

B'dway Musicals Big Money Magnet

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Billboard

The International Music-Record Newsweekly

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

ABC-Para Musicals Plunge Assures Disk Firm of 3 Shows

NEW YORK—The American Broadcasting - Paramount Theaters Corporation has plunged into the Broadway musical show scene with both feet, with a \$1 million partnership deal with On-Stage Productions, the theatrical producing firm headed by Lester Osterman and Jule Styne. And in so doing, the AB-PT subsidiary, ABC-Paramount Records, is guaranteed the original cast rights to three upcoming musical schedules for the 1963-1964 season.

The deal was negotiated by Leonard Godenson, head of AB-PT, and Osterman and Styne. The \$1 million deal gives AB-PT a 50 per cent interest in On Stage Productions. The three musicals that will be produced by On-Stage are "A Girl to Remember," starring Carol Burnett, with music and lyrics by Jule Styne, Betty Comden and Adolph Green, and directed by George Abbott; a musical version of "The Ghost Goes West" with music and lyrics by Styne and son Stanley Styne, and an adaptation of "Mrs. A.," the Richard Aldrich book about Gertrude Lawrence by Sam and Bella Spewack, which will have music and lyrics by Cole Porter.

Start of Something

Godenson said that this could be the start of an extensive program of backing Broadway productions by the AB-PT company. He said as well that it might be possible in the future



BEHIND THE GUN: Leonard Goldenson, head of American Broadcasting-Paramount Theaters; Jule Styne, composer; Lester Osterman, producer, and Sam Clark, head of ABC-Paramount Records, at meeting to announce AB-PT \$1,000,000 investment in On-Stage Productions, the Styne-Osterman producing firm.

that TV could be used to produce vehicles that later could end up as Broadway shows.

Styne is one of the country's most prolific writers. He has been engaged in a flock of Broadway musicals over recent years, including the music for "Gypsy," "Bells Are Ringing," "Do Re Mi," "Subways Are for Sleeping," and is also the writer of many pop songs, such as his Academy Award winning tune "Three Coins in the Fountain." Osterman has produced many shows on Broadway, including "Say Darling," "Mr. Wonderful" and "Candide." He is the owner of the Eugene O'Neill, the Alvin and the 46th Street theaters in New York.

For ABC - Paramount it will make its first major acquisition

in the world of Broadway musicals. Firm had invested a small sum in "13 Daughters" a while back, but the show closed before it could be recorded.

Capitol Records recently made a major deal in the world of the Broadway musical theater when it purchased 50 per cent of the producing firm owned by Feuer and Martin, called Fame Productions. Capitol invested \$3 million in Fame, assuring itself

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YOU'LL FIND

Hot 100 Chart Page 28
Top LP's Chart Page 32

The Broadway musical theater appears to be a hotter magnet for investment on the part of TV, picture firms and record companies than ever before. Last week the American Broadcasting-Paramount Theater firm put up \$1 million as an investment in three forthcoming Broadway musicals. About six months ago Capitol Records put up \$3 million for a half share of the Feuer and Martin company, Fame Productions. Arnold Maxin, head of MGM Records, told Billboard last week that he foresaw record companies setting up their own subsidiary producing organizations to put on Broadway musicals. Bids are already flying for cast rights to next year's musicals on the part of record companies, even though the season just ended was only a fair one, with about six musical hits, and a number of major flops. Stories below.

MGM Can, Should Do Own Musicals, Arnie Maxin Says

NEW YORK—Arnie Maxin, president of MGM Records, said last week that he has been advocating for a long time, among MGM pictures brass, for MGM to set up a legit subsidiary to produce its own Broadway musicals. And these musicals, he said, should be based on properties already owned by the MGM picture firms, properties that were movies many years ago, and could be strong Broadway shows now.

"This is what was done with 'Lili,'" noted Maxin. "It was made into a Broadway musical called 'Carnival,' and was a big success on Broadway. We did very well with the record album at MGM. And it may be made into a picture again as 'Carnival.'"

"Why can't we do this with other MGM properties, but do it ourselves? We have the facilities in that we have a movie company, a recording company, an important music publishing firm, and skilled people who know something about Broadway."

Maxin, no stranger to Broadway himself—since it was under his reign that "Carnival" was recorded by MGM and became a strong seller, was beaming last week over the sales reports on "She Loves Me."

The show, one of the last of the Broadway musicals for the 1962-1963 season, had opened to eight favorable reviews and only one nay, and was scoring very well at the box office.

Maxin said that he was not

SHE RECALLS THAT 1ST ONE

NEW YORK — When Carol Burnett records the original cast album of "A Girl to Remember" for ABC-Paramount, it will mark the second time she will record for the label. First record she made for the firm in 1957 brought her into national prominence. It was called "I Made a Fool of Myself Over John Foster Dulles."

originally in favor of a two-album original cast waxing, which "She Loves Me" turned out to be. But he said that sales were very gratifying. He noted that the record was list-priced at less than the usual price for a two-record show LP, \$6.98 in monaural, and \$7.98 in stereo for the two record set.

He said that there had been a change in the attitude of pro-

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B'dway Musical Season Not All That Bad

By BOB ROLONTZ

NEW YORK—This may come as a surprise but the 1962-1963 Broadway musical season which just closed last week was not so bad after all. In fact it produced a number of hit musicals which also turned into good, though not sensational album sellers, namely "Oliver!" "Mr. President," "Stop the World I Want to Get Off," and the non-musical item "Beyond the Fringe," and the season ended up with some glory with a new hit, "She Loves Me," the first multi-LP waxing of a Broadway musical since "The Most Happy Fella."

To add spicing to the cake, the Vivien Leigh musical, "Tovarich," which had the distinction of being the first musical to open on Broadway without an original cast waxing contract in many years finally landed a deal when Capitol agreed to record the show last week.

There were disappointments during the season however, as there always are in the world of musical comedy. "Little Me," though still running on the Main Stem, never meant much in record form. "Hot Spot," the Judy Holiday show, in which Warner Bros. invested \$200,000, will never be recorded, since it closed last week (25) after a short and unhappy run. And "The Beast in Me," in which Columbia invested \$20,000, closed also on Saturday (25) after less than two weeks on the boards.

Pulled Ears In

There were other flops this past season, though the record companies were more cautious about their invest-

ments in musicals than they were in 1961-1962—a rough one. Victor dropped \$140,000 in "La Belle Helene," which closed before ever getting to New York. Capitol put up \$36,000 for "Sophia" which closed a few days after its New York opening. And Columbia had invested \$40,000 in "Nowhere to Go But Up," which also closed quickly and quietly.

It also can't be overlooked that three of the five or six hits that have done well on records, all came from England, where they were originally successful, "Oliver!" "Stop the World" and "Beyond the Fringe."

Off-Broadway, in a sense, had as much excitement in its own domain as did Broadway. "Riverwind," an original, plus revivals of "The Boys From Syracuse" and "Best Foot Forward," grabbed critical acclaim, as did Julius Monk's "Dime a Dozen" and English import, "The Establishment." Though so far only "Riverwind" has meant much on records, they are important for starting new people and new writers on their future Broadway careers. Liza Minelli, daughter of Judy Garland, became an off-Broadway star with her work in "Best Foot Forward."

And the Future?

And what about next season? From a May-June viewpoint, the 1963-1964 season looks like a world-beater, but then it always does as the old season ebbs. Biggest musical of next season appears to be the new Mary Martin show, "Jennie," with words and music by Howard Dietz and Arthur Schwartz. Since Miss Martin hasn't been in a show since "Sound of Music" two years ago, the excitement is justified.

The long awaited Richard Rodgers-Alan Jay Lerner show, "I Picked a Daisy," is also headed for a fall opening. As of now the show is set for rehearsals in September, traveling to Detroit first, Boston second and winding up on Broadway before Christmas. The show will star Barbara Harris and Robert Horton and will be directed and choreographed by Gower Champion.

Another big musical all set for the fall is the Meredith Willson show "Here's Love," based on the movie "The Miracle on 34th Street." Rehearsals on "Here's Love" starts June 13, and it is set to open in Detroit's Fisher Theater on July 29. Show will spend about 10 weeks on the road, with Washington (August 27), and Philadelphia (September 16) also on the schedule before the New York opening October 3.

Styne's Busy

Jule Styne is now at work on at least two, and possibly three shows. With Betty Comden and Adolph Green he is working on a show to star Carol Burnett, called "A Girl to Remember." He and his son Stanley Styne are working on a musical version of "The Ghost Goes West," which will open in London in the fall. And reports are that he and Bob Merrill are working on a musical to be called "The Fannie Brice Story" which may star Barbara Streisand. Styne and Lester Osterman will produce another show in the fall called "Mrs. A.," based on the Richard Aldrich book about Gertrude Lawrence, with music by Cole Porter. "A Girl to Remember," "The Ghost Goes West," and "Mrs. A.,"

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HENRY MANCINI TAKES TO THE SURF



...AND RIDES THE CREST OF THE CRAZE!

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RCA VICTOR



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Club Benefits All, Columbia Counsel Claims

By LEE ZHITO

HOLLYWOOD—The Columbia Record Club benefits dealers, artists, participating disk firms and consumers. This was the basis of Columbia's defense here last week in the West Coast phase of the hearings into the Federal Trade Commission's complaint against the Columbia Club.

Through a parade of witnesses representing artists, labels, dealers and members of the record club, Columbia sought to establish that each of these facets of the disk industry were reaping rewards as a direct result of the record club's existence. The hearings were held here through the past week before Hearing Examiner Donald R. Moore. Attorneys for Columbia were Asa Sokolow and Stuart Rbinowitz. FTC attorneys were Richard Lavine and Morton Needelman.

The Artist's Side

From the artist side, Columbia called Andre Previn and Percy Faith. It also called Robert Ginter, business manager for Julie London, and Arnold Mills, personal manager of Martin Denny and Bobby Vee. From coast-based labels who participate in the Columbia Club, the defense called to the stand Don Bohanan, Liberty's national sales manager, and Joel Friedman, Warner Bros. merchandising director. Al Bennett, Liberty president, was scheduled to testify on the final day of the sessions here, following Billboard's press deadline. Other witnesses included Ron Zenger, a Salt Lake City disk dealer, and two consumers, members of the Columbia Record Club, and University of California associate professor of Business Administration.

Jim Conkling Called

The defense also called Jim

FLATT-SCRUGGS MADE A MARK

NEW YORK—Inadvertently, last week's Billboard story about the appearances of top country music artists before the New York Sales Executives Club omitted the names of two of the brightest stars to perform. Lester Flatt and Earl Scruggs along with the Foggy Mountain Boys were a highlight of the proceedings and brought down the house with their picking and singing.

Flatt and Scruggs had canceled two important personal appearances in order to participate in the show. The Madison Avenue throng at the show were especially impressed with the fact that Flatt and Scruggs provide the musical theme for today's hottest network TV series, "Beverly Hillbillies."

Conkling to testify as to the start of the record club, a venture launched at the time when he was president of Columbia Records.

Previn, in crispy articulate answers, pointed out that he signed with Columbia Records because of his opportunity to record non-warhorse classical repertoire. He testified that he felt the Columbia Club had enhanced his career and his earnings as a result of its heavy advertising in mass circulation consumer publications. Previn said he felt club distribution of his LP's benefited their retail sales because "retail sales fell off after a period of a half year (following retail release), and then after it (an LP) did very well in the club, according to statements that I have checked, the retail sales went back up and have remained up." As composer and publisher of his own tunes, Previn said his earnings were substantially enhanced as a result of the club sales.

Previn's testimony, along with that of the artists' managers and label execs, stressed the fact that the club started distributing records after the LP's were first released through retail channels, and only after retail sales started to wane. The government, pointing to the Billboard best seller charts, sought to establish that the club's distribution of various releases came at a time when these albums were still riding high on Billboard's charts, thus attempting to disprove that club took on albums after their retail potential had diminished.

Club Benefitted Clients

Both Ginter and Mills testified that the club benefited their clients through its extensive advertising as well as heavy sale of their LP's. Both Bohanan and Friedman testified that their labels' wares were turned over to the club after it became apparent that the product had exhausted its retail appeal. Both stressed the benefit to their respective firms' label image as a result of Columbia's extensive ads, and the value of added earnings resulting from the club's sales.

Zenger, the Salt Lake City dealer, testified that he used radio to advertise the fact that his store was a Columbia bonus record redemption center and

(Continued on page 14)

SURFING SCENE

Coast Craze Adds Hearse

HOLLYWOOD—Bob Keene's Del-Fi Records will give away a "surfin' hearse" to a record buyer here as part of a three-way promotional tie-in between the label, the Music City Stores and Station KFWB. Stunt arises from the current craze among Southern California teen-age surfers to acquire used hearses to cart their surfboards to the beach. Same contest will be staged in other cities.

Promotion is aimed at spotlighting Del-Fi's surf artists, the Lively Ones, and the label's surf-heavy product line-up. To win the Del-Fi hearse, youngsters can pick up entry blanks at any of the three Music City stores. Music City is backing up the contest with heavy in-store displays of Del-Fi's surfing line, with particularly emphasis on the label's current sellers, "Battle of the Surf Bands" and "Surf Drums."

The station's part in the giveaway is through its "KFWB Beach Patrol" and its "Club 98" promotions through which it has scheduled hour plugs on the "Surfin' Hearse" by all its deejays each day for three weeks. On June 8, KFWB jockey Joe Yokum will draw entry blanks from a bowl to announce the winners.

First prize is the hearse, a 1948 Packard funeral wagon, with surfboards as second prizes. Next week, Keene will stage a similar giveaway promotion of hearse and boards in San Francisco, in a tie-in with the Emporium Store.



HEARSE GIVEAWAY: The prize is inspected by Del-Fi's "Surfing Queen," Rachel Roman, second from left, and label's group, the Lively Ones—Ed Chiaverini, Ron Griffith, Joe Willenbring, Jim Masoner and Tim Fitzpatrick.

There are approximately 100,000 surfers in Southern California today, a sport which has created its own music, its own language and "uniform," and a thriving industry. Last year there were only five surfboard manufacturers in the Los Angeles area. Today more than 100 firms make the boards. Two magazines are published here devoted exclusively to surfing. One boasts a circulation of 65,000. Scores of surfing shops

have opened along the California beaches to service the surfers.

Oddest development in the surfing craze has been its affect on the used car business. Until recently, an old hearse was about the deadiest item on the used car market, with wood paneled station wagons following a close second. Today, used hearses are snapped up by the surfers as coveted "board buggies," and as a surfer's status symbol outclasses the "woodies" (panel wagons).

Sinatra Sues for Cap Masters

HOLLYWOOD—Frank Sinatra last week filed a new suit against Capitol Records, this time asking the California Superior Court to rescind Capitol's ownership of Sinatra's masters and restore the masters to the singer. Sinatra's also asked for an injunction restraining Capitol from further use of the masters, from the sale of Sinatra disks, and "from purporting to own any rights to said masters."

The singer also asked that Capitol be made to "account for their use of the said masters from April 1, 1962, on . . ."

Sinatra's latest legal action against Capitol stems from Capitol's one-for-one sale of the singer's albums during the summer of 1962. During this sale, Capitol had offered one free Sinatra LP for each one purchased. This prompted Sinatra to file a Sherman Anti-Trust Action against Capitol in July, 1962, and later, in October of the same year, to file suit in the State Superior Court seeking damages and an injunction under the California Unfair Practices Act.

Sinatra Complaint

While the Federal Court action is still pending, Sinatra filed a complaint in the State Superior Court contending that Capitol had paid him royalties only on half the disks it had sold during the one-for-one program. The singer claimed Capitol owes him royalties for an additional 640,886 records, amounting to "not less than the sum of \$139,234.80," to cover the "free" LP's which were distributed during the one-for-one sale.

The complaint stated that Capitol "pretended to give free

one phonograph record with each record sold to the defendants' customers, said pretense was fictitious in that no gift was in fact made or intended, but on the contrary, said practice was merely a device for giving a discount to defendants' customers who were not obligated to lower the price to any succeeding distributor or dealer or retailer or any customer.

A Further Breach

The complaint further charged

that Capitol's "pretending to make gifts of records constituted a breach by defendants of the implied covenant of good faith in performing the purchase provisions of the Distribution Contract" under which Capitol acquired ownership of Sinatra's masters. According to the complaint, Sinatra first learned in March of this year that Capitol "intended to exclude any such records purportedly given away

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Billboard BACKSTAGE

A Dream-Comes-True Story

Dear Johnny: Please write a song some day just for me called "I Wanna Be Around to Pick Up the Pieces When Somebody Breaks Your Heart."
(s) Sadie Vimmerstedt, Youngstown, Ohio.

SADIE VIMMERSTEDT wrote that letter to composer Johnny Mercer some seven years ago. It was written on the back of an old grocery list.

Not long ago, after a seven-year wait, Mrs. Vimmerstedt received a note from Johnny. He said that she was being listed as co-writer of "I Wanna Be Around." It is a song recorded by NARAS Award winner Tony Bennett for Columbia and it has climbed to the top of the charts as a single, and the LP album is settling in for a nice long run on the best seller lists.

Sadie Vimmerstedt is a cosmetician in the Strauss Department Store in Youngstown. She never had written a song or had an idea for a song before. You can imagine the thrill she got when the letter from Johnny Mercer came. In August, she and her daughter, Germaine, an advertising executive, are going to meet him face to face. She can hardly wait.

This is the kind of dream-come-true story we like to hear about our business. And it's comforting to know that there are people like Johnny Mercer and Tony Bennett around who have the perceptiveness to stay that close to people's dreams.

Val B. Cook PUBLISHER

Coast Station Asks Pluggers to Swear There's No Pay-Off

HOLLYWOOD—Radio Station KFWB, Crowell-Collier Top 40 outlet here, last week required all record promotion men servicing the station to sign an affidavit stating that no gifts, trips or entertainment exceeding \$20 have been given to members of the station's program department.

Action rose from a series of anonymous calls accusing station librarian Don Anti of receiving gratuities in exchange of favors in programming specific records. A similar call was made to Joe Drilling, the Crowell-Collier Broadcasting Company's president.

Members of the recently formed Southern California Record Industry Promoters (SCRIP) met last week to decide on a course of action. The group was divided as to whether members should comply with the station's affidavit demand.

In the meantime, KFWB general manager, J. J. Bernard, informed all promotion men that unless they sign the affidavit stating the extent of favors bestowed upon the station's program department, the men will not be admitted to the station.

Bernard told Billboard he refuses to dismiss any member of his station's staff on the basis of anonymous calls and masked accusations. If anyone has a legitimate charge to make and

can prove it, he will then take corrective measures, he said.

Bernard said in a letter to Russ Regan, SCRIP president (promotion man for Buckeye Distributors), that the mysterious caller threatened: "If he (the librarian) isn't replaced, a report of his activities will be made to the FCC," where the station's license renewal currently is pending. Bernard told Billboard that approximately 10 SCRIP members already have signed his affidavit.

He further said that his company's policy requires that each member of the staff sign a similar affidavit to prove that no payola is being taken.

Regan said as head of the promotion men's organization, he personally favors signing the paper, but feels that the decision as to whether it should be signed should be one that's up to each individual member. He feels that the association is a social body and should act as a unit in an issue such as this. He said he will sign the KFWB paper.

