6221 (S)

This is a potent package featuring George Jones singing the songs associated with Bob Wills, from "San Antonio Rose," to "Take Me Back to Tulsa," "Bubbles in My Beer," and "Time Changes Everything." Jones sings them with warmth and feeling sparked by some fine Western backing. A set that should have sock appeal in the field and could also get some pop attention.



**LATIN AMERICAN SPOTLIGHT**  
**EDDIE PALMIERI, VOL. II**  
 Alegre LPA 824

Young Eddie Palmieri's orchestra has developed a good deal since its first LP last year. Now they have a highly individual and exciting style, and play with bite and assurance. Based on this disk they rank with the better Latin bands around. Certainly the title work bears comparison with the best. They flash the same ability in a group of mambo, cha chas, pachangos and other Latin favorites.



**COMEDY SPOTLIGHT**  
**HOPE IN RUSSIA AND ONE OTHER PLACE**  
 Bob Hope. Decca DL 74369 (S)

Mr. Hope is as well known for his efforts in show business as his diplomatic accomplishments. This LP, recorded live before the Diplomatic Corps in the American Embassy in Moscow in 1959 and at Notre Dame University in 1962, is a wildly hilarious set that shows off the incomparable and stinging wit of the comedian. Need we say this is a collector's item?



**COMEDY SPOTLIGHT**  
**LOOK OUT FOR . . . HARRY MORTON**  
 United Artists UAL 4104

Harry Morton is a very funny man. It's not so much his stories—tho they are amusing enough—as his own deceptively simple style, as he tells of his own experiences in a droll New York-style delivery. He rings in such names as Jan Murray, Buddy Hackett and Harry Ritz. The result is outrageously funny, especially "The Volkswagen Story," a sardonic tale of suburban revenge that leads off the LP. Can pick up radio play.



**SACRED SPOTLIGHT**  
**GOOD OLD CAMP MEETING SONGS**  
 Stanley Brothers. King 805

The Stanley Brothers and the Clinch Mountain Boys have a strong following on their earlier disks and in this new package, the Stanleys turn out another batch of strong, home-spun religion. To the accompaniment of the familiar banjo and fiddle sound, the duo offers "Drinking from the Fountain," "Hand in Hand With Jesus," "Memories of Mother" and "Harbour of Love," among others. Set should register well in the market.



**CHILDREN'S SPOTLIGHT**  
**CHILDREN'S CONCERT AT TOWN HALL**  
 Pete Seeger. Columbia CL 1947 (M); CS 8747 (S)

It's clear that Pete Seeger has a way with kids, judging from their warm response to his folk songs in the live concert recorded here. In several cases, they spontaneously sing along or clap in time. The album includes songs written by Seeger himself, plus others by Leadbelly, Harold Rome and Woody Guthrie, in addition to standard folk fare. Should get as strong a response from the kids at home as from those at the concert.



**POLKA SPOTLIGHT**  
**WHO STOLE THE KEESHKA?**  
 Frankie Yankovic & His Yanks. Columbia CL 2001 (M); CS 8801 (S)

This makes an even dozen albums now on the market for the Yanks and the fans should grab this up fast, just as they've done with the earlier sets. Added to the basic appeal of the group is the fact that a single hit, "Who Stole the Keeshka," by the Matys Brothers on another label, is focussing considerable pop attention on polka material right now. Yankovic's group is also out with a version of the tune, which is also the title tune for this package. Set could make noise.



**LOW PRICE POP SPOTLIGHT**  
**LIVING STRINGS PLUS TRUMPET PLAY MUSIC FOR YOUNG LOVERS**  
 RCA Camden CAL 739 (M); CAS 739 (S)

The only thing modest about this album is its price; the sound is lush and sleek, the mood is romantic, and the Johnny Douglas arrangements of oldies like "I'll Get By" and "Love Letters" spotlight some fine sotto-voce trumpet by Ray Davies against wall-to-wall strings. Could easily be a strong seller.



**LOW PRICE POP SPOTLIGHT**  
**LIVING STRINGS PLAY HENRY MANCINI**  
 RCA Camden CAL 736 (M); VAS 736 (S)

The silk, silken Living Strings ensemble is in an ideal setting with this newest collection of tunes by the noted Henry Mancini. Such movie and TV themes as "Breakfast at Tiffany's," "Peter Gunn," "Mr. Lucky," "Hawaii" and "Days of Wine and Roses" are among the better tracks. Package has been advertised in Look, according to a paste-on seal, which should provide added impetus.

## 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. Ratings of only the outstanding LP's of the week are published, including all receiving a 4-Star review or better, thus focusing attention on albums with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all 4-Star LP's are listed under their respective categories.



## SPECIAL MERIT PICKS

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

- POP SPECIAL MERIT**  
**CHET HUNTLEY PRESENTS BEST OF WASHINGTON HUMOR**  
 Cameo C 1044
- Here's an amusing series of tracks taken from tapes of some of the top personalities on the national scene in some of their more humorous moments. Speaking at various gatherings (with live audience laughter and applause, of course) are President Kennedy, Senator Goldwater, Senator Keating, Ambassador Stevenson, Congressman Halleck, and others. Chet Huntley is the man behind the idea and he does the narration bridges. Lest there be any misconceptions, these are not bloopers, just consciously funny moments.
- CLASSICAL SPECIAL MERIT**  
**BELLINI: LA SONNAMBULA (3-12")**  
 Joan Sutherland. London OSA 1365 (S)
- Only two current recordings exist of this opera by the composer of the considerably better known, "Norma," and the work has remained something of an obscurity in terms of performance since the 1880's. Nevertheless, it is melodic, simple and somewhat ethereal in its delightful melodic content and the soprano of the celebrated Australian diva is enough to bring the work renewed prominence among collectors. Ork and chorus are batoned by Miss Sutherland's husband, Richard Bonynge, a substantial name in his own right.
- POP SPECIAL MERIT**  
**GREAT MOVIE THEMES**  
 Rome Symphony Orchestra (Rozsa & Savina). MGM E 4112 (M); SE 4112 (S)
- Here's an LP deejays and programmers will want to draw upon from time to time. It features the Rome Symphony playing some of the great movie themes composed by Miklos Rozsa. He and Carlo Savina conduct. Included is Rozsa's latest "Sodom & Gomorrah" as well as "Spellbound," "Ben Hur," "El Cid," "King of Kings" and many more themes.
- COUNTRY SPECIAL MERIT**  
**ON STAGE, VOLUME II, HANK WILLIAMS**  
 MGM E 4109 (M); SE 4109 (S)
- Yet another repackaging of Hank Williams material, like in other recent packages, taken from air checks of broadcasts on Nashville's WSM in the late '40's. Hank and the Drifting Cowboys are heard in such memorable items as "Lovestick Blues," "Settin' the Woods on Fire," "I Saw the Light," and the theme, "Happy Rovin' Cowboy." Miss Audrey (Audrey Williams), also a member of the troupe, is heard in "There's a Bluebird on Your Window Sill."

(Continued on page 53)

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MARCH 2

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	3	<b>WALK LIKE A MAN</b>	By Crewe-Gaudio—Published by Saturday-Gavadema (ASCAP)	5
2	2	<b>RUBY BABY</b>	By Lieber-Stoller—Published by Tiger (BMI)	5
3	1	<b>HEY PAULA</b>	By Hildebrand—Published by LeBill-Marbill (BMI)	7
4	5	<b>RHYTHM OF THE RAIN</b>	By Gummoe—Published by Sherman-DeVorzon (BMI)	5
5	4	<b>WALK RIGHT IN</b>	By Darling-Svanoe—Published by Ryerson (BMI)	7
6	7	<b>YOU'RE THE REASON I'M LIVING</b>	By Darin—Published by Adaris (BMI)	5
7	11	<b>BLAME IT ON THE BOSSA NOVA</b>	By Mann-Weil—Published by Aldon (BMI)	3
8	6	<b>FROM A JACK TO A KING</b>	By Miller—Published by Dandelion (BMI)	6
9	12	<b>WILD WEEKEND</b>	By Shannon-Todaro—Published by Shan-Todd & Tupper (BMI)	4
10	29	<b>OUR DAY WILL COME</b>	By Hilliard-Garson—Published by Rosewood (ASCAP)	2
11	20	<b>WHAT WILL MY MARY SAY</b>	By Vance-Snyder—Published by Elm Drive (ASCAP)	3
12	8	<b>YOU'VE REALLY GOT A HOLD OF ME</b>	By Robinson—Published by Jobete (BMI)	7
13	22	<b>END OF THE WORLD</b>	By Dee-Kent—Published by Summit (ASCAP)	2
14	16	<b>SEND ME SOME LOVIN'</b>	By Price-Marascalco—Published by Venice (BMI)	4
15	10	<b>HE'S SURE THE BOY I LOVE</b>	By Mann-Weil—Published by Aldon (BMI)	5
16	17	<b>MAMA DIDN'T LIE</b>	By Mayfield—Published by Curtom (BMI)	4
17	14	<b>FLY ME TO THE MOON—BOSSA NOVA</b>	By Howard—Published by Almanac (ASCAP)	5
18	24	<b>ONE BROKEN HEART FOR SALE</b>	By Blackwell-Scott—Published by Presley (BMI)	2
19	13	<b>LITTLE TOWN FLIRT</b>	By Shannon-McKenzie—Published by Vicki-McLaughlin (BMI)	7
20	15	<b>UP ON THE ROOF</b>	By Goffin-King—Published by Aldon (BMI)	10
21	25	<b>IN DREAMS</b>	By Orbison—Published by Acuff-Rose (BMI)	2
22	28	<b>ALICE IN WONDERLAND</b>	By Sedaka-Greenfield—Published by Aldon (BMI)	2
23	—	<b>OUR WINTER LOVE</b>	By Cowell—Published by Cramart (BMI)	1
24	—	<b>THE GYPSY CRIED</b>	By Herbert-Sacco—Published by Painted Desert (BMI)	1
25	26	<b>CALL ON ME</b>	By Malone—Published by Lion (BMI)	4
26	9	<b>THE NIGHT HAS A THOUSAND EYES</b>	By Weisman-Wayne-Garrett—Published by Blen-Mabs (ASCAP)	10
27	23	<b>CASTE YOUR FATE TO THE WIND</b>	By Guaraldi—Published by Friendship (BMI)	3
28	—	<b>GREENBACK DOLLAR</b>	By Hoyt Axton-Ken Ramsey—Published by Davon (BMI)	1
29	30	<b>I WANNA BE AROUND</b>	By Vimmerstedt-Mercer—Published by Commander (ASCAP)	2
30	—	<b>LET'S LIMBO SOME MORE</b>	By Mann-Appell—Published by Kalmann (ASCAP)	1

### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. WALK LIKE A MAN** — Four Seasons, Vee Jay 485.
- 2. RUBY BABY** — Dion, Columbia 42662; Drifters, Atlantic 1089.
- 3. HEY PAULA** — Paul & Paula, Phillips 35017.
- 4. RHYTHM OF THE RAIN** — Cascades, Vallant 6026.
- 5. WALK RIGHT IN** — Moments, Era 3099; Rooftop Slingers, Vanguard 35017.
- 6. YOU'RE THE REASON I'M LIVING** — Bobby Darin, Capitol 4897.
- 7. BLAME IT ON THE BOSSA NOVA** — Eydle Gorme, Columbia 42661.
- 8. FROM A JACK TO A KING** — Ned Miller, Faber 114.
- 9. WILD WEEKEND** — Rebels, Swan 4125.
- 10. OUR DAY WILL COME** — Rudy and the Romantics, Kapp 501.
- 11. WHAT WILL MY MARY SAY** — Johnny Mathis, Columbia 42666.
- 12. YOU'VE REALLY GOT A HOLD ON ME** — Miracles, Tamla 54073.
- 13. END OF THE WORLD** — Skeeter Davis, RCA Victor 8098.
- 14. SEND ME SOME LOVIN'** — Sam Cooke, RCA Victor 8129.
- 15. HE'S SURE THE BOY I LOVE** — Crystals, Phillies 109.
- 16. MAMA DIDN'T LIE** — Jan Bradley, Chess 1845; Fascinations, ABC-Paramount 10387.
- 17. FLY ME TO THE MOON — BOSSA NOVA** — Eydle Gorme, ABC-Paramount 10383; Joe Harnell & His Ork, Kapp 497; Tony Martin, Dot 16361; Mark Murphy, Riverside 4526; Susan Rafey, Kapp 382; Felicia Sanders, Decca 31335; Rhoda Scott Trio, Tru Sound 418; April Stevens, Imperial 5907.
- 18. ONE BROKEN HEART FOR SALE** — Elvis Presley, RCA Victor 8134.
- 19. LITTLE TOWN FLIRT** — Del Shannon, Big Top 3131.
- 20. UP ON THE ROOF** — Drifters, Atlantic 2162.
- 21. IN DREAMS** — Roy Orbison, Monument 806.
- 22. ALICE IN WONDERLAND** — Neil Sedaka, RCA Victor 8137.
- 23. OUR WINTER LOVE** — Bill Pursell, Columbia 42619.
- 24. THE GYPSY CRIED** — Lou Christie, Roulette 4457.
- 25. CALL ON ME** — Bobby Bland, Duke 360.
- 26. THE NIGHT HAS A THOUSAND EYES** — Bobby Vee, Liberty 55521.
- 27. CAST YOUR FATE TO THE WIND** — Martin Denny, Liberty 55514; Vince Guaraldi Trio, Fantasy 563.
- 28. GREENBACK DOLLAR** — Kingston Trio, Capitol 4898; Hoyt Axton, Horizon 362; Merry Melody Singers, Mercury 72083; Virginians, Colpix 5666.
- 29. I WANNA BE AROUND** — Tony Bennett, Columbia 42634.
- 30. LET'S LIMBO SOME MORE** — Chubby Checker, Parkway 862.

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## International News

• *Continued from page 23*

### Marek Discusses Digest Topics

By **EDDIE ADAMIS**

92 quai du Marechal Joffre  
Courbevoie (Seine)

George Marek, R. C. A. Victor Records President, met Reader's Digest Paul Thomson to discuss topics concerning their joint Record Club operations. For the two club LP's "Caterina" by Sacha Distel and "Sylvie" by Sylvie Vartan, A.R.E.A.'s Mrs. De Rieux claim sales as high as 10,000 LP's for the first week.

Festival signed an exclusive distrib contract for France with Denis Preston's Record Supervision Ltd. First record to be issued is "Bossa Nova" by Mr. Acker Bilk and his Young Brazilian Lions.

Barbara Gardner, director of international product for Vee Jay Records, met with Pathe Marconi's Rouzies to discuss distrib problems.

### Signings

Four newcomers, Patricia Carli on Bel Air, Pierre Vassiliu on Twist, Jacqueline Dulac and Claire Ferval on Barclay have all been signed to contracts.

## GERMANY

### Intern'l Tour Brings the Duke

By **JIMMY JUNGERMANN**  
102 Ismaninger Street,  
Munich 27

Business has really stepped up on the International artist touring front. Duke Ellington brought his band to the European concert circuit. The orchestra has or will visit England, France, Scandinavia and the Netherlands. The German swing will include stops in Munich, Stuttgart, Hamburg, Berlin and Duesseldorf. . . . M. Nixon, British booking agent, arrived in Munich to discuss German activities for the Chris Barber band and other British artists with Munich music publisher and record producer Karl Heinz Busse. . . . Humphrey Lyttelton guest stars this week in the Munich carnival season. Hildegard Neff guest starred in a carnival ball in Munich's "Deutsches Theater," singing "Mack the Knife" from her forthcoming pic "The Three Penny Opera."

French singer Françoise Hardy waxed her first German titles in Hamburg for the Vogue label. After the session, producer Hans R. Beierlein left for Paris to record more German songs with Petula Clark, also for the Vogue label. Clark's first two German records are a big success: "Monsieur" sold 400,000 records, "Casanova Baciami" 100,000 within the first two weeks after issue.

Music publisher Ralph Maria Siegel in Munich reports that 34 records of bossa nova melodies are on the German market now. . . . The Andrzej Trzaskowski Polish jazz quintet guest starred in West Berlin, again that good French entertainers can expect a huge turnout, no matter how high the prices. This should be a good

omen for impresarios bringing to Israel, within the next two months, both Gilbert Becaud and Yves Montand.

### Visitors

Silvana Blasi, of Paris and Carletta Jones of Chicago, are among the new night club entertainers to appear in Israel. Their performances are well received, but this country is still waiting for the young American entertainer who will set the place on fire with either twist, Madison or the bossa nova.

Among artists and performers scheduled to arrive under the auspices of the recently opened Tony Crombie artist management firm are the Manhattan Boys and the well-known Eddy Calvert.

## HOLLAND

### Nougard Stars On TV Show

By **SKIP VOOGD**

Joh. Camphuysstr. 189,  
The Hague

French chansonnier Claude Nougard, whose first Philip's LP received a "Grand Prix du Disque 1963," appeared on Dutch TV.

America has its Newport, Europe its Comblain-la-Tour in Belgium. Last year's jazz festival there, organized by Joe Napoli, featured the Dutch Swing College Band and an LP has been released of the event. . . . EMI's Frank Chalmers and John Kirsch (from S. A. Gramo-

phone), arrived for discussions with the Bovema President Gerry Oord Jr. . . . Billboard officials Frank Luppino Jr. and Arthur Rosett also visited Oord. They were in Holland on February 8. Besides Bovema they visited Phonogram L. C. in Amsterdam.

## ISRAEL

### French Singers Pack 'Em In

By **AZARIA RAPOPORT**  
73 Ahad Haam St., Tel Aviv

Les Compagnons de la Chanson (Polydor), France's nine singing envoys, have completed a successful third tour in Israel. Les Compagnons proved most articulate in harmonizing well-



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known international hits like "Si tu vas a rio," "Kalinka," "Alors... Raconte," "Les Comediens" and a beautiful staging of "Un Mexicain." Their visit proved

Barry Langford, who has been working for the past nine months on his proposed International Disc Festival—first planned for Brighton, England, and more latterly at Las Vegas—is back in London after a round of talks in the U. S. He has no plans for its presentation yet, though he is working on alternate dates of September this year or February, 1964. He hopes to return to the U. S. shortly to firm up one or other date.

**ITALY**

**U. S. Producers Eye Hit Musical**

By SAM'L STEINMAN  
Piazza S. Anselmo 1, Rome  
"Rugantino," the Garinei-

Giovannini musical hit, whose original cast LP is easily the all-time best-seller of its category in Italy may well find itself on the American lists shortly. It has been seen by a number of American producers, the latest of whom has been David Merrick.

Pino Calvi, pianist-conductor, was last-minute substitute for Lelio Luttazzi who was seriously injured in an auto crash en route from Milan for the San Remo Festival.

Massaggierie Musicali of Milan which distributes the records handled by CGD and Galleria del Corso will also handle the Juke Box label whose top artist is Luciano Tajoli. . . . Disagreeing with the San Remo selection committee, Cetra issued three songs which had been turned down in its festival group.

Fred Bongusto will be the busiest recording artist on TV this winter. He will make his debut in "Music Hotel" which will run eight weeks, appear with his combo in "Music in Bit" and do the theme song, "Lover, Stop" by Gorni Kramer. . . . Another TV show, "Everyone Sings," will feature the voices of Milva, Nicola Arigliano and Claudio Villa. . . . Luis Bonfa of bossa nova fame is doing the score for the new film, "The Hours of Love." Another movie, "Everything Is Music" will have Domenico Modugno as producer, director and star.

Appearance of San Remo disks three days before the festival was an innovation this year. In all previous events the issuance of disks before the completion of the competition spelled automatic disqualification. . . . VCP's best-sellers in albums are all French and American, the former being Edith Piaf's "Olympia Recital" and Gilbert Becaud's "The Formidable Becaud." The latter consists of two volumes of Frank Sinatra's "The Best of Sinatra." . . . New organization to promote Neapolitan songs is the Centro Artistico Napolitano which wishes to be known as CAN. . . . Graz, lots!

**MEXICO**

**RCA's Denny Passing Through**

By OTTO MAYER-SERRA  
Apartado 8688 Mexico City.

Charles R. Denny, the new vice-president and managing director of RCA International, visited RCA Victor Mexicana for the first time. With him was Lew R. Schorr, administrative manager of RCA's associated companies, who is on a round trip of Latin America.

Maria Esther Davis, director of international repertoire of CBS Argentina, was a guest of CBS Mexico for 10 days.

Until April 7, Guillermo Burckle, sales manager of the recently formed company "Discos Universales" (Polydor-Philips), will study the sales techniques of the Deutsche Gramophon in Hamburg. . . . Augusto Sarria, manager of Industrias Electricas y Musicales Peruanas, was here selecting the latest recordings from the Musart catalog, which he represents in Lima. . . . Composer-arranger-pianist Armando Manzanero, promoter of the Emmi (Peers) publishing house, was appointed artistic director of CBS.

Auido-Mex introduced six LP's to the economy line of Decca Records, Vocalion. The same company put on sale, from the Decca catalog, several LP's, among them LP's by Brenda Lee, Carmen Cavallaro and Wayne King. . . . Gamma Records issued two LP's from the French Barclay catalog: "Dalida, Vol. V," and "Les Djinns, Vol. III." . . . "By Request," by Perry Como, "The Many Moods" of Harry Belafonte and Perez Prado's "Our Man in Latin America" are the latest U. S. recordings, locally manufactured by RCA Victor Mexicana.

**NORWAY**

**Pick 'Solhverv' As Prix Entry**

By ESPEN ERIKSEN  
Verdens Gang, Oslo

"Solhverv" (The Turn of the Sun) is the name of the winning tune of this year's Melodie Grand Prix competition, and now it will be Norway's entry to the TV Song for Europe finale in London March 23. Some 221 melodies were entered. The winning tune is penned by Dag Kristoffersen, noted Norwegian choir leader. Other well-known Norwegians competing in the Grand Prix were composer Bjarne Amdahl (famous for "Tango for Two") and pianist-composer Sigurd Jansen. Later this week the singer to represent Norway in the London contest will be chosen.

The local competition in each of the Scandinavian countries was not televised to the other countries this year. But on March 3 two of the best songs from each country will be aired in a TV spectacular.

Egil Monn Iversen this week issued another LP composed of previously issued singles, "Norske favoritter II" (Norwegian favorites, Vol. II). The first volume in this series was a hit, selling around 1,000 copies. Included in this second volume is, among others, "Fjerne land" by the Key Brothers, currently rid-

ing high in the Norwegian hit parade.

**Elvis Still on Top**

The RCA recording of Elvis Presley's "Return to Sender," has been No. 1 in Norway for nine weeks in a row.

Although Presley's "Return to Sender" is the biggest single disk in Norway, the German, "Tanze mit mir in den Morgen," is the most popular song. It is represented three times among the top 10 of Norway: by German singer Botho Timber (Polydor), by the local duo Ase Wentzel and Jan Hoiland (Odeon) and one by Swede Lars Lonndahl (RCA).

**POLAND**

**Nat'l Orchestra Cards Spring Tour**

By ROMAN WASCHKO  
Glogera 4, Warsaw 22

Warsaw's National Philharmonic Orchestra leaves for a concert tour of Denmark, Holland and Britain on March 15. In Britain it will make eight appearances, including concerts at the Royal Festival Hall. In September the orchestra, together

with the Philharmonic Choir, will appear in Montreaux, Switzerland. American impresario Sol Hurok will present the Warsaw Orchestra on a fall tour of the United States in 1964.

The American vocal trio, the Peters Sisters, have just made their second tour here. . . . A group of Italian pop singers came to Warsaw to take part in a festival of Italian Songs which is going to be staged March 7-10 in the capital's 3,000 seat Congress Hall. The show is organized by Pagart—the Polish Artists Agency—in conjunction with Italian impresario, Silvio Benvenuti. There will be 13 singers and vocal duos on the bill. Among those appearing are: Tullio Pane, first-prize winner at last year's International Song Festival in Zurich; Marisa Colomber, who has toured South America and Canada; Claudio Venturelli, Roby Castiglione, Rosalba Roli, Anita Sol, Tania Raggi, Evi Angeli and the Kim Sisters. Apart from all these, four others who will be picked after the International Song Festival in San Remo will also appear on the same bill.