European Pub Gets Hit Share

NEW YORK — Francis, Day & Hunter, the European music publishing firm, has acquired representation for more American hits during the first quarter of 1963 than in any previous quarter over the past five years, according to Al Kohn, the firm's U. S. man.

The company has some big U. S. sellers in those tunes picked up for overseas representation. "Pipeline," "Watermelon Man," "Our Day Will Come," "Send Me Some Lovin'," "Young and in Love" and "Memory Lane" are a few of the titles acquired by the U. S. rep. Kohn said Francis, Day & Hunter does not accept all the tunes offered it, but screens the material to fit particular European markets.

He feels that the jump in F.D.&H. acquisitions represents a new trend in the U. S. away from the quick buck in overseas rights. "In the past," Kohn said, "American firms were only interested in short-term deals on their songs. Since we insist on a 10-year contract, and since we are being asked to represent



DAVE GRUSIN, top-selling Epic artist, boasts "versatility plus." Grusin not only plays extraordinary piano, but arranges, orchestrates, and conducts in his successful album, "Piano, Strings and Moonlight." Hear the many moods and talents of Dave Grusin, a hot young find. (Advertisement)

Gospel Disks Made on Spot Hitting Mkt.

NEW YORK — Tom Wilson, newest a.&r. producer to join the Columbia-Epic fold under pop a.&r. director, Dave Karpalik, swung into action immediately upon joining the operation and his initial efforts, the first LP's cut at the gospel-based Sweet Chariot night club here, are being rushed to market.

Two of the sets are on Columbia and one appears on Epic. On the latter is a package by the Herman Stevens Singers, which was cut May 16.

On the parent Columbia label are sets titled "Introducing the Sweet Chariot," featuring the Golden Chords, the Sweet Chariot Singers and the Nathaniel Lewis Singers; and "Shoutin', Wailin', Hard Drivin' Pop Gospel," featuring the Sweet Chariot group. All three were recorded live at the club under Columbia's exclusive diskings arrangement with the bistro.

more writers and publishers on their overseas tunes, it's logical to assume that Americans are becoming more concerned with the catalog as well as the hit potential of their material."

American writers and publishers are also considering the efficiency of the F.D.&H. operation, according to Kohn. F.D.&H. has with its associate British company B. Feldman, affiliates in Paris, Frankfurt, Milan, Amsterdam and Brussels. The U. S. publisher does not have to check with a dozen different European firms when he wants a report on his tune's earnings in various countries on the Continent, Kohn said.

Biondi Out in Chi, Mulls Other Offers

By NICK BIRO

CHICAGO — It appears that WLS and its top-rated deejay, Dick Biondi, have come to a parting of the ways. Neither the

station nor the jockey have any comments, but the signs are these:

Biondi has spent the past few days in New York, where he met with—among others—Sam Holman of WABC. It was Holman, formerly program director with WLS, who brought Biondi to Chicago almost three years ago. Biondi has also been getting overtures from stations in such markets as Los Angeles and Cleveland.

WLS, meanwhile, is about to reshuffle its jockey schedule, has hired two new jockeys (not necessarily to replace Biondi) and is considering hiring a third (this one possibly a Biondi replacement).

Don Phillips, formerly with WOKY and WRIT, has been brought in to replace Joe Kelly (Continued on page 46)

Roulette Takes Over Action as Factory Branch

NEW YORK—Roulette Records will take over the Action Records indie distributorship here on June 15. The operation will then become a Roulette factory branch to be known as Adam Record Distributors Corp., according to Morris Levy, president of Roulette.

Action has been the New York distributor for Roulette for some time. At press time, no decision has been made at Roulette as to whether the new branch would take on any labels other than its own which include Tico, Roost, Gee, End, Gone and the Forum budget priced LP line, in addition to Roulette. Action has also been handling such lines as Vee Jay, Reprise, Time and Universe.

Lou Klayman, who has been president of Action, and who will assist in setting up the new distributing branch, said "Distribution is in an extremely chaotic state and I feel another direction may be in order for me at this point." He expects to announce his permanent plans shortly.

NARM in Yule Survey

PHILADELPHIA—A survey of the Christmas product sold by the 25,000 NARM phonograph record outlets during the 1962 season is now in full swing.

When the survey is completed, each record manufacturer will receive a report on his company's product in an effort to weed out the unsalable. Survey results will also be sent to each NARM merchandiser alerting him to highly salable product which he may not have carried last year.

Survey results will also be made available to record rack merchandisers and manufacturers early in June.

Al Porgie, 51, Dies in N. Y.

NEW YORK—Al Porgie, vet music man, died last Sunday (19) of a heart attack. He was 51 years old.

Porgie broke into the music business in the 1920's working for the old Waterson-Berlin-Snyder publishing firm. In the 1930's he was a professional manager for Crawford Music, a subsidiary of Chappell. He started his own firm, Al Porgie Music, in 1940, and was active in the firm at the time of his death.

He is survived by his widow, Rose; his brother, Joe; his daughter, Beverly, and two grandchildren. The firm, Porgie Music, will be carried on by his wife and his brother.

Smash Signs Kenny Dino

CHICAGO — Kenny Dino, popular young singing star, has been signed to an exclusive recording contract by Smash Records and his first single for the firm, "I Wanna Know," will be released immediately.

The signing was done by Doug Moody, his first since he was recently made a.&r. director for the label in addition to his eastern promotion activities.

Dino's last disk, "Your Ma Said You Cried in Your Sleep Last Night" on the Musicor label, was a national chart item.

Charles Fach, head of Smash, said the signing was another step in Smash's program of acquiring proved young talent. Smash said that Moody and Jay Swint on the West Coast are currently negotiating to bring other name artists to the label.

MEADER'S 2D

Honest, Fellas—It's Selling

NEW YORK—Cadence Records has a problem this week—how do you convince people you have a hit album when you've only sold 190,000 LP's? That is, when the album is Vaughn Meader's follow-up to his big hit, "The First Family."

Re-orders on the "First Family, Vol. II" have been coming in steadily, according to Budd Dolinger, sales and promotion executive, but the label has been having a good deal of trouble washing the monumental success of the first volume out of dealers, distributors and radio station executive minds.

"Because it hasn't sold at the staggering rate of the first LP, we've had a hard job convincing people it's a hit. Dealers for instance immediately make the comparison between Vol. I and Vol. II," Dolinger said, "but when questioned closely and they check retail sales records they find out that

this album is among the three top selling sets in the store." Dolinger reports that the album has sold well over 20,000 in New York City alone.

The comparison stigma also plagues the label on the radio front. Because of the comparison thinking, radio stations are not inclined to give the album a fair shake in air time, Dolinger said. "Another thing," he added, "the mass of JFK satire disks that followed "First Family, Vol. I," caused a good deal of concern on the part of some station managements. As a result, some of them decided to ban all future JFK disks."

In the meantime, Arch Bleyer, Dolinger and the rest of the Cadence crew stay on the phones taking orders and talking up excitement on their close to quarter-million selling follow-up, "The First Family, Vol. II."

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Doris Day On What A Beautiful Dream	The Clancy Brothers and Tommy Makem The Rising Of The Moon	JIMMY DEAN I Was Just Walkin' Out The Door	DION The Loneliest Man In The World	Aretha Franklin God Bless The Child
Robert Goulet The Moon Was Yellow	EYDIE GORME Guess I Should Have Loved Him More	Mahalia Jackson The Green Leaves Of Summer	Frankie Laine Moonlight Gambouze	Mitch Miller and the Gang In The Shade Of The Old Apple Tree In The Good Old Summertime
Patti Page Just A Simple Melody	My Coloring Book BARBRA STREISAND	JERRY VALE Summertime In Venice	Steve Lawrence If You Love Her, Tell Her So	EARL WRIGHTSON Some Enchanted Evening
The New Christy Minstrels I Know Where I'm Goin'	Marty Robbins The Bend In The River	Leslie Uggams Summertime	Andy Williams May Each Day	



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Songs For A Summer Night



24 Great Vocal Performances in A Sensational Two-Record Set!

FROM COLUMBIA RECORDS

See your Columbia Records Distributor for full details.

UA Names Leipzig Talmadge Top Aid



Art Talmadge, Lloyd Leipzig, New UA Records Team

NEW YORK—Lloyd Leipzig has been named director of creative services at United Artists Records. He will supervise the firm's publicity, advertising and exploitation functions, and will also work on the artists relations level. Leipzig will report to Art Talmadge, president of the label. Norm Weiser, who left UA to head up the 20th Century-Fox disk operation, formerly handled many of the functions now being taken over by Leipzig.

In addition to these duties,

Leipzig will also act as liaison between the record company and the parent film firm. Prior to taking on the new post at UA, beginning June 1, Leipzig had been manager of a stable of name talent, including Jill Corye. Before becoming a manager, he had been with Columbia Records as director of pop publicity.

Most recently he had worked with Mitch Miller as director of publicity and exploitation for the "Sing Along With Mitch" TV show.

Mitchell Trio Trots Into Mercury Stable

CHICAGO—Mercury Records Corporation followed up its signing of Johnny Mathis with the addition of the Chad Mitchell Trio to its artist roster last week.

The move is considered another step in Mercury's recently announced goal toward building a strong folk roster for which it set up a separate division earlier this year.

The trio has had three albums and two singles hitting the charts, most recent of which were "The John Birch Society" and "Lizzie Borden."

According to Irving B. Green, Mercury President, Milt Okun will continue as the group's musical director and will have full charge of their recording sessions.

Yule Satire

The trio's first Mercury album has been scheduled for late August and will include a satire on "The 12 Days of Christmas."

In the past three months, the trio has starred on five prime-time television shows: Ed Sullivan, Dinah Shore and three times on "Hootenanny."

Personal appearances include New York's Blue Angel, Chicago's Empire Room and Hollywood's Crescendo. The trio is slated to open May 28 at Chicago's plush Drake Hotel, first folk act ever to play there.

Heading South

The Chad Mitchell Trio has also just finished its first concert season with appearances in New York's Town Hall, Chicago's Orchestra Hall and a 15-week

Texas Zoomer

NEW YORK—Diamond Records has acquired one of the hottest records in Dallas-Fort Worth. Kirby St. Roman singing "Summer's Comin'" has reportedly surpassed 10,000 in sales in the first week in the area. The record will remain on the Inette label and will be distributed by Diamond Records.

Blaine Tells Mfrs. His Plan To Distribute & Hold Prices

NEW YORK—Jerry Blaine, head of Cosnat Distributing Corporation, sent a letter last week to the heads of 20th Century-Fox, Mercury, Liberty, London, MGM, United Artists, Roulette, Atlantic, Kapp, Dot and ABC-Paramount Records, with a suggestion for a new type of distribution that he claims would stabilize record prices. To control prices, says Blaine, it is necessary for manufacturers to control their product. To do this, says Blaine, his distributing firm is prepared to make the following offer to these key labels:

1. Cosnat will open for five or six strong labels (with catalog) 10 or 12 strategically located warehouses to cover the U. S. The warehouses will employ sales staffs to merchandise and promote the label's catalogs. Invoices will be sent to the firms to bill and carry the accounts under whatever plans or prices the labels set, with a percentage of the sales going to Cosnat.

2. Labels will own their own inventory. The labels' investment is in production, inventory, billing and merchandising ideas for their own product. Product will be insured for fire and theft.

3. All product must be sold and delivered only to Cosnat, which would have the exclusive franchise for the lines. The manufacturer would set the price but Cosnat would set the policy. The policy would cover the entire record industry (one-stops, rack jobbers, discount houses, chain stores, retail stores, stores that handle cut-outs, etc.).

4. Labels would pick up their inventory from their present distributors.

Blaine's plan would put the five or six labels in the distribution business. But he claims only the manufacturer can insure stabilized prices and product and protect the business. His plan, claims Blaine, is the only sound means of survival for a vibrant, growing industry.

As of weekend, Blaine had not heard from any of the labels concerned. His letter was sent out May 22.

LATE SINGLE SPOTLIGHTS

Pop

DICK AND DEEDEE

LOVE IS A ONCE IN A LIFETIME THING (Odin, ASCAP) (1:50)—The young couple have had a winner recently in "Young and in Love" and they figure to score again here. It's a nice reflective ballad, full of vows to one another and there's a strong recitation spot. Watch it. Flip is "Chug-a Chug-a Choo Choo" (Odin, ASCAP) (2:14). **Warner Bros. 5364**

FERRANTE AND TEICHER

ANTHONY AND CLEOPATRA THEME (Robbins, ASCAP) (2:41)
—CAESAR AND CLEOPATRA THEME (Robbins, ASCAP) (2:57)
—The two big themes from the much-touted picture are done in dramatic fashion by the duo-pianists in readings that are loaded with flashy piano flourishes. Big ork arrangements and a steady beat characterizes both sides. Either way or both here. **United Artists 607**

BRIAN HYLAND

I'M AFRAID TO GO HOME (Pogo, ASCAP) (2:38)—A real sharp ballad effort in the teen groove for Hyland. The side has a good lyric thought and the arrangement uses lots of unison dual-tracking. Side is potent and should step right out. Flip is "Save Your Heart for Me" (Pogo, ASCAP) (2:05). **ABC-Paramount 10452**

GEORGE MAHARIS

WHERE CAN YOU GO (For a Broken Heart) (Blackwood, BMI) (2:29)—Here's the TV star's return to disk after a long absence due to illness. The effort, a nice, warm, croon-styled job on a weeper theme, should put him back in the chart derby pronto. Fans will go for this one fast. Flip is "Kiss Me" (January, BMI) (2:35). **Epac 9600**

U.N. RECORD

Scandinavians Get Big Hurrah for Sales Mark

NEW YORK — The hats of the United Nations and the record industry of the entire world were tipped Wednesday 22 to the three Scandinavian countries of Norway, Denmark and Sweden, when checks totaling \$800,000 were turned over to the U.N. High Commissioner for Refugees by representatives of the three countries.

The checks represented proceeds from the sale in Scandinavia of the "All-Star Festival" LP, released February 26. Record is distributed on a worldwide basis by Philips Records.

The checks were presented to Felix Schnyder, U.N.H.C.R. commissioner by the permanent representatives to the United Nations of Denmark, Aage Hesselund-Jensen; Norway, Sivert A. Nielsen, and Sweden, Mrs. Agda Rossel.

On hand at the ceremonies were a number of the prize winners in the Scandinavian Airways contest that was part of the "All-Star Festival" LP promotion. A trip to New York was part of the prize. From Sweden came Gunhild Sjöberg and Roland Carlsson and from Norway, Arild Syiesegg. Two prize winners from Denmark, unable to

be present at the ceremonies, will visit United Nations headquarters in June.

In receiving the checks from the Scandinavian representatives, Commissioner Schnyder lauded the whole-hearted cooperation given the drive in Scandinavia. He singled out the record, broadcast and movie industry of the three countries, marking especially the unselfish way in which record dealers gave without receiving a single penny for overhead and handling.

He also thanked the contributors of phonograph manufacturers, copyright holders and artists for forgoing contractual obligations and usual royalties. He also cited the Swedish United Nations Association, the Norwegian Refugee Council and the Danish Refugee Council for mobilizing the industrial and volunteer forces that pushed the disk across.

The respective governments of the three lands also came in for bows. Norway refunded all taxes paid on the records. Sweden contributed five crowns (almost \$1) for every record sold, and Denmark waived the purchase tax on the record.

INDUSTRY BRIEFS

Extruder Unveiled

NEW YORK — A console model extruder has been introduced by Audiomatic Corporation of Gloucester, Mass. The pre-plasticizing equipment is designed to serve two or more seven-inch presses or one or two LP presses, depending on the press cycle.

The all-new equipment delivers an automatically preformed 45 r.p.m. shot in five to seven seconds and an LP shot in 25 seconds. It handles dry blend, granular and reground material.

Foley Gets Catalog

NEW YORK—Norman Foley has purchased the Milton Kelllem catalog, containing such standards as "Gonna Get Along Without Ya Now" and "Kissin' Time," plus a flock of other songs. Foley has moved to his new offices in the Brill Building, and is working with young writers for his new music firms, which he formed about two months ago.

Al Porgie Dies

NEW YORK—Vet music man Al Porgie died last week of a heart attack, at the age of 51. Porgie, who over the years had been associated with a number of important firms, including Chappell, had his own firm at the time of his death, Porgie Music, a BMI firm.

Crewe Forms Label

NEW YORK—Bob Crewe has announced the formation of his

own label, Vivid Records. The label will be handled for national distribution by Sid Parnes' newly formed Independent Producers Group.

Vivid's first release will be "Satisfied" b-w "It's Only Me," by Kevin McQuinn and "Poco Loco" b-w "Don't," by L. B. Wilson.

Mrs. Weiser Dead

CHICAGO—Funeral services were held last week for Mrs. Rosa Weiser, 73, who died Monday (20) after a long illness.

Mrs. Weiser, mother of 20th Century-Fox executive Norman Weiser, is survived by Stanley Weiser, vice-president and general sales manager of Angelica manufacturing Company and son Norman.

Mort Nasitir Named V.P.

NEW YORK — Mort Nasitir has been elected vice-president in charge of Donahue & Coe's phonograph record division.

Nasitir will continue as account supervisor on MGM and Verve Records and MGM Television, Inc.

Prior to joining the agency three years ago, Nasitir was director of advertising and merchandising for Decca Records.

He is member of the National Academy of Recording Arts and Sciences and the Sales Executives Club.

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Decca Raises Sights As Artist Roster Continues to Grow

NEW YORK—Decca Records has been increasing the size and the hit potential of its artist roster. The signing of Gary Clarke, one of the stars of "The Viginians" TV show, and an independent production deal with two of the 4 Seasons, Frank Valli and Bob Gaudio, again underlined the growing aggressiveness of the company's policy in the talent market. Artists are being lined up for the parent label and its two subsides, Coral and Brunswick.

This policy was most dramatically spotlighted when Decca acquired the services of Rick Nelson a short while back.

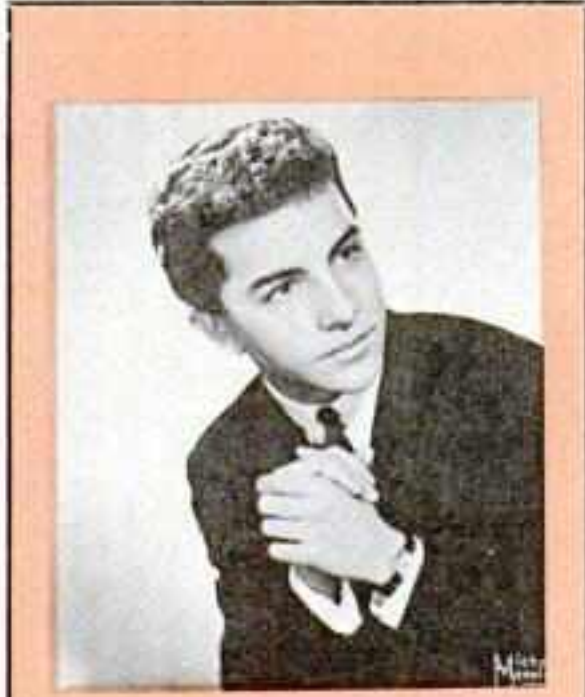
But, according to sources within the company, it was only one step in a campaign to sign artists in all areas of recording. Besides the signing of Nelson and other veterans like Johnnie Ray, established young artists with a hit behind them like Gerry Keller and promising newcomers like Clarke, the label has been involved in buying masters and taking advantage of independent production deals for more than a year.

Giant Steps

It was just such an independent deal that brought the Demensions to Coral. The production deal with Valli and Gaudio is just such an arrangement. It will not affect the artists' contracts with either the 4 Seasons or Vee Jay Records, for whom the group records. One of the first recordings being issued by the label made by the Valli and Gaudio team will be by the Page Boys.

Among other young pop artist acquisitions which the label is high on are Bob Maxwell, the Delaires, the Tarriers, Steve De Pass, the Dalton Boys, the Escorts and Monica Kirby. In the country field, where the label has some 26 top-rated artists, Decca is high on Bill Phillips, Eddie Bond, Penny Jay and sacred singer Dave Rich. The firm has also signed a good number of veteran performers, both vocal and instrumental, besides Johnnie Ray.

Mabel Mercer has an album being planned, Edie Adams has signed for two LP's, Sam (the Man) Taylor has an LP in the can, Charlie Spivak's first set has been issued on the label, Carol Burnett has another album to do for the label under her present contract, Big May-



KENNY ROSSI, popular teen heart-throb and one-time "Bandstand" regular, made his Mercury wax debut as a warbler on "Wait and See" single. The 19-year-old songster didn't have long to wait. Femme fans rushed to record shops for the fresh-from-the-pressing plant platter. Result: Rossi is heading straight for a chart-riding Mercury debut! (Advertisement)

belle has been signed, as has Alan Dale.

Among some of the product being issued in the near future on a master purchase basis are disks by Steve Clayton, Ivan Block and Louis Jones, whose current entry is "The Birds Is Coming." Decca also acquired the new Bob Hope comedy LP which was recorded in Russia.

NO, BUT I HEARD THE RECORD

NEW YORK—Fawcett Publications has published a photo book based on the "First Family" LP's. The tome, titled "The First Family Photo Album" has been prepared by Earle Doud, Bob Booker and George Foster and contains material from both Cadence albums used as captions to news photos of the Presidential principals and printed in dialog form. The book has been timed to coincide with release of the second volume of the "First Family" LP.

Eddy Howard Dies on Coast

HOLLYWOOD—Eddy Howard died in his sleep last week at his home at the Eldorado Country Club at Palm Desert, Calif. He died, at 48, apparently of natural causes.

One of Howard's biggest record hits was "To Each His Own" which was a smash in 1946, selling over 2,000,000 copies. His various recordings sold a total of over 15 million. Most of his career was on the Mercury label.

Howard formed his own band soon after he was graduated from Stanford University in the early 1930's. He started originally in the San Francisco area and then played the national band circuits. He was a writer as well as a band leader, and wrote his theme "To Each His Own" as well as many other hits, including "Rickety Rickshaw."

He is survived by his widow Jane, and two children.



CUTTING A HIT: "She Loves Me" cast members at MGM recording session, Ralph Williams, Nathaniel Frey, Barbara Baxley, Jack Cassidy and Daniel Massey.

ABC-Paramount Musicals Plunge

• Continued from page 1

of income from Fame's show earnings, which included box office receipts and record royalties from "How to Succeed" and "Little Me" (though the two shows were already on the Victor label), as well as motion picture rights and income from rentals for two theaters—the Lunt and Fontaine in New York and the Shaftesbury in London—which were part of the deal.

The Big One

CBS put up the more than \$400,000 to back "My Fair Lady" and Columbia Records got the cast rights in the deal, since it was swung by Columbia Records President Goddard Lieberson. NBC has invested in many shows, too, sometimes assuring the cast rights to its fellow RCA subsidiary, Victor Records, sometimes not.

The entry of AB-PT into backing legitimate stage ventures means that one more large record label is in the original Broadway cast field. At one time only Columbia, Victor, Capitol had the big money for Broadway musical show investment, but MGM, London, Roulette, Mercury and Kapp have cautiously ventured into the picture. And many firms have moved carefully into the off-Broadway picture which requires a much smaller outlay.

The music for the three shows that will be recorded by ABC-Paramount are separate and according to Stein will be published by one of his firms and handled by Chappell. Motion picture sound-track rights to the show, if they become movies, are not sewed up by ABC-Paramount, and would have to be negotiated separately.

B'dway Season Not That Bad

• Continued from page 1

are all set to be recorded by ABC-Paramount as a result of the Styne-Osterman deal with American Broadcasting - Paramount Theaters last week (see separate story).

Another big show heading for Broadway in the fall is the one being billed as "The World's Fair Musical," "Barnum." At one time there were two shows called "Barnum in the Works," but now there is only one, to be produced by Alexander Cohen. Marion Grudeff and Raymond Jessel, the Canadians who wrote "Spring Thaw," a hit

Toronto show, are set to handle the music and lyrics. This duo is also set to do the music and lyrics for another musical of Alexander Cohen's slated for next season, a musical called "Baker Street" based on the life of the great detective Sherlock Holmes, with Rex Harrison considering the role.

'Zenda' Promised

Alfred Drake is set to open in a new show on the Coast called "Zenda" based on the swashbuckling story originally titled "The Prisoner of Zenda" which has been a show and a

movie more than once. Edwin Lester is presenting it; and it is due to open in San Francisco first, and then stop off in many other towns before hitting New York about Christmas.

Sammy Davis is set for the lead role in a musical version of "Golden Boy" the hit show—and later a movie—of the late 1930's. Another straight play, the comedy called "Blithe Spirit" is being made into a musical, under the title of "High Spirits." Hugh Martin and Timothy Gray are the writers of the words and music for this one also supposed to arrive next season.

A new best selling book, Dawn Powell's "The Golden Spur" is on its way to become

a musical next season if everything goes alright. And Herman Levin, producer of "My Fair Lady" has two projects up his sleeve. One is a musical version of "The Sleeping Prince," the other is a new musical called "Cat and Mouse."

Other shows being talked about for next season are Lionel Bart's "Blitz," currently a hit in London. Bart may also have his new show "Quasimodo" ready for next season. And there are reports that a much talked about project, a musical version of Budd Schulberg's "What Makes Sammy Run" will also come off as well as "One Hundred and Ten in the Shade," music and lyrics by Tom Jones and Harvey Schmidt.

All in all, the prospect looks exciting.

MGM Should Do Own Musicals

• Continued from page 1

ducers and publishers about show scores.

Albums Favored

"At one time the publisher always wanted five or six single records," said Maxin. "Now they are not concerned about singles. They want the original cast record to be played over the air, and since stations now program a lot more albums than they used to, this is happening more and more. In addition, show writers write more material songs than they used to, and the songs don't have the impact out of context that they do as part of the cast album."

Maxin noted that MGM was currently negotiating for two of next season's Broadway musicals, but that nothing had been set as yet. On the movie sound track front he looked for a big year for MGM, noting that the firm had the musical track to "The V.I.P.'s," "The Unsinkable Molly Brown," and the upcoming Irving Berlin musical, "Say It With Music."

Maxin also said he expected that there would be a sound track from a new Connie Francis picture in the fall as well which would be issued on MGM.



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SHUT DOWN #4972 • HEART
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YOU'RE GONE SONNY JAMES #4969 •
CHARMAINE #4974 THE FOUR PREPS •
JACK SCOTT ALL I SEE IS BLUE #4955 •
MEXICAN MARKET DAY RAY ANTHONY



INTERNATIONAL CASINO

Small Boys Not Ready For Big-Time Prices

Taking a lead from other clubs, notably the Copacabana, Jack Silverman's International Casino, New York, embarked on the prom time show scene last week with dubious results. On the basis of the show caught, the club will have to either (1) vastly alter its high price tab structure or (2) bring in talent that commands the respect of those picking up the checks.

If nothing else, the current International offering of former TV deejay Clay Cole and pop chanters Brian Hyland and Gene Pitney proves that quantity is no substitute for quality.

Cole's patter is largely geared to a teen TV audience and much of his material fell flat. Not that he doesn't have a pleasant personality. His routine simply needs reworking for a considerably broader acceptance.

Unfortunately, the singing stars of the show, particularly

Hyland, prove they are simply not ready for this kind of adult showcase. Hyland's pretty-boy, long-hair look has its greatest appeal to the sub-teen set. His vocalizing is passable enough but his arrangements put the band in the position of fighting him all the way. In fairness, one would have to say the band won the bout.

As for Pitney, it was again a problem of bad production. Starting to good effect with a pair of upbeaters in "Everywhere You Go" and "Then I'll Be Happy," the act gives the unfortunate impression of sliding downhill the rest of the way.

Let it be said for the record that Pitney does have a stage presence. With proper coaching and production he could be effective. He hasn't reached that stage yet.

REN GREVATT

AT THE GATE

Blue, Blue, Blue Is the Color . . .

If you have your coloring book open and your crayons at hand, we'll get on with the work for the day. See New York's swinging Village Gate? Color the Village Gate blue, 'cause it's the funkier place in town.

The blues really are the cornerstone on which the current Village Gate show is built. There's Verve organist Jimmy Smith, a down-homer long before his "Midnight Special" blue instrumental hit the pop charts last year. Sam (Lightnin') Hopkins is not only one of the most authentic, but also one of the wittiest country blues singers alive today. And, Valentine Pringle is a big, bass-voiced showman out of the Belafonte studio who dwells on pop-folk-blues material.

Smith didn't play a single 12-bar blues on the night reviewed, Sunday (19), but his solos on standards and original tunes on the program were touched with the blues-gospel stamp that has made him a top-rated attraction around the country. The show was a bit slow and could have had more up and medium tempo change of pace, but Smith was in good form.

Hopkins, making one of his rare downtown Manhattan ap-

pearances, was in top form. The blues singer rambled through a joshing biography of his life and times, weaving in some of his own and other people's most famous blues tunes. Humor and trouble too, were the subject matter in blues such as "I Don't Want No Woman (Whose Hair Is Shorter Than Mine)," "Wasn't That Crazy," "Big Dance" and "Green Onions." The slim singer in sun glasses, ice cream flannel slacks and blue sports coat is a winning entertainer.

Valentine Pringle is a talent in the transition stage. He has a huge, classically trained voice that sounds as if it would be more at home singing "Faust" than blues. But, being a Harry Belafonte protege and discovery, the young singer, who stands well over six-foot two, has been schooled well in striking the dramatic pose and in the effective use of vocal dynamics. He is impressive to watch.

He will be even more spell-binding, however, when he develops a sound and a style that is completely natural and when he digs out the essence of the words he sings. With his natural gifts, this young artist, who has had his first album issued recently on RCA Victor, is bound to figure prominently in tomorrow's show business.

JACK MAHER



FIND: Folk singer Shawn Phillips, young Texan who got to New York by way of Los Angeles, has been signed by United Artists and will record his first session this week.

BITTER END

Bud & Travis: As Themselves

Currently on view at New York's Bitter End, Bud and Travis give a stand-out performance which is the definitive essence of the word "professional." In a time when most young performers are in desperate search of an image, these boys are shamelessly content just being themselves — a manner which immediately ingratiated them with the large opening night audience (20). They are as invigorating as a trip to a spa.

Having worked as a team for a good while now, Bud and Travis have a masterful sense of timing. Their glib banter is unique because they always quit while they're ahead, leaving the audience to gag on its own laughter which covers the first few bars of a song. It's a restless, erratic pace they keep up, and the audience loves it. They might be profitably studied by any aspiring tyros.

The musical material, drawn primarily from their many Liberty albums, is well laced with their particular specialty, Latin hybrid, sung with ethnic verity, and impeccable Castilian dialect. Particularly moving were readings of a sensitive ballad "Amor de la calle" and a lively calypso "Ah, Nora, De War Is Over."

Warming up the house were a new folk group, the Big Three, and comic Bill Cosby (singular among Negro stand-ups in that he has apparently not given much thought to sit-ins. Both are attractive acts, but when Bud and Travis took the stage, they were unfairly dwarfed by comparison.

BARRY KITTLESON

TALENT TOPICS

NEW YORK

Booker and Doud, the gents responsible for producing the Vaughn Meader albums, have arranged to record a comedy LP with Zsa Zsa Gabor. . . . Oscar Brand gave one of his famous concerts for children at the Joan of Arc School in Manhattan, Saturday, May 25, for the benefit of the "Women Strike for Peace." . . . Grammy winner Tony Bennett is back in town for his opening June 2 at the Brooklyn Town & Country.

Colpix pianist Randy Weston has left on a 10-day trip to Lagos, Nigeria, under the spon-

EAST

Connie Francis returns to the New York Copacabana on May 30, where she'll remain through June 16. . . . Dion is in town to open his show at the Boulevard Club, Rego Park, for 10 days, starting May 29. . . . Featured for two weeks at Birdland is the Bossa Tres.

SOUTH

Comic Rex Allen plays the Fox Theater, Albuquerque, on May 28. . . . Little Peggy March at the Keith James in Norfolk on May 31.

MIDWEST

Still on tour, Peter Nero will

be seen at Orchestra Hall, Chicago, on May 31. . . . Ruth Brown opens May 27 at the Cafe Tia Juane, Cleveland. . . . One-nighters for Paul and Paula this week include the Arkota Ballroom, Sioux Falls, S. D. (28); the Surf Ballroom, Clear Lake, Ia. (29); Riverside Ballroom, Austin, Minn. (1), and the Coliseum in Davenport, Ia. (2). . . . Conway Twitty will play the New Munich Ballroom in Albany, Minn., May 31.

Peter, Paul and Mary work the Lagoon in Salt Lake City this weekend. . . . Tiny Little opens at the Chariot Room, Anaheim, Calif., for three weeks starting May 30.

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.

MAY 27-JUNE 2
(All Times Eastern Daylight Saving)

- MONDAY 27—KEELEY SMITH, ROLF HARRIS**
Both will appear on the Johnny Carson "Tonight" show (NBC-TV, 11:15-1 a.m.). Keeley's latest LP, "Going Through the Motions," is her first for Reprise. Australian Harris is in the U. S. to promote his latest Epic single, "Tie Me Kangaroo Down."
- MONDAY 27—SHIRLEY AND PAT BOONE**
This popular pair, both on Dot, will be guests on the Steve Allen show tape-syndicated by Westinghouse.
- TUESDAY 28—HELEN O'CONNELL**
Miss O'Connell will be guest on the Red Skelton show (CBS-TV, 8:30-9:30 p.m.). Her latest release, "An Era Reborn," is on Cameo.
- TUESDAY 28—ANDRE PREVIN**
Jack of all musical trades, Previn joins Emmy nominee Edie Adams on rerun of "Here's Edie" (ABC-TV, 10:30-11 p.m.).
- TUESDAY 28—CAROL LAWRENCE, SMOTHERS BROTHERS**
Broadway musical comedy star and folk duo will be on the Garry Moore show (CBS-TV, 10-11 p.m.).
- TUESDAY 28—MILT KAMEN, KITTY KALLEN**
Comic and Victor recording artist can be seen on the "Tonight" show (NBC-TV, 11:15-1 a.m.).
- WEDNESDAY 29—TERI THORNTON**
This jazz newcomer makes her fourth appearance in less than a month on the Johnny Carson "Tonight" show (NBC-TV, 11:15-1 a.m.).
- THURSDAY 30—JANE MORGAN**
Popular thrush is guest of Johnny Carson on the "Tonight" show (NBC-TV, 11:15-1 a.m.).
- FRIDAY 31—JONATHAN WINTERS, EARL WRIGHTSON**
Both will appear on the Jack Paar program (NBC-TV, 10-11 p.m.).
- FRIDAY 31—SARAH VAUGHAN**
Roulette jazz vocalist can be seen on the Steve Allen show.
- FRIDAY 31—ROSEMARY CLOONEY**
New to the Reprise label, Miss Clooney will be guest of Johnny Carson on the "Tonight" show (NBC-TV, 11:15-1 a.m.).
- SATURDAY 1—LIMELITERS, IAN & SYLVIA, RICHARD & JIM, MARTHA SCHLAMME**
All these folk artists will appear on Hootenanny (CBS-TV, 8:30-9 p.m.). Host is Jack Linkletter.
- SUNDAY 2—LIMELITERS**
The Victor folk group is on the guest list of Ed Sullivan show (CBS-TV, 8-9 p.m.).
- SUNDAY 2—FRANCO CORELLI**
Popular Metropolitan tenor will perform several selections on the Voice of Firestone (ABC-TV, 10-10:30 p.m.).

ARTISTS' BIOGRAPHIES

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

HUGO AND LUIGI
RCA Victor

NAMES: Hugo Peretti, Luigi Creatore. **AGES:** Hugo, 40; Luigi, 37. **HOME TOWNS:** Hugo, Englewood, N. J.; Luigi, Rockville Center, N. Y. **BACKGROUNDS:** Hugo and Luigi have been one of the country's top producing teams for a decade. They worked together at Mercury and Roulette, where they produced many hits.

In 1959 they joined RCA Victor. They brought to the label Della Reese, Sam Cooke and other top names. Last year, in addition to the Sam Cooke hits, they produced the million selling record by the Tokens, "The Lion Sleeps Tonight." They produced Little Peggy March's first hit, "I Will Follow Him." They have worked together as conductors on many albums, including "The Sound of Children" and "Summer Camp Songs." Their current chart album is "The Cascading Voices of the Hugo and Luigi Chorus." Hugo has played trumpet with Charlie Barnet and Guy Lombardo. He is married and has a daughter. Luigi is the author of "This World Is Mine," a war novel. His short stories have been published in leading magazines. He is married and has a son.

LATEST ALBUM: "The Cascading Voices of the Hugo and Luigi Chorus."

sorship of the American Society on African Culture. Weston will take part in a series of panel discussions as well as a concert at the University of Idabar. After Lagos, Weston tours Ghana and Liberia.

PITTSBURGH

Brook Benton will topline the Holiday House night club show

beginning June 17, to be followed in order by Paul Anka, Jack E. Leonard and Sophie Tucker. . . . Somethin' Smith and the Redheads are current at the Horizon Room at the Greater Pittsburgh Airport, with Al Alberts, Rusty Warren and Florian Zabach set for the same

(Continued on page 37)

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Sacred Music Now Riding High in the Sky

Winning New Naf'l Acclaim

By MARK-CLARK BATES
 NASHVILLE—A frequently ignored but vitally important segment of the music industry is riding a fervent crest of popularity in scores of cities and hamlets throughout the country today. The segment? Sacred or religious music.

Like a loner in a mile run, sacred music has for years taken a rear position to pop, rhythm and blues and country music. It has not received as much attention either. This, undoubtedly, can be attributed to the smaller following sacred music has claimed in the music record sales picture.

But in recent years, particularly with the advent of television, sacred music has begun to kick in the turn, bringing to bear all of its advantages in the effort to enter the race for full recognition. Sacred music as we know it today was born in old-fashioned revival tents on camp meeting grounds more than 150 years ago. In those days several dozen families would arrive at the camp ground in carriage or mule wagon and set up tents. They brought with them all the comforts of home — fried chicken, pies and cakes, boiled eggs, feather beds, red bandanas, and perhaps a watermelon or two which would cool to a crisp sweetness in a nearby creek.