During the first three days of the Warsaw Festival 14 Italian songs will be featured, each one performed twice by different artists. Ticket-buying customers will be provided with ballot papers on which to vote

for their four favorite songs at each performance. At the final show all the numbers voted for will be sung again, and the audience will vote for their favorite Top Italian Pops.

**ANOTHER HIT!**  
**RAY CHARLES**  
**Don't Set Me Free**  
b/w  
**The Brightest Smile in Town**  
ABC 10405

**Instant Smash!**  
**THE VOLUMES**  
**TEEN AGE PARADISE**  
b/w  
**SANDRA**  
Jubilee 5446  
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The E.M.I. company in New Zealand is called "His Master's Voice" (N.Z.) Ltd., in Wellington.

It operates a record factory (pictured below) in Lower Hutt, just outside the capital. You'd be impressed by the number of records they press that are from American recordings.

*So goes the pattern of E.M.I.'s record business all over the world. That is why E.M.I. records are being pressed today 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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## KIWI BOOM

### New Zealand Fills World's Talent Bill

By FRED GEBBIE

AUCKLAND—New Zealand is fairly bustling at the seams with local talent. Acts of international standard are coming into their own and, in just about every city in the country useful independent companies are entering this highly competitive market. Artists and promoters would like to see the major companies assisting the smaller firms with distribution. A number have already proved they have the talent touch.

Tala Records of Levin, for instance, unearthed some good bossa nova material, but very few retailers even know of the existence of this company, or many of the others that have cropped up over the last 18 months.

New Zealand has shown that she can produce talent acceptable anywhere in the world. In three years names such as **Johnny Devlin**, **Kahu Pineaha**, **Howard Morrison**, **Hiria Moffatt**, **Ron Polson**, **Mike Nock** and many others have scored in Australia, while English audiences have become familiar with **Inia Te Wiata**, **Carmita**, **Willow Mackie** and **Barry Linehan**. **Mavis Rivers** is now with Reprise

in the States, and it is almost certain that a lot more talent will head overseas this year.

Why are we having this boom of talent? Mainly because of the amount of money spent by Kiwis each year on entertainment and the fantastic influx of overseas talent. Tickets to see visiting artists sell at around \$4.50 (tickets for the forthcoming Louis Armstrong show are reported to cost \$8.40) but even at this higher than usual price, SRO signs go up.

This year alone over 5,000 people attended two outdoor pop concerts which featured a complete local line-up, hundreds were turned away from **Chubby Checker** appearances, and at this writing **Vera Lynn** appears to be about to receive similar treatment.

Although there is this boom in live shows, record companies and retail dealers are experiencing no great sales increase of records, and sheet music distributors are having a pretty lean time of it. Television is also going through a very dull period. In Auckland especially, the lack of really competent interviewers has become more apparent.

New Zealand TV, unless something very drastic happens, will never be a great medium for locally produced spectacles, such as **Val Parnell's** "Paladium" shows, **Johnny O'Keefe** and **Brian Hendersen's** Australian shows or **Perry Como's** world-famous TV shows.

## SWEDEN

### Top Names Light Hotel's Summer

By HENRY FOX  
Kungsgatan 56, Stockholm

Kystens Perle, the well-known Danish Hotel, will play top artists this summer. **Inger Berggren** and **Git Gay** are among the stars from Sweden. **Bibi Johns** has also been contracted for an appearance.

Bens Music, through its affiliate Palace Music, acquired tunes from Four Star Sales. "Minnenas melodi" (Melody of Memories) was the number one song in Finland and both these songs will go to the finals in London.

New releases from Karusell this week are **Ned Miller's** "From a Jack to a King" and **Billy Wade's** "Loop-de-Loop." New Records from EMI are "Up on the Roof" with **Kenny Lynch**, "The Wayward Wind" with **Frank Ifield** and **Connie Francis'** "Playing Games."

Polydor has a new songbird named **Nilla** and her first recording is "Uski, Paruski." On Polydor, **Harry Arnold** has a selection of tunes from "Stop the World." . . . Visiting Stockholm for biz talks was **Chalpin** from PPX in New York.

### Kandy Firm to Coast

HOLLYWOOD—Don Johnson's Kandy Records, based in Chicago since 1956, last week moved its headquarters to Santa Monica, Calif. Label specializes in Johnson's "Organ-With-a-Beat" recordings.

## Reprise Gets Prophet LP

HOLLYWOOD—Reprise Records last week purchased the master of the Johnny Prophet LP released by Little Caesar Records. Album was produced by Herman Rosen, owner of the Little Caesar restaurant in nearby Gardina where Prophet had been appearing. The Prophet LP got hot in San Francisco after it was plugged on Station KSFO. Prophet will be gaining TV plugs for his LP on the Art Linkletter, Tennessee Ernie Ford and Red Skelton shows in the immediate future. The Reprise deal calls for Prophet to join the Frank Sinatra label's artist roster in addition to acquisition of the album's master.

Meanwhile, Frank Sinatra's Reprise Records move into Peru for the first time, according to terms of a licensing deal concluded last week. Reprise Executive Vice-President Mo Ostin signed an agreement with Augusto Sarria, general manager of Industrias Electricas y Musicales Peruanas, S.A., to distribute the Sinatra label's wares in Peru. As in all other markets around the world, the line will retain the Reprise label identity. The Peruvian firm also handles EMI product.

Reprise, as part of its expansion program, has opened a New York office, and is to be represented in the East by Ray Ellis. Al Schwartz and Jilly Rizzo will handle publisher contacts, acquisition and spotting Eastern artists. Chris Saner will be the label's national rack sales manager; Bill Spitalsky will be in charge of Reprise's promotion activities. All will base their operations at the label's New York headquarters.

## COLPIX UNDER OWN NAME IN ENGLAND

NEW YORK—Colpix took a step forward toward greater international recognition last week as a result of meetings between executives of the Columbia Pictures offshoot and Irv Chezar, U. S. representative for Pye Records.

Decision was reached that, at the expiration of the present Pye-Colpix agreements, Pye will release all Colpix product under Colpix' own logo in England, instead of current system of releasing on the Pye label.

## RIAA Backs 25G Contest

NEW YORK—Winners of a nationwide contest on the theme of "How I Broadened My Musical Horizon With Records" will be awarded a total of \$25,000 worth of long-play albums by the RIAA, the association said last week. The contest is sponsored by the National Federation of Music Clubs.

State winners will each be awarded a \$250 package of records, and an equivalent package of records will also be awarded the school of the winner's choice. The contest closes March 15, with winners to be announced early in May.

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### ALBUM REVIEWS (cont.)

Continued from page 48

#### INTERNATIONAL SPECIAL MERIT

**LA GUITARRA DE MEXICO**  
Antonio Bribiesca  
Columbia EX 5093 (M)

This LP could be subtitled "Latin Music for People Who Don't Dig Latin Music," for its listenability should please almost any musical taste. Hailed as Mexico's top guitarist, Antonio Bribiesca produces a pleasing sound, soft and melodic, which is abetted by backing of harmonica and, on some tracks, supporting voices. This disk should win friends and buyers not only for itself, but for others by this artist and of the same type.

#### R&B SPECIAL MERIT

**FORGOTTEN MILLION SELLERS TAKEN FROM THE VAULTS**  
Various Artists. King 792

A real bargain for collectors of r.&b.-oriented pop material from the old school. There are 18 sides in all, including such big hits as Hank Ballard's "Let's Go, Let's Go, Let's Go"; "Night Train," by James Brown; "Little Willie John's "Take My Love" and Otis Williams' "Ivory Tower." Balance are by such artists as Lula Reed, Bill Doggett, Freddy King, Billie Ward, Annie Laurie and others. Good nostalgic wax for the purists.

#### FOLK SPECIAL MERIT

**THE JIM LANGDON TRIO**  
Cucca K 1100

A youthful group from the University of Wisconsin shows distinctive and definite ability which is worthy of note. The three lads sing with sincerity and musicality in a program which includes few standard war-horses. Folk tunes like "Julianne," "Kun-baya," "I'm a Poor Boy," and "This Train" receive unusually pleasing performances. The trio can break into folknik circles with this disk, including club dates and other personal appearances.

#### FOLK SPECIAL MERIT

**THE CONTEMPORARY FOLK GROUP**  
Horizon WP 1615

One of the newest "folknik" groups, this young male quartet has a bright sound,

fresh arrangements and considerable vocal charm. They're up against strong competition from the established groups and acts, but the CFG's album is a first-rate effort and could develop with the college trade easily.

#### SEMI-CLASSICAL SPECIAL MERIT

**LEHAR: THE MERRY WIDOW & THE COUNT OF LUXEMBOURG**  
Various Artists  
MGM E 4098 (M); SE 4098 (S)

This collection of highlights from six of the world's most famous operettas could turn into a steady seller. The albums were waxed in Europe by DGG as part of the firm's Polydor series, and the sets feature top European singing stars, plus fine orchestra and chorus backing, under the baton of Franz Marszalek. They are all in German, spotlighting such stars as Herta Talmar, Sandor Konya, Willy Hoffman, Franz Fehring, Peter Alexander and others. The sound is first-rate too.

#### RELIGIOUS SPECIAL MERIT

**ONE FAITH IN SONG**  
Bonaventura Choir. World Library of Sacred Music WLSM 9 (M); WLSM 10 (S)

A distinguished, well-performed and reverent album which itself is a worthy example of inter-faith unity. The dozen hymns in the album ("Crown Him With Many Crowns," "Sing of Mary," etc.) are all common to both Protestant and Catholic faiths, even though the words vary. Both versions are sung with the result that they show the similarities, rather than the differences.

#### CHILDREN'S SPECIAL MERIT EP

**MISTER ED THE TALKING HORSE**  
Golden EP 709

Here's a solid bargain for the kiddie fans of the "Mister Ed" TV series, with the voice of the talking horse himself carrying on with tunes and stories about himself in a manner to please all the moppets. Package is actually three kiddie singles rolled into one six-track 45 disk, all for 49 cents. Titles include "Mister Ed, the Astronaut," "The Historic Force, the Horse," and "Which Came First, the Chicken or the Egg."

#### CHILDREN'S SPECIAL MERIT EP

**ROMPER ROOM PLAY SONGS**  
Mitch Miller & Ork, Anne Lloyd & the Sandpipers. Golden EP 691

Another salable outing for Golden in a combination of three 29-cent kiddie singles into one EP, all for 49 cents. The tunes are based on those used in the "Romper Room" TV series and range from marches, play songs and sing-along tunes, to bright and pleasant "learning" songs, known as "Doo Bee" tunes all about being good, going to bed, brushing teeth, etc. Parents will find it an entertaining and stimulating buy for the small fry.

### 4-STAR REVIEWS

The 4-Star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

#### POPULAR

★★★★ WALTZ DREAM AND THE COUSIN FROM SOMEWHERE  
Various Artists. MGM E 4092 (M); SE 4092 (S)

★★★★ WHITE HORSE INN AND MASK IN BLUE  
Various Artists. MGM E 4093P (M); SE 4093P (S)

★★★★ MANHATTAN BEAT  
Eddie Heywood. Liberty LRP 3279 (M); LST 7279 (S)

★★★★ PORTRAIT OF THE WEST  
Robert Farnon and his Ork. MGM E 4107 (M); SE 4107 (S)

★★★★ R&B 63  
Conway Twitty. MGM E 4089 (M); SE 4089 (S)

★★★★ THE DANCING VOICES GO LATIN  
MGM E 4106

★★★★ BRASS ON THE REBOUND  
Danny Davis, His Trumpet and Ork. MGM E 4074

★★★★ BOB KAMES AT THE ORGAN GOES WESTERN  
King 812

★★★★ HIGH SOCIETY COUNTRY STYLE  
Lester Lanin. Epic LN 24042 (M)

★★★★ A GREEK IN DIXIELAND  
Gus Vail and his Ork. United Artists UAL 3250 (M); UAS 625 (S)

★★★★ WALTZ IN JAZZ TIME  
Si Zentner and his Ork. Liberty LRP 3284 (M); LST 7284 (S)

★★★★ THE MANY SIDES OF TROY SHONDELL  
Everest BR 5206 (M); SD 1206 (S)

★★★★ AN EVENING TO REMEMBER  
Bob Weymouth. Jubilee JGM 5018

★★★★ SUTMILLER'S PRESENTS THE HI-LITES  
King 818

★★★★ EARL BOSTIC PLAYS BOSSA NOVA  
King 827

★★★★ ENCORES  
Patsy Cline. Everest BR 5204 (M); SD 1204 (S)

★★★★ THE GOLDEN STRINGS OF JOSEPH DVORAK  
Amano D 3000

★★★★ MUSIC INSPIRED BY THE MOTION PICTURE DIAMOND HEAD  
Diamond Head Beachcombers. Colpix CP 339 (M); SCP 339 (S)

★★★★ MUSIC FROM THE MOTION PICTURE DIAMOND HEAD  
Columbia Pictures Studio Symphony Ork. Colpix CP 440 (M); SCP 440 (S)

★★★★ THE WORLD'S GREATEST WALTZES  
Andre Kostelanetz and his Ork. Columbia CL 1938 (M); CS 8738 (S)

#### JAZZ

★★★★ THE EPITOME OF JAZZ  
Herbie Mann. Bethlehem BCP 6067

★★★★ TIPPIN' ON THROUGH  
Curtis Amy. Pacific Jazz PJ 62

#### CLASSICAL

★★★★ BACH ORGAN MUSIC VOL. 2  
Carl Weinrich. RCA Victor LM 2649 (M); LSC 2649 (S)

★★★★ SYMPHONY SELECTIONS FROM THE WORLD'S GREATEST OPERAS  
Musidisc Symphony Orchestra (Nirenberg). United Artists UAL 3257 (M); UAS 6257 (S)

#### COUNTRY

★★★★ ANOTHER DAY WITH RENO AND SMILEY  
Don Reno and Red Smiley. King 816

★★★★ NASHVILLE BANDSTAND  
Various Artists. King 813

#### LATIN AMERICAN

★★★★ JULIE LONDON SINGS LATIN IN A SATIN MOOD  
Liberty LRP 3278 (M); LST 7278 (S)

#### SACRED

★★★★ 25 YEARS OF COUNTRY AND WESTERN SACRED GOSPEL SPIRITUAL SONGS  
Various Artists. King 807

#### SPIRITUAL

★★★★ THE KELLY BROTHERS SING A PAGE OF SONGS FROM THE GOOD BOOK  
King 810

★★★★ WILLA DORSEY AND THE MIGHTY FAITH INCREASERS  
King 806

#### SPECIALTY

★★★★ MANY HAPPY RETURNS OF THE DAY  
Richard Wolfe. MGM 4087 (M); SE 4087 (S)

★★★★ CALLOPE CAPERS  
Juanita E. Beck. Cucca KS 2019 (S)

### Big Al Downing Signed by Lenox

NEW YORK — (Big Al) Downing has been signed to an exclusive recording contract by Lenox Records, a division of Ad Lib. According to label President Bob Gans, Downing's first record for Lenox, made in Nashville with Cliff Paraman, will be released this month. Downing is managed by Bobby Brant of Kansoma Music Corporation.

# Gillette Cutback on Spots Felt By D.J. Shows Across Country

NEW YORK—Reports circulating in the trade that Gillette is cutting back its use of commercial spots on deejay shows all over the U. S. were confirmed this week. Ed Wilhelm, vice-president and director of radio and TV for Gillette's ad agency, Maxon, Inc., told Billboard that an order has gone out terminating the sponsor's business on all radio stations carrying the razor firm's commercials.

## Thieves Nab 10,000 LP's

BOSTON—In radio business, like showbiz, the show must go on. And on it did at Station WILD after thieves stole between 8,000 and 10,000 LP's this week while a watchman was looking for police.

The collection, valued at \$25,000 at wholesale prices and about \$40,000 retail and all resalable, was carried from the third floor studio. The load, according to owner Nelson Noble, weighed at least five tons. Noble, notified of the theft, arrived to find discarded LP's strewn about the room, hallway and elevator. Jammed into the elevator door was a stack of 50 records to keep the door open.

WILD goes on the air at 6:45 a.m. with a disk jockey show by Jim (Early Bird) Byrd.

"At least they didn't bother with my LP religious records," said Byrd, and he went right to work adjusting switches to get his show on the air. He had little or nothing to work with and had to talk his way through most of the show.

Noble said he believes four or five men were involved in the theft and must have used a truck and two cars.

## Deejay Lends Out a Format

DETROIT—Deejays are competitive, but they can also be cooperative. While recuperating from a knee twist which had him away from WJR turntables for a week, midnight record spinner Jay Roberts received a note from station owner Jon Holiday, of WAIR (Winston-Salem) asking permission to use the basic format of Roberts' "Nightflight 760."

Roberts simulates a jet flight to a different city each night, beginning with a whooshing takeoff sound effect and a (pre-recorded) hostesses' voice issuing a welcome and instructions just as though it were a real flight. During the "flight," "Captain" Roberts describes the city of the night in detail.

Roberts told Holiday, a former top jazz deejay in Little Rock, to go right ahead.

## Criterion Gets Tune

HOLLYWOOD—Mickey Goldsen's Criterion Music Corporation last week acquired publication rights and was named sales agent for the "Sax Fifth Avenue" tune for the U. S. and Canada. Earlier in the week, Lou Levy got the tune for the British Commonwealth (exclusive of Canada). Deals were concluded with Radioactive Music Publishing Company owners Eddie Harris and Fred Waugh. Harris and Waugh have produced a recording of the ditty (written by Harris) on their Omega label and sold the master to Warner Bros. two weeks ago after the record started climbing aboard radio stations.

stated. Wilhelm cautioned against the move being interpreted as reflecting a loss in confidence in deejays by Gillette. He said disk jockey shows still represent a top buy, in opinion of both sponsor and agency.

The agency's notification to stations stated that the cancellation was effective with termination of contracts presently in effect.

Gillette has been a big buyer of spots in disk jockey shows for several years. Generally, the buys have been with established deejays in the key markets across the country. The cancellations puts Gillette out of radio shows for the first time in many years.

Affected are deejay shows in the top 100 markets across the country. Though the agency would not divulge the total billings involved, it is believed to run well over the million-dollar mark annually.

Wilhelm stated that the cancellation is "strictly for budget reasons," and should be regarded as temporary. However, he would not venture a guess as to when the spots would be rein-

## INSTANT TOP 10

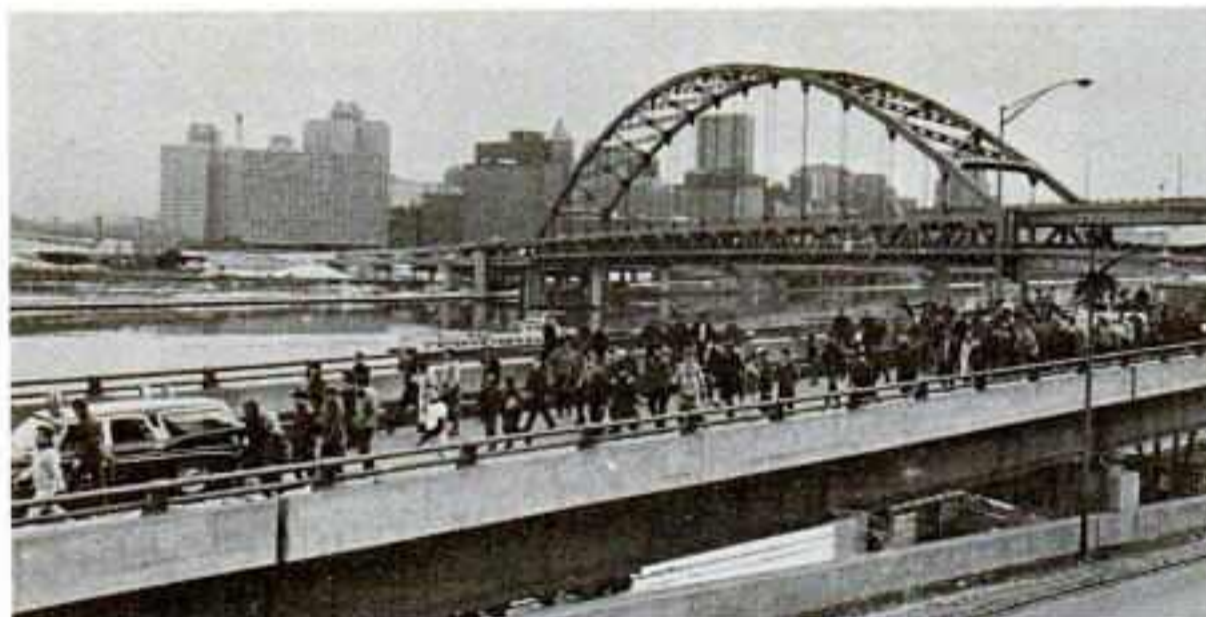
### Listener Choices Tabulated, Played on Air Same Night

ROANOKE, Va.—A daily Top 10 survey is now tabulated and broadcast daily by WDBJ, here, Monday through Friday. The tabulations are made from telephone calls made between 4:30 and 5:30 p.m. daily, in which the listeners vote for their top three selections in the pop music field. At the end of the hour-long period, the votes are tabulated and provide the day's top 10 selections.

The survey disks are then played as part of WDBJ's

"Nighttime," which airs from 7:35 to 10 p.m. week nights. Charles Bush, host of "Nighttime," personally takes the telephone calls and tabulates the votes. Voting is stimulated by announcement over the station at 4:30 p.m. that it is time to "Call Charlie and vote on the daily top 10."

Each Saturday, Bush plays the top 10 of the week, resulting from a tabulation of all the votes of the preceding five days. This is aired from 9:05 to 10 p.m. Saturday nights.



## They're Off and Hiking . . .

DISK JOCKEYS lost no time jumping in with both feet, so to speak, in back of the President Kennedy-inspired hiking fad. Above, WQAM (Miami) jock, Charlie Murdock, asked his listeners to join him in a 56-mile hike (station is 56 on the dial) and several score did despite a driving rain. Only Will Klein (second from right) made the full 56 miles (19½ hours). Station gave away a transistor radio and \$1 a mile to listener who called in with the number of miles Charlie would last (17). Below, part of the crowd of 5,000 Pittsburghers who accepted KDKA's Clark Race's on-the-air invitation to try the 30 miles from Pittsburgh to Washington, Pa. They're seen here at start on Fort Pitt Bridge, and station says 2,000 of the starters finished.



# Radio-TV

## PROGRAMMING

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

## PROGRAMMING NEWSLETTER

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



### "BEST SIDE STORY" . . .

**Detroit (Dave Shafer-WJBK):** Big sales: "I Will Follow Him" (Little Peggy March-RCA Victor).

**San Francisco (Jack Carney-KSFO):** Phone response and dealer calls for "Meditation" (Irene Reid-Verve).

**Hy Lit (WIBG):** Selling big: "I'm Just a Country Boy" (George McCurn-A&M). Sales starting: "There's No End" (Ed Townsend-Liberty). Pick: "Do It" (Mark Valentino-Swan).

**Baltimore (Larry Monroe-WCAO):** Immediate favorable reaction to "Don't Be Afraid Little Darlin'" (Steve Lawrence-Columbia). Hottest new record: "Young and in Love" (Dick and Deedee-WB). Giant No. 1; "Yakety Sax" (Boots Randolph-Monument).

**Grand Rapids (Bill Merchant-WGRD):** Sales starting on "The Volunteer" (Aury Inman-Sims).

**Minneapolis (Red Jones-WDGY):** Great initial response to first plays of "Bony Moronie" (Apalachians-ABC-Paramount).

**Chattanooga (Jay Daniels-WDXB):** Sales starting on "The Wayward Wind" (Vince Howard-Big "R") and "The Puzzle" (Gene McDaniels-Liberty).

**Atlanta (Mike Holliday-WQXI):** Gaining fast: "Don't Say Nothin' Bad" (Cookies-Dimension).

**Worcester (Dick Smith-WORC):** Good phone votes for: "What I Say" (Little Bones-Pramm).

**Duluth (Don Rose-WEBC):** Selling well here and in Minneapolis. "I Wanna Be Your Lover" (Diane Esmond-Redcoat), a local item.

**TOP TIPS FROM AROUND THE NATION:** "Amy" (Paul Petersen-Colpix), "Sandy" (Dion-Laurie), "Don't Wanna Think About Paula" (Dickey Lee-Smash), "Over the Mountain" (Bobby Vinton-Epic), "Puff" (Peter, Paul and Mary-WB).