Stayed a While
 They came to stay a while and they came to sing, to hear the preachers, and to socialize a bit with friends from afar. From this setting, a unique form of celebrity sprung—the singer of Zion songs. At the mid-century mark, just prior to the Civil War, this Zion or sacred music achieved a first step towards stability with the

All Through the Night

SACRED MUSIC FANS jam ball park at Waycross, Ga., to join in all-night singfest.



printing of songbooks featuring many of the favorite camp meeting songs.

The famous "Singing Billy Walker" was the foremost exponent of sacred music.

Billy wrote the old standard songbook, Southern Harmony. A teacher as well as a performer, his students and songbook carried revival hymns and rhythms to the vaudeville circuits of the 1920's.

The first national acceptance of the songs was evidenced on the vaudeville stage, when singers Virgil Stamps and James D. Vaughn played one-night stands in every corner of the country. Then Homer Rodeheaver and the power of radio communication made the music an integral part of show business.

Individual performances coupled with the traditional "all day singing and dinner on the ground" carried the sacred music story until Pearl Harbor and the arrival of World War II. Somewhere during this period the individual celebrity was replaced to a great extent by the professional singing group in the form of sacred quartets, trios, and duets.

Trained musicians joined together at this point, Hovie Lister, of the world famous Statesmen Quartet has noted. Family groups began to give concerts at the elementary schools, court houses on the public square, and in the smaller rural churches, he added.

People's Choice
 Soon what started as purely religious music intended as a spiritual balm became more than

RECOMMENDED READING

Programmers, record buyers and talent buyers are urged to check the following advertised messages for important and salable products and artists in the sacred and religious field:

Blackwood Brothers	17
Blue Ridge Quartet	18
Columbia Records	15
Duke Records	20
Epic Records	14
Oak Ridge	21
SESAC	13
Skylite Records	20
LeFevres	19
Wally Fowler	16

that—it became a commodity; a product for which people were willing to pay. And they were willing to pay because the singers with their unique styles offered the same music but with a new twist: entertainment.

This led to the recording of sacred music, Lister explains and a minor explosion in the prolific sacred music field. New groups banded together. In many cases there were not enough groups to fill the request for personal appearances.

Today, what was once all-day singing has become all-night singing. But there is a difference. Today, the young and the old form various stations pay to witness and partake in the extravagant, frequently flashy performances.

A typical all-night sing starts at 8 p.m. and lasts until about 2 a.m. A stream of fans begins to pour into the auditorium at an early hour, bringing box lunches. Virtually all sings are opened with prayer. Then the groups come out to form a choir, the audience rises, and all sing protestant standards like "Rock of Ages" and "What a
(Continued on page 20)

Blackwoods at Top of Career

MEMPHIS—It has been about 25 years since the Blackwood Brothers first organized their now famous group. And they have come a long way in the sacred music field since those early years.

The Blackwoods cut most of their records for RCA Victor and RCA Victor Camden. They also have cut records for their own label, Skylite Records. The quartet first stole the national spotlight in June of 1954 when they walked off with the top prize on Arthur Godfrey's talent show. Then, when their career seemed ready to take a big jump, a tragic plane crash claimed the lives of two members of the troupe.

In September of 1956 the group reorganized and again swept to victory on the Godfrey show. Members today include: Bill Shaw, first tenor; James Blackwood, second tenor; Cecil Blackwood, baritone; J. D. Sumner, bass, and Wally Varner, piano.

James Blackwood, manager and emcee of the popular group, is the only one of the original group still singing in the quartet.

James, spokesman for the quartet, said the Blackwoods sold more than 275,000 LP's on the Victor label in 1962. Another indication of their popularity is in their extensive catalog with Victor. Normally, when an LP fails to sell it is discontinued, Blackwood said.

The Blackwoods have been pioneers in the field. They were the first to buy and use a bus as a means of transportation. Now an estimated 25 groups use their own buses for concert touring. The Blackwood bus cost more than \$50,000.

The Busy LeFevres—a Way of Life

ATLANTA—Forward motion, adaptability and sincere religious conviction might be a fitting motto for the LeFevres' 40 years of success in sacred music.

If they had a motto. They do not. They're too busy with their numerous sacred music enterprises, including recording, concerts, radio and television—plus operation of Sing Records and Singing Caravan.

Mobility is their mode of life. They've traveled perhaps a million miles during four decades of singing sacred music. In recent years, the group has averaged traveling well over 100,000

miles per year. During a one-month period this year they filled engagements in eight widely separated States and three Canadian cities.

Change of pace is a LeFevre tradition. Modern trends are a must with them as long as the basic traditions of religious music remain unsullied. The first big switch came 10 years after three teen-aged LeFevres first began public performances in their native Tennessee. Maude, alto and pianist, got married.

Triple Threat
 Unabashed, brother Urias took him a wife, Eva Mae Whittington, also alto and pianist.

Brother Alphas strung along and the trio was intact when, a short time later, they moved to Atlanta, their home base since 1934.

Before too many years passed, the group was expanded from trio to sextet. Filling out the roster today are Pierce LeFevre, son of Urias and Eva Mae, Jimmy Jones and Rex Nelson. Pierce was a natural selection but Jimmy and Rex were chosen not only because of their talent and versatility but also because of their youth. Both are still under 30.

Also added have been a variety of accompanying instru-

ments. Replacing the solitary guitar or piano of old are various combinations of piano, accordion, rhythm guitar, trumpet and bass guitar.

Don't Miss Beat
 The LeFevres seldom miss a beat in keeping abreast of modern means of spreading sacred music. Sacred music LeFevre style is now piped into millions of homes weekly via 16 TV stations in a dozen States, not to mention radio broadcasts.

But one big basic has not changed. The foundation of the LeFevres—the singers, has always been the LeFevres—a religious family group. They got their start singing at church meetings. "Many of the old hymns are our stock in trade," Urias said. "The same truths Eva Mae heard her minister father preach from his pulpit are the ones passed on to our children," he added.

It's the quiet, inspiring type of religious music that they do best but there is plenty of the lighter, toe-tapping music too, to suit the taste of those who prefer a faster pace.

The group is a double threat all the way.



THE LEFEVRES have logged more than a million miles in four decades . . .

Coming on this page in future weeks:

Next week
Jazz

June 15 issue
Classical

June 22 issue
Folk

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• **JOHNNY CASH**
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• **CHUCK WAGON GANG**
Columbia

• **PERRY COMO**
RCA Victor

• **JIMMIE DAVIS**
Decca

• **JIMMY DEAN**
Columbia

• **RED FOLEY**
Decca

• **TENNESSEE ERNIE FORD**
Capitol

• **BILLY GRAHAM CRUSADE CHOIR**
RCA Victor

• **FERLIN HUSKY**
Capitol

• **MAHALIA JACKSON**
Columbia

• **THE JORDANAIRE**
Capitol

• **THE LE FEVRE TRIO**
Sing

• **MORMON TABERNACLE CHOIR**
Columbia

• **LONNIE SATTIN**
Warner Brothers

• **JOHN PETERSON**
Zondervan-Victory

• **WEBB PIERCE**
Decca

• **ELVIS PRESLEY**
RCA Victor

• **LEONTYNE PRICE**
RCA Victor

• **THE PROPHETS QUARTET**
Coral

• **JIM REEVES**
RCA Victor

• **REVIVAL TIME RADIO CHOIR**
Word

• **ROY ROGERS**
RCA Victor

• **ST. OLAF LUTHERAN CHOIR**
Mercury

• **GEORGE BEVERLY SHEA**
RCA Victor

• **THE NEW STAMPS QUARTET**
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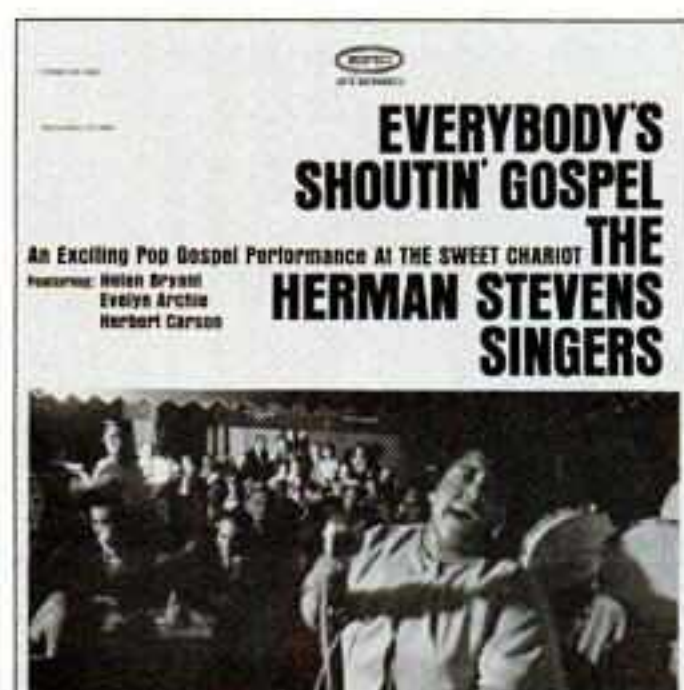
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*Stereo

Club a Benefit to All, Says Columbia Counsel

• Continued from page 3

felt that this stimulated his store traffic. As a record dealer, he said, he found that the club helped rather than injured his business. He said his "sales have been on a constant increase since I opened my doors, from 10 to 20 per cent," and that his store carries considerably more titles and catalogs than during the past five years. Later, in cross examination by FTC's Lavine, Zenger testified that his total volume of disk business during 1962 amounted to "between \$10,000 and \$12,000."

Conkling testified that at the time he was president of Columbia Records, a series of dealer meetings were held by him during which he informed the retailers of Columbia's intention to enter the club field. He said that part of these sessions were devoted to explaining to dealers that Book - of - the - Month was threatening to "siphon" away artists from Columbia and make these artist recordings available only by direct mail. He said he

told dealers it would be to their benefit and protection that the club business remain with a label such as Columbia who would make LP's available to the retail market as well. He also said dealers were informed that the club would benefit record retailers in the same way that book clubs have broadened the book business and aided book dealers.

Conkling's Denial

Conkling denied that during his term as Warner Bros. Records president that he insisted on Challenge Records severing its ties with the now-dissolved Diners Record Club before Warners would undertake distribution of the Challenge line. This was intended to refute testimony by Bernie Solomon, founder and head of the Diners Record Club, during the government's phase of the case. At that time, Solomon had testified that his Diners' Record Club lost the Challenge line at the insistence of Warners because WB at that time had become affiliated with the Columbia Club. Conkling testified that none of the Challenge LP's had been issued through the Columbia Club.

Earlier, Friedman similarly testified that to his knowledge WB didn't exert pressure upon Challenge to pull out of the Columbia Club.

Reprise Out With Garner New Single

NEW YORK—Erroll Garner's first single in three years will be released this week when two cuts from his new "One World Concert" on Reprise hit the market. The single will team "Mack the Knife" and "Sweet and Lovely." Prompt initial action has been received from a number of stations in Los Angeles.

Garner has been doing much radio and TV promotion of his new set and will bring added emphasis to the disk through the single. He is also booked for a long series of tent concert engagements this coming summer and will tie these in to promotion of the disks.

Martha Glaser, Erroll's manager, reports that ABC-Paramount has asked permission to press more copies of "Dreamstreet" and "Closeup in Swing" as a result of the stir being roused by the new Reprise set. Those two albums were produced by Garner's Octave production firm and released under contract with ABC last year.

Europe Jazzmen Set for Newport

BOSTON — Two European jazz personalities will appear at the Newport Jazz Festival scheduled for July 4 through 7 in the Rhode Island seacoast resort. France's jazz pianist, the Algerian-born Martial Solal, will be heard on closing night.

Joachim Berendt, director of jazz at Sudfestfunk, the West German television outlet in Baden-Baden, will present several examples of jazz programs done by his station.

The showing is scheduled for Saturday morning, July 6, in the Newport Casino Theater. Also included will be films of Thelonius Monk and his quartet, and the Newport Jazz Festival All Stars, with Ruby Braff, Pee Wee Russell, Vic Dickenson and George Wein, producer of the festival.

Premier Sales Up To Record High

NEW YORK — Premier Albums, Inc., sales rose 67 per cent to a record \$4,207,268 for the fiscal year ended January 31, 1963 from \$2,513,181 for the previous fiscal year. Net income after taxes advanced 76 per cent to a record \$322,239, equivalent to earnings of \$1.24 a share based on 260,000 shares outstanding, from \$183,312, equivalent to earning of 71 cents a share on the same number of shares outstanding.

15,250 at Monterey Fest

HOLLYWOOD — The First Annual Monterey Folk Festival last week (17-19) rang up 15,250 paid admissions to its five concerts. According to Festival Director Jimmy Lyons, the attendance compared favorably to that attracted during Monterey's first Jazz Festivals. The event was staged at the Monterey Fairgrounds.

Sinatra Sues Cap

• Continued from page 3

in computing the amount of purchase price payable to the plaintiff."

Sinatra claims that his Capitol contract specified that the label could press and distribute promotional and demo disks for the promotion of his records, but "that all such records shall bear the statement 'promotional record—not for sale,' and shall bear a white label." The complaint further contends in two other written agreements, the label and artist agreed "that the purchase rate applicable for records sold or distributed to members of the Capitol Record Clubs, or otherwise distributed through such Clubs" . . . would be 50 per cent of the regular purchase price.

Sinatra filed the action under his company's name, Essex Productions, Inc., and named as defendants Capitol Records, Inc.; Capitol Records Distributing Corporation, plus 10 John Does.

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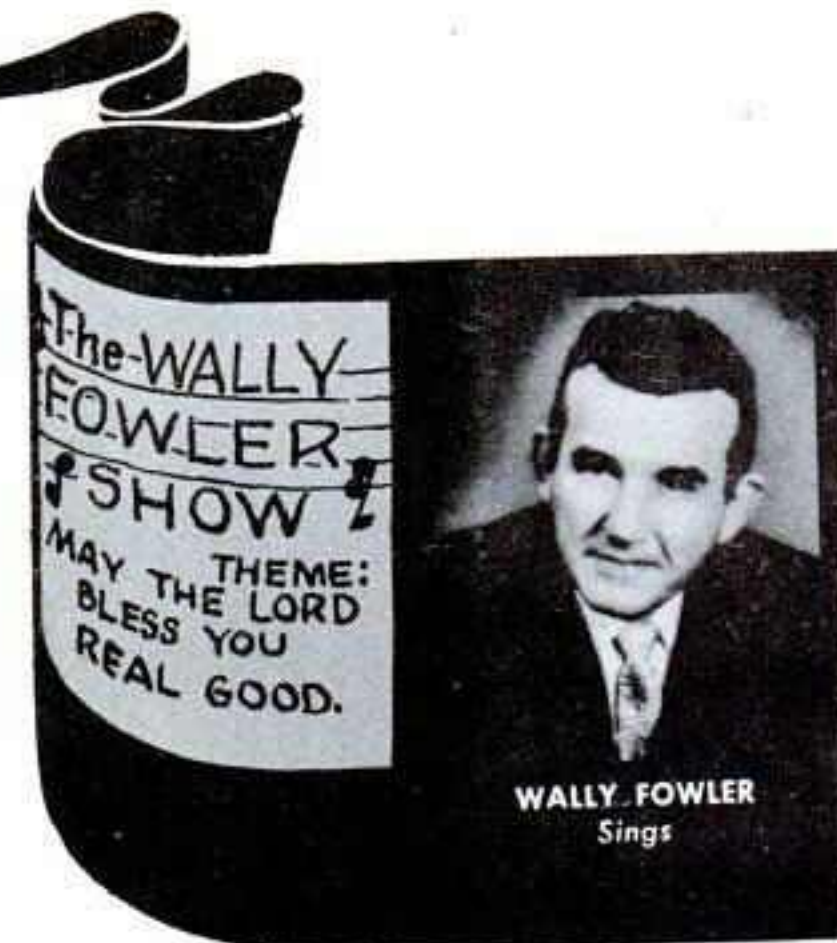
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Wally Fowler in Concert

Carnegie Hall—New York City—June 7

Presented by J. G. Whitfield of Pensacola, Fla. Other acts include Whitfield and the Dixie Echoes, the Florida Boys, the Chuck Wagon Gang, the Harvesters, and others.

Tickets: \$2.50 to \$4 top



This is a typical Wally Fowler All-Nite Singing Audience at the Municipal Auditorium in Atlanta, Ga. The six hour production of gospel and spiritual music plays the first Saturday night of each month. The show has run continuously since 1949. The same program has been running the first Friday of each month in Nashville for 15 years at the Ryman Auditorium.

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Sacred Music Riding High

• Continued from page 12

Friend We Have in Jesus." The show is on.

The groups sing touching, stirring music—they stop; talk; recall childhood memories and take the oldster back to a bygone day. Then, in a flash of a second, the piano roars and booming four-part teams race into a brassy spiritual. The audience joins in with the handclapping and toe tapping. Eventually the show is over and the tired—but happy—throng returns home.

Word Spreading

This type show is not something that happens once in a while in some Southern city. All-night sings are being staged almost nightly somewhere in the U. S., and the "somewhere" in many cases may as easily be Detroit, Chicago or Long Beach as Macon, Georgia. From all appearances, what was once a regional attraction in the South is today a growing national fact.

One of the foremost sacred music singing groups in the country today is Lister's Statesmen. The Statesmen have traveled more than a million miles during the last 10 years in visiting almost every State.

The Statesmen are on 35 television stations with a syndicated show each week and are one of the top RCA Victor LP sellers ranking near Como, Presley and Belafonte in total LP sales.

A relatively new promotion, Sundown to Sunup Sings, is catching on. The marathon shows usually begin at sundown Saturdays and last until sunup on Sunday mornings. One such show, sponsored by the Statesmen last year in Waycross, Ga., drew an audience of 13,000 paid admissions even though there

are only 7,000 persons living in Waycross.

No. 1 Draw

The Staesmen often team with the Blackwood Brothers on tour. Together, the team is generally regarded the No. 1 draw in sacred music today. The groups, beside working together, co-own a sacred music label, Skylite Records, of Atlanta, and star on their own syndicated TV program in about 24 market areas.

James Blackwood told Billboard a survey he conducted recently showed an average of 4,000 hours daily of sacred radio programming in the U. S. He said the survey showed more than 2,000 U. S. radio stations now playing sacred music. He said more than 90 television stations in the U. S. program at least one sacred music show weekly.

Others in the sacred music field whose fans are legion are the Speer Family, one of the most highly regarded groups in the country, the LaFevres, the Stamps Quartet, Lonnie Sattin, the Florida Boys, the Rebels, the Tennesseans, Sons of Song, and Wally Fowler, who is as well known for his show promotions as for his singing.

Columbia's top sacred group is the Chuck Wagon Gang, while Capitol's jewel is the renowned Jordanaires. They are on literally hundreds of records cut in Nashville and have backed such stellar sellers as Elvis Presley and Rick Nelson. Nevertheless, they still find time to cut sacred LP's.

Singles, Too

But the sacred field is not limited to groups. Dot's Pat Boone has cut several sacred albums which remain in constant demand.

Columbia's Carl Butler, Jim Reeves, Johnny Cash and Jimmy Dean have turned out numerous fast-selling sacred LP's. As a top individual artist, RCA Victor boasts the ever-popular Perry Como, Elvis Presley, and Roy Rogers. Decca features Gov. Jimmie Davis, Red Foley and Webb Pierce, and Capitol's sacred showcase contains the names of Tennessee Ernie Ford and Ferlin Husky.