**ALMOST ANY RECORD MAN** will tell you that he is opposed to giving "exclusives." It's against company policy, he says. But still the practice continues. From the record company's standpoint, it's a bad practice. It makes more enemies than friends.

Granted, most of the larger companies do their best to eliminate any discrimination in favor of one station. Considerable emphasis is placed on being sure that all stations in a city receive the new releases as nearly simultaneously as possible.

And yet hardly a week goes by but one one or two radio people tell me that they had such and such a record as an exclusive—"drove the competition crazy"—"told the promo man we'd make it our pick if we could have the exclusive." And so on.

**IN THE EARLY DAYS** of top 40, stations made a big fuss over "heard first on this station." "We start 'em and chart 'em" is a familiar slogan. Recently this sort of adolescent boasting seems to have gone into a decline.

One of the most juvenile of such claims was heard only last month. The station announced "exclusive national rights to broadcast" and "this record cannot be played on any other station without our permission." The fact that the record was already on the competition's playlist was either not known or was a matter of supreme indifference.

Such a claim, as I see it, constitutes the rankest sort of deception. It could well provide grounds for a suspension of the license. Not only is the public being misled as to the station's true function, but there is also the implication that any other station playing the record has had to secure its competitor's permission to do so.

Some stations, of course, merely make themselves ridiculous by their "first" trumpeting when it is not so.

Still, there can be no doubt that a station's reputation for being the place to hear the newest hits has an audience building effect. It can also be overdone. When exclusivity becomes more important than quality to a programmer, he can seriously damage his station's ratings.

An unfortunate thing about exclusives is that it makes liars out of so many promotion people, who feel compelled to deny their duplicity when challenged by the competition.

**IN THESE DAYS** of tight playlists a promotion man becomes understandably desperate trying to obtain exposure for his new product. The temptation to grant exclusives as a means of getting the plays he needs is almost irresistible. A station in a close rating battle will do what it can to attract and hold listeners.

Under the present circumstances, it would be unreasonable to expect the exclusive practice to be discontinued entirely. It is only to be hoped that the excesses and abuses of the custom can be avoided.

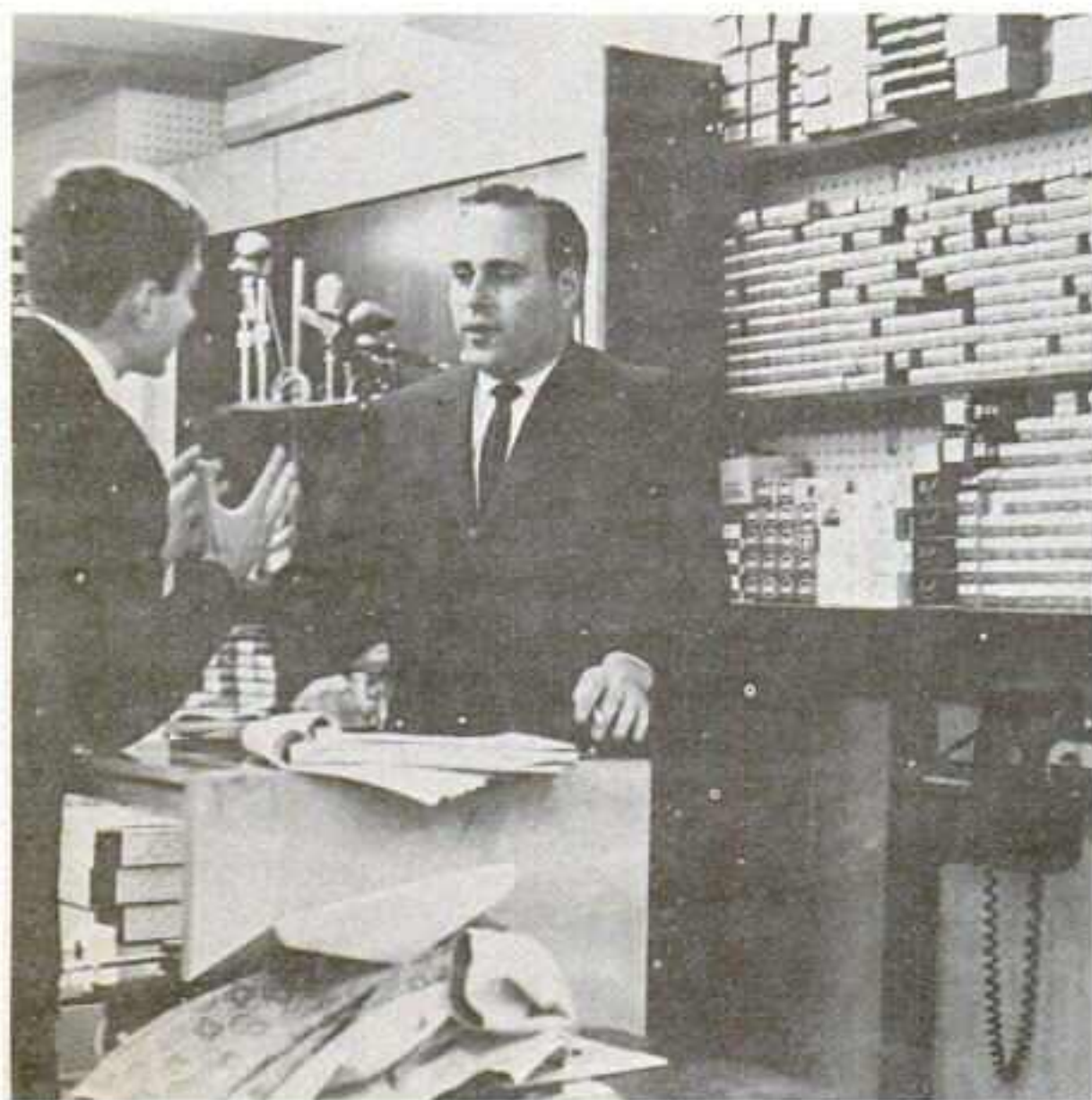


# Phono-Tape

## MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

## It Takes a Heap o' Movin' But Big Speakers Do Sell



"Now, here's my problem." Audio Sales Manager Jay Schwab often feels like a doctor as he listens to high fidelity problems and searches for a solution. Note the Electro-Voice microphone display behind the checkout counter. Goody's sells many of these quality mikes to tape recorder enthusiasts who are dissatisfied with the mikes they get as original equipment.

NEW YORK—Most audio outlets can show decent sales figures for bookshelf-type speakers. Few, however, can claim the \$24,000 gross in 1962 for large speaker systems alone racked-up by the Sam Goody audio department on Third Avenue here.

How do they do it? Are large systems sold to people who started modestly and now want something bigger and better? Are special sales techniques needed? Not according to Goody spokesmen.

"We ordered eight at a time, put them on the floor, and they

## When Harvey's Sells 'Em, Boy— They Stay Sold

NEW YORK—If there were an award for "distinguished retailer sales action," we know who we'd give it to—Harvey Radio on Sixth Avenue here.

The story reached the Billboard last week about the owner of an \$8,000 high fidelity system in suburban Forest Hills. Creation of this mammoth sound reproducer began seven years ago, its owner told us, when he strolled into the Harvey store just to buy a replacement needle for his portable.

"That started me," he told us happily, "and I've been adding to the system ever since."

An essential unit in the overall scheme of the system is an air conditioner. The eight-count 'em, eight—power amplifiers raise the temperature of his living room by several degrees.

"Gets pretty bad in the summer time," he told us. He didn't say where he bought the air conditioner.

moved," said one. "It's that simple."

According to Goody's staff, many prospects won't buy anything else after they've heard a big system.

"A man and his wife came in the other day and listened to a lot of different speakers. After weighing all their merits, they decided they would only be satisfied with a big system. In this case, unfortunately, they couldn't afford it and didn't buy. The man's wife almost cried. But they'll be back when they have the money; we're sure of that."

### Sample Thinking

Goody's staff has other interesting views on speaker sales. Some samples:

"People aren't interested in brands as much as they are in quality. Many brand names are totally unknown to them.

"We don't carry every line. We like to handle two different brands in each price range but with different tonal quality. A wide selection of speakers only confuses the customer.

"We encourage a prospect to make up his own mind rather than pushing something on him. A satisfied customer is our best advertisement. And when people are satisfied, they buy more tapes and records. We naturally have a big stake in the record business.

"Once in a while a customer will bring merchandise back after hearing it at home. We

(Continued on page 57)

# Bell 'Professional' Unit Adds Duplicating as Home Feature

NEW YORK—The extreme versatility of home tape recorder was stretched still further here this week when Bell Sound introduced its new Model RT-360 "professional" unit. In addition to the commonly held virtues of the tape medium—recording, playing back, dictation and so on—the new Bell model adds that of duplicating. Now, after recording baby's first utterances, owners of the RT-360 can make "instant" copies for every member of the family.

While the duplicating feature will add zip to dealer demonstrations, this is by no means the new unit's most salesworthy element. The RT-360, at \$449.50, is the latest entry in the so-called "professional" group and, at that price, it figures to be a hot contender.

For one thing, it is a completely self-contained unit and is

## SEE SPECIAL MUSIC USES FOR NEW UNIT

NEW YORK—People in the music business could develop a particular interest in the "duplicator" feature of the new Bell tape recorder RT-360. (See separate story.) They foresee special music business uses for the device.

Songwriters, for instance, can tote the RT-360 around to publishers' offices and make "instant" dupes for any publisher that wants one. If the demo lacks echo, it can be added on the spot.

And RT-360 owners can also do brisk traffic making recordings for friends—a development that should make blank tape producers happy, and if Bell should sell thousands of the new unit, record makers could sprout a lot of gray hairs.

Another use for the unit could be to record home-office meetings in New York, make duplicate tapes and shoot them out to other offices here and abroad.

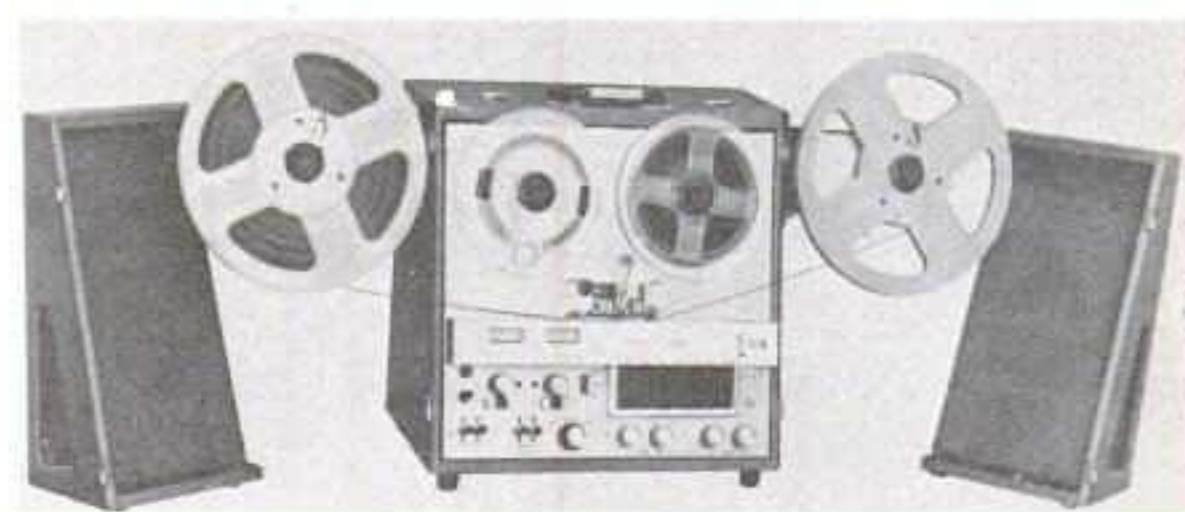
## Offer U. S. Stores British Record Tie

LONDON — Opportunities for increased sales of British-made records may come to many trade outlets through ties with various British Weeks store promotions being organized overseas during the rest of the year.

Much material is available on world markets by such artists as Mantovani, George Melachrino, Cliff Richard, the Shadows, Frank Ifield, Helen Shapiro, Ted Heath, Acker Bilk, Kenny Ball, Chris Barber and many other pop and jazz figures, as well as a host of classical and opera recordings.

Such promotions are being planned in North America for Paramus, N. J. (March 11-30), Montreal (September 16-October 5), New Orleans (September 22-October 5), Memphis (October 14-19) and Philadelphia (October 14-November 6).

Elsewhere weeks are planned for Caen, France (March 21-28), Salisbury, Rhodesia (May), Munich, Germany (June 8-16), Bulawayo, Rhodesia (August 26-September 7), Zurich, Switzerland (September 2-14) and Adelaide, Australia (September 16-October 5).



THE BELL RT-360 TAPE RECORDER with duplicating accessory in place. The duplicating reels can also be used to carry recorded tape, extending the music reproducing capability of the machine to 12 hours (mono program at 3 3/4 ips.).

portable in the bargain. Its specs read well, and the stereo amplifier has considerable heft—eight watts (IHF)—for a portable. The usual drawback of most portables—tiny speakers—is overcome by a pair of 6 by 9-inch oval units in separate enclosures.

### Detachable Ports

The speaker enclosures form part of the carrying case when the unit is being transported and detach for playing and recording. When used as wing speakers attached to either side of the main unit, the ports match with ports on the side of the recorder to increase the amount of baffling.

The head complement (separate erase, record and playback) adds to the unit's versatility. The three heads, with special circuitry, allow for "duo-sound"; i.e., recording the material from one track onto another. Producing an echo effect—reverberation, actually—is another optional function of the

design. Sound-on-sound recording and off-the-tape-monitoring are other features that add to the capability of the RT-360.

### Seen as Pacer

In unveiling the new model to the press, Bell President Ken Bishop said he believed the RT-360 would be a pace-setter. He expects that other recorder firms will probably follow Bell's lead.

The duplicating feature, by the way, is a function of a special adapter available as an accessory. The "dupe kit" consists of accessory motors and reels that attach to the sides of the main unit in the same fashion as the outrigger speaker systems. The kit is priced at \$49.50.

Delivery can be expected after April 1, Bishop said. He said the unit was aimed chiefly at the broad market but that special features of the RT-360 can be expected to have strong acceptance among audiophiles as well.

Bell Sound is a division of Thompson Ramo Wooldridge.

## EQUIPMENT NEWSLETTER

By DAVID LACHENBRUCH  
Billboard Contributing Editor  
Managing Editor, Television Digest



**FM'S RISING TIDE.** FM is becoming a star performer in the home music sales race. Stations are at an all-time high—1,300 either on the air now or authorized to start operation. Even within the trade, it's not generally realized how many FM sets the public is buying—principally because of a statistical quirk.

Since the introduction of FM at the end of World War II, the American public has purchased a total of about 20 million FM receiving devices. We use the phrase "receiving devices" advisedly, instead of "sets," for reasons we'll explain momentarily. FM's poorest year was 1954, when only 189,000 FM receiving devices—mostly component tuners and Zenith table radios—were sold.

FM's best year was 1962, when about 3.3 million receiving devices were sold. Every year since 1958 has set a new FM record, and 1963 should see sales of about 4 million FM devices.

We say "receiving devices," because most FM sales today aren't radios in the strict sense of the word. The industry's official statistician, the Electronics Industries Association, gives last year's production of "FM radios" as 1,227,081. It's easy to misinterpret this figure—actually 1962 FM sales were nearly three times this figure!

**FM'S COMEBACK IS A PHENOMENON** of our time—one on which every audio or music dealer can capitalize. Most FM sales aren't in the "radio" category as defined by EIA. The manufacturer association's definition of FM radio means a radio-only, not a combination radio and something else.

To EIA's 1962 figure of 1,227,081 table FM and FM-AM radios, you can add these other estimated FM sales: Phonographs with FM tuners in them (both console and portable), 1.2 million; television-phonograph combinations with FM, 240,000; high-fidelity component FM tuners, 300,000; clock FM and FM-AM radios, 100,000; automobile FM radios, 70,000; single-channel promotional FM receivers, 30,000. This covers American-made sets sold in this country. To these figures, you can add imports from Japan and Europe—all kinds which have FM tuners—conservatively estimated at 230,000.

This means many people are adding FM reception of one kind or another. For more than half of them, the purchase represents their introduction to the world of FM. Many people who buy their first FM sets had been only vaguely aware of FM's existence until recently. These people become potential customers for higher quality FM sets, for more records, for tape recorders.

Here's an example of how FM purchases breed more FM purchases: The Auditron Corp. of New York last July started making

(Continued on page 59)

# SEASON OF YEAR FOR REVIEW & SHARPENING

NEW YORK—With January "clearance" sales past, you can review mistakes and work on ways to sharpen sales techniques for the "Spring Clearance" sales ahead. Here's a review of store-tested sales techniques gathered by the Billboard over the past few years. It's a good idea to consider these while reviewing your own past experiences.

How many of these techniques have you used successfully?

1. Show contrasts between mono and stereo and between units of different quality. A method used by many dealers to advantage is a headphone demonstration in which the switch is made from mono to stereo while the prospect is concentrated on listening.

2. Make sure your demonstration equipment is in tip-top working order. How many times have you been in the middle of a demo when something went amiss and spoiled the sale? Don't take this chance.

3. Start at the top of the line and work down **gradually**. Don't go from top to bottom in one jump because the difference will be too noticeable. And you'll never sell on the low end. But if you go from impressive high quality gradually, the differences will not be obvious because the prospect will have become accustomed to listening. The difference between stereo and mono is more noticeable at the top end.

4. Don't rely on the product to sell itself. Know its features from one to the other. But don't force knowledge — especially technical knowledge — on the customer. On the other hand, be able to answer a technical question if it's asked.

5. Check your demonstration records. Make sure they're free of pops and clicks and especially free of click-producing dirt. The sound produced by a disk will be surely blamed on the set's "poor performance."

6. Have a wide selection of **types** of music handy. Don't invite the prospect to choose a record by name; you may not have it in stock. But ask him what **type** of music he prefers.

7. If the prospect is FM-oriented, plug that aspect hard. But don't neglect the plus he gets in a phonograph. And vice-versa.

8. Let your prospect handle the dials. Let him participate in the demo and keep his interest alive. If you're handling the dials, be sure to explain fully what you're doing. Don't make a guessing game of it.

9. Include some stereo "show-off" records among your demo disks. These are the records that show off the bass, wide separation, voice, choral, etc., to best advantage.

10. Review past mistakes and situations in which you failed to close a sale to find out why things happened as they did. If you can't discover why on your own, talk it over with another salesman.

The 10 points listed above are not intended as a comprehen-

## New Kiddie Series

NEW YORK—The Riverside children's record subsid, Wonderland Records, began a new series in its "Children's Introduction to . . ." series. The albums are being produced with the co-operation of UNICEF. Set to retail at \$1.98, these new albums will introduce American children to music and fairy tales of foreign lands. First album in the new series deals with India and Indonesia and is narrated and sung by Christobel Weerasinghe.

sive guide to selling stereo. They are intended more as thought-starters than the last word on how to sell more.

## It Takes Movin' But Big Speakers Sell

• Continued from page 56

don't encourage this but neither do we refuse to take the merchandise back. Invariably, the customer buys something better, more expensive."

### Biding Time

Oddly enough, some buyers of expensive tuners and amplifiers will choose to drive \$50 speakers with them. In such a case, Goody's doesn't try to force

the sale of more expensive speakers. Later, that same customer will be in the market for really big systems—like the Electro-Voice Patrican 800's.

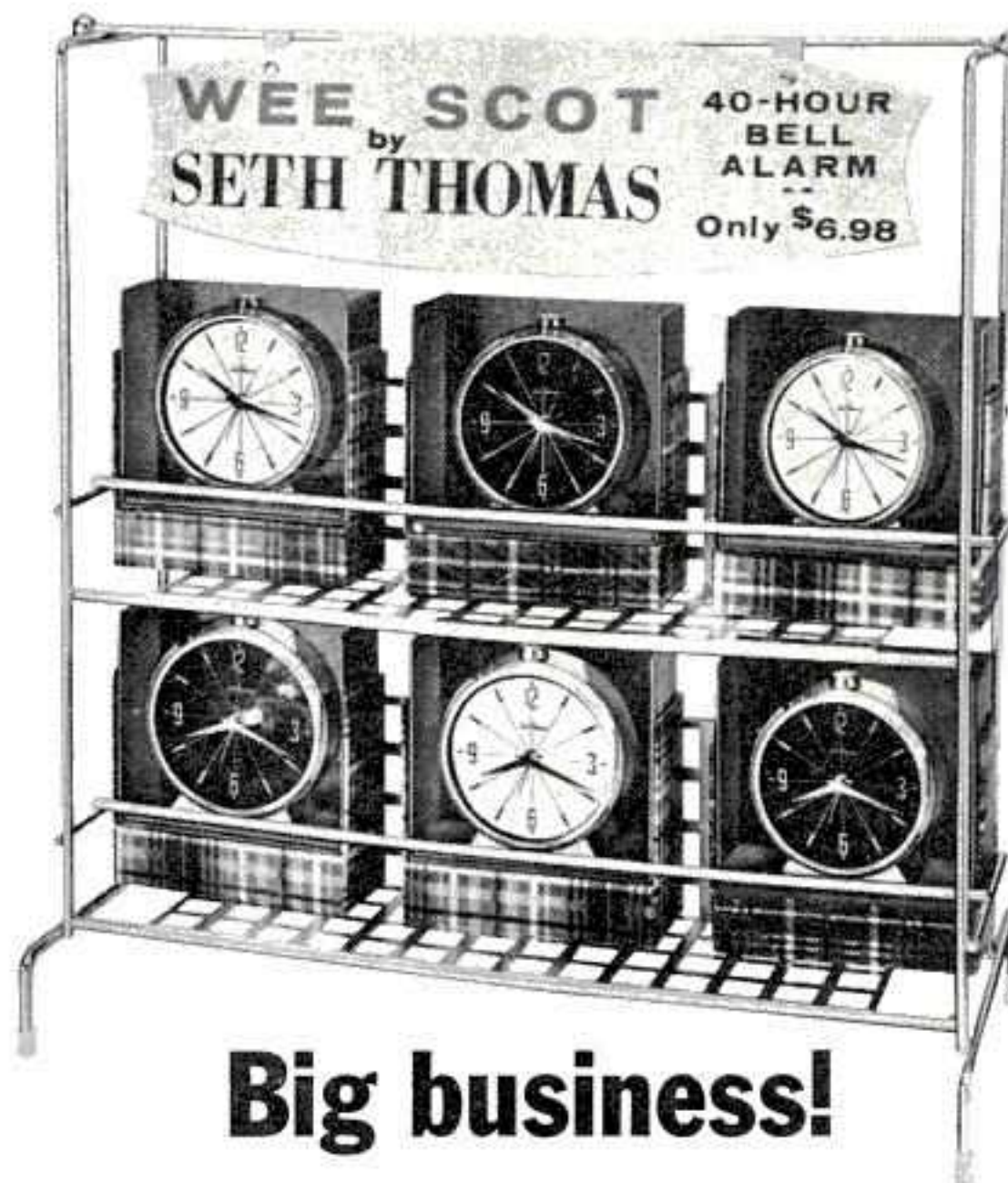
"As long as the customer is satisfied, that's OK, a Goody spokesman said. "I look at it this way: I've sold a 'secondary' system. Later, the customer will buy a primary set at a much

higher price. Those \$50 jobs will go in the playroom, bedroom or den."

It's obvious that Goody's follows no set pattern in making sales records for big speaker systems. Each customer is treated as an individual sales challenge. The wisdom of this course can be summed up in two words: "It works."



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A DIVISION OF GENERAL TIME / **SETH THOMAS**  
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PLEASE RUSH ME THE FOLLOWING WEE SCOTS:		STORE NAME _____
Quantity _____	Model _____	ADDRESS _____
_____	Wee Scot Assortment (consisting of rack, 3 No. 976 White Dial, 3 No. 977 Black Dial) Dealer Cost \$28.56 Each Assortment.	CITY _____ STATE _____
_____	No. 976 Wee Scot, White Dial.	WHOLESALE'S NAME _____
_____	No. 977 Wee Scot, Black Dial.	ADDRESS _____
_____	Dealer cost 1-5 \$4.86 ea.; 6 or more \$4.76 ea.	CITY _____ STATE _____
		Offer good for limited time. Order now.