Other top names who record sacred music include Mercury's Faron Young and Warner Brothers' Lonnie Sattin. Not to be overlooked is the vast sacred catalog offered by Don Pierce's Starday Records.

In a different category, but nevertheless in the sacred record field, are such artists and groups as the Morman Tabernacle Choir on Columbia, the Revival Time Radio Choir on Word, the St. Olaf Lutheran Choir on Mercury, Frank Boggs on Word and George Beverly Shea on RCA Victor.

The present status of sacred music in the industry today seems secure. But there are many who are not satisfied with security alone. A. O. Stinson, executive vice-president of Sing Recording Company, Atlanta, be-

lieves there is virtually unlimited opportunity for sacred music to garner new followers.

Urias LeFevre, of the Sing Company, points to television as the No. 1 road to gaining new fans for sacred music. "The popularity of sacred music has doubled during the last three years due primarily to the fact that more gospel music has been on TV during this time than ever before," LeFevre explained.

Perhaps it is this—the marriage of sacred music with an entertaining slant—that is responsible for the progress made in the sacred music field. But while progress has been made in the field it is still wide open. Witness the growth of Word Records, Inc., of Waco, Texas. Started on a shoestring and a prayer about 12 years ago, the company is now a giant in its field. Others, sensing a possible boom in sacred music are entering the arena. Heart Warming Records, Nashville, headed by John Benson and his son, Bob, is a new label stressing quality.

Thus, whether a giant like Word or a newcomer like Heart Warming it is apparent the sacred music advocates are looking to yet untapped areas for new customers.

4 Early Winners In Liberty Contest

HOLLYWOOD — Liberty's "Follow the Sales Leader" contest has four early winners. According to the label's national sales manager, Don Bohanan, four Liberty distributors have passed their quota and have won expense-paid weekend vacations to Hollywood.

Contest, conceived by Bohanan as a sales incentive, provides free trips here by distributors and their salesmen who go beyond their quotas during the Sales Leader program. If all hurdle the sales mark, Liberty will be hosting 50 of its salespeople on vacation weekends here. Winners to date are David Sales, Denver; Polynesian Distributors, Hawaii; C. & C., Seattle, and Big State Distributing, Dallas.

LOVE ENTERS PUFF'S LIFE

HOLLYWOOD—As it must to all dragons, love enters the life of "Puff (The Magic Dragon)," Warner Bros.' current Peter, Paul and Mary hit, in the person (or rather, dragon) of "Fluff (The Velvet Dragon)," a Capitol Record sequel single to the WB disk.

Capitol's single, recorded by three San Fernando Valley housewives under the name of the Cherryhill Trio, picks up the Puff story where Peter, Paul and Mary left off, introducing the Magic (but lonely) Dragon to a fetching girl dragon, Fluff.

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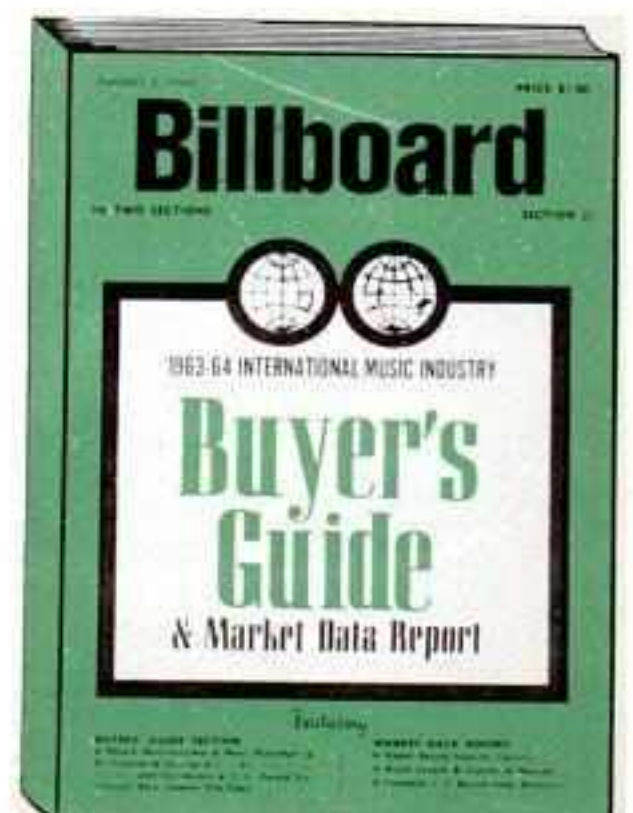
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FROM "MUSIC CITY, U.S.A."

THE OAK RIDGE BOYS
WITH SOUNDS OF NASHVILLE



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**On
Warner
Brothers**

(Warners 1497)

***"The Most Programmed
Sacred Album In
The U.S. Today"***

The Oak Ridge Boys

COUNTRY MUSIC CORNER

By BILL SACHS

J. Hal Smith, general manager of Pamper Music, Inc., Goodlettsville, Tenn., announces the signing of Don McKinnon, protege of Hank Snow and the late Sleepy McDaniel, to an exclusive writers contract. . . . Wade Ray will be the feature at the Fort Bliss NCO Club and Silver Spur Club, El Paso, Tex., May 31, with Charlie Walker set for the same slot June 14-15. Both Wade and Charlie will appear with Ole Mike Oatman and the KHEYriders on KROD-TV during their El Paso stay. . . . Dick Garst, of Rocky Mount, Va., has taken on the exclusive management of the Stanley Brothers, King Records artists currently working out of Live Oak, Fla. The Stanleys are set for Clifton Forge, Va., May 31; Clayton, Ga., June 2; Richmond, Va., 8; Luray, Va., 19; Ashland, Ky., 13-15, and Columbus, Ohio, 16.

Tree Publishing Company, headed by Jack Stapp and Buddy Killen, has moved into its new quarters at 905 16th Avenue, South, Nashville. Roberta Sherwood included several Tree songs in her LP recorded at the Bradley Studios, Nashville, last week. . . . Tompall and the Glaser Brothers are sporting a new Decca platter titled "Tracking Me Down." . . . Roy Drusky and Bill Anderson, of the Hubert Long talent stable, are back in Nashville following a week of one-nighters in Texas. Bill's big Decca platter, "Still," is being rushed into an LP release June

Hayes Masters for Release in England

DANVILLE, Ky. — Palisade Records, Inc., here, headed by Larry Wooden, has just leased six Kendall Hayes masters to Emeralds Records of Northern Ireland for release on the Decca label in Great Britain.

The first of the masters, "The Tears Came Falling Down," was released in England last week on an EP entitled "Country Jubilee," featuring top U. S. c.&w. artists. The other five tunes are slated for release within the next several weeks, according to Wooden.

1. . . . Johnnie Lee Wills and band are swinging the westerns on a two-week stint at the Golden Nugget, Las Vegas.

The first half of June finds Ferlin Husky at Youngstown, Ohio, June 1; Angola, Ind., 2; Denver, 7-9; Topeka, Kan., 12; Lincoln, Neb., 13; Omaha, 14, and Wichita, Kan., 15. . . . For the same June period, Flatt and Scruggs are inked for Rigdon, Ala., June 7; Sparta, Tenn., 8; St. Louis, 9; Evansville, Ind., 10; Fort Wayne, Ind., 11; Atlanta, 14, and Shreveport, La., 15. . . . The Wilburn Brothers are set for Decoration Day (30) at Millie Ruten's Hillbilly Park, Newark, Ohio. They follow with a stand at Reinholds, Pa., June 1. . . . Carl Butler shows his wares at the Flame Room, Minneapolis, for the May 27-June 1 period. Following him at the Flame June 3-8 is Stonewall Jackson. . . . Minnie Pearl is routed for Youngstown, Ohio, June 1; Waupaca, Wis., 6; Rhinelander, Wis., 7; Rochester, Minn., 8; Brainerd, Minn., 9; Thiem River Falls, Minn., 11; Redwood Falls, Minn., 12; Fargo, N. D., 13; Bismarck, N. D., 14, and Sioux Falls, S. D., 15.

Roger Miller, artist and songwriter, is mending in Nashville following a recent emergency gall bladder operation. Miller has had a rough winter, with several rounds of illnesses, but expects to be back in top fettle within a few weeks. . . . George Kent, a member of Tree Publishing's songwriting staff is on an extended tour of the West to plug his new Dial release, "Me and Tina" b.w. "I Got Hurt All Over Me." . . . New on the writing staff at Tree Publishing, Nashville, is John Hurley, Pittsburgh song cleffer. . . . Jerry Sims, of Modesto, Calif., has just cut his first session for Buddy Records, going back-to-back with a pair of original instrumentals, "My Last Chance" and "High Ball."

Sonny Sheather, vocalist-guitarist of Dallas, has combined forces with the Sundowners, Paris, Tex., combo, on the new Beaver Records release, "Mississippi Ride" b.w. "Your Jealous Ways," both penned by Sheather. Douglas Potts, vocalist-guitarist, fronts the Sundowners and doubles on trumpet. Others in the combo are Jerry Case, guitar and sax; Mike Haynes, drums and vocals, and George Williams, bass guitar and vocals. The Sundowners are currently working clubs in Texas, Oklahoma and Louisiana. . . . Hank Snow and His Rainbow Ranch Boys, Clyde Beavers, Mac Wiseman, Don Gibson, Leroy Van Dyke, Wilma Lee and Stoney Cooper and Judy Thomas will entertain at D. C. Armory, Washington, June 1.

Following his appearance at Pine Ridge Park, Frankenmuth, Mich., Decoration Day (30), along with disk jockeyette Charlotte Harden, Kenny Roberts is routed for Uby, Mich., May 31; Sanford, Mich., June 1; Bay City, Mich., 6; Flint, Mich., 7; rodeo, Bad Axe, Mich., 9; horse show, Freeland, Mich., 15; fair, St. Charles, Mich., 16, and the Homecoming Celebration at Mikado, Mich., 22. Roberts is in his ninth month on the staff of WNEM-TV, Saginaw, Mich., where he does five and a half hours of TV a week with his daily show, in addition to his country music seg, "Michigan Jubilee," on Saturday nights.

D. RICHARDSON DOES IT AGAIN

CINCINNATI — Don Richardson, hustling promotion expert with RadiOzark Enterprises, Inc., Springfield, Mo., last week sent out a novel announcement to herald the arrival of a new son in the Richardson household. Mailing was made from Washington in an envelope resembling a government issue.

Superimposed on a Form 1040-ES Declaration of Estimated Income Tax for 1963, wording of the announcement reads: "Mr. Mortimer M. Caplin, Commissioner, Internal Revenue Service, Washington, D. C., regretfully announces the addition of another \$600 exemption to the Don Richardson family, 2821 Eastmoor, Springfield, Mo. Name: John Claire. Born: 11:11 p.m. May 10, Burge-Protestant Hospital. Weight: 6 lbs. 6 oz. Social Security Number: Applied for."

In the lower left corner, within a printed seal, appears a photo of the newcomer. In the lower right corner appears the wording: "Rather than a gift solicitation, this represents an exhibition of extreme parental pride. Our thanks to Commissioner Caplin for his unknowing complicity in (and assuredly good-humored acceptance of) our manner of introducing one of America's newest crop of taxpayers-to-be."

Smith TV in 6 New Markets

CHARLOTTE, N. C.—"The Arthur Smith Show," country music presentation now heard in 14 Southeastern television markets, will soon be seen in Georgia and Alabama, bringing the total market coverage to 20. The TV seg is sponsored by Bunker Hill Beef Products.

Meanwhile, Smith and His Crackerjacks continue on personals in the area covered by the TV network. At Whittle Springs Auditorium, Knoxville, May 11, the Smith group attracted a capacity crowd, with more than 500 people turned away.

Country Music Returns To Toronto's Jim Rick

TORONTO—Jim Rick Park, located on Highway 7, five miles east of Markham, Ont., begins its second season of Sunday night country music shows June 2. The Sunday night sessions will run through September 29. Park, a half-hour drive from Toronto, also offers swimming and picnic facilities.

House band for the coming season will be Ollie Strong and His Sho-Buds, and features will include such local talent as Russ Wheeler, Buddy Roberts, Cy Anders and country talent from the States. Fred Roy, of Associated Country Music Artists, Toronto, is booking the spot.

Gardner Big in Houston

HOUSTON — Brother Dave Gardner pulled a whopping \$9,360.70 gross in a one-day engagement at the 3,036-seat Music Hall here Saturday, May 11. Date was promoted by Gabe Tucker, of Dee Music Company, Inc., with headquarters here. Tucker reported the advance sale for the engagement was \$6,240.80. Gardner was the only act on the bill.

Billboard SPECIAL SURVEY

FOR WEEK ENDING 6/1/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	12
2	1	STILL Bill Anderson, Decca 31458	15
3	3	ACT NATURALLY Buck Owens, Capitol 4937	8
4	5	IS THIS ME? Jim Reeves, RCA Victor 8127	17
5	4	YELLOW BANDANA Faron Young, Mercury 72085	14
6	8	TAKE A LETTER, MISS GRAY Justin Tubb, Groove 0017	8
7	10	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	5
8	6	SWEET DREAMS (Of You) Patsy Cline, Decca 31483	4
9	9	THE MAN WHO ROBBED THE BANK AT SANTA FE Hank Snow, RCA Victor 8151	6
10	12	WALK ME TO THE DOOR Ray Price, Columbia 42658	14
11	11	ROLL MUDDY RIVER Wilburn Brothers, Decca 31464	4
12	7	END OF THE WORLD Skeeter Davis, RCA Victor 8098	24
13	16	PEARL PEARL PEARL Lester Flatt & Earl Scruggs, Columbia 42755	4
14	15	DON'T CALL ME FROM A HONKY TONK Johnny & Janie Mosby, Columbia 42668	3
15	18	GOODBYE KISSES Cowboy Copas, Starday 621	6
16	14	NOT WHAT I HAD IN MIND George Jones, United Artists 528	17
17	22	I'M SAVING MY LOVE Skeeter Davis, RCA Victor 8176	2
18	17	YESTERDAY'S MEMORIES Eddy Arnold, RCA Victor 8160	6
19	20	HEAD OVER HEELS IN LOVE WITH YOU Don Gibson, RCA Victor 8144	9
20	23	MY FATHER'S VOICE Judy Lynn, United Artists 571	7
21	24	LEAVIN' ON YOUR MIND Patsy Cline, Decca 31455	16
22	-	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	1
23	21	PLEASE TALK TO MY HEART Country Johnny Mathis, United Artists 536 Ray Price, Columbia 42658	12
24	13	YOU TOOK HER OFF MY HANDS Ray Price, Columbia 42658	14
25	25	SHOES OF A FOOL Bill Goodwin, Vee Jay 501	4
26	-	LOCK, STOCK & TEARDROPS Roger Miller, RCA Victor 8175	1
27	30	ONE AMONG THE MANY Ned Miller, Faber 116	2
28	-	SNOW WHITE CLOUD Frank Taylor, Parkway 869	1
29	29	YOUR MOTHER'S PRAYER Buddy Cagle, Capitol 4923	3
30	-	I'VE COME TO SAY GOODBYE Faron Young, Mercury 72114	1

"TEENAGE LETTER"
Jerry Lee Lewis
b/w
"SEASONS OF MY HEART"
SUN #384
Jerry Lee Lewis
With
Linda Gail Lewis
Sun Records
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On Route To Being A Hit!
BOB LUMAN'S
HICKORY 1201
"INTERSTATE FORTY"
Say You Saw It in Billboard



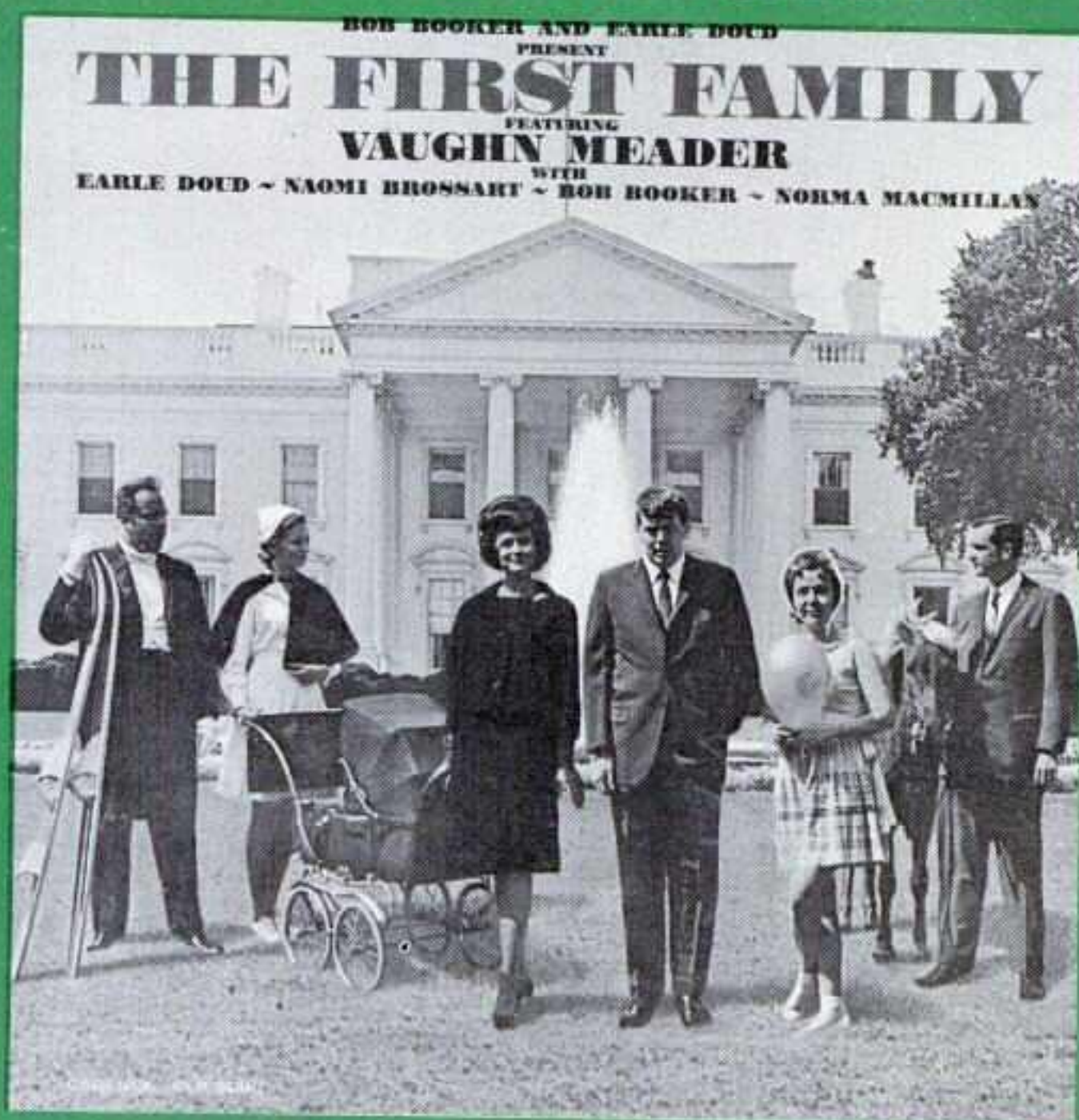
PRESIDENT KENNEDY, in Nashville for a major address, was pleasantly surprised when his car passed the home of Marijohn Wilkin who with Fred Burch wrote "PT-109." Loud speakers booming (guess what) and appropriate signs elicited a broad smile and sweeping gesture from the former Naval skipper. In car are Senators Estes Kefauver and Albert Gore, Gov. Frank G. Clement, and JFK. Cedarwood's John Denny and Marijohn (barely visible behind the President's head) man the signs in the background.

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BEST COMEDY PERFORMANCE



Written & Produced by
George Foster
Earle Doud
Bob Booker

... and more

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CADENCE #CLP 3065 (M)
#CLP 25065 (S)



POP SPOTLIGHT

Billboard, May 18 Issue



NATIONAL BREAKOUTS

Billboard, May 25 Issue

THIS WEEK
AMERICA'S No. 1
SELLING ALBUM

**Retail Sales—in the first
three weeks—200,000**

A PRODUCT OF
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39 West 55th Street
New York City 19

RHYTHM & BLUES

R & B ROUNDUP

By **NICK BIRO**
(Chicago Office)

WVON, Chicago's 51-day-old r.&b. outlet, ought to get an award for a unique blend of ingenuity, honesty and sense of humor. It concerns some recorded "spots" done for the station by **Nat King Cole**. Here's the story. It seems **Rodney Jones**, WVON's program director, asked a friend of Nat's if the singer would cut the spots. Nat agreed. When the tape came, WVON Station Manager **Frank Ward** found the spots were preceded by a conversation between Nat and his producer:

Producer: "Stand by . . . cuts for radio station . . . what is that, Nat?"

Cole: "It's WV—VON, Chicago."

Producer: "Oh! WVON . . ."

Cole: "No . . . it's WVON, Chicago."

Producer: (Pause) "Never heard of it!"

Cole: "Me neither."

WVON is going ahead and playing the conversation calling it "Candid Radio," and inviting listeners to eavesdrop with them as a famous star and his producer prepare to record for WVON. After playing the unedited conversation, they request listeners to "help us make Nat King Cole hear of WVON." Our guess is he will.

Susan Smith is cutting eight sides for Diamond Records next month. It'll be all r.&b. material. **Phil Kahl** is picking her material. Incidentally, Kahl is the brother of **Joe Kolski**, Diamond prexy. . . . **Matty Singer** claims a breakout on "Night Rumble," by the **Mark V** in Philadelphia. . . . **Jerry Blavat** is shuttling between Philadelphia and Camden. He does a show for WHAT in Philly and WCAM, Camden. . . . The **Megatonnes**, with lead **Sean Kelly**, return from an eight-week engagement in Las Vegas and open for their third



RODNEY JONES, WVON's program director, gets set to cue the **Nat King Cole** off-the-cuff conversation inadvertently received on some tapes recently.

season at the Emerald Room in Wildwood, N. J. . . . Jersey Shore deejays are miffed. Seems a number of Philly jocks are holding their weekend hops in such places as Wildwood, Ocean City and Atlantic City. The Philly jocks are drawing big crowds but it's hurting the local cats, many of whom don't have the name-appeal of the Philly crowd. . . . **Ricky Oilman**, son of our Milwaukee correspondent, **Benn Oilman**, is the new "bearded" shipping clerk at Chicago's Potter Distributing Company. Ricky grew the beard to be in step with **Joe Cerami** and **John Muse**.

Some picks: **KZAM - FM**, Seattle: "Have You Ever Had the Blues," **Erma Franklin** on Epic. . . . At **WEBC**, No. 1 is still "I Love You Because," **Al Martino**. . . . **KATZ's** No. 1 is still **Barbara Lewis'** "Hello Stranger." . . . **Music City's** "Biggest Breakouts of the Week" are: "Green Monkey," **Garnell Cooper**, Jubilee; "Split Personality," the **Resonics**, Unity, and "Easier Said Than Done," the **Essex** on Roulette.

MUSIC AS WRITTEN

LEAF AWARDS . . .

NEW YORK—The 1963 Laurel Leaf Awards of the American Composers Alliance were presented Thursday (16) to **Claire R. Reis**, former director of the League of Composers, and **Carl Haverlin**, head of BMI. The annual award, now in its 13th year, is for "distinguished achievement in fostering and encouraging American music."

BELL JUNKET . . .

NEW YORK—**Jack Lewis**, a.&r. director for Colpix, and a team of audio engineers are on a 7,000-mile junket recording famous bells which will be featured in the Colpix album "Let Freedom Ring!" scheduled for June release. The album also features **Fredric March** narrating the Declaration of Independence and identifying famous bells and carillons from across the nation and **Burgess Meredith** reading the Bill of Rights.

NEW YORK

Imperial Artists Corporation has been named as entertainment counselor for the **New York Hilton** with **Tony Cabot** as music director. . . . New label in Paris, Tenn., is **4-Sons Records**, **C. S. Leach** is operator.

Herbie Mann taped a TV show for Channel 13 here. . . .

Ira Gitler is the new East Coast editor of **Down Beat**. . . . Talk on the street is that big rack-distrib move is being planned on the West Coast, watch for it. . . . There's a lot of discussion going around two songs that have a similar sound: **Charlie Russo's** "Preacherman" and **Horace Silver's** "The Preacher." Silver, who claims to be the offended party, has refused one out-of-court settlement already. . . . **Teddy Dirk** cut his first session for Mercury. . . . **Erroll Garner** TV'd plenty in support of his new LP "One World Concert" on Reprise. . . . **Chuck Alile**, formerly with S&L Distributors in Detroit, is now with Record Merchants in the same city.

New tune, "Pray" is written by **Geoffrey O'Hara** and **Ernest Ford**, is being published by Gulf Coast Music. . . . **A. & L. Distributors** of Philadelphia now has **Enjoy** and **Liberty's** Greek line. Also handles **Magnus** organs. **Leon Kellman** is counsel for **AGAC**, not **Harriet Pilpel** as stated in story (April 20). . . . **George Eifferman** (Mr. Universe and Mr. America) has been signed by Capitol. . . . **El Toro Records** new label in town. **Buddy Dunk** is president and **Nicky Newkirk** is a.&r. director. . . . **Dick Uhl**, author of songs for "Stop! Listen! And Love!" is the new San Francisco distributor for **Spoken Arts**. **JACK MAHER**

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 6/1/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	IF YOU WANNA BE HAPPY 6 Jimmy Soul, S.P.Q.R. 3305	6
2	5	IF YOU NEED ME 4 Solomon Burke, Atlantic 2185	4
3	4	THE LOVE OF MY MAN 7 Theola Kilgore, Serock 2004	7
4	1	I WILL FOLLOW HIM 9 Little Peggy March, RCA Victor 8139	9
5	9	ANOTHER SATURDAY NIGHT 4 Sam Cooke, RCA Victor 8164	4
6	3	BABY WORKOUT 11 Jackie Wilson, Brunswick 55239	11
7	8	TAKE THESE CHAINS FROM MY HEART 5 Ray Charles, ABC-Paramount 10435	5
8	13	PRISONER OF LOVE 4 James Brown & the Famous Flames, King 5739	4
9	12	FOOLISH LITTLE GIRL 8 Shirelles, Scepter 1248	8
10	11	PUSHOVER 5 Etta James, Argo 5437	5
11	18	WATERMELON MAN 10 Mongo Santamaria, Battle 45909	10
12	10	ON BROADWAY 7 Drifters, Atlantic 2182	7
13	17	TWO FACES HAVE I 5 Lou Christie, Roulette 4481	5
14	7	CAN'T GET USED TO LOSING YOU 5 Andy Williams, Columbia 42674	5
15	19	REVEREND MR. BLACK 4 Kingston Trio, Capitol 4951	4
16	6	DON'T SAY NOTHIN' BAD ABOUT MY BABY 10 Cookies, Dimension 1008	10
17	22	DA DOO RON RON 4 Crystals, Philles 112	4
18	25	HELLO STRANGER 2 Barbara Lewis, Atlantic 2184	2
19	24	LITTLE BAND OF GOLD 4 James Gilreath, Joy 274	4
20	28	LOSING YOU 2 Brenda Lee, Decca 31478	2
21	15	HE'S SO FINE 14 Chiffons, Laurie 3152	14
22	23	HOT PASTRAMI 2 Dartells, Dot 16453	2
23	26	EL WATUSI 2 Ray Barretto, Tico 419	2
24	29	IT'S MY PARTY 2 Lesley Gore, Mercury 72119	2
25	20	COME AND GET THESE MEMORIES 6 Martha & the Vandellas, Gordy 7014	6
26	21	SURFIN' U. S. A. 5 Beach Boys, Capitol 4932	5
27	—	YOU CAN'T SIT DOWN 1 Dovells, Parkway 867	1
28	16	PIPELINE 8 Chantays, Dot 16440	8
29	14	PUFF (The Magic Dragon) 6 Peter, Paul & Mary, Warner Bros. 5348	6
30	—	PRIDE AND JOY 1 Marvin Gaye, Tamla 54079	1

PHILADELPHIA

Alsam Distributors joined with Riverside Records in staging a cocktail party in honor of **Sunny Gale** at the R.D.A. Club on May 15th. . . . A business charter of incorporation was filed for another new local firm, **Haral Records, Inc.** . . . **Sears Store** staged a three-day sale of **Cameo-Parkway LP's**, with the price pegged at \$1.67 each for both stereos and monaurals. . . . **Booker John Budd** and **cleffer Arnold Walker** joined forces for "Two Fast Guns" which **Tony Mamarella** is giving national distribution on his **Lawn** label. . . . **Harry Fink**, promotion chief for **A&L Distributors**, became a grandpop for the third time courtesy of his daughter, **Judy Neff**. . . . **Diane Renay**, 17-year-old graduating from **Northeast High** here next month, signed by **Atco Records** and cut her first sides with "Tender" and "Dime a Dozen." . . . **Chubby Checker** and his business manager, **Cal Mann**, bought out the other half of his management (Continued on page 37)

SURE BETS
from
CHESS

"Miss Loneliness"

by
MITTY COLLIER
Chess #1856

"DARLING, DARLING, DARLING"

by
TY HUNTER
Chess #1857

"Pushover"

by
ETTA JAMES
Argo #5437

"I'M THE GREATEST LOVER IN THE WORLD"

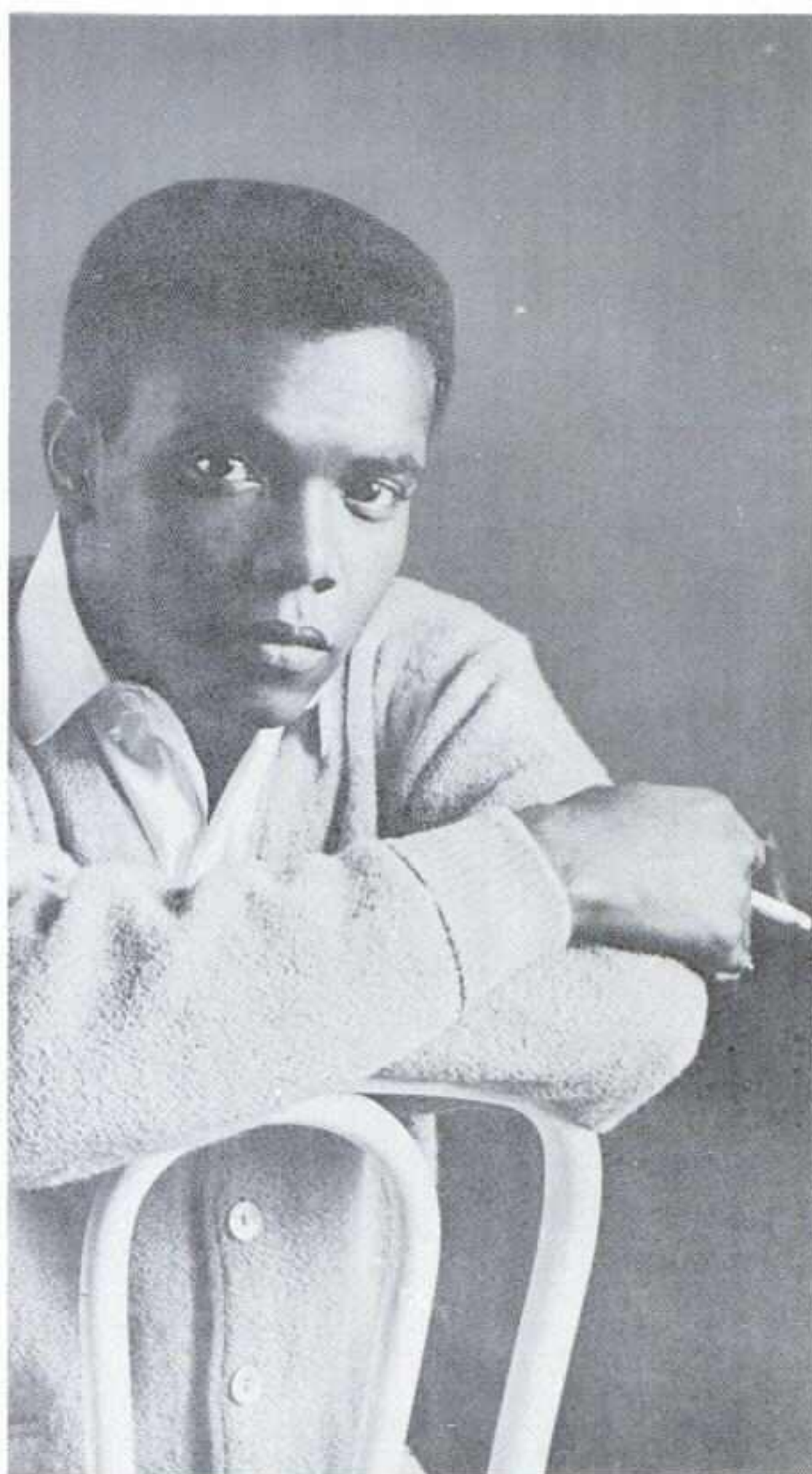
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BO DIDDLY
Checker 1045

CHESS PRODUCING CORP.
2120 S. Michigan Chicago 16, Ill.

New Gospel LP
"MEETIN' TONIGHT"
SWANEE QUINTET
Nashboro LP 7014
NASHBORO RECORD COMPANY
177 3rd Ave., N. Nashville, Tenn.

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IMPOSSIBLE INTERVIEWS WITH
MOREY AMSTERDAM
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HALF TOM MONAURAL

JOHNNY NASH COMES TO GROOVE!



58-0018
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JOHNNY NASH

I'VE GOT
A LOT TO OFFER,
DARLING

HELPLESS

AND STARTS THINGS OFF
WITH A SMASH!

#0018

Groove[®] RECORDS

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

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'IT'S MY PARTY', 'IF YOU WANNA BE HAPPY', 'I LOVE YOU BECAUSE'.

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'BIRDLAND', 'HOT PASTRAMI WITH MASHED POTATOES', 'IF YOU NEED ME'.

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'YOUR OLD STAND BY', 'ON TOP OF SPAGHETTI', 'OLD SMOKEY LOCOMOTION'.

Billboard Award

HOT 100—A TO Z—(Publisher-Licenses) BUBBLING UNDER THE HOT 100

Table listing songs and artists under the 'HOT 100—A TO Z' section, including 'Ain't That a Shame', 'Another Saturday Night', 'Birdland'.

Table listing songs and artists under the 'HOT 100—A TO Z' section, including 'Ring of Fire', 'Rivers Invitation', 'Rockin' Crickets'.

Table listing songs and artists under the 'BUBBLING UNDER THE HOT 100' section, including '101. ROCKIN' CRICKETS', '102. DENISE', '103. JACK THE RIPPER'.



proudly presents



ANOTHER GREAT
PAT BOONE

RECORDING

TIE ME KANGAROO DOWN SPORT



B/W **I FEEL LIKE CRYING** #16494



AND
**PAT BOONE'S
BEST-SELLING LP**



"THE NATIONS BEST SELLING RECORDS"



Thanks to all
of my good friends
for making this
such an
outstanding year.

Tony Bennett

**TONY BENNETT'S
"I LEFT MY HEART IN
SAN FRANCISCO"**

Record of the Year

Best Solo Vocal
Performance (Male)

Best Background
Arrangement

ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

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

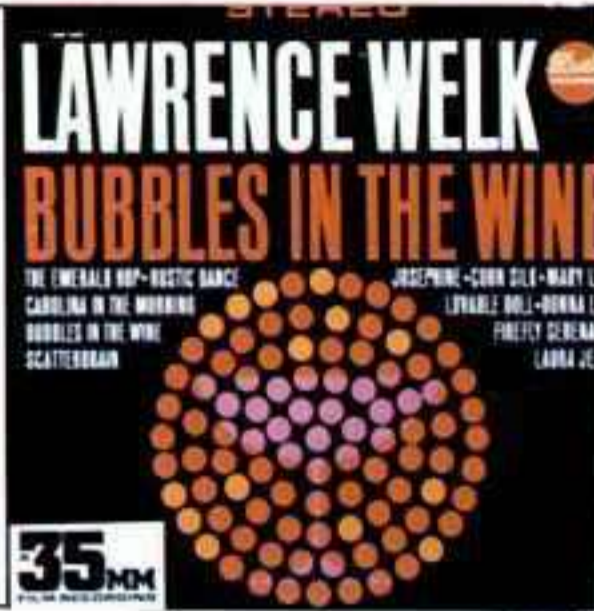


POP SPOTLIGHT

BUBBLES IN THE WINE

Lawrence Welk. Dot DLP 3489 (M); DLP 25489 (S)

Welk LP's always seem to rack up those sales, and there's no reason why this one should be any exception. There's bright, lively sound and a flock of titles that will appeal to the older listeners in the crowd: "Carolina in the Morning," "Scatterbrain," "Josephine" and "Mary Lou." Mighty spinable stuff.

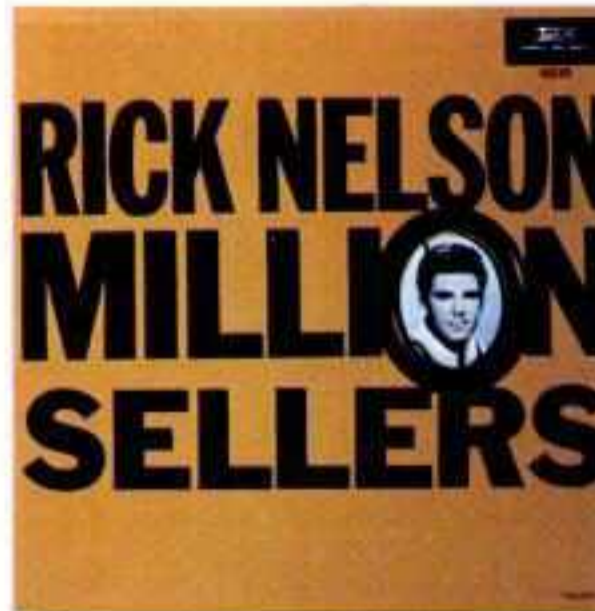


POP SPOTLIGHT

RICK NELSON MILLION SELLERS

Imperial LP 9232

Despite Rick Nelson's presence on another label now, this package of fine older sides, including several of his big hits, can be expected to do a lot of business, and should compete well with a brand-new album just released by Decca. Included are "Travelin' Man," "Hello Mary Lou," "Never Be Anyone Else But You" and "Young Emotions," among others. A set to be watched.