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MISCELLANEOUS

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

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Charles K. L. Davis Under Colpix Pact

NEW YORK—Charles K. L. Davis, previously heard on Decca and Everest, has been signed by Colpix Records in a deal set by general manager Jerry Raker. Davis, who has waxed everything from pop and Hawaiian music to classical works, has made frequent TV appearances and is being touted for a movie role based on the life of Mario Lanza. His first waxing for Colpix is scheduled for the near future.

Prominent Record Man Dies in Dallas

DALLAS—Funeral services were held here for George Clark Leslie, well-known authority on recorded music who died following an illness at St. Paul's Hospital. He was manager of the record department of Words and Music in the Miracle Mile Shopping Center.  
 He came here in 1946 as a representative for Musical America. Prior to that he was on the staff of several other music publications.  
 He edited the 1942 edition of the Gramophone Shop Encyclopedia of Recorded Music and served as editor of the monthly Gramophone Record Review. He was an adviser to the Liberty Music Shop of New York and was president of the Dallas Lyric Theater.  
 For three years he programmed the "Mid-Day Masterpieces" radio show. Before his illness he had been presenting the "Voices of the Golden Age" radio show on WRR here.

Marvin Huges Named Cap Nashville Head

NASHVILLE—Marvin Huges was named head of Capitol Records' Nashville office last week. Huges has served as musical director of Nashville's WSM for the past 20 years. He takes over administrative and a.&r. responsibilities for Capitol in Nashville, replacing Paul Wyatt who resigned recently.  
 Huges will be assisted by Billy Graves, guitar player and former road manager for Capitol artist Wanda Jackson. Huges will continue to work for WSM in addition to his Capitol duties.

Donner Suit Against Goldner Thrown Out

CHICAGO—A suit by recording artist Ralph S. Donner against George Goldner, Gone Recording Corporation and Roulette Records, to void Donner's contract, was dismissed in Circuit Court here on grounds of no jurisdiction.  
 Judge Thomas E. Kluczynski ruled the cause would have to be brought in New York. Donner had a contract with Goldner, his personal manager, and Gone Records. Roulette inherited the contract when it acquired Gone.

Edelman Co-Ordinator

PHILADELPHIA — David Edelman has been named a.&r. co-ordinator for the album division of Cameo-Parkway Records, and will continue to serve as advertising director. A former Cameo-Parkway official, Lennie McMillian, has been appointed national promotion director of Ludix Records in New York.

# RCA Sales Up Over '62

NEW YORK—The good sales year racked up in 1962 by the RCA home instrument division is continuing into 1963, the firm reports. Over-all sales for January were 23 per cent ahead of the same month last year.

Tape cartridge recorders were up 20 per cent. Radio sales, accelerated by an upsurge in FM interest, were nearly 10 per cent better than last year. Victrola phono volume held pretty steady, with some models doing better than before—particularly the high-end furniture consoles and the "float down" portable stereos.

Top sales were registered in color and black and white TV sets, which ran 28 per cent ahead of last year.

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**ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS**

## BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$201 and \$300				
POSITION				
This Issue	12/1/62 Issue	9/1/62 Issue	BRAND	% OF TOTAL POINTS
1	1	1	Magnavox	34.4
2	3	—	Zenith	12.8
3	2	3	Motorola	11.0
4	5	2	RCA Victor	10.6
5	4	6	Voice of Music (V-M)	9.6
6	—	—	Admiral	7.3
7	—	—	Masterwork	5.0
			Others	9.3

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.

12/1/62 Issue: All brands represented in current chart.  
9/1/62 Issue: Curtis-Mathis (4); Emerson (4); Philco (7).

## DISK DEALS FOR DEALERS

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

- ANGEL**—Expires February 28, 1963. Started January 31, 1963. Dealers are offered one free set of the new production of "The Merry Widow" for every two purchased. See page 8, February 16 issue, for details.
- ATLANTIC-ATCO**—Expires February 28, 1963. Started January 15, 1963. One-for-seven on catalog plus new releases.
- CAMEO-PARKWAY**—Expires February 28, 1963. Started February 7, 1963. Twelve and one-half per cent discount on new releases and catalog. See separate story, current issue, for details.
- DECCA**—Expires February 28, 1963. Started January 15, 1963. Label is offering distributors and dealers a "special incentive plan."
- DELMAR**—Expires February 28, 1963. Started January 15, 1963. Label is offering a 10 per cent discount to the distributors on all merchandise.
- EPIC**—Expires February 28, 1963. Started January 7, 1963. Label offers 15 per cent discount on all LP and tape product in the catalog as well as on all new releases.
- CAPITOL**—Expires February 28, 1963. Started January 1, 1963. Three programs for dealers: One LP for 61 cents for each one purchased at regular price on firm's Guy Lombardo catalog of 17 LP's; one-free-for-two purchased on the Capitol-of-the-World album series; a flat 20 per cent off the invoice on Capitol Classics series.
- KING**—Expires February 28, 1963. Started December 24, 1962. Label is offering a 15 per cent cash discount off the face of the invoice on the entire King, Bethlehem and Audio Lab LP catalogs.
- STARDAY**—Expires March 1, 1963. Started January 1, 1963. Label is offering distributors and dealers 3 for 10 on 120 specified items from catalog.
- LIBERTY-DOLTON**—Expires March 15, 1963. Started February 15, 1963. A 15 per cent discount on complete catalogs plus new releases.
- SMASH-FONTANA**—Expires March 15, 1963. Started January 15, 1963. A 10 per cent discount on both complete catalogs.
- ORIGINAL SOUND**—Expires March 15, 1963. Started February 1, 1963. Label is offering one-for-five on entire LP catalog plus new releases.
- ABC-PARAMOUNT**—Expires March 31, 1963. Started January 3, 1963. Label is offering 12½ per cent discount on complete catalog plus new releases.
- DIAMOND**—Expires March 31, 1963. Started January 25, 1963. One-on-seven on Johnny Thunder LP "Loop De Loop."
- PRESTIGE**—Expires March 31, 1963. Started February 15, 1963. Fifteen per cent discount on all LP's by Gene Ammons, Mose Allison, Red Garland, Stan Getz, Thelonious Monk. Fifteen per cent discount on complete Moodsville series.
- MERCURY**—Expires March 31, 1963. Started February 15, 1963. Fifteen-on-100 on LP's by Smothers Brothers, Brook Benton, David Carroll, Shirley Horn, Phil Moore, the Three Sounds, plus a collection of folk music. See page 6, February 23 issue, for details.
- KAPP**—Expires March 31, 1963. Started January 21, 1963. Ten per cent discount on catalog plus new releases.

## EQUIPMENT NEWSLETTER

• Continued from page 56

and selling single-channel FM sets for \$18 through local FM stations. The sets are equipped to receive only one station—they have no tuning knobs or dials. They are delivered to the customer by mail from the company's plant in Indianapolis. Auditron has arrangements now with 93 stations, and has sold some 45,000 single-channel FM sets in less than eight months.

Now you might think this kind of arrangement makes local dealers mad—and you're right. In one area—Montgomery, Ala.—the local station worked through a retailer in selling the sets. The retailer charged \$19 per set. For his trouble, he got \$1 a set—plus a lot of store traffic—plus a good prospect list. So what happened? According to Auditron President Emmett Poons, the first Auditron purchasers came back to the store an average of five months later and bought better FM sets, spending an average of \$130! Said Poons: "We found this single-channel set creates a demand for good FM equipment from people who hardly ever heard of FM."

**FM SELLS FM:** The customer who buys a phono console with FM is a good prospect for an FM table model for the bedroom—after he's "hooked" on FM programming and good reception. Ford, GM and Chrysler are now offering FM-AM auto radios as options on their cars. Undoubtedly some new FM fans will be made among car buyers.

FM can be sold heavily if you're FM-minded. When you demonstrate a phono console, don't just play a record—demonstrate the FM tuner-equipped set. Demonstrate it in FM stereo, if a good stereo signal is available in your area. And be equipped to deliver good FM performance with a good outdoor master FM antenna.

Last year about 50 per cent of the FM-AM-phono combinations sold were equipped with FM stereo, which, of course, increases the dollars per sale. This year the figure should be considerably higher. FM stereo should lead to tape-recorder sales. When high fidelity equipment with FM stereo is demonstrated, the customer should be shown the jacks which can be used to feed stereo to a tape recorder. He should be told that he can make his own stereo recordings directly from the air, even if he doesn't seem to be a prospect for a tape recorder now.

A later follow-up mailing to customers who have purchased FM stereo may hit the jackpot in terms of tape recorder sales. FM also whets appetites for LP records. Many FM radio stations are giant listening booths auditioning the latest disks for your customers.

You can sell up to FM in almost every type of sale—from a transistor radio to a phonograph console. You can capitalize on the new FM excitement. Promote FM and it will promote you.

\* \* \* \*

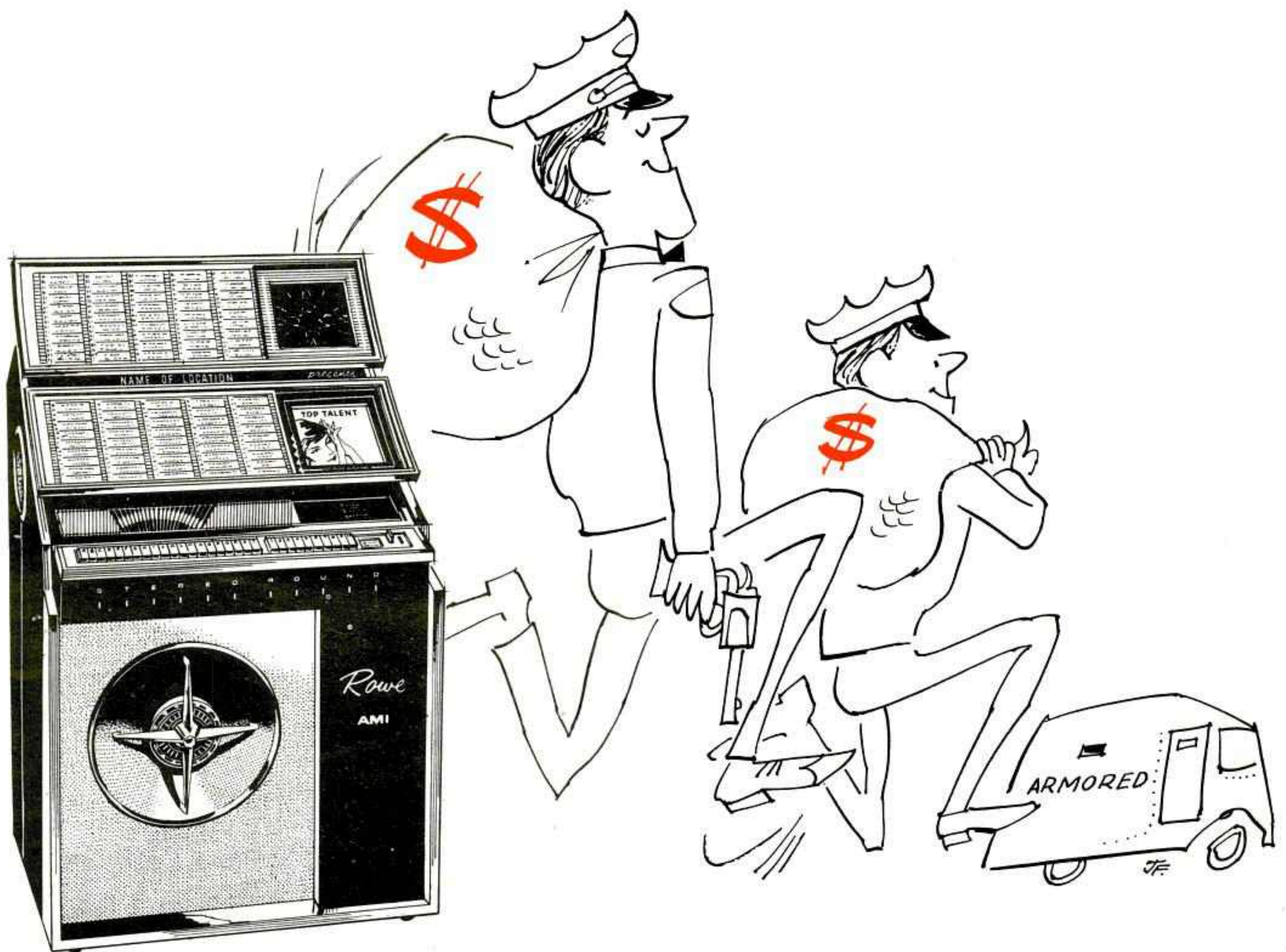
**MISCELLANY:** Look for a bigger push in phono and tape recorder field from Emerson and its Telectro division. Emerson Radio has now divorced its phono and recorder sales activity from radio and television sales, and is setting up a completely separate sales staff under phono-tape sales manager Alvin Barshop. It will aim at opening up new outlets (which don't handle television) for its phonographs and recorders, in addition to trying to strengthen Emerson musical merchandise with existing dealers.

Minnesota Mining is again using a music chain and a department store chain for its 3M-Revere tape cartridge recorder in Minneapolis-St. Paul, as it did in the St. Louis test market. In the Twin Cities, the recorders and tape cartridges are being handled by the three Dayton Department Store outlets and two Schmitt Music Co. stores. Library of 60 pre-recorded cartridges will be available beginning March 15—12 albums from the repertory of Musictapes, Inc. (Chicago) being added to the 48 Columbia cartridges now available.



**MOTION DISPLAY:** This novel, battery-operated piece has attracted good sales response for the label's January release and "Soar with Mercury '63" sales plan. The 32-inch high display is a space-saving, silent salesman, according to George Balos, merchandising manager of the firm, who designed it. The four-sided unit is printed in two colors, with a message header on top of each side. Two extra batteries come with the display, but Beverly Shifris, of Mercury's Chicago office staff, shown admiring the unit, does not.

# MONEY MACHINE



Some people call it a jukebox. Others call it a phonograph. If you want to get fancy, you can call it a music system, coin-operated.

Call the Rowe AMi coin-operated phonograph what you will, its first and last name is MONEY-MAKER.

That's because Rowe has *all* the features you need to make money in any location—and none of the features that limit play.

For example: Three-in-One (200, 160 or 100 selec-

tions) programming; self-contained Stereo Round;\* full-width personalization panel; Top Talent Tune display that needs no "double" titles; light, color, motion—salesmanship, in other words; easy-to-read, easy-to-select titles; jumbo keyboard.

And, most important, a realistic price.

Your Rowe AMi Distributor can make it mighty easy for you to get your hands on these money-makers right now. See him soon for the full story.

\*Pat. pend.



**ROWE AC SERVICES**

18 South Michigan Ave. Chicago 3, Ill.



# Dock Strike Didn't Faze Gisser

CLEVELAND—It's generally expected by those in the industry that when they arrive at those Pearly Gates they'll hear heavenly music piped out of a juke box provided by Morris Gisser, president of Cleveland Coin International.

The highly respected coin machine distributor, one of the most active in the world, demonstrated again during the recent East and Gulf Coast dock strike that business as usual would prevail. Morris Gisser, ready for the shutdown, diverted shipments through Canadian ports.

Cleveland Coin had only three shipments "frozen" in the Port of New York for the duration of the dock shutdown. There were 22 machines labeled for Greece, Japan and Okinawa. Gisser had earlier noted a general slowdown at the docks and juggled his shipments to avoid

the build-up of a huge coin machine cargo there.

"It was generally known that the longshoremen were passing up overtime and holiday work a few weeks prior to the strike. This meant that slowly the cargos were accumulating and putting pressure on the shipping owners," said Gisser.

### Higher Cost

Cleveland Coin contacted export outlets at St. John, Canada, and channeled international shipments through that port. The shipping cost from Cleveland to St. John was twice the rate to New York (Cleveland to New York rate is \$5 to \$10 per machine), but Gisser said that it was a question of absorbing higher costs or losing a transaction.

In Gisser's book, a nation that outlaws coins as legal tender is

the only thing worse than losing a transaction.

He is not at all concerned about the Common Market's protective tariff arrangements and what this will do to the now rich coin machine market in Europe, he said.

### Tariff Barriers

"The Common Market will certainly affect us. In fact, coin machines are one of the items specifically named in tariff barriers. And I think it is safe to assume that England will soon be admitted to the Market," said Gisser.

The distributor further believes that the actual effect of the Common Market on the industry in the U. S. will be felt in from two to five years.

"American equipment is still the prestige product over there. We are five to 10 years ahead

*(Continued on page 74)*

## Coin Machine

### OPERATING

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



INTERNATIONAL CONFERENCE on the coin machine industry was held recently in the office of Morris Gisser (left), president of Cleveland Coin International. Sang Sup Lee (center) and Hong Jae Han, associated with the Ministry of Commerce and Industry of South Korea, spent a week with Gisser exploring the automatic cigaret, photo and cold drink machines in this country. They expect to introduce these items into their country this year. The two businessmen are studying the coin machine industry throughout the U. S., Japan and Okinawa before returning home. They believe that their country offers a good potential for automatic equipment, said Gisser.

# Exports Show Another Oct. Dip

NEW YORK—United States exports of juke boxes and amusement machines for October, 1962, totaled \$1,776,503, according to figures released this week by the U. S. Department of Commerce.

The total marks the second straight October during which U. S. coin machine exports slipped. The previous October they were \$1,937,700. In October, 1961, they were some \$19,000 higher.

In terms of dollar volume, used juke box and game exports actually increased slightly. The big drop came in new juke boxes, which fell off from 1,120 units valued at \$814,981 to 596 units valued at \$462,598.

The United Kingdom, with total purchases of

\$382,748, was the best U. S. customer. The previous month, U. K. ranked third in the buying list. In October, 1962, the British trailed Belgium, West Germany and France.

Games accounted for the bulk of Britain's purchases, some 962 units valued at \$326,323.

Oddest statistic in the report is found in the comparison of Belgian and West German new juke box purchases. The Belgians bought 124 units valued at \$123,175. The West Germans bought 212 units valued at only \$126,337.

The only possible explanation is that the Belgians bought complete boxes, while a good share of the German boxes were mechanisms, with cabinets, speakers and amplifiers installed in Germany.

## Coin Machine Exports October, 1962

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
United Kingdom	70	\$ 50,675	11	\$ 5,750	962	\$ 326,323	1,043	\$ 382,748
Belgium	124	123,175	251	89,814	197	53,025	572	266,014
France	21	15,124	8	3,051	703	239,738	732	257,913
West Germany	212	126,337	43	10,240	216	75,136	471	211,713
Canada	38	38,936	1	1,350	281	76,405	320	116,691
Italy	—	—	—	—	217	91,143	217	91,143
Venezuela	—	—	—	—	197	64,074	197	64,074
Sweden	4	2,783	—	—	124	40,331	128	43,114
Australia	—	—	—	—	144	36,808	144	36,808
Switzerland	32	30,067	8	1,920	13	4,098	53	36,085
Finland	—	—	16	7,150	49	18,666	65	25,816
Greece	6	3,582	—	—	76	22,055	82	25,637
Nan Islands	5	3,475	56	17,550	—	—	61	21,025
Netherlands	10	7,719	23	8,265	5	3,000	38	18,984
Nicaragua	25	18,774	—	—	—	—	25	18,774
Other Countries	49	41,957	136	33,429	215	84,584	400	159,964
<b>Totals</b>	<b>596</b>	<b>\$462,598</b>	<b>553</b>	<b>\$178,519</b>	<b>3,399</b>	<b>\$1,135,386</b>	<b>4,548</b>	<b>\$1,776,503</b>

# Proposed Arkansas Bill Would Restrict Pinballs

LITTLE ROCK — A bill, which would outlaw pinball machines which have characteristics by which it can be "adaptable as a gaming device," was introduced in the Arkansas Legislature last week by Representative McKennon of Logan County.

The proposed law is House Bill No. 303 and reads as follows:

"AN ACT to Prohibit the Exhibition to Public Use of any so-called Pin Ball Machine Containing Physical Characteristics Which Make it Readily Adaptable as a Gaming Device, to Provide a Penalty Therefor, and for Other Purposes.

"Be It Enacted by the General

Assembly of the State of Arkansas:

"SECTION 1. Every person who shall set up and exhibit for public use any coin-operated pinball machine which contains a provision for the insertion of more than one coin so as to increase the odds on free games which could be won by attaining a high score and a button for removing free games from such machine and a meter for the purpose of recording the number of free games so removed shall be deemed guilty of a misdemeanor, and on conviction thereof, shall be fined any sum not less than \$1,000 (one thou-

*(Continued on page 74)*

# UK Blackball Hampers Europe Coin Trade

By OMAR ANDERSON

HAMBURG—France's blackballing of Britain from European Common Market membership has dealt a hard blow to the entire European coin machine trade.

This is the overwhelming consensus of manufacturers and leading distributors in the Common Market area. A Billboard survey shows general pessimism for the future of the trade in the wake of General Charles de Gaulle's arbitrary exclusion of the British from the market.

Even French trade figures polled agreed that the General's blackball "has created difficulties for all of us."

There is agreement that Britain's exclusion means:

The general coin machine trade in the Common Market area faces a slowdown which could become a mild recession or worse.

Foreign (primarily American) investment in Europe will slacken.

Any likelihood of European manufacturers invading the North American market now appears remote.

### Losing Steam

Europe's economy has been slowly losing steam, despite the impression held abroad that the Continent had discovered the secret of perpetual prosperity. Economic activity is slackening perceptibly in West Germany and the Benelux countries; it is slowing down in France, and the Italian boom has reached the crest.

This holds even more true for the coin machine trade than the general economy in these countries. Trade leaders have been counting on the Common Market to restart the coin machine boom. This is especially true of the coin machine trade because of the complementary nature of the Continental and British trades.

The Continent's coin machine trade has considerably more to gain from Britain's entry into the market than does the British trade, although the gain would be mutual. Continental producers have been basking in the anticipation that they would soon have access to the British market on domestic market terms.

### Bigger Market

Britain's entry into the market would have provided a bigger market for Continental producers and thereby stimulated the general Continental trade. At the same time British operators looked forward to having access to Continental (primarily German) equipment at home-market prices.

The promise of this trade stimulus is now gone. Instead, gloom is settling over the trade, which now is left without a cushion against a general slowdown of activity.

Equally ominous to some trade figures is General de Gaulle's reported intention to curb foreign (again primarily U. S.) investment in France and throughout the Common Market generally. De Gaulle has approached his Common Market partners on the estab-

lishment of foreign investment restrictions, complaining that he sees no point to letting the "Anglo-Saxons into the market by the back gate."

### Change Plans

Whether or not de Gaulle succeeds in getting a general Common Market curb on foreign investment, the climate for such investment is no longer particularly bright. A number of U. S. firms have canceled plans for investment in France and additional concerns, among them several coin machine concerns, are reconsidering plans to invest or increase their investment in the Common Market area.

In the light of General de Gaulle's current attitude and influence on the course of the Common Market, these coin machine concerns tend to agree with the Seeburg management that the advantages of a completely U. S.-based production operation outweigh the disadvantages at the present time in selling to Europe.

By the same token there is no longer any likelihood (however remote it may have been) that the U. S. trade will co-operate in opening the North American market to European producers under a reciprocity formula. The consensus is that while de Gaulle may have advanced the grandeur of France by blackballing Britain, he has dealt the coin machine trade a reeling blow, most of all French producers who had the most to gain from entree to the British market.

# Unemployment Bugs Midwest Ops

By NICK BIRO

CHICAGO—A hike in unemployment is contributing to what is normally a soft late-winter juke box season in the Midwest. Operators traditionally have spotty collections during this period. This year, the situation seems worse than usual.

Heavy layoffs are being felt primarily by patrons of the city's rhythm and blues and honky-tonk taverns — all prime juke box locations. Operators are suffering accordingly.

While some neighborhoods are feeling little effect, others are off as much as 20 per cent from this same period a year ago.

## Weather Breaks

It's particularly interesting in that the city's poor weather has finally broken. Last week, temperatures climbed to the 30's and 40's—phenomenal for a city

that's been slogged with heavy snows and mercury consistently below the zero mark.

The weather break would normally boost juke box play immediately, but this year the unemployment factor is tempering the situation. Operators are now waiting to see which is the strongest factor. Or, in other words, is the weather good enough to override the unemployment or is the latter going to level everything off?