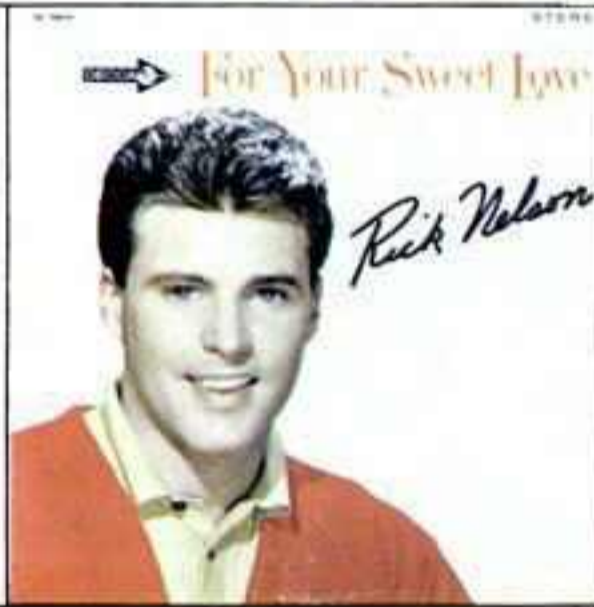


POP SPOTLIGHT

FOR YOUR SWEET LOVE

Rick Nelson. Decca DL 4419 (M); DL 74419 (S)

Strong new wax by Nelson here, incorporating his four single sides so far released by Decca and eight others, including the listenable album title song. This is his first album for his new label and it should be a big one, and the color cover shot won't do any harm either. "Gypsy Woman" and "String Along," his current action singles, are here with "I Got a Woman," "You Don't Love Me Anymore" and a flock of other goodies.



POP SPOTLIGHT

HOT PASTRAMI

The Dartells. Dot DLP 3522 (M); DLP 25522 (S)

Here's the Dartells' hit version of "Hot Pastrami" with plenty of mustard on it. The album has swing and the rocking sound that's bound to appeal to the teens. In addition to the hit are delicacies such as "Dill Pickles," "Swiss Cheese," "Night Train," "Surf Dreams" and "Dartell Stomp."



POP SPOTLIGHT

ONCE MORE! CHARLIE BYRD'S BOSSA NOVA

Riverside RM 454 (M); RS 9454 (S)

Charlie Byrd is back with another top-flight bossa nova LP. This one has strings and vibes and features his current single "Long for Bahia" as one of the leading tracks. The album is filled with the bossa nova sound and should score quickly just as his previous ones have done.



POP SPOTLIGHT

YOURS IS MY HEART ALONE (2-12")

Robert Shaw Chorale. RCA Victor VCM 7023 (M); VCS 7023 (S)

A power-packed production, almost certain to get strong retail response. The two-LP package seems to have been put together with just about everybody's pop taste in mind, with a wonderful selection of grand old operetta favorites occupying one disk, while the other is devoted to what are called all-time favorites like "Shenandoah," "The Hallelujah Chorus," "Battle Hymn of the Republic" (a stunning version) and "The Whiffenpoof Song."



POP SPOTLIGHT

GROUPS OF GOODIES

Various Artists. Chess LP 1478 (M)

The oldies collections continue to rate strong retail attention, and this newest grouping from the Archives of Chess and others is a natural seller. Included, for example, are "Sincerely" (the Moonglows), "Long Lonely Nights" (Lee Andrews and the Hearts), "Let Me In" (the Sensations), "Over the Mountain" (Johnny and Joe) and many others. A solid collection that should score well.

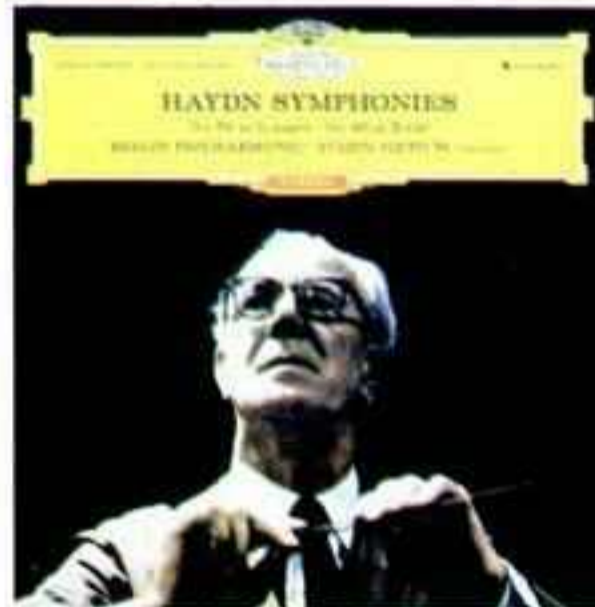


CLASSICAL SPOTLIGHT

HAYDN: SYMPHONIES NO. 88 IN G MAJOR; NO. 98 IN B FLAT

Berlin Philharmonic Orchestra (Jochum). Deutsche Grammophon LPM 18823 (M); SLPM 138823 (S)

Under the baton of Eugen Jochum, the Berlin Philharmonic continues its brilliant career with these two Haydn works. They are played with clock-like exactness and the large portions are played with Haydn's soft melancholy. Wolfgang Meyer is harpsichord soloist on the second work.



POP SPOTLIGHT

ETTA JAMES TOP TEN

Argo LP 4025 (M)

Miss Peaches has continued to turn out hits and she has a fast-moving one right now in her single of "Pushover." That's included here along with a bevy of her biggest recent hits. These include "Stop the Wedding," "Trust in Me," "At Last" and "Would It Make Any Difference to You." There are 10 tracks in all, and fans will greet them with fervor.



CLASSICAL SPOTLIGHT

BEEHOVEN: CHRIST ON THE MOUNT OF OLIVES

Various Artists. Westminster XWN 19033 (M); WST 17033 (S)

Ludwig Van Beethoven's oratorio written by the master in the early 1800's is further distinguished by Jan Peerce as Jesus, Maria Strader as Seraph and Otto Wiener as Peter. The Vienna State Opera Orchestra and Vienna Academy Chorus under the direction of Hermann Scherchen interpret Beethoven with authority.



POP SPOTLIGHT

CALL ME IRRESPONSIBLE AND THE JACK JONES HITS

Kapp KL 1328 (M); KS 3328 (S)

Jack Jones, a singer of the quality school, has stirred substantial action with several singles, "Lollipops and Roses" and "Call Me Irresponsible," his latest, among them. This album might be just the thing to make him step out in big-time fashion. It has the two hits mentioned, plus a lot of smoothies like "Moonlight Becomes You," "They Didn't Believe Me" and "My Romance." Delightful wax in the class groove with fine support by Pete King's ork.

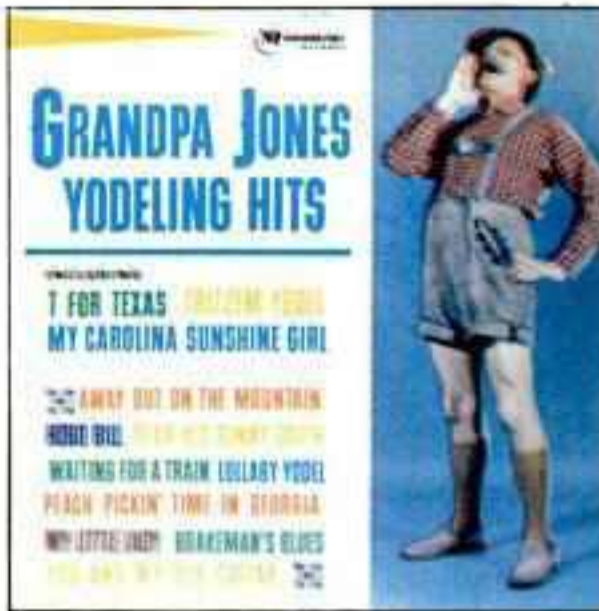


CLASSICAL SPOTLIGHT

SCHUMANN: CARNAVAL/FANTASIESTUCKE

Artur Schnabel. RCA Victor LM 2669 (M); LSC 2669 (S)

The earlier classical portions of the dyna-groove release program have been among the most impressive in the series. This fact, coupled with the power of a Rubinstein, makes this solid dealer offering. The works, for which the pianist has a strong rapport, are performed with brilliance and the cover has the kind of airy touch that's bound to attract attention.



COUNTRY SPOTLIGHT

GRANDPA JONES YODELING HITS

Monument MLP 8001

Grandpa yodels and pounds out his banjo and guitar to a fare thee well here on a great collection of old-timers, many from the catalog of the late, great singing brakeman, Jimmie Rodgers. Among these are "Carolina Sunshine Girl," "Waiting for a Train," "Brakeman's Blues" and "Dear Old Sunny South." There are also such ditties as "Peach Pickin' Time in Georgia," "Away Out on the Mountain" and a particularly flavorful item, "Tritzem Yodel." Strong wax for the fans.



COUNTRY SPOTLIGHT

NIGHT LIFE

Ray Price. Columbia CL 1971 (M); CS 8771 (S)

The great Ray Price has another top-notch album production, following at least two from last year which gained many trade and fan accolades and awards. This one is packed with good new songs, in the typical Price groove, with titles like "Night Life," "There's No Fool Like a Young Fool," "Bright Lights and Blonde-Haired Women," etc. Fans will really dig this one.



LOW-PRICE POP SPOTLIGHT

LIVING STRINGS PLUS TWO PIANOS

RCA Camden CAL 754 (M); CAS 754 (S)

Hill Bowen, who arranged and conducted this date, has come up with some mighty lush sounds. The repertoire pits the two-piano sound against a velvet of strings, with appropriate trombone and French horn sounds to boot. The mood is moody, with "Falling Leaves," "Snowfall" and "Canadian Sunset" just a few of the titles.



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

BUDDY GRECO'S GREATEST HITS
Epic LN 24043 (M); BN 26043 (S)

Buddy Greco pulls out all the stops on this one. The album swings and so does Buddy, all the way! Greco gives such tunes as "The Lady Is a Tramp," "You're Nobody" and "Like Young" his personal ad-lib touch. There's much to listen to and Greco is at his best!

POP SPECIAL MERIT

SURFIN' U.S.A.
The Hot Doggers
Epic LN 24054 (M); BN 26054 (S)

The surfing sound is big across the land now, even if the sport itself hasn't yet reached as far. Here's a fine new instrumental combo with the swinging down guitar sound, and the group picks up on a flock of recent and current hits in the surf groove, including "Surfin' U.S.A.," "Balboa Blue," "Pipeline," "Surfer's Stomp," "Surfin' Safari" and others. A solid album with a better than average sound.

POP SPECIAL MERIT

NOW PLAYING!
Various Artists
Ava A-23 (M); AS-23 (S)

Movie music fans will have another winging listening to outstanding motion picture musical signatures like "Days of Wine and Roses," "Mutiny on the Bounty" and "Lawrence of Arabia." There's an offering of a wide variety of performances—ranging from an Elmer Bernstein treatment to a Carol Lawrence vocal to the bossa beat of the Harry Belafonte ork with the Bill Brown Singers.

POP SPECIAL MERIT

COUNTRY BOY GOES TO TOWN!!!!
George McCurn
A&M LP 102 (M)

George McCurn shows his broad resources of talent on this LP. Besides "I'm Just a Country Boy," which was a chart climber a short time ago, the album contains a wide assortment of songs sung with authority. On the country side is "He'll Have to Go," and there's a jazz-oriented "One More for the Poor Man" and fine low-voice spots in "Hundred Pounds of Clay" and "Snap Your Fingers." There's another potential hit in "Georgia Town."

POP SPECIAL MERIT

MONDO CANE
Movie Sound Track. United Artists
UAS 5105 (S); 4105 (M)

Here's an album that could prove a real sleeper, should it get the play. The LP is from the current off-beat movie and the music should surprise a good many people. Little of the bizarre nature of the picture is evident in the music which has excitement and some first-class themes played by a large string ork. Lots of good programming here.

FLAMENCO SPECIAL MERIT

FLAMENCO FIRE
Sarita Heredia
World-Pacific 1427 (S)

This is one of the most exciting flamenco albums in years. It captures a live performance by Sarita Heredia and her troupe at Los Angeles' Club Matador, and it blazes all the way. Miss Heredia is captured in cante chico, little flamenco songs, which she infuses with her own personality and style both vocally and via her guitar work. Followers of flamenco should get kicks with this set.

SPOKEN WORD SPECIAL MERIT

TREASURY OF NURSERY RHYMES
Christopher Casson
Spoken Arts 857

An unusual recording . . . authoritative in background, it is completely enchanting in performance and has special value as a source material for folk singers. Expertly sung and read by Christopher Casson—who also plays harp and handles the special effects in many numbers—the recording contains 53 selections . . . all the well-remembered favorites plus some indigenous to Great Britain.

COUNTRY & WESTERN SPECIAL MERIT

THE SINGING STRINGS OF STEEL GUITAR AND DOBRO
Shot Jackson. Starday SLP 230

There are few steel guitar albums to match this one, which features Shot Jackson and Buddy Emmons on steel guitar and dobro, the instrument now used by most bluegrass as well as mountain groups. They play in lovely style such country classics as "Honky Tonk Angels," "Texas Playboy Rag," "Hawaiian Honeymoon" and "Hounddog Blues."

COUNTRY & WESTERN SPECIAL MERIT

BLUEGRASS SPECTACULAR
Various Artists
Starday SLP 232

This album is being merchandised as a special collector's item for the growing number of bluegrass fanciers in the country. Actually, the name power is potent enough to attract a good many of these new-found bluegrass fans in colleges and the like. Among the artists are Flatt and Scruggs, Carl Story, Stanley Brothers, the Stoneman Family and a raft of others. There are 16 tracks in all.

COUNTRY & WESTERN SPECIAL MERIT

LEON PAYNE—A LIVING LEGEND OF COUNTRY MUSIC
Starday SLP 231

This tribute album to Leon Payne contains some of Payne's original hit recordings, like "They'll Never Take Her Love From Me" and "You Are the One," plus some hits from yesteryear, like "I Love You Because." There are also a number of new sides by Payne in the set. A fine collection which should appeal to Payne's many fans and sell well in the field.

JAZZ SPECIAL MERIT

TALES OF KOFFMAN
Moe Koffman. United Artists 15029 (S)

Here's another album that has light, swinging overtones that could very well appeal to the pop market. The artist plays flute and alto sax against easy rhythm section with some outstanding tracks in "Jazz Merengue," "Growing Up," "Exodus" and "Monks Monastery."

FLAMENCO SPECIAL MERIT

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World-Pacific 1427 (S)

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BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MONO

BOBBY VEE MEETS THE VENTURES
Liberty LRP 3289

LATIN RENDEZVOUS
Mantovani & His Ork, London LL 3295

OLDIES BUT GOODIES, VOL. 5
Various Artists, Original Sound LPM 5007

STEREO

LATIN RENDEZVOUS
Mantovani & His Ork, London PS 295

★ 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

THE INCREDIBLE NANCY AMES . . .
Liberty LRP 3276

FABULOUS MIRACLES . . .
Tamla TM 238

THE BOY'S WON'T LEAVE THE GIRLS ALONE . . .
Clancy Brothers & Tommy Makem, Columbia CL 1909

THE MOTOR-TOWN REVIEW, VOL. I . . .
Various Artists, Motown 609

THE VENTURES PLAY THE COUNTRY CLASSICS . . .
Dalton BLP 2023

WAGNER: SIEGFRIED . . .
Various Artists, London A 4508

PLENTY OF PETE . . .
Pete Fountain, Coral CRL 57424

LITTLE BIRD . . .
Pete Jolly Trio & Friends, Ava A 22

CONNIE FRANCIS SINGS AWARD WINNING MOTION PICTURE HITS
MGM E 4048

LES McCANN LTD. PLAYS THE SHAM-POO AT THE VILLAGE GATE . . .
Pacific Jazz PJ 63

JAN & DEAN TAKE LINDA SURFIN' . . .
Liberty LRP 3294

STEVE & EYDIE AT THE MOVIES . . .
Steve Lawrence & Eydie Gorme, Columbia CL 2021

LENA SINGS YOUR REQUESTS . . .
Lena Horne, Charter 101

SAMMY DAVIS JR. SINGS FORGET-ME-NOTS FOR FIRST NIGHTERS . . .
Decca DL 4381

MR. BASS MAN . . .
Johnny Cymbal, Kapp KL 1324

STEREO

CLASSICAL ENCORES . . .
Mantovani & His Ork, London PS 269

COTTON FIELDS . . .
Arthur Lyman Group, Hi Fi SL 1010

TODAY'S TOP HITS . . .
David Carroll & His Ork, Mercury SR 60786

THE LONGEST DAY . . .
Sound Track, 20th Fox SXG 5007

JAZZ SAMBA ENCORE! . . .
Stan Getz & Luiz Bonfá, Verve V6-8523



FOUR-STAR ALBUMS

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

POPULAR

SAMMY DAVIS JR. SINGS FORGET-ME-NOTS FOR FIRST NIGHTERS
Decca DL 4381 (M); DL 74381 (S)

SUN ARISE
Rolf Harris. Epic LN 24053 (M); BN 26053 (S)

THREE GUITARS IN BOSSA NOVA TIME
Herb Ellis. Epic LA 16036 (M); BA 17036 (S)

MR. JAZZ
King Pleasure. United Artists. 15012 (S)

SURGING AHEAD
Clare Fischer. Pacific Jazz PJ 67 (S)

PONY'S EXPRESS
Pony Polndexter. Epic LA 16035 (M); BA 17035 (S)

CLASSICAL

DARK EYES
Don Cossack Choir (Jaroff). Deutsche Grammophon LPEM 19367 (M); SLPEM 136367 (S)

BACH: THREE VIOLIN CONCERTOS
David and Igor Oistrakh Royal Philharmonic Orchestra (Goossens). Deutsche Grammophon LPM 18820 (M); SLP 138820 (S)

CHOPIN: PIANO CONCERTO NO. 2; POLONAISES 3 AND 6
Stefan Askenase, piano; Berlin Philharmonic Orchestra (Ludwig). Deutsche Grammophon SLP 18791 (M); SLP 138791 (S)

JAN PEERCE SINGS HANDEL ARIAS
Westminster XWN 19028 (M); WST 17028 (S)

COUNTRY

JOHNNY BOND—SONGS THAT MADE HIM FAMOUS
Starday SLP 227

INTERNATIONAL

THE GYPSIES ARE SINGING
Sandor Lakatos Ensemble of Budapest. Westminster XWN 19022 (M); WST 17022 (S)

FAVORITE YIDDISH SONGS
Martha Schlamme. MGM E 4122 (M); SE 4122 (S)

LATIN AMERICAN

EL BRAVO SOY YO!
Willie Rosario and His Ork. Alegre LPA 825

ALEGRE!
Felipe Rodriguez. Alegre LPA 828

FOLK

NEW SOUNDS IN FOLK MUSIC
Cecil Null. Briar M 107



THREE-STAR ALBUMS

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

POPULAR

YES INDEED
The Ray Wray Quartet. Pharaoh PH 1001

ALL SPICE
Claudette Sutherland. Briar M 116

COME SURF WITH ME
Aki Aleong & The Nobles. Vee Jay LP 1060 (M); SR 1060 (S)

CLIFFORD SCOTT PLAYS THE BIG ONES
World-Pacific 1811 (S)

CLASSICAL

KNAPPERTSBUSCH CONDUCTS WAGNER
Munich Philharmonic Orchestra. Westminster XWN 19032 (M); WST 17032 (S)

STOCKHAUSEN: GESANG DER JUNGLINGE/KONTAKTE
Deutsche Grammophon LPM 18811 (M); SLP 138811 (S)

CLASSIC CYMBALOM
Aladar Racz. Westminster XWN 19011 (M); WST 17022 (S)

COUNTRY & WESTERN

DONE ROVIN'
Johnny Horton. Briar M 104

OTHER ALBUMS REVIEWS

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

INTERNATIONAL

ROBERT WILSON ON STAGE
Dominion LP 1241 (M)

AN AYRSHIRE LASSIE SINGS
Margaret Cruickshank. Dominion LP 1266 (M)

FOLK

THE FOLK MUSIC OF RUMANIA
Columbia World Library of Folk & Primitive Music, Vol. XVIII. Columbia KL-5799

ALBUM REVIEW POLICY

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

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sings

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(Published by Tree Publishing Co. Inc.)