At Singer One-Stop, Fred Sipiora reports "no really clear picture of outstanding juke box records — operators are buying in dribbles, a little of a lot of things."

Sipiora noted that in a soft juke box market, disks traditionally start in the retail stores and later are picked up by operators.

"Operators like to wait and see what's strong before they'll take a chance."

"South Street," by the Orlons on Cameo, started in the stores some two weeks ago and is now starting to go with operators, Sipiora said.

The same holds for "Blame It on the Bossa Nova," by Eydie Gorme on Columbia. Russ DiAngelo at Music Box also men-

tioned this as a strong operator side.

## Teen Disks

Singer is also getting a "pick-up" on "Yakety Sax," by Booth Randolph on Monument. "Alice in Wonderland," by Neil Sedaka on Monument is getting placed primarily in teen locations and a popular—though virtually all-teen record—is "I Got Burned," by Ral Donner on Reprise, said Sipiora.

At Music Box DiAngelo cited action on: "Face in a Crowd," Dean Martin, Reprise; "Follow the Boys," Connie Francis, MGM; "Cigaretts and Coffee Blues," Marty Robbins, Columbia; "Boulevard of Broken Dreams," Lill Jorgens, Capitol; "One Broken Heart for Sale," Elvis Presley, RCA Victor; "Our Day Will Come," Ruby and the Romantics, Kapp; "Let's Limbo Some More," Chubby Checker, Parkway, and "Over the Mountain," Bobby Vinton, Epic.

DiAngelo said that several of his operators told him collections had just picked up. He noted, however, that operators were going into a generally slow period. Music Box has been enjoying good singles sales—especially to operators — and the store is up over last year.

## Seeburg Adds 12 Little LP Albums

CHICAGO — Twelve seven-inch Little LP albums were added to the Seeburg library this week. The releases, with three tunes to a side, are designed for the new Seeburg LP Console.

The releases are "Moonlight Serenade," Archie Bleyer, Cadence; "Viva Bossa Nova," Laurindo Almeida, Capitol; "Caribbean Moonlight," Les Batzer, Capitol; "Songs I Sing on the Jackie Gleason Show," Frank Fontaine, ABC-Paramount; "More Cole Espanol," Nat King Cole, Capitol, and "The Great Years," Frank Sinatra, Capitol.

Also "Nat King Cole Sings/George Shearing Plays," Capitol; "Duke Ellington/John Coltrane," Impulse; "Coleman Hawkins Plays Bossa Nova and Jazz Samba," Impulse; "Stormy Monday," Capitol; "Khachaturian Gayne," London Symphony Orchestra, Everest, and "Nocturne," Hollywood Bowl Symphony Orchestra, Capitol.

## Baitler in Trinidad

PORT-OF-SPAIN, Trinidad, W. I.—Leonard Baitler, former Miami juke box and game operator and executive director of the Miami Amusement Machine Association, is now operating arcades and games in this West Indian city.

## Drive-In Restaurants Spot to Play in Denver

DENVER — Drive-in restaurants which feature enclosed seating areas for those who do not want to dine in their cars, have proved excellent locations for both phonograph and amusement machines, according to Modern Music Company here.

At first glance, a drive-in restaurant would appear to have too transient a flow of traffic for a customer to take the time to play a pin game, or a phonograph. However, in an area such as Denver, where cold weather makes eating in the car less pleasant, most drive-ins have glassed small dining rooms, or table areas which will seat as many as 25 or 30 customers.

Here, it has been found that numerous customers meet for lunch, and fill up any delays, or while away spare time after eating, with coin-operated entertainment.

### Donald's Drive-In

A typical example is Donald's Drive-In, on Denver's East Colfax, where upward of 2,500 people per day are served. Here, in a glass box area off to one side of the drive-in, there is seating space for 30 people. In this

area, Modern Music Company has installed not only a compact phonograph, but three pin games as well, set in a row, and contrasting effectively with the black brick wall behind.

Over the space of two years, this has proved one of the best locations for combined pin games and phonographs in the entire area, the Denver route-operating firm has found, primarily because the stop attracts large numbers of younger patrons, including many high school and college students, who have a considerable amount of time to kill.

As anticipated when the location was originally set up, there was a small amount of rowdiness with which to contend, but this was curtailed by installing a warning sign which requests quiet from customers in the matter of boisterous noise, and likewise reminds customers that they must be actual patrons of Donald's Drive-In in order to use the entertainment facilities.

Because all three of the pin games feature a different type

(Continued on page 74)

## GEAR MUSIC TAPE DRIVE TO JUKE BOX DISTRIBS

NEW YORK—The Tape-Athon Corporation, Inglewood, Calif., manufacturer of tape players for background music, has launched a distribution program based on juke box distributors.

George Anthony, Tape-Athon president, to date has signed the following juke box distributors: Draco Sales, Denver; United, Wichita; Culp, Oklahoma City; Williams, Houston; Musical Sales, New York; Bilotta Enterprises, Newark, N. Y., and United, Milwaukee.

Tapes which play for two, four, eight or 16 hours are available through sale or lease. A third of the music is exchanged automatically each week, with Tape-Athon paying all performance royalty fees.

George Anthony, who was here to line up New York distributors, said the lowest priced unit will sell to operators for less than \$300, with a \$6 monthly charge for tape and service.

Anthony feels the unit may be used by the juke box operator in retail outlets, motels, bowling alleys, offices, industrial locations and transportation depots.

## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

### SEND ME SOME LOVIN'

SAM COOKE, RCA VICTOR 8129

### BABY, BABY, BABY

### ONE BROKEN HEART FOR SALE

Elvis Presley, RCA Victor 8134

### THEY REMIND ME TOO MUCH OF YOU

### CALL ON ME

BOBBY BLAND, DUKE 360

### THAT'S THE WAY LOVE IS

### LET'S LIMBO SOME MORE

CHUBBY CHECKER, PARKWAY 862

### TWENTY MILES

### YOUR USED TO BE

BRENDA LEE, DECCA 31454

### SHE'LL NEVER KNOW

### ALL I HAVE TO DO IS DREAM

Richard Chamberlain, MGM 13121

### HI-LILI, HI-LO

### I REALLY DON'T WANT TO KNOW

"Little Esther" Phillips, Lenox 5560

### AM I THAT EASY TO FORGET

### DON'T SET ME FREE

RAY CHARLES, ABC-PARAMOUNT 10405

### BRIGHTEST SMILE IN TOWN

### THAT'S ALL

RICK NELSON, IMPERIAL 5910

### I'M IN LOVE AGAIN

### CAN'T GET USED TO LOSING YOU

ANDY WILLIAMS, COLUMBIA 42674

### DAYS OF WINE AND ROSES

### NOTHING GOES UP (WITHOUT COMING DOWN)

NAT KING COLE, CAPITOL 4919

### ALL OVER THE WORLD

### PRETTY BOY LONELY

PATTI PAGE, COLUMBIA 4267

### JUST A SIMPLE MELODY

Recent

## STEREO RELEASES

for Music Operators

## SEEBURG ARTIST OF THE WEEK

### GLEN GRAY AND CASA LOMA ORK

Capitol (Jazz Instrumental)

Blowin' Up a Storm/Farewell Blues • Swingin' the Blues/Night Train • Jam Blues/The New No-Name Jive • Dippermouth Blues/Uptown Blues • Bugle Call Rag/Floyd's Guitar Blues

All titles listed above are custom 33½ 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.

America's Largest and Oldest

ONE-STOP

RECORD SERVICE!

45 RPM 60c

All LP's — Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

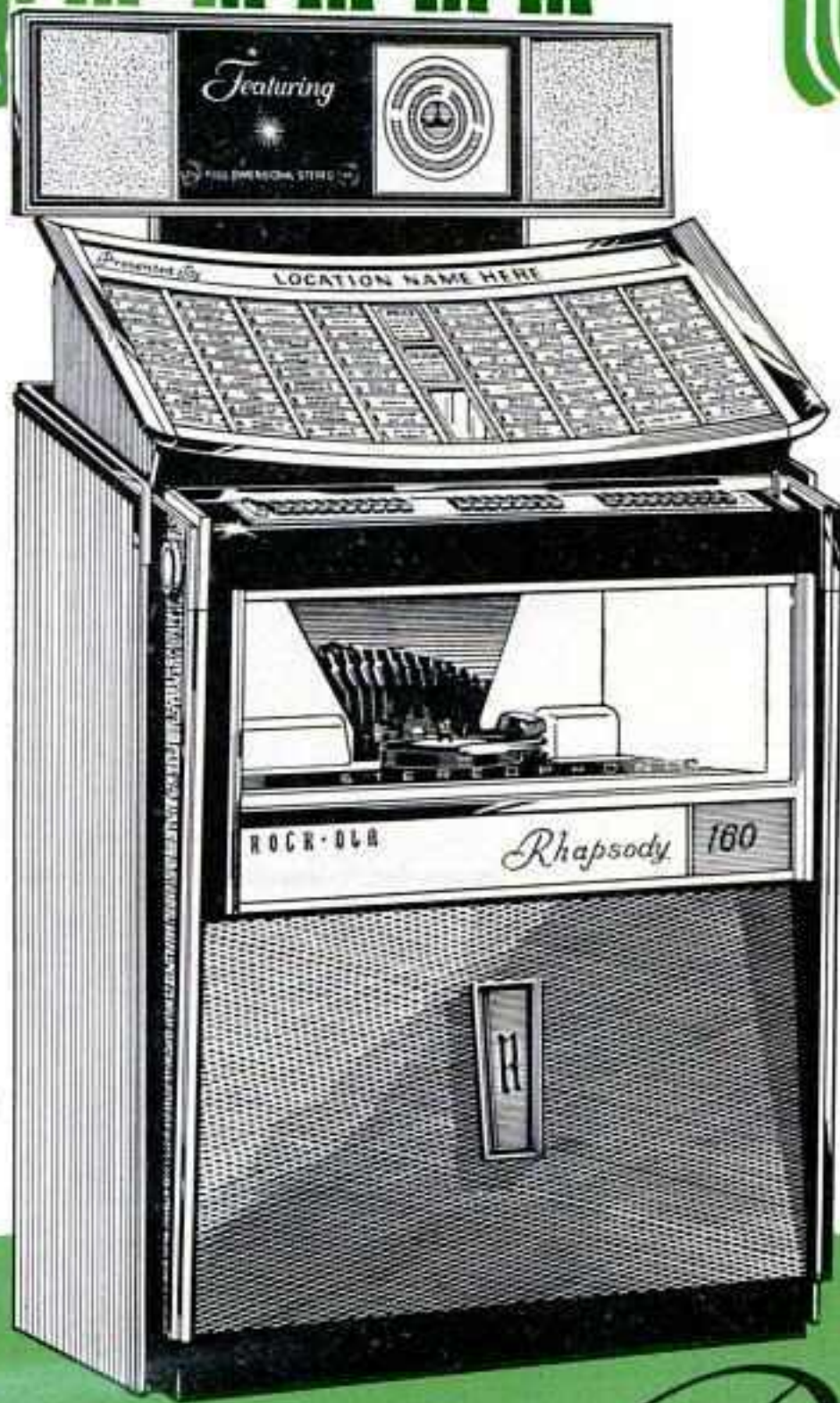
THE MUSICAL SALES CO.

The Musical Sales Bldg. Baltimore 1, Maryland

# ROCK-OLA

**BIG IN STYLE! BIG IN DESIGN!  
BIG IN APPEAL!**

The Rhapsody 160 is the result of Rock-Ola's World Famous Tradition of Excellence in engineering, unexcelled dependability and quality construction. Elegant Styling, Brilliant Colors, Appealing Design plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO SOUND captures the patrons attention and assures complete location satisfaction and maximum earnings.

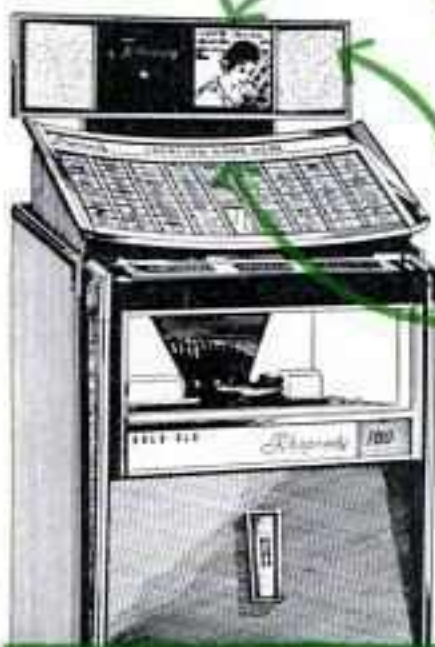


Model 408



Model 408 Deluxe  
Stereo-Monaural Phonograph  
With Full Dimensional Stereo

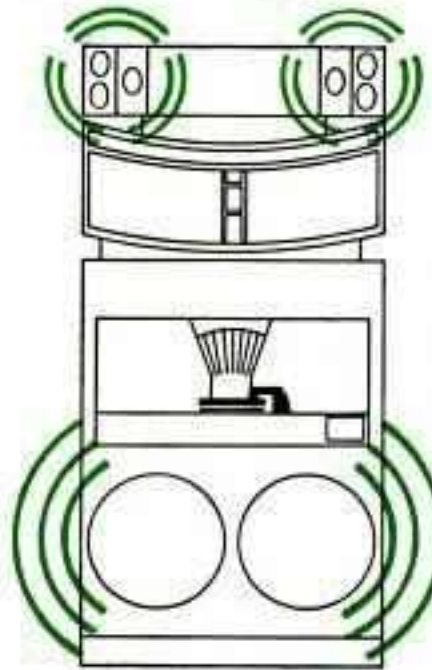
## ROCK-OLA Rhapsody 160



"FEATURED STAR"  
RECORD SLEEVE  
DISPLAY PANEL

THREE PRE-ANGLED  
2 1/2" TWEETERS ON  
BOTH SIDES

LOCATION  
PERSONALIZATION  
Supply of easily inserted letters,  
numbers, etc. are included to  
enable you to provide your  
locations with personalized  
phonographs.



NEW  
ROCK-OLA  
EXCLUSIVE

FULL  
DIMENSIONAL  
STEREO

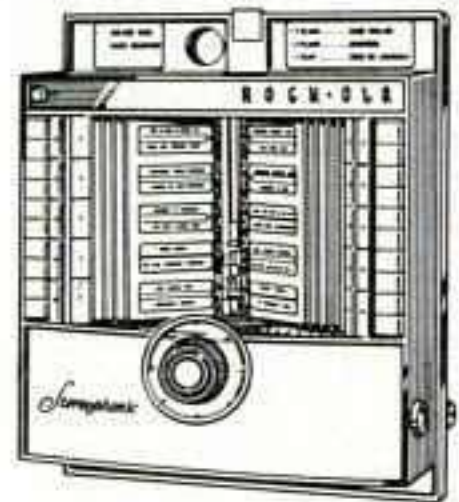
TRUE FULL DIMENSIONAL  
STEREO SOUND

is delivered right at the phono-  
graph by combining perfect  
factory pre-angled stereo cone  
tweeters . . . with the main unit  
speakers. Achieving a sound  
that immediately captures the  
patrons attention—thus assur-  
ing complete location satisfac-  
tion and maximum earnings.

NEW ROCK-OLA  
WALL BOX

- Entire mechanism removable for fast efficient servicing!
- Extra large cash box.
- Deep recessed 50¢ coin chute.
- Completely sealed hinged front door.
- Revolutionary new selection system.
- High styled design.
- Accumulator permits multiple coin deposits.
- Rugged construction.

Model 1558  
(160 selections) Wall Box  
Model 1564  
(100 selections) Wall Box



SEE THE BIG 3 FOR '63



RHAPSODY  
160



CAPRI 100



CAPRI 100

With Full Dimensional Stereo  
Model 408 DeLuxe Stereo  
Monaural Phonograph

With Full Dimensional Stereo  
Model 404 DeLuxe Stereo  
Monaural Phonograph

Model 404 DeLuxe Stereo  
Monaural Phonograph

LOOK TO ROCK-OLA FOR  
ADVANCED PRODUCTS FOR PROFITS

Rock-Ola Manufacturing Corporation  
800 North Kedzie Avenue  
Chicago 51, Illinois

# Key Industry Powwows Set for NAV Weekend

By NICK BIRO

CHICAGO—A series of key bulk vending industry conferences will be held in conjunction

**BIG SAVINGS on BALL AND VENDING GUMS**

SAME FINE FLAVORS, CENTERS AND COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 G  
210 ct. G Giant Size... 28 1/2¢ lb.  
Chicle Ball Gum, 130 ct. ... 36 1/2¢ lb.  
Clor-o-Vend Ball Gum... 41 1/2¢ lb.  
Clor-o-Vend Chicks, 320 ct. ... 41 1/2¢ lb.  
Chicle Chicks, 320 G 520 ct. ... 37 1/2¢ lb.  
Bubble Chicks, 320 G  
520 ct. ... 29 1/4¢ lb.  
Tab (short stick), 100 ct. ... 38¢ box  
5-Stick Gum, 100 packs... \$1.90  
F.O.B. Factory 150 lb. lots.

**AMERICAN CHEWING PRODUCTS**  
38 years of manufacturing experience  
4th & Mt Pleasant • Newark 4 N J

For those who wondered where the Eppy Charms ad was in last week's issue of Billboard, we would like to point out that the advertisement was inadvertently omitted. For this week's ad see below.

with National Vendors Association large annual convention to be held March 28-30 at Chicago's Sheraton.

NVA's board meeting will precede the convention at the Sheraton Wednesday (27) evening. All operators, distributors and manufacturers are invited.

The National Vending Machine Distributors Association has scheduled its luncheon meeting for the first day of the convention, Thursday (28) in the same hotel.

Samuel Eppy and Company, New York charm manufacturer, will also hold a luncheon meeting for its distributors Wednesday (27).

### Opens Thursday

Exhibits will officially open Thursday. The evening will be open for entertainment in the hospitality suites.

NVA is holding luncheon meetings Friday (29) and Saturday (30) and a cocktail party Friday evening. Festivities will be wound up with a large banquet and floorshow to be held Saturday evening. All manufacturers exhibiting at the convention are hosting the affair.

A special ladies' program is under the direction of Sue Folz,

ladies' program chairman. Harold Folz is program chairman for the whole conclave.

### Price Prize

Paul Price, New York charm manufacturers, is giving away a new car. Operators have to be present at the convention to qualify for the drawing.

NVA is also featuring what executive secretary Jane Mason described as a "Mystery Event." Mrs. Mason declined further details but said it would be an exceptional surprise for the winner.

This year's conclave marks the first time that NVA is offering operators a package deal for the entire convention. Registration of \$15 per person, \$25 per couple, covers all exhibits and social events.

### Guest Speakers

The association will also have several guest speakers covering a wide range of currently important topics. Names will be announced shortly.

Exhibitors signed to date include Paul Price, Karl Guggenheim, Plastic Processes, Goliath Specialties, Samuel Eppy, Du Grenier, Gold Medal, Oak, Northwestern, Victor Vending,

## Tenn. Boosts Tax On Cigs 2 Cents

NASHVILLE — The Legislature has voted to increase the State tax on cigarets from 5 cents to 7 cents a pack.

State officials estimate the new tax on cigarets will produce \$7,775,000 in additional revenue per year.

The tax is expected to up the price of cigarets in vending machines from 30 cents to 35 cents, with part of the increase going to the location owner.

King and Company, Atlas, Penny King, Leaf Brands, Kramer Gum, Green Duck, Fun Time, Billboard and Vend.

Milton T. Raynor and Donald Mitchell, NVA legal counsels, will discuss legislation as well as problems facing the vending industry and the association.

### State Groups

The vending legislative veterans have been recently active with a number of State and local problems around the country. NVA has taken the approach of setting up as many State vending associations in affiliation with the national group as possible.

The local groups serve as watch-dogs for any adverse vending legislation to be introduced. Both Raynor and Mitchell have been active in this program.

Rolfe Lobell, program chairman, indicated that attendance is expected to surpass the 400 mark which could be an all-time high for the association.

Interest in this year's con-

clave is spurred by the bulk industry having what many feel is the best year in its history.

Though operators face more adverse licensing, tax and health legislation than ever before, they are also experiencing an opening of new locations, development of

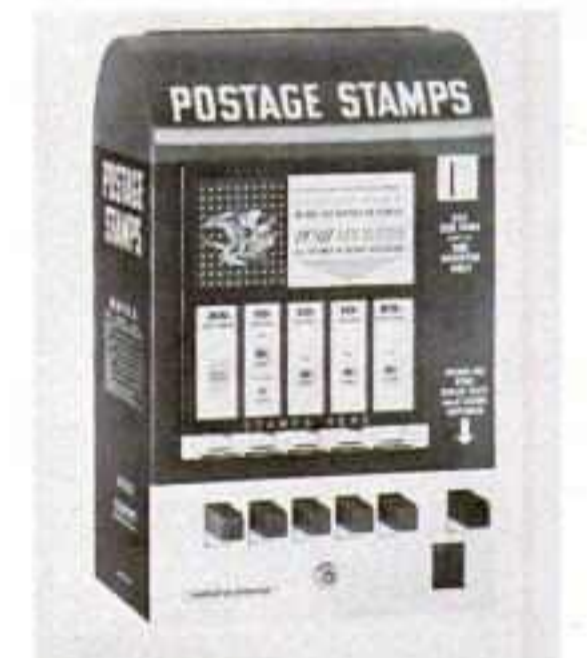
(Continued on page 74)

**The weather's cold BUT THESE ARE HOT! Machines empty fast** with these beautiful, detailed, multicolored

**CORAL SNAKES** with painted forked tongue.

**Only \$50.00 per M Capsuled WATER SNAKES, in assorted colors.** ONLY \$46.00 per M Capsuled Labels available.

**PAUL A. PRICE CO., INC.**  
55 Leonard St., New York 13, N.Y. Corland 7-5147-8



**VEND-A-STAMP'S** new postage stamp vender, patterned after a U. S. mailbox, vends five columns at 10 cents, 25 cents and 35 cents. Machines are put out by Hilsum Sales Corporation, Miami, and feature five or eight push-button selectors.

Servicing is Simplified with the

**Northwestern INTERCHANGEABLE MERCHANDISE UNIT**

**Northwestern SIXTY** With QUICK-TACH at slight extra cost.

... Easy to Service  
... Easy to Clean  
... Time Saving  
... More Profit

Complete line of machines, parts, stands, supplies, ball gum, charms and capsules.

**Cleveland Coin Machine Exchange, Inc.**  
2029 Prospect Ave., Cleveland 15, Ohio  
All Phones: TOWER 1-6715

## NVA Supports License Bill In W. Virginia

CHICAGO — The National Vendors Association is backing a new bill introduced by the West Virginia Senate (S.-122) which would revise vending license fees and eliminate discriminatory fees on bulk machines.

NVA counsel Don Mitchell described the bill as a great improvement over the present situation in the State.

### Few Bulk Operators

Operators now pay a \$5 per-machine fee plus a local fee which in many cases is equal to the State levy. As a consequence, West Virginia has few bulk operators, Mitchell said.

The new bill would eliminate fees on machines that vend for less than 6 cents. Machines vending at 6 cents or over would be taxed on a graduated basis.

### \$5 Per Unit

Operators with less than 20 machines would pay \$5 per unit. Those with more machines pay a progressively smaller fee for each machine.

Mitchell noted the bill favors the professional operator, who is not only equipped to offer better service but is in a position to operate a route economically.

**THE BIGGEST PENNY RING VALUE IN AMERICA TODAY**

Now Every Operator Can Buy Our New Ring Series Designed to Vend Perfectly in All Penny Charm Machines.

**PEARL TOP RINGS** in a smaller ring size. Seven Beautiful Styles. **\$12.00** per thousand assorted styles

**EPPY CHARMS INC.**  
91-15 144th Place, Jamaica 35, N.Y.

F.O.B. our Factory or from your nearest Eppy Warehouse.

**MARK AND VENDA TOYS**

ANY COIN TO THIS SIZE

**LOOK! All These Features . . .**

1. Engineered for sales of any country, up to size of large English penny or U. S. 3¢.
2. YEARS AHEAD STYLING—Dependable by Chain Drive.
3. Compact, practical—Saves floor space with greatest earnings. Mark 1's teeth mesh together, forming a battery of any size.
4. THE FINEST MATERIALS—Without comparable for time, weather, and usage resistance.
5. BUILT FOR BUSINESS—Cover locks eliminating water seepage, corner protective pipes, set-of-new wheels, and innumerable other exclusive features are reasons why Beaver is the world's largest selling bulk vender.
6. SIMPLE—Ready-filled jars with labels or displays speed up servicing. Chain Store managers who fill their own machines will find it easy—easy if they know nothing about vending.
7. SANITARY—Jars come filled, labeled, and clean.
8. SWIFT—Ready-filled quick-change jars cut service time way down and practically eliminate shop work with no more filling, applying decals, washing globes, etc.
9. The empty jars themselves will be in great demand by storekeepers, his friends, and his customers for cookie jar or display jars.

Truly . . . the Disposable Jar used in conjunction with the BEAVER MARK 1 opens up "A New Frontier in Bulk Vending"

ANY COIN TO THIS SIZE

Now! ANOTHER MARK OF Excellence

**BEAVER MARK-1**

ANY COIN TO THIS SIZE

Distributed in the United States by

**BEAVER VENDING MACHINE AND SUPPLY OF AMERICA**

(Exclusive Representative in the U. S.)  
11036 Whittier Avenue Detroit 24, Michigan  
Warehouses in Los Angeles, Chicago and New York City

ANY COIN TO THIS SIZE

**Great Time Saver COIN WEIGHING SCALE**

1c or 1c & 5c Combination

Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

**\$22.00**

Complete With Sturdy Carrying Case

**ORDER TODAY**  
1/3 Dep., Bal. C.O.D., F.O.B. N.Y. Distributors, Write for Prices.

**J. SCHOENBACH**

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N.Y. PResident 2-2900

**MANDELL GUARANTEED USED MACHINES**

N.W. Model 49, 1¢ or 5¢ .....\$14.50  
 N.W. Deluxe, 1¢ or 5¢ Comb. .... 12.00  
 N.W. 10-Col. 1¢ Tab Gum Mach. 18.00  
 N.W. Model #33, 1¢ Perc. Com-  
 verted for 100 ct. B.G. .... 6.50  
 Silver Kings, 1¢ B.G. or Mdse. ... 8.50  
 ABT Guns ..... 30.00  
 Mills 1¢ Tab Gum ..... 12.00  
 Model #33 Peanut, 1¢ ..... 6.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red .....\$ .77  
 Pistachio Nuts, Jumbo Queen, White ..... .70  
 Pistachio Nuts, Large Tulip ..... .75  
 Pistachio Nuts, Vendor's Mix ..... .68  
 Pistachio Nuts, Sheik, Red ..... .58  
 Cashew, Whole ..... .43  
 Cashew, Butts ..... .45  
 Peanuts, Jumbo ..... .35  
 Spanish ..... .32  
 Mixed Nuts ..... .57  
 Baby Chicks ..... .32  
 Rainbow Peanuts ..... .32  
 Bridge Mix ..... .32  
 Boston Baked Beans ..... .42  
 Jelly Beans ..... .30  
 Licorice Gems ..... .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. .... .32  
 170 ct., 210 ct. .... .32  
 Rain-Blo Ball Gum, 100 ct. .... .34  
 300 lb. minimum prepaid on all Rain-Blo Ball Gum.  
 Adams Gum, all flavors, 100 ct. .... 45  
 Wrigley's Gum, all flavors, 100 ct. .... 45  
 Beech-Nut, 100 ct. .... 45  
 Hershey's Chocolate, 200 ct. .... 1.30  
 Minimum order 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

**THERE ARE BIG PROFITS IN**

**GUM**

GET YOUR SHARE WITH

*Northwestern*

**TAB**

You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**

MOE MANDELL  
 446 W. 36th St., New York 18, N. Y.  
 LOngacre 4-6467

**Phono Firm Slides Into Bulk**

DENVER—Continental Music Company here is the only major juke box operation to diversify into bulk vending. Partners Don Akin and Bob Rothenberg operate six-head multiple stands in all outlets of the 35-store Safeway chain in the Denver area.

Machines are placed at the center of each row of check stands and at the exit, with each battery split evenly between 1-cent and 5-cent machines. Stand-

ard fill, ball gum, candy mixes and charms are vended.

"We learned from the beginning that while peanuts would undoubtedly sell well and would probably up collections at every spot, they simply represent too much work and effort," Akin said. "Even where we are already following the policy of exchanging heads. The heads are difficult to clean, peanuts are harder to handle, there is more possibility of ill will where taste isn't up to par. Consequently, we have simply eliminated peanuts from our operations and find that we get along satisfactorily."

**Two-Man Operation**

Two routemen have been hired to service the bulk vending division of Continental Music Company, as well as filling in on other assignments with music and games. Two panel trucks are used, operated with padded racks, for carrying a full route of exchange heads each morning.

The only exception to the rule of changing a filled head for an empty or partly empty one is in the case of big Victor 2000 machines which have replaced standard 100-count heads when ball gum is concerned in most spots.

By switching to the big 2000s, Continental has been able to add another product to the stand without increasing the number of machines.

"All of us hate to load the 2000s because of the racket they make," Akin said. "We pour the ball gum directly from the box into these oversized heads, and it makes a roar of sound exactly like a hailstorm. Everything comes to a halt in each supermarket when we are carrying out this sort of filling operation."

**Standard Contract**

Following a standard contract with Safeway Stores, Continental is responsible for all maintenance, including cleaning up of machines on location. It was hoped, at first, that clean-up operations by supermarkets would include the machines, but

it was soon obvious that no supermarket has enough time or personnel to tend to its own cleaning needs and that no help could be expected from that quarter.

As a result, Akin and Rothenberg have designed an elaborate cleaning kit which does a swift, efficient job of keeping machines eye-appealing, clean and attractive.

While it would easily be possible to extend routes over other Colorado communities, neither Rothenberg nor Akin are interested.

Maintaining a full-sized music and games operation, along with the bulk vending machines, means that expansion is almost totally out of the question.

Both men are thoroughly pleased with what they have learned about bulk vending, and their unique experience in starting at the top has proved completely profitable.

**J. SCHOENBACH**  
 Distributor For  
 oak Manufacturing Co., Inc.  
 715 LINCOLN PLACE, BROOKLYN 16, N. Y.  
 President 2-2900  
 PHONE or WRITE FOR PRICES

**Northwestern MODEL 60**  
 Try one! You'll quickly agree. It's the outstanding Bulk Vender.  
 Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.

WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

**Northwestern CORPORATION**  
 2331 Armstrong St. Morris, Ill.  
 Phone: WHiting 2-1300

**IMMEDIATE DELIVERY**  
 World Famous  
**VICTOR**  
**Standard TOPPER**

1c or 5c  
 For Ball Gum and Charms.  
 Also available for Peanuts and Bulk Candies.  
 Packed and sold 4 to a case.  
 (Member MVMD, Inc.)  
**GRAFF**  
**VENDING SUPPLY CO., INC.**  
 2817 W. Davis Street Dallas, Texas

**ROCKET OR JUMBO 5¢**  
**ALL CHARM VENDING**

Entirely new, especially designed items comprise half of our New Jumbo Charm Assortment. The other half is Deluxe Rings which vend perfectly because of an insert containing an extra prize.

**THIS IS ALL NEW.**  
**BE THE FIRST IN YOUR TERRITORY. BIG PROFITS.**  
 Atlas has the perfect machine for Jumbo Charms. Write for information on how to convert other Vendors.

5c  
**ATLAS MASTER**  
 Jumbo Charm Vender

**FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.**

**The PENNY KING Company**  
 2534 Mission St., Pittsburgh 3, Pa.  
 World's Largest Selection of Miniature Charms

**The SUPER SIXTY Capsule Vender\***  
 The ultimate in quality Capsule Merchandising.  
 Vends any item which can be placed in a capsule.  
 5c, 10c and 25c.  
 \*With QUICK-TACH at slight extra cost.

**BITTERMAN & SON**  
 (Member MVMD, INC.)  
 4711 E. 27th Street Kansas City 27, Missouri  
 Phone: WA 3-3900

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_

Fill in coupon, clip and mail to:  
**KING & COMPANY**  
 2700 W. Lake St. Chicago 2, Ill.  
 Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Narkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

**Florida Firm Shifts Plant**

HIALEAH, Fla. — Mar-Tab Vending, operating 2,500 phono-graphs, games, kiddie rides and vending machines from Florida City to West Palm Beach, moves into a 40,000-square-foot building here on May 1.

The new building in Industrial City will have an 8,000-square-foot showroom and will probably be the largest headquarters of any operation in the South.

Owner Sol Tabb came here from New York six years ago and bought a 400-piece operation. Today his operation has expanded by more than six times its original size. Some 54 employees are required to run it.

The new building will include a spray paint booth, a modern machine shop and an assembly line for overhauling equipment. Most of the firm's expansion has been in vending.

Write for beautiful color circular giving prices of machines and NEW Universal 4-6-8 Multiple Chrome Display Stand.

**VICTOR VENDING CORP.**  
 5711 W. Grand Avenue Chicago 39, Illinois

**ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS**

**WIGGLY**  
**Frightening Bugs** NEW FOR 5c CAPSULE VENDING  
 Only \$22.50 per M in Capsules



AT YOUR NEAREST WAREHOUSE OR DIRECT FROM

**KARL GUGGENHEIM, Inc.**  
 159-07 Archer Ave., P.O. Box 510  
 Jamaica 31, N.Y. 212 RE 9-5433

### JUKE BOXES TO BE PLACED IN CUNARD SHIPS

LONDON—Juke boxes will be placed in two Cunard passenger steamships now under conversion on Clydebank, Scotland. The juke boxes are to be standard equipment in the teenagers' recreation saloons, which incorporate electric bowling alleys, dance floor and refreshment bar. The liners, Carmania and Franconia, are undergoing refurbishing estimated at around \$6 million at John Brown's Shipyard on the Clyde. Both will be on Canadian service. The Carmania maidens from Rotterdam on April 8, and the Franconia resumes service in June. One will winter-cruise in the Carribean.

### SFC Earnings Hit Record High

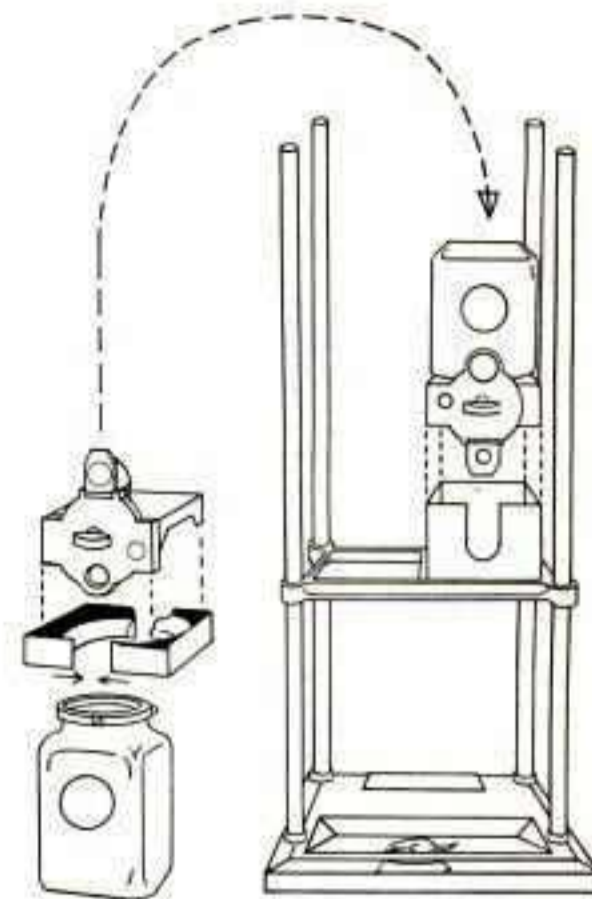
NEW YORK—The SFC Financial Corporation, a diversified financial house which specializes in coin machine paper, last year earned \$2,075,156 after federal income taxes of \$1,707,903.

The 1962 profit was the highest in the history of the firm and it represented the twelfth successive year of increased net profits over the previous year. Earnings per share of common stock jumped from 80 cents in 1961 to 88 cents last year.

Accounts financed and factored totaled \$421,000,000. The previous high was \$351,000,000 in 1961. Gross receivables were \$158,000,000, also a new high.

Cash dividends on common stock increased from 50 cents to 56 cents.

Beaver International, Toronto bulk vending machine manufacturer, last week introduced its Mark I Model which features a throw-away glass jar. Ken McPhail, Beaver president, explained that jars come filled with ball gum and labels to speed up servicing. When the globe empties, the old jar is discarded, eliminating the need of the operator to fill a new globe and improving sanitation. The new Mark I coin mechanism is designed to take any coin up to the size of the large English penny or the U. S. half dollar. The unit itself, including stand, comes disassembled, and may be put together on location from the carton in less than three minutes, according to the manufacturer.



### PRS Gets Injunction

LONDON—The Performing Right Society, British version of ASCAP, obtained an injunction against E. C. Girecli, banning further use of his juke box without PRS license. The defendant, proprietor of Captain Cafe, North London, was ordered to pay costs. The judge granted an inquiry regarding damages.

### 42 States to See 'Operation Alert'

CHICAGO—The National Automatic Merchandising Association is holding 42 meetings in as many States to kick off its "Operation Alert" program designed to acquaint vending operators with the tobacco-health controversy.

Louis J. Risman, NAMA president, said that State chairmen have been named in every State to co-ordinate meetings and activities. City chairmen will also be named.

### Northwestern SUPER SIXTY

**Capsule Vender\***  
 The ultimate in quality Capsule Merchandising.  
 Vends any item which can be placed in a capsule.  
 5c, 10c and 25c.  
 \*With QUICK-TACH at slight extra cost.



**H. B. HUTCHINSON, JR.**

1784 N. Decatur Rd., N. E., Atlanta 7, Ga.  
 Phone: DRake 7-4300

**VENDING HEADQUARTERS for VICTOR**  
 THE MOST COMPLETE and FINEST LINE of BULK VENDORS

← **VENDORAMA**

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1¢, 5¢, 10¢ or 25¢ play.

Large Stock of Vendors—Parts and Merchandise.  
 Write for Prices.  
**LOGAN DISTRIBUTING CO., 1850 W. Division St., Chicago 22, Ill.**

**"GOLD MINE"**  
*Tab Gum Selector*  
 Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!



**"ACORN"**  
*All Purpose Vendor*  
 The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.



**25c CAPSULE VENDOR**  
*Capsule Vendor*  
 The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.



**BIG LEAGUE**  
*Ball Gum Vendor*  
 The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.



**OAK "400"**  
 Holds 400 capsules for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.



All Oak machines are equipped with 1c, 5c, 10c and 25c coin mechanisms, or combination 1c-5c coin mechanisms and optional slip handle.

time payments available on OAK Machines through all distributors

**Buy OAK for your PROFIT LINE!**

<b>AMERICAN HUT</b> 1081 Tremont St. Boston 29, Mass.	<b>MARK DISTR. CO., INC.</b> 219 Monroe St. Pensacola, Fla.	<b>SAMUEL J. PHILLIPS CO.</b> 2950 Washington Ave. St. Louis, Missouri	<b>OPERATORS VENDING</b> 1221 South 67th Ave. Los Angeles 15, Calif.	<b>SEIGEL DISTR. CO. LTD.</b> 637 Yonge Street Toronto, Ontario, Canada
<b>BIRMINGHAM VENDING</b> 542 2nd Ave. N.E. Birmingham 4, Ala.	<b>H. B. HUTCHINSON CO.</b> 1784 N. Decatur Rd., N. E. Atlanta 7, Georgia	<b>OAK SALES COMPANY</b> 2025 Fifth Avenue Pittsburgh, Pa.	<b>RAKE COIN MACHINE EXCH.</b> 809 Spring Garden Street Philadelphia, Pennsylvania	<b>SOUTHERN ACORN SALES</b> 525-30 Burn Avenue Charlotte 6, N. C.
<b>JACK SCHENBRACH</b> 715 Lincoln Place Brooklyn, New York	<b>JACKSON VENDING</b> MACHINE SUPPLY 103 Marx Road Grand Prairie, Texas	<b>OAK SALES &amp; SERVICE of ILL.</b> 224 N. Wackerline Chicago 12, Ill.	<b>CONFECTION PRODUCTS CO.</b> 298 South Champlain Ave. Columbus, Ohio	<b>STANDARD VENDING</b> MACHINE SUPPLY CO. 3215 East 12th St. Oakland 8, Calif.
	<b>CALVIN SALES CO.</b> 625 West North Ave. Baltimore, Maryland	<b>OAK SALES OF FLORIDA</b> SUPPLY CO. 1125-71st Street Miami Beach, Florida	<b>TITAN VENDING</b> SUPPLY CO. 1211 Fairview St. Omaha, Nebraska	<b>SCHEIDT VENDING SUPPLY</b> 132 N. Carrollton Ave. New Orleans, La.

**oak MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.**

# Billboard's 1963 INTERNATIONAL Coin Machine Directory

## Who's Who in the Coin Machine World

will be ready for distribution early this spring. We'd like your help in making this publication the most comprehensive coin machine directory ever released.

So if you're a manufacturer, distributor, supplier or officer of a coin machine association, we'd like you to fill out the following questionnaire.

Name \_\_\_\_\_ Title \_\_\_\_\_

Company or Organization \_\_\_\_\_

Address \_\_\_\_\_ Telephone number \_\_\_\_\_

Products made or lines distributed \_\_\_\_\_

If you have a photograph available, please send it along with the completed questionnaire. All information received will be included in the International Coin Machine Directory, and photographs of hundreds of coin machine personalities will be included in the Who's Who section.

Mail replies to

**Who's Who, Billboard, 1564 Broadway, New York 36, N. Y.**

# U.K. Authorities Take Dim View Of Venders, Juke Boxes, Games

By JOHN THOMPSON

LONDON—While a couple of friendly Ministerial voices have been heard this week on the British coin-trade scene, current news also indicates that still too many local and area authorities lean to the view that vending machines, amusement games and juke boxes are immoral, illegal, or louse up the landscape and breach local peace.

The recent Amusement Trades

Exhibition here resulted in boom-style business for exhibitors, according to polled reports (returns exceeding eight times A.T.E. outlay, is consensus). But placing the products, and the operators getting same into play, is subject to diverse decisions by town and borough elders.

Chepstow councillors are seeking "legal advice" before granting permit to Rose and Crown Inn to install a fruit machine, token-drop, payout maximum \$7 value. Town Clerk Arthur Gill raised the moral issue ludicrous to most British coinmen: "Is a public house a proper place for these machines to be played?"

Wick township, Scotland, re-asserted its ban on all juke boxes in local cafes last week. Said town official, the Rev. N. Scott, "Juke boxes can be an awful nuisance."

Notwithstanding, opposition from the Chief Constable of Cornwall, R. B. Matthews, the town elders of Newquay, on the basis of precedent already set, issued a trio of permits to local hotels for gaming amusements with prizes.

The Chief argues that the appropriate Section 24 of the Betting and Gaming Act, 1960, favors amusement arcades, dis-favors hotels and taverns. Town now has seven hotels licensed for approved machines.

Dagenham municipality, fringing London, takes the sophisticated view and is issuing permits for amusement machines for period up to three years.

Minister of Housing and Local Government, Sir Keith Joseph, has just allowed an appeal by a

Walthamstow (London) hardware firm against town fathers' refusal to allow a paraffin vending machine to be sited on the store's forecourt. It has been a 14-month hassle, with several local government authorities awaiting outcome in order to decide similar applications. The Ministry letter opines that vending machines are "a generally accepted feature" outside stores, and offend no local amenities. On this issue, fire department officials raised no points.

Minister of Agriculture Harry West last week scored, and seemingly approved, the trend to more and more coin vending of merchandise in Britain. Area Marketing Boards will be free to encourage development of green groceries and dairy produce sales through automatic coin vending, he indicated to the House of Commons.

The Post Office, notoriously short on progressive techniques, has launched a stamps and stamp-stationery vending unit at London's Victoria rail terminal. An accompanying unit gives coin change. Intention is to locate similar setups in bus stations, airports, shopping centers and town hub spots, the GPO reports.

In Skegness, a resort town, councillors are somewhat self-conscious about "legal, ethical and moral issues" to be resolved before they can, they feel, lease town-owned premises for bingo sessions. The matter arose over a request by the local Football Club for use of the Embassy Hall, which was denied.

Neighbors' complaints of "noise" from the cafe juke box cost an Exmouth, Devon, operator his local permit last week. Licensing magistrates frowned upon evidence that the juke box had played to 11:20 p.m.

Metro-London authorities tend to show more liberal leanings toward vending and juke box operators. In the provinces, notably Yorkshire, the largest county, where two years ago everything but taverns shut down tight at 6 p.m., cafes are getting permits from heretofore strict local legislators.

Some can stay open to the dogwatch, and juke box operating restrictions relax. It is a matter of time; but British youth will have its fling, coin-operated swing 'n' rock in full measure, eventually.

## EUROPEAN NEWS BRIEFS

### Dominican Market

BONN — President Juan Bosch of the Dominican Republic said on a visit to West Germany that he looks for a large coin machine market to develop in his country, now that the Trujillo dictatorship has been ended and democratic rule restored to the country. "Our country is definitely in the market for coin machines. We are interested in juke boxes, in games and vending equipment. Let's just say we are interested in any coin machine that helps make life a little pleasanter and easier." Bosch came to Germany seeking economic assistance. West Germany agreed to grant him trade credits, part of which will be available for coin machine purchases from German manufacturers.

### Eltec to Britain

LONDON — Eltec, the West Berlin phonograph manufacturer, is planning to establish an assembly operation in Britain, where a subsidiary, Eltec Limited, has been established. The firm intends shipping the mechanism from West Berlin for assembly in cabinets produced in Britain, Eltec, called the German "Volkswagen" phonograph, comes in console (G100) and wall box (F100) models. The box has a simple, rugged mechanism which requires little servicing. Like the Volkswagen car, the Eltec box has a timeless styling, and it is the manufacturer's boast Eltec machines are never completely out-moded.

### Musical Bulk Venders

ZURICH—Swiss phonograph operators have warned bulk vending operators against carry-

ing too far experiments with musical sales stimulation. The bulk vending operators are equipping their machines with miniature tape recorders which play tunes when a coin is inserted. In theory the tunes are designed to stimulate patronage for peanuts, bulk gum, charms and even combs. But in practice the tunes tend to get longer and longer and the price higher. Juke box operators contend that the music has become an equal, if not bigger, lure than the bulk products and that the bulk vending operators are edging toward outright competition with phonograph operators.

### Italian Experiment

TURIN — The Italian state railways is testing the coin-operated cinema boxes on its luxury express trains. Machines are to be installed in lounge cars, and the state railways plans to run advertising trailers in connection with the films. Film library stocks will feature top pop singers and leading European entertainment artists. Arrangements are being made to produce a constant flow of films by arrangement with Italian and other Continental film producers whereby the sound tracks from hit films can be shown almost simultaneously on film boxes. The experiment is being undertaken at the request of passengers. It is being watched by officials of the Trans-Europe Express, the inter-European express train combine.

### Westav Wins Award

BINGEN, West Germany — Loewen-Automaten, the sales arm of NSM coin machine manufacturing firm of Bingen, has

(Continued on page 74)

### For Sale Used Pinballs Ready for Location

Derby Day	\$ 35.00
World Champ	100.00
Queen of Diamond	150.00
Hi Diver	150.00
Miss Annabelle	160.00
Mademoiselle	175.00
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- BANK SHUF-FLES, 12" 175.00

### ARCADE EQUIPMENT

Bally Golf Champ	\$175	Keeney League Baseball	\$135
Bally Skill Derby	125	License Bureau	95
Bally All Star	125	Mac Levy Ft. Vibrator	150
Basketball Champ	125	Lord's Prayer	175
Crane	125	Motorama	175
Candid Camera	95	Mercury Floor Grips	75
Chester Pollard Golf	85	Pro Basketball	375
Chester Pollard	85	Pull Donkey's Tail	195
Football	85	Periscope	125
Chin Tester, fl. model	195	Pitch 'm & Bat'm	100
Ex. Hi-Ball	95	Peppy	195
Cross Country Drivemobile	250	Road Racer	325
Criss Cross Hockey	195	Space Age	195
Goalee	110	Sidewalk Engineer	125
Genco Grandma	175	Set Shot Basketball	195
Horoscope	175	Silver Gloves	125
Hi-Fly Baseball	125	Undersea Raider	125
Harvard Metal Typer	225	Wms. Ten Pins	125
Standard Metal Typer	225	Cap. Midget Movies	110
Horoscope Vendors	125	Color Comic Peek w/sound	110
Jack Rabbit	110	Capitol Panorams	275
Jet Pilot	195	Mills Panorams	325
Kissin' Kupid	95	Urban's Kiddie Cartoon	450
Kayo Champ	150		

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**“TAC”**  
**TACKS UP**  
**A NEW**  
**RECORD**  
**SEEBURG**  
**ORDER!**



Signing the contract, l. to r., John Elms, Jr., John "Tac" Elms, Sy Wolfe, Bill Adair (Seeburg Sales Vice-President), and Jack Gordon



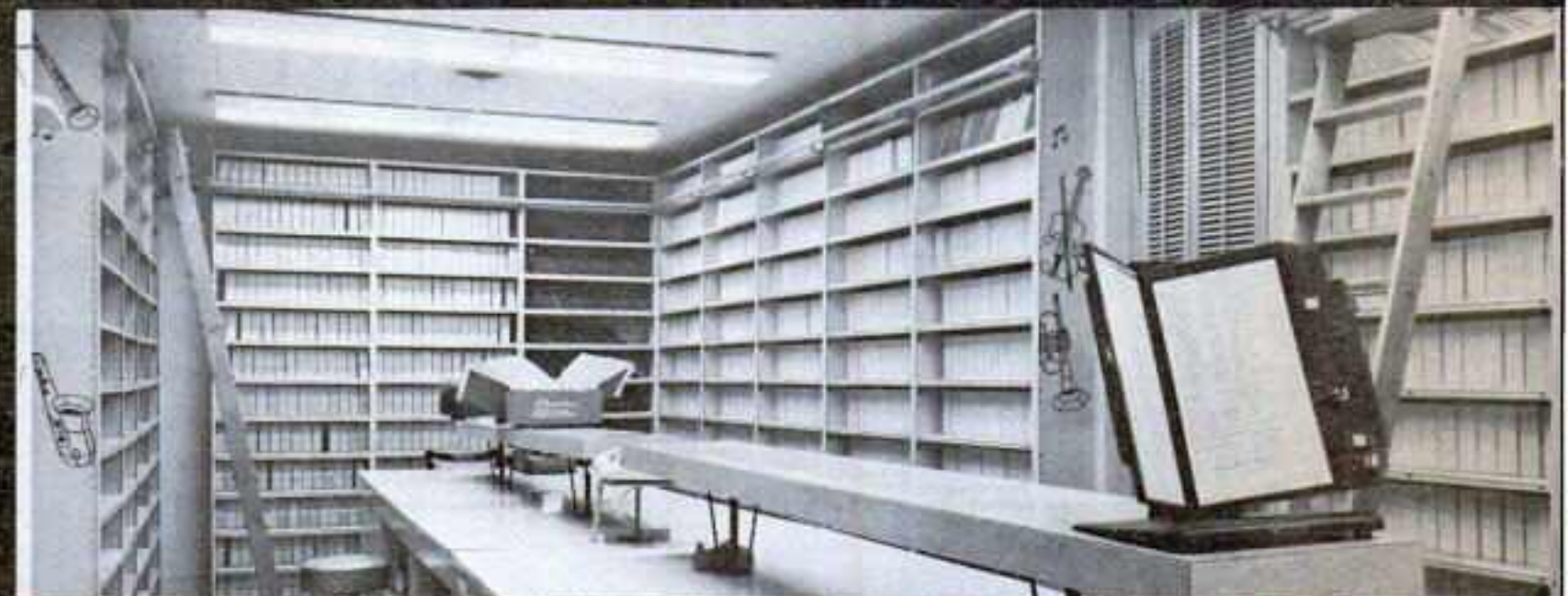
John "Tac" Elms and John Elms, Jr.



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Dispatching Department under the supervision of Jim Hayes



Record Department—supervised by Joe Caruso—with a library of over a million records





**Famous New Orleans operator  
beats his own industry record—  
orders 500 Seeburg LP Consoles  
and 1,066 Stereo Consolettes  
from Wolfe Distributing Co.**

Tac Amusement Company, New Orleans, has now topped its own record of the industry's single biggest order in a decade—5 railway cars of Model AY-160. Now Tac is getting 500 LP Consoles and 1,066 Stereo Consolettes. John "Tac" Elms, celebrating his 30th year as one of the South's most successful independent music operators, makes no bones about how he did it. He gives the greatest credit to the convincing selling power of Seeburg Mobile Demonstration Studio provided by Wolfe Distributing Co. Take it from "Tac"—"When locations can see the LP Console, *hear* it, and *understand* its album programming, they know they've got to have it!"

John "Tac" Elms, Tac Amusement Co., and J. Cameron Gordon, Seeburg Executive Vice-President



"Call me. I'll tell you about the order."



Lawrence Lagarde, General Manager, "Tac" Amusement Co.



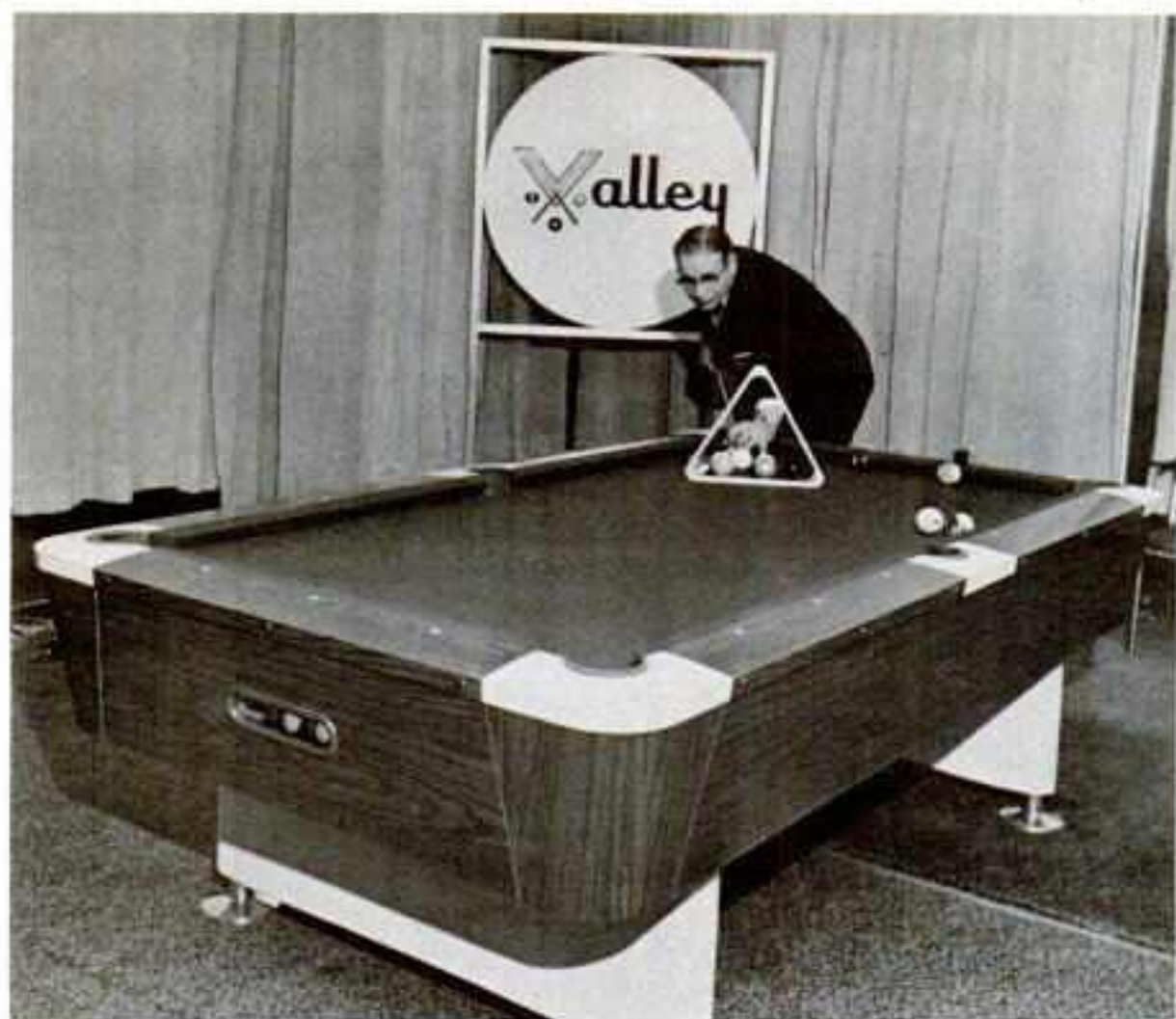
Seeburg Mobile Demonstration Studio



Seeburg Stereo Consolette



**SEEBURG**  
**LP CONSOLE**



**DON TOZER**, outstanding professional billiard player, demonstrates his trick shot repertoire on a Valley table at the recent National Sporting Goods Association show in Chicago. Valley makes both coin-operated tables for the trade and tables for home use.

## Renewal of Coin Licenses Used as Club by Minn. Town

MINNEAPOLIS—A suburban city council here is using its licensing power over coin machines in a discount department store to spur the store's compliance with the city's fire regulations.

The odd turn of events came to light in Bloomington on the south boundary of Minneapolis.

A G.E.M. discount store there suffered a half-million-dollar fire in mid-December, which closed the building for several days during the important pre-holiday selling period.

### Second Fire

A second fire broke out in the store early on New Year's Day, but was discovered and controlled by the store's own fire patrol, maintained since the earlier blaze.

Following the second fire, Bloomington fire marshal Herbert Meyer reported he was not satisfied with the store's fire deterrents and that until corrective steps were taken he recommended that the city withhold

any city licenses required in the store.

### Renewals Withheld

The first of these licenses to be withheld were renewals for 11 coin-operated amusement devices, including eight games, two animal rides, and a bulk candy machine, all located in the store's snack bar area and well patronized by children.

These licenses, to have been renewed on January 1, are still in suspense, although the store continues operating most of them, with a few posted "Out of Order."

At press time the council still had not renewed the licenses, and it was learned the machines will shortly be "sealed" unless the fire marshal recommends otherwise to the council.

The store also maintains cigarette vending machines, for which licenses are required, and it was understood the council intends to next consider withholding these licenses to gain compliance.

## Wurlitzer Green Bay Show Warms Up Ops

GREEN BAY, Wis.—An impromptu trade showing of the new model 2700 Wurlitzer drew a surprisingly strong turnout of coinmen here, according to distributor Harry Jacobs Jr., United, Inc. The machine was shown to Fox River Valley coinmen and their key service personnel at the Northland Hotel January 23.

The spur-of-the-moment show was inspired by the severe cold wave and hazardous snows which had slimmed attendance at United, Inc.'s Milwaukee showing two weeks before.

"We suddenly decided that since the weather had forced a lot of the Green Bay area operators to miss our show in Milwaukee we would go up there," explained Harry Jacobs Jr. "So, we reserved a hotel room, shipped a few pieces of equipment and drove up to Green Bay. We got on the phone and made a lot of calls inviting operators to come in to see the new Wurlitzer the next day. I called one operator at 11 o'clock at night to give him an invitation. He came to the hotel the following morning."

Working with Jacobs at the Green Bay unveiling were C. B. Rose, Wurlitzer field service engineer, and Bert Davidson, regional manager.

### Beer . . . And

In contrast with the lavish food and refreshment set-up enjoyed by operators who showed up for the "Wurlitzer weekend" in Milwaukee, Jacobs ordered

"about \$25 worth of cold cuts and a half dozen six-packs sent up to the room." The plain food and beer were appreciated just as much, he says. And orders written at this show totaled well above any previous Wurlitzer exhibit held outside of the Milwaukee area.

Concludes Jacobs: "This only proves that personalized salesmanship still brings results. If the customers won't come to you, then you've got to go to them."

Plans call for scheduling another Wurlitzer 2700 "instant trade show" sometime in mid-February. This one will be held for operators in another key

*(Continued on page 74)*

## Billiards on TV Boosts Coin Pool

NEW YORK—Coin-operated pool table play will be given a shot in the arm with the upcoming 13-week, hour-long "Pocket Billiard of Champions" television series being filmed by Peter DeMet Productions.

Just as the upsurge in bowling boosted play on coin-operated bowlers, with television playing an important role in the process, the video billiard series is expected to stimulate play in both billiards and pool.

Top names will be featured in the series, with Willie Mosconi demonstrating the shots and Chris Schenkel doing the narration.

## Penn. MOA Launches Drive For New Members in State

HARRISBURG, Pa. — The Pennsylvania Amusement Machine Operators Association has launched a six-month drive for new members.

Leon Taksen, manager of the AMOA group, said he hopes that all distributors in the State will help in the drive to build up the membership.

He pointed out that the group is open to all operators in the State and that by joining the

State unit, the operator will automatically become a member of the MOA for the same dues.

Plans for the drive were announced at the Pennsylvania group's February meeting held here last week.

Taksen said his group has been holding informal discussions with various local groups around the State in an effort to have them join the State association.

## Gotham Coinmen Discuss Plans for '63 UJA Fete

NEW YORK — Members of the Coin Machine Division of the United Jewish Appeal of Greater New York held an organizational meeting here on Wednesday (20) to discuss nominations for the 1963 guest of honor.

For the past decade, the industry has selected one of its members to be cited for annual activities in behalf of the philanthropy. Selection of the 1963 guest of honor is expected to be announced within two weeks.

While no date has been set for this year's banquet, the affair will probably be held in May.

Irving Holzman, United East Coast Corporation, was chairman at the organizational meeting. Holzman was general chairman in 1962 and guest of honor in 1961.

Last year's guests of honor were Roger Littleford, Billboard, and Joe Orleck, Cash Box.

Attending the Wednesday meeting were Al Denver and Nash Gordon, Music Operators of New York; Max Weiss, representing the cigarette operators; Carl Pavesi, Westchester Operators Guild; Meyer Parkoff, Atlantic-New York; Abe Lipsky, Lipsky Distributors; Hal Cook and Aaron Sternfield, Billboard; Harold Kaufman, Musical Distributors, and George Nemzoff, UJA.

## Decimal Coinage Not in Offing for U.K. Tradesters

LONDON—British coinmen can relax in the matter of early switch of British currency to decimal coinage and costly adaptation of coin machines.

The report of the British Committee on Decimal Currency will not be available until mid-summer. Economic Secretary to the Treasury here, E. du Cann, said last week that the BCDC won't have concluded "evidence taking," public and group opinion until the end of February.

Government dismay and pre-occupation at the French President's block to Britain's entry into the Common Market has diluted any urgency to revise the Mint's dies.

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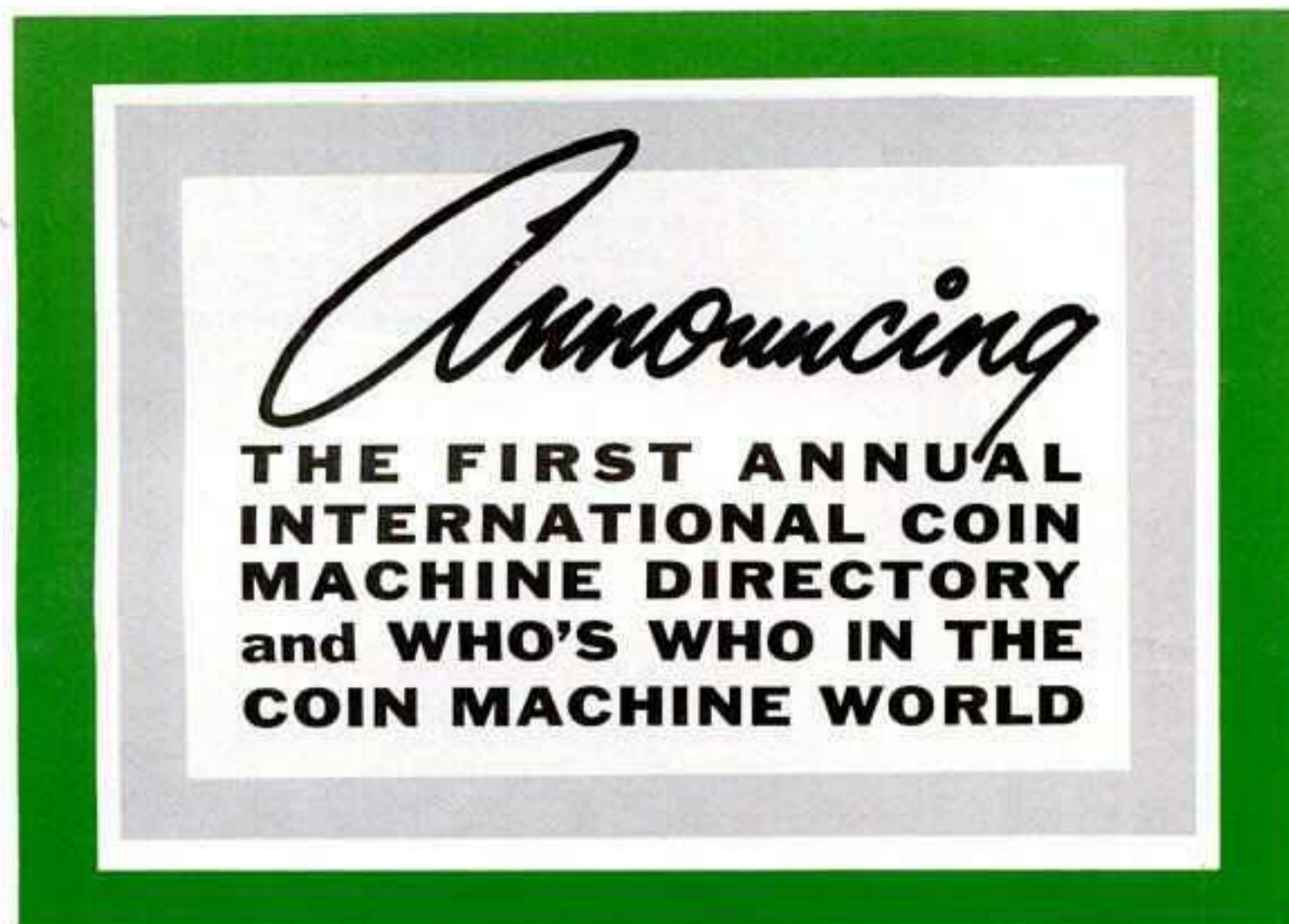
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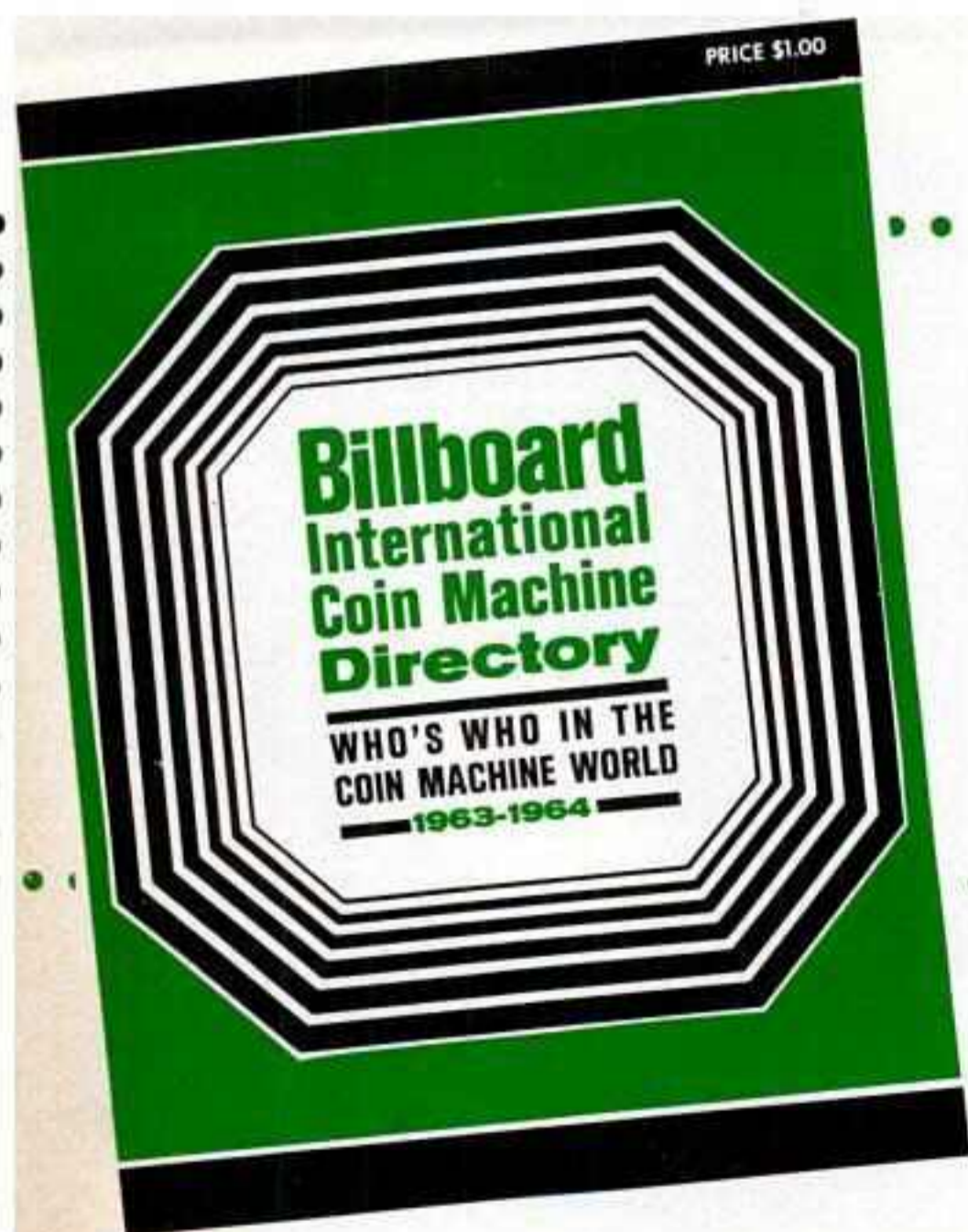
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- ★ The Ultimate Buying Guide and Reference for the Coin Machine Industry—Internationally
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- International Air Freight Carriers.
- U.S. Cigarette and Cigar Machine Manufacturers.
- U.S. Coin Machine Part Suppliers.
- Coin Machine Trade Associations, by country, for the world.
- Who's Who Internationally. Pictures and biographies of U.S. and foreign coin machine industry leaders, manufacturing executives, heads of associations.

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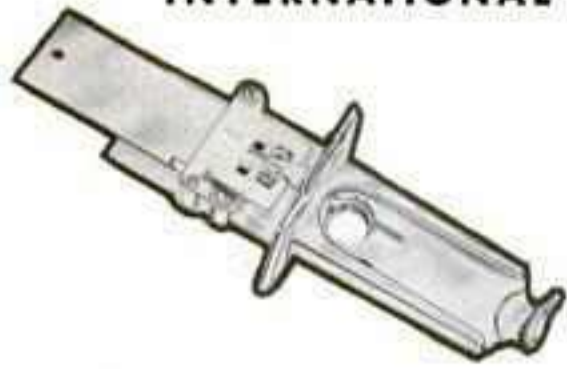
From manufacturers we want a brief description of the plant, products made, list of officers with photographs and a complete list of distributors, with addresses and telephone numbers.  
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 From operator associations we want photographs of officers and current addresses.  
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**Bay State Coinmen Gird Forces for New Tax Fight**

BOSTON — Massachusetts coinmen are again marshaling forces to withstand an attempt by the State to impose a graduated tax on all coin-operated machines which are believed to total some 200,000.

Gov. Endicott Peabody is being urged to revive the plan proposed by former Gov. John Volpe to raise an estimated \$8 million. The big problem

facing the Legislature is an urgent demand for a pay increase for all State workers. The coin machine tax is considered a "painless" method of raising the money.

The tax plan proposed by Volpe met such strong opposition from the industry that he decided to let it die. Only recently vending operators filed a measure proposing to place a nominal fee on themselves in the hope of warding off a heavier tax plan. They also suggested that food vending machines be policed by the Department of Public Health rather than by the Division of Standards.

Volpe's proposal would have placed the regulation of all vending machines, including laundromats and amusement devices in the Division of Standards, which has experience in protecting the consumer against the use of fraudulent measuring devices.

While a decision on the overall State tax bill is being awaited, the food and vending bill will be held up by the House Committee on Ways and Means. It already has been approved by the Committee on Public Health.

**St. Loo Site Of Rock-Ola Dual Meet**

ST. LOUIS—Some 60 vending operators attended a Rock-Ola dual meeting, featuring a service school and preview of the firm's new model coffee machine here and in Kansas City last week.

A two-day service school was held by DeHart McGrady, Rock-Ola IVI's senior field service engineer at the Diplomat Hotel in St. Louis. Later in the week, a showing of the new machine was held at the Prom Motor Inn in Kansas City.

Frank Q. Doyle, Rock-Ola vice-president and sales manager of vending, and George Gruebert, regional manager for the St. Louis area, were hosts for the sessions.

Doyle described response as "exceptionally fine" and noted that Rock-Ola was getting increased acceptance for its machines because of their reliability and versatility.

**Minn. Bill Would Ban Sale Of Cigaretts in Machines**

MINNEAPOLIS—A bill to prohibit the sale of cigarettes by vending machines has been introduced in the Minnesota State Legislature in what its sponsors claim would be a control on smoking by teen-agers.

The bill, proposed by three Twin City State representatives, including a school teacher, would amend the existing law prohibiting sale of tobacco products to teen-agers, by adding the following additional ban on vending machines:

"It is unlawful for any person to sell or display for sale cigarettes, cigars and tobacco in any form by means of a vending machine in any place of business which persons under 18 are permitted by law to patronize." Penalties would be the same as those of the existing law: a fine not to exceed \$50 or imprisonment for not more than 30 days.

A similar measure introduced at the last session, two years ago, was defeated.

Also, efforts last year to a banning ordinance in the Minneapolis suburb of Robbinsdale were defeated, after vending spokesmen pointed out that the

problem of teen-ager smoking is primarily a parental responsibility that cannot be shifted to any legal body.

Ben Friedman, general manager, Pioneer Distributing Company, local vending firm, called the proposed bill just another attempt to shift that responsibility.

Friedman also noted that vending machines, over-all, constitute only about 16 per cent of all cigarette sales, and that the bulk of this buying is done in taverns, plants and other areas, where minors normally are not present.

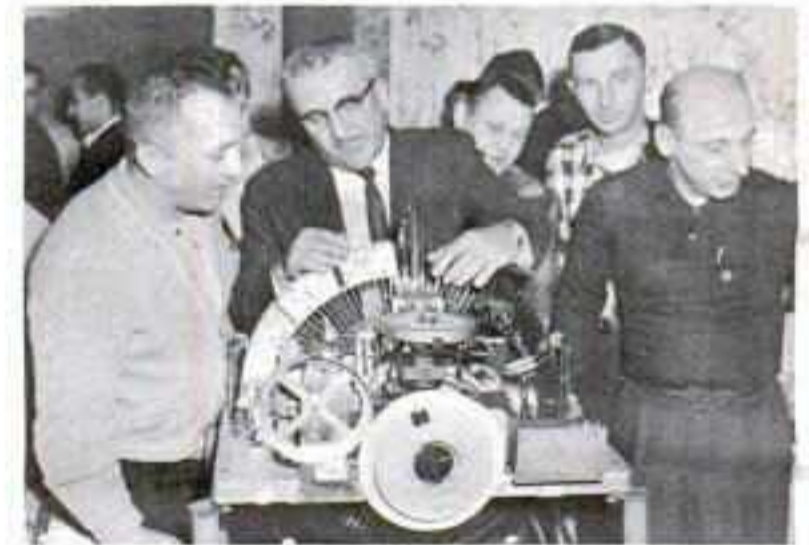
In addition, he said, minors probably will not buy at vending machines anyway, since machine prices are usually higher than over-the-counter cigarette prices, which, he added, are readily available to minors.



**Rock-Ola Service School**



JACK BARABASH, Rock-Ola field engineer, used illustrated blowups to instruct operators on proper service methods.



SOME PERSONALIZED INSTRUCTION by Jack Barabash after the class period broke up helped clear up a point for one operator.



A LITTLE FRIENDLY SHOP TALK before refreshments were served. From left: Eddie Tarman; Arnold Jost, association program chairman; Reggie Tetting, and Orville Carnitz, Badger Novelty Company.



THE CHOW LINE formed quickly after the service school was over.



JACK BARABASH AND ORVILLE CARNITZ shook hands over the success of their service school as a program feature of the Milwaukee Phonograph Operators Association meeting. Smiling in agreement (rear) were Lester C. Rieck, Rock-Ola Midwest sales manager, and distributor Carl Happel, Badger Novelty Company.

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# Service Schools Boost Attendance At Milwaukee Operator Meetings

By **BENN OLLMAN**

MILWAUKEE—Here's a sure-fire tip to local and state juke box association program chairmen hunting ways to improve meeting attendance: Call on equipment manufacturers and distributors to conduct an open service school after meetings. The schools are put on immediately following regular, but briefer than normal association business meetings.

This technique has been working out very well for the Milwaukee Phonograph Operators Association. It makes everyone happy. The association officers are gratified over boosted meeting attendance. New faces are seen at meetings. Operators are encouraged to bring their service personnel with them to the meetings.

Distributors help insure strong turnouts for their programs by beating the publicity drums out in the territory. And the distributors also help alleviate the association's financial situation by popping for a midnight snack and a pony of beer at the conclusion of the session.

### Two Sessions

The Milwaukee Phonograph Operators Association has already held two of these combination business meetings and service schools. Both met with "considerable success," reports association president, Sam Hastings, Hastings Distributing Company. "It helps keep our members and their service workers up to date on all the latest equipment. And at the question-and-answer sessions following the service school, we can get information from the experts on older equipment as well," Hastings added.

United, Inc., Wurlitzer distributor, inaugurated the program series in January as part of its extended "Wurlitzer Weekend."

The February meeting was hosted by Badger Novelty Company, Rock-Ola distributor here. Both distributors expressed keen satisfaction with results. "We were able to meet a lot of operators we don't normally see," according to Orville Carnitz, Badger Novelty Company sales boss. "And we were also

happy to be able to do something tangible to help support the association."

### Other to Follow

Dates have not been arranged as yet for other distributor service schools, according to association program chairman Arnold Jost, Arnold's Coin Machine Company. But both the AMI and Seeburg distributors have already expressed interest in co-operating with the group and are expected to fall in line for future programs.

The Rock-Ola service school meeting attracted coinmen from as far as 100 miles distant. Jack Barabash, Rock-Ola field engineer, Chicago, handled the skull session. He was accompanied by Lester C. Rieck, also Chicago, Rock-Ola Midwest regional sales manager.

Milwaukeeans who signed the February roster included: James Grosykiewicz and Casey Karpinski, Kewpie Novelty Company, Sam Hastings, Jack Hastings and Patrick Gaffney, Hastings Distributing Company; Irwin Heath, Statewide Sales; W. R. Kaiser; Michael Basile, Kemo Novelty Company; Eddie Tarman; Arnold Jost, Arnold's Coin Machine Company; Earl Linde and Dan Gawlik; Doug Opitz and Glenn Grubb, Wisconsin Novelty Company.

Also, E. E. Gebauer; Ed Bower, James Stecher, Novelty Service Company; Harry Jacobs Jr. and Ronald Kopp, United, Inc.; Emil Sauler; Clarence Smith, Milwaukee Amusement Company; John Demos and Jerome Jacomet, Ed Gronowski, Harry Horvath and Bob Gronowski, Red's Novelty Company.

Out-of-towners were Stanley Lefa, Abrams; Elmer Schmitz, Hilbert; Clarence Sinower, Portage; C. E. Manhardt, Minocqua; Martin Oberdieck, Juneau; Rogger Tetting and Mike Kloth, T. & T. Novelty Company, Oconomowoc, and Jerome P. Schmidt, Fritz Revoir and Richard Allis, Cigarette Service, Appleton.

Badger Novelty Company staffers on hand, included Carl Happel, Orville Carnitz, Dick Wegner, Ray Van Toor and Joe Frechshel.



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COWBOYS AND INDIANS



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## COINMEN IN THE NEWS

### BOSTON BRIEFS

Phil Swartz of International Vending Corporation had two recent heart attacks and is now

at his home in Brookline convalescing. . . . **Bob Jones** of Redd Distributing Company and **David J. Baker** of Melo-Tone Vending, Inc., were in Chicago for discussions with Seeburg bigwigs. . . . A number of changes have been effected at Melo-Tone's new Somerville plant. With the firm's expansion, **Bradford Ogren**, long-time employee, has been promoted to supervisor of cigaret sales. **Jack Kerner** has taken over the post of director of public relations and sales.

**Israel Spector**, Melo-Tone treasurer, is in Miami for a couple of weeks. . . . **Arthur Sherman** of the legal firm of Ravack & Sherman, advisers to many music operators, is back from a cruise to South America. . . . **Al Levine**, formerly with Redd Distributors, has set up business as Rock-Ola distributor at Globe Vending Company, 1041 Commonwealth Avenue, and is hiring mechanics.

**Mrs. Harvey Hoffenberg**, daughter of **Dave Baker**, has given birth to an eight-pound son who will be known as **Eric Michael**. . . . **Louis Magerer**, for 15 years manager of National Cigarette Machines Boston office, has resigned that position. **Arthur Jones** will take over as representative. . . . A move will be made here to start proceedings for a law in Massachusetts to make binding contracts with locations which change ownership. This will apply to music machines and cigarets. Such a law exists in Rhode Island and the proposed Bay State legislation would be modeled after that of the neighboring State.

**CAMERON DEWAR**

### CHICAGO CHATTER

Williams' **Al Stern** returned from a West Coast trip in time to bid goodbye to **Art Weinand**, who left on a similar junket. Art is due back by week's end. . . . Chicago operator **Ray Gallet** is off to Florida to soak up some sunshine. The city's worst weather (topped by the coldest day—18 below—since 1936) was just too much for Ray, as it has been for just about everyone else. . . . Others to Florida this week include World Wide's **Joel Stern** and **George Bernard** of Ideal Coin Machine Exchange. . . . **Al Thielke** of

United toured Texas en route to Sutherland Distributing Company offices in Kansas City. Al will set up operator service schools this week.

**Frank Doyle** is back in Chicago following a Rock-Ola open house for its new coffee machine there and in Kansas City last week. . . . **David Rockola** is off on an extended winter vacation and even the Rock-Ola staff is in the dark on where. David just doesn't want to be bothered with business for a change.

**NICK BIRO**

Visiting Denver distributors this month was **Jeff Hochstedler**, owner of Holly Amusement Company in Holly, Colo.

Flying into Denver for a brief visit this month was **Herb Roggow**, who is this area's only pilot-phonograph operator. Roggow runs a flying school in Las Vegas, N. M., as well as operating extensive routes. . . . **Walter Morris**, juke box and arcade operator here, has bought a new home for his family in Denver. Morris recently lost one of his arcade spots through poor location and volume.

Extreme success with their Denver airline terminal arcade has led **Stan** and **Dan Keys** of Apollo Music Company to give a lot of thought to more such locations through the city. . . . **Bill Haeffner**, of Pueblo Music Company, Pueblo, Colo., reports volume of collections on the rise, following a disastrously long strike of workers at Colorado Fuel & Iron Company, major economy in the southern Colorado steel-producing city. . . . **Gus Brown**, of Draco Sales Company, Denver Wurlitzer dis-

tributors, has been extending sales efforts substantially in an effort to offset the warm weather problem in the Denver area. His travels last month took him far up into Montana, an area seldom serviced by Draco in the past.

**Gus Brown Jr.**, whose father is a veteran salesman with Draco Sales Company, is continuing to divide his time between college studies and juke box operation.

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## Dock Strike Didn't Faze Gisser

• Continued from page 61

in machine development. The European market will be a matter of our prestige machines taxed high versus slightly inferior European equipment priced lower," he explained.

### Far East

Gisser revealed that his plans were to concentrate exports in countries outside the Common Market block. He sees a great

world-wide market ahead. He considers the Far East one of the most important markets today.

"Far Eastern countries are buying in lots of 50 and 100 machines in a market that didn't exist one year ago. This week we are filling an order from Japan for 200 ball pen venders," said Gisser. "Some of the newly formed nations in Africa are beginning to buy big too. They want to be as modern as we are as fast as possible. Automatic merchandising connotes highly civilized, highly modern culture to them."

He also said that South American countries are liberalizing their thinking about coin machines and new markets are opening up almost weekly.

### Name Change

Last fall the firm changed its name to Cleveland Coin International in deference to its world-wide operation. Gisser believes that his concern has outgrown its original name, Cleveland Coin Machine Exchange.

Launched in 1937, the firm sells every sort of coin-operated machine. Started in the rear of a piano store with a total of three persons, the company today employs 35, occupies 35,000 square feet and does business everywhere in the world—even in Pago Pago, Samoa.

It has many firsts. It sold the first juke box to Greece nearly 10 years ago; it was one of the first distributors to make extensive use of air deliveries in 1961. And it may have set an industry record when it shipped nearly 300 machines to 10 countries in 10 days in 1960.

## EUROPEAN NEWS BRIEFS

• Continued from page 67

awarded its golden sales medalion to the firm of Westav of Rothelmshausen for the third straight year. Second place award for selling the largest volume of Loewen products went to the Frankfurt firm of Globus Automaten. Erich Schneider of Hamburg was third and the Stuttgart firm of Ed Kuepper fourth. Loewen's principal products are the Fanfare juke box, the mint series of payouts and Bally games, for which it is the West German general importer. Bally currently accounts for a major share of Loewen's gross sales, and the Bally Big 7 Shuffle is one of the largest selling games in West Germany at the moment.

## Drive-In Restaurants

• Continued from page 62

of challenge, it isn't unusual for young customers to operate them all. Modern Music has found. Returns have been profitable enough that the drive-in, with no excess space whatsoever available, was willing to remove two food-service tables to make room for the three big Williams pin games.

### Phono Play

Phonograph play is not as heavy as the pin games, but amounts to a thoroughly respectable amount. Originally, it was feared that customers might refrain from playing the phonograph on the theory that music might annoy others.

## Industry Powwows

• Continued from page 64

new product and a growth in collections.

### New Locations

The opening up of giant marketing centers—discount stores, shopping centers, amusement areas and the like—for bulk machines has been largely responsible. Other important factors have been the introduction of multiple machine installations and the popularity of the dime capsule.

Where before tots were virtually the bulk operators' only customer, today operators think in terms of all ages. Diversity of product has made this possible.

In addition to straight bulk vending machines, operators are also thinking in terms of diversification into bar candy, cigarets and other miscellaneous products such as soap and toiletries.

## Wurlitzer Show

• Continued from page 70

point in the State, says Harry Jacobs Jr.

### On Hand

Operators and personnel included: Joe Binon, Shawano; Dewey Wright, Wright Music Company, Wausau; Herb Tonnell, Cigarette Service, Appleton; Nelson Tompkins, Manitowac; Ray Jenner, Jenner Amusement Company, Waupau; Don Stowe, Amusement Enterprises, Oshkosh; Val Andreas, Fond du Lac, and Elmer Schmitz, Hilbert.

Green Bay operators in attendance: Al Durand, Durand Sales; Harry Daul, Union Sales; Mel Malcore and Art Weidner,

## TWO FOR TWO MARVEL DAY

CHICAGO—It was a double-header last week at Marvel Manufacturing Company. Estelle Bye started things off with a big whoop when her daughter, Laura Lee Anderson, gave birth to a girl in Los Angeles. Estelle bid goodbye to her boss, Ted Rubey, and took off for the Coast leaving Ted with all the work. Later in the afternoon, Ted got a call to find out his own daughter, Helene Warden, also gave birth to a daughter here in Chicago. Ted left the office and the work is still piled up. At Billboard press time, both grandchildren, the four parents, and all the grandparents were doing nicely.

## Proposed Ark. Bill

• Continued from page 61

sand dollars) and not more than \$500 (five hundred dollars)."

The last part, copied verbatim from the bill, appears to be a transposed error, and is probably intended to read not less than \$500 nor more than \$1,000.

Note that the wording of the bill would hold the location owner responsible. A report will be made later on whether the bill passes or is defeated.

Mel's Coin Machine Company; Clint and Roger Bookmeier, Bookmeier Sales; William Jahnke, William Jahnke Company; George Frost and Ray Lembke, H. & L. Sales, and Joe Hallada and Joe Hallada Jr., Hallada Coin Machine Company.

## Fred Walker Out For Four Weeks

LONDON—Fred Walker, senior partner of Ruffler & Walker, juke box and amusement machine distributor, London, has been put out of circulation with a virus chest complaint.

He blames his ailment largely upon the icy interior of London's Royal Horticultural Hall during the Amusement Trades Exhibition recently.

He is expected to be recuperating four weeks. Cheering him notwithstanding is the high volume orders booked during and because of the A.T.E.

## Al Denver Honored

NEW YORK — Al Denver, president of the Music Operators of New York, will be honored March 14 at the Americana Hotel by the United Jewish Appeal of Greater New York. Denver, who was one of the founders of the organization 25 years ago, will be cited for his quarter century of service in behalf of the philanthropy.



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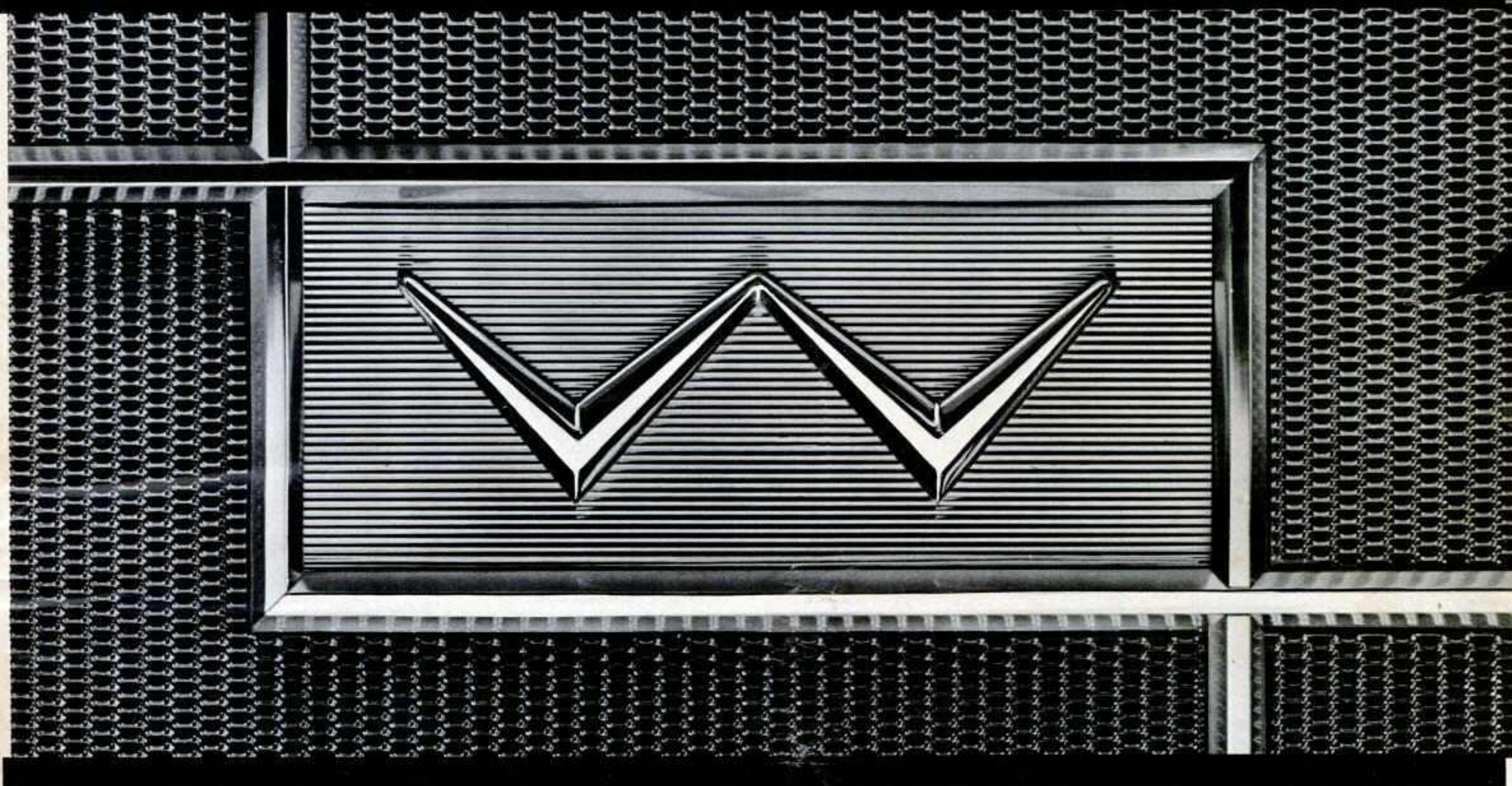
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# Billboard PHOTO GALLERY OF Newsmakers



**CONNIE TOO:** Among the girls to be seen following boys in MGM's picture, "Follow the Boys," is record arm's Connie Francis (second from right). Other girls following boys are Paula Prentiss, Janis Page and Dany Robin.



**STANDS FOR TWIST:** Buddy Greco, hit Epic album is "Soft and Gentle," hit golfer Arnold Palmer twist lessons, with help of Mrs. Greco in Palm Springs. Greco's opponents say he is one of showbiz' best golfers.



**NEW PITCH:** Dodger righthander Don Drysdale, baseball's highest paid pitcher, will make more, they say, at Reprise, after first records come out. Here he is at first session with a.&r. man James Bowen, producer of the disk.



**VIENNA STOP:** French TV star and chansonette Juliette Greco, seen here with Klaus Beranbrack and Billboard man Fred Ziller during Vienna stopover, where she had two concerts. She is en route to U. S. and Broadway concert performances.



**HECTIC DAY:** Executives at Peter Pan Records found themselves with maximum amount of distraction during signing of the Three Stooges to record contract. Besides the boys, on hand were, left to right: Ralph Gould, head of sales; Selma Rich Brody, Peter Pan a.&r. rep, and Ira L. Moss, executive vice-president of Ambassador Record Corporation.



**SPRUNG:** Back from two-year Army hitch, singer-composer Jerry Keller here signs exclusive Coral Record contract with a.&r. man, Dick Jacobs, seated. Looking on is Bill Downer, general manager of Northern Music, label's publishing company, under whose auspices Keller also is signed as writer.



**VISIT:** N. Itoh, of Nippon Victor, caught on recent trip through Baarn, Holland. He visits Philips Phonographic Industries central office and says "hello" to Dutch composer-orchestra leader, M. Malando, left, whose tangos LP, especially designed for the Japanese market, hit big there.



**TRIPLE PLAY:** Hugo (Peretti) and Luigi (Creatore) and Sergio Franchi listen to playback of the chart-breaking tenor's new RCA Victor single, "The Good Life," produced by H. & L. Franchi's second Victor LP, "Our Man From Italy," hit lists within two weeks of release.



**DUKE IN MUNICH:** Duke Ellington hit Munich on a world tour and performance was a 3,000-seat sellout. One critic said the ork had the "precision of a symphony orchestra."



**GINA BACKSTAGE:** At Atlanta Municipal Auditorium, with husband Alec Sherman, is Gina Bachauer, Greek pianist. Atlanta was one of 25 stops in a U. S. concert tour.



**HAIL, HAIL:** The Shirelles added a partner when Dan Harris wed Micki Harris (no relation), and others of group—Shirley Alston, Beverly Lee and Doris Kenner—cheer.



**NEW MAN IN TOWN:** RCA Victor Mexicana new president, Pietro Vaccari, arrives in Mexico from Rome and is met by Billboard's Dr. Otto Mayer-Serra, right.



**WAY OUT WEST:** Danny Zeitler, newly named promotion manager for Independent Music Sales, San Francisco, gets congratulations from Paul McKimmie, manager of the West Coast organization.