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

150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015	7
2	2	MOVING Peter, Paul & Mary, Warner Bros. W 1473	20
3	3	WEST SIDE STORY Sound Track, Columbia OL 5670	84
4	4	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697	7
5	7	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	14
6	6	KINGSTON TRIO #16 Capitol T 1871	10
7	9	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	17
8	8	PETER, PAUL & MARY Warner Bros. W 1449	58
9	5	I WANNA BE AROUND Tony Bennett, Columbia CL 2000	9
10	11	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016	7
11	14	SURFIN' U. S. A. Beach Boys, Capitol T 1899	5
12	12	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993	6
13	13	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081	6
14	15	THE BARBRA STREISAND ALBUM Columbia CL 2007	8
15	10	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	56
16	18	RICHARD CHAMBERLAIN SINGS MGM E 4088	18
17	20	SINCERELY YOURS Robert Goulet, Columbia CL 1931	22
18	23	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	31
19	17	JOAN BAEZ IN CONCERT Vanguard VRS 9112	32
20	16	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	10
21	21	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LPM 2638	10
22	19	I'M A WOMAN Peggy Lee, Capitol T 1857	13
23	34	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	16
24	26	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318	19
25	27	OLIVER Original Cast, RCA Victor LOC 2004	30
26	25	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	48
27	29	JOAN BAEZ, VOL. II Vanguard VRS 9094	79
28	22	THE BEST OF THE KINGSTON TRIO Capitol T 1705	52
29	28	IT DON'T MAKE NO DIFFERENCE Dave Gardner, Capitol T 1867	5
30	39	NEW FRONTIER Kingston Trio, Capitol T 1809	25
31	30	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	18
32	37	THINK ETHNIC Smothers Brothers, Mercury MG 20777	9
33	24	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	9
34	110	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 3063	2
35	40	WEST SIDE STORY Original Cast, Columbia OL 5230	138
36	31	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	25
37	43	SURFING Ventures, Delton BLP 2022	5
38	87	HOBO FLATS Jimmy Smith, Verve 8544	3
39	35	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	9
40	41	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	17
41	42	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	28
42	46	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	89
43	38	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay LP 1056	14
44	48	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	37
45	45	ALL ALONE AM I Brenda Lee, Decca DL 4370	13
46	56	ALLEY CAT Bert Fabric, Alco 148	32
47	51	CAMELOT Original Cast, Columbia KOL 5620	123
48	63	THE BEST OF JOLSON Al Jolson, Decca DXA 169	28
49	49	BABY WORKOUT Jackie Wilson, Brunswick BL 54110	6
50	44	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	31

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	60	WATERMELON MAN Mongo Santamaria, Battle 6120	5
52	47	BUDDY HOLLY STORY Coral CRL 57279	125
53	50	ALWAYS YOU Robert Goulet, Columbia CL 1676	60
54	65	PIPELINE Chantays, Dot DLP 3516	3
55	32	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	38
56	57	GYPSY Sound Track, Warner Bros. B 1480	25
57	69	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Doton BLP 2019	22
58	54	1963'S EARLY HITS Lawrence Walk, Dot DLP 3510	8
59	80	DEAR LONELY HEARTS Nat King Cole, Capitol T 1836	23
60	53	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	180
61	79	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	59
62	59	STEVE LAWRENCE WINNERS! Columbia CL 1953	17
63	70	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	15
64	66	I COULD GO ON SINGING Sound Track, Capitol W 1861	4
65	68	THE NEW CHRISTY MINSTRELS Columbia CL 1872	33
66	101	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	31
67	67	COLLEGE STANDARDS Lettermen, Capitol T 1829	8
68	72	SKEETER DAVIS SINGS THE END OF THE WORLD RCA Victor LPM 2699	8
69	76	WILD WEEKEND Rockin' Rebels, Swan SLP 509	11
70	91	OUR MEN IN SAN FRANCISCO Limelites, RCA Victor LPM 2609	18
71	81	HOW THE WEST WAS WON Sound Track, MGM 115	3
72	98	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	86
73	62	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	15
74	115	WHERE DID EVERYONE GO! Nat King Cole, Capitol W 1839	2
75	58	ROY ORBISON'S GREATEST HITS Monument MLP 8000	40
76	97	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515	6
77	138	NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017	2
78	89	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Peterson, Colpix CP 444	4
79	33	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	20
80	78	RUBY BABY Dion, Columbia CL 2010	11
81	104	OUR WINTER LOVE Felix Slatkin, Liberty LRP 3287	9
82	83	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LM 6160	6
83	102	FOLLOW THE BOYS Connie Francis, MGM E 4123	10
84	61	WARM AND WILLING Andy Williams, Columbia CL 1879	33
85	85	GENE PITNEY SINGS JUST FOR YOU Musicor MM 2004	3
86	119	OUR WINTER LOVE Bill Pursell, Columbia CL 1992	9
87	92	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	21
88	36	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	18
89	100	JAZZ SAMBA ENCORE! Stan Getz & Luiz Bonfá, Verve V 8523	3
90	88	RAPTURE Johnny Mathis, Columbia CL 1915	32
91	71	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	163
92	86	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	134
93	55	SHIRELLES GREATEST HITS Scepter 507	19
94	94	THE SOUND OF GENIUS Various Artists, Columbia 5GM 1	4
95	73	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	265
96	77	JOAN BAEZ, VOL. I Vanguard VRS 9078	66
97	64	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	13
98	74	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol T 1864	12
99	75	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LPM 2620	5
100	52	PAUL & PAULA SING FOR YOUNG LOVERS Philips PHM 200-078	15

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	127	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 6082	2
102	90	LET'S LIMBO SOME MORE Chubby Checker, Parkway P 7027	10
103	93	CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LPM 2641	4
104	106	DON'T LET ME CROSS OVER Carl Butler, Columbia CL 2002	6
105	122	FROM A JACK TO A KING Ned Miller, Fabor FLP 1001	10
106	—	PATSY CLINE SHOWCASE Decca DL 4202	17
107	125	ENCORE OF GOLDEN HITS Flitters, Mercury MG 20472	168
108	112	BLOOD, SWEAT & TEARS Johnny Cash, Columbia CL 1930	12
109	123	WALK RIGHT IN Rooftop Singers, Vanguard VRS 9123	16
110	103	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	15
111	113	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CL 1998	12
112	95	REMINISCING Buddy Holly, Coral CRL 57426	12
113	—	BOBBY VEE MEETS THE VENTURES Liberty LRP 3289	1
114	96	CROSS-COUNTRY CONCERT Brothers Four, Columbia CL 1946	5
115	82	JUMBO Sound Track, Columbia OL 5860	22
116	132	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	17
117	121	TWO OF US Robert Goulet, Columbia CL 1826	40
118	135	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	41
119	107	COLLEGE CONCERT Kingston Trio, Capitol T 1658	48
120	84	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2661	9
121	—	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3295	1
122	131	THE LONELY BULL Herb Alpert & the Tijuana Brass, AAM 101	23
123	116	VLADIMIR HOROWITZ Columbia KL 5771	20
124	124	THIS IS MY COUNTRY Robert Shaw Chorus & the RCA Victor Symphony Ork, RCA Victor LM 2662	4
125	—	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound LPM 3007	1
126	140	MAKIN' A JOYFUL NOISE Limelites, RCA Victor LPM 2588	2
127	134	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	49
128	111	MY FAIR LADY Original Cast, Columbia OL 5090	373
129	114	HEAVENLY Johnny Mathis, Columbia CL 1351	193
130	118	NO STRINGS Original Cast, Capitol D 1695	59
131	130	HATARI! Henry Mancini, RCA Victor LPM 2559	46
132	105	CHAD MITCHELL TRIO IN ACTION Kapp KL 1313	8
133	99	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	26
134	144	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	34
135	141	ROGER WILLIAMS COUNTRY STYLE Kapp KL 1305	7
136	148	HIS GREATEST HITS Johnny Crawford, Dot Fi DFIP 1229	2
137	117	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759	25
138	120	OUR DAY WILL COME Ruby & the Romantics, Kapp KL 1323	4
139	133	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R 6058	24
140	—	THE END OF THE WORLD Julie London, Liberty LRP 3300	1
141	139	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415	42
142	136	RHYTHM OF THE RAIN Cascades, Valiant 405	7
143	149	IT'S UP TO YOU Rick Nelson, Imperial LP 9223	5
144	142	RUSTY WARREN IN ORBIT Jubilee JGM 2044	31
145	126	TIME OUT Dave Brubeck, Columbia CL 1397	126
146	137	ANDY WILLIAMS BEST Cadence CLP 3054	43
147	150	CHUBBY CHECKER BIGGEST HITS Parkway P 7022	23
148	145	THE CHIFFONS Laurie LLP 2018	3
149	146	JUST TURN ME LOOSE George Maharis, Epic LM 24037	10
150	108	I'VE GOT A WOMAN Jimmy McGriff, Sue LP 1012	27

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	DAYS OF WINE AND ROSES Andy Williams, Columbia CS 8815	7
2	1	WEST SIDE STORY Sound Track, Columbia OS 2070	81
3	3	LAWRENCE OF ARABIA Sound Track, Colpix SCP 514	11
4	4	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	20
5	5	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LSP 2638	8
6	6	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LSC 2661	8
7	9	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	9
8	8	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	19
9	7	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	35
10	10	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LSP 2620	8
11	11	HOW THE WEST WAS WON Sound Track, MGM 1565	7
12	16	OLIVER Original Cast, RCA Victor LSOD 2004	31
13	13	CAMELOT Original Cast, Columbia KOS 2031	123
14	14	SUPERCUSSION Dick Schory's Percussion Pops Ork, RCA Victor LSP 2613	7
15	12	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LSP 2697	7
16	24	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	53
17	17	RAVEL: BOLERO Boston Symphony Ork. (Munch), RCA Victor LSC 2644	4
18	20	BYE BYE BIRDIE Sound Track, RCA Victor LSO 1081	3
19	19	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CS 8816	6
20	26	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	16
21	22	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	37
22	27	1963'S EARLY HITS Lawrence Walk, Dot DLP 3510	9
23	18	KINGSTON TRIO #16 Capitol ST 1871	9
24	21	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	168
25	25	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CS 8792	5
26	30	WEST SIDE STORY Original Cast, Columbia OS 2001	100
27	31	OUR WINTER LOVE Felix Slatkin, Liberty LST 7287	8
28	28	THIS IS MY COUNTRY Robert Shaw Chorus & RCA Victor Symphony Ork, RCA Victor LSC 2662	6
29	15	CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LSP 2644	6
30	36	SINCERELY YOURS Robert Goulet, Columbia CS 8731	22
31	29	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 50	25
32	35	HOBO FLATS Jimmy Smith, Verve V6-8544	3
33	39	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LSC 6160	5
34	37	NEW THRESHOLDS IN SOUND Sid Ramin & His Ork., RCA Victor LSP 2658	2
35	46	OUR WINTER LOVE Bill Pursell, Columbia CS 8792	9
36	42	SURFIN' U. S. A. Beach Boys, Capitol ST 1899	2
37	23	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	15
38	38	PETER, PAUL & MARY Warner Bros. WS 1449	45
39	40	SOUND OF GENIUS Various Artists, Columbia 5OS 1	4
40	—	LATIN RENDEZVOUS Mantovani & His Ork, London PS 295	1
41	33	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	17
42	34	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CS 8798	12
43	47	WALTZ TIME Lawrence Walk, Dot DLP 25499	7
44	32	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RMP-444	8
45	45	I COULD GO ON SINGING Sound Track, Capitol SW 1861	4
46	41	MAHLER: SYMPHONY NO. 1 Boston Symphony Ork. (Leinsdorf), RCA Victor LSC 2642	3
47	49	I'M A WOMAN Peggy Lee, Capitol ST 1857	9
48	43	THE BEST OF THE KINGSTON TRIO Capitol ST 1705	28
49	44	NEW FRONTIER Kingston Trio, Capitol ST 1809	19
50	48	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 25497	16

Howard S. Richmond *expresses sincere appreciation*
to the writers, recording artists, record companies, program directors
and disc jockeys for making possible

5

GRAMMY

AWARDS

from One Music Publishing Group



WHAT KIND OF FOOL AM I?

from "Stop The World—I Want To Get Off"
Composers: LESLIE BRICUSSE & ANTHONY NEWLEY
Publisher: LUDLOW MUSIC, INC. (BMI)

- ✓ **SONG OF THE YEAR**
Composers: Leslie Bricusse and Anthony Newley



FLY ME TO THE MOON (In Other Words)

Words and Music by BART HOWARD
Publisher: ALMANAC MUSIC, INC. (ASCAP)

- ✓ **BEST PERFORMANCE BY AN ORCHESTRA—
FOR DANCING**
Joe Harnell—Kapp



DESAFINADO (Slightly Out Of Tune)

Original text by NEWTON MENDONCA
Music by ANTONIO CARLOS JOBIM
English Lyrics by JON HENDRICKS
and JESSIE CAVANAUGH
Publisher: HOLLIS MUSIC, INC. (BMI)

- ✓ **BEST JAZZ PERFORMANCE—
SOLOIST OR SMALL GROUP**
Stan Getz—Verve



IF I HAD A HAMMER (The Hammer Song)

Words and Music by LEE HAYS and PETE SEEGER
Publisher: LUDLOW MUSIC, INC. (BMI)

- ✓ **BEST PERFORMANCE BY A VOCAL GROUP**
Peter, Paul and Mary—Warner Bros.



- ✓ **BEST FOLK RECORDING**
Peter, Paul and Mary—Warner Bros.

ALMANAC MUSIC, INC.
Pete Kameron—Monte Kay

HOLLIS MUSIC, INC.
Al Brackman

LUDLOW MUSIC, INC.
Happy Goday

A chain reaction HIT!



Now breaking...

COAST-TO-COAST

The original...

THE BACHELORS

CHARMAINE

9584

**A proven hit...
Over 400,000 sold
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Original recording

Jet Harris & Tony Meehan

SCARLET O'HARA

9608

**"Best Bet"
Cash Box**



A great new sound from Italy

Nini Rosso

THE CLOWN

10714



Tony Osborne

The Eurovision Winner

I LOVED YOU

9605

(DANSEVISE)

**"Top Single"
Variety**



BREAKOUT SINGLES

NATIONAL BREAKOUTS

ONE FINE DAY

Chiffons, Laurie 3179

ON TOP OF SPAGHETTI

Tom Glazer and the Children's Chorus, Kapp 526

OLD SMOKEY LOCOMOTION

Little Eva, Dimension 1011

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.

EASIER SAID THAN DONE

Essex, Roulette 4494 (Nom, BMI) (New York)

LOVERS

Blendtones, Success 101 (Plywood, BMI) (Los Angeles)

NO TEARS LEFT FOR CRYING

West Siders, United Artists 600 (Leopard, BMI) (New York)

MEMPHIS

Lonnie Mack, Fraternity 906 (Arc, BMI) (Cincinnati)

TIE ME KANGAROO DOWN, SPORT

Rolf Harris, Epic 9596 (Beechwood, BMI) (Miami)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

LONNIE JAY AND THE JAYNES

AROUND AND AROUND WE GO

(Brad-House-Lanny, BMI) (1:46)—Arlen 724

Here's a solid, swingin' upbeat item that should be great for dancers. It's sung in tight unison style and it has the sound. Watch it. Flip is "Somewhere (There is a Girl)" (Brad-House-Lanny, BMI) (2:14).

POP SPOTLIGHT

DION

COME GO WITH ME

(Gil - Febee, BMI) (2:33)—Laurie 3171

Solid follow-up to "Sandy" which moved so well on Dion's former label. The side has the fast-moving Dion sound with romping backing. The flip is "King Without a Queen" (Just, BMI) (2:32).

POP SPOTLIGHT

BURL IVES

I'M THE BOSS

(Pamper, BMI) (2:05)—Decca 31504

This side was pulled out of Ives' current album "Burl" at jockey request. It's a lilting effort that has to do with domestic matters at the homestead. The flip side is "The Moon Is High" (Tree, BMI) (2:20).

POP SPOTLIGHT

THE ORLONS

NOT ME

(Rock Masters, BMI) (2:31)

MY BEST FRIEND

(Kalmann, ASCAP) (2:19)—Cameo 257

Two more smashes by the Orlons on the way. The first is a happy rocker with pounding beat and fine deep-voiced male voice sounds. The second side is a story of mixed up love affair and is slated for those dancing teens.

POP SPOTLIGHT

THE DRIFTERS

IF YOU DON'T COME BACK

(Trio-Cotillion, BMI) (2:10)

RAT RACE

(Trio-Cotillion, BMI) (2:10)—Atlantic 2191

The Drifters are back in with two solid follow-ups to "Broadway." They are in differing moods with a minor theme and arresting lyric idea on two. The second side is in the social conscience groove, but takes a quicker and wilder tempo.

POP SPOTLIGHT

NEW WORLD SINGERS

DON'T THINK TWICE, IT'S ALRIGHT

(Witmark, ASCAP) (2:23)—Atlantic 2190

A new folk group makes its wax debut here and a very impressive one it is. Fine lead singing, catchy guitar work and solid material all could help this disking make it to the top. Flip is "Stew Ball" (2:28).

POP SPOTLIGHT

JOHN MAHALIC

RED WING

(Joy, ASCAP) (2:20)—Select 725

Mahalic is the man who blows the trumpet passages on "Little Band of Gold" and he proves here he can go it himself with a stylish instrumental performance of a rocking version of the old traditional tune. Flip is "Cotton Fields" (Joy, ASCAP) (2:03).

POP SPOTLIGHT

ISLEY BROTHERS

TANGO

(Three Boys, BMI) (2:07)—United Artists 605

The Isley Brothers, on their first record for UA, come through with a rollicking, shouting performance of an infectious piece of material that should interest their teen fans. Flip is "She's Gone" (Three Boys, BMI) (2:50).

POP SPOTLIGHT

LAWRENCE WELK

BREAKWATER

(Von Tilzer, ASCAP) (2:15)

SCARLET O'HARA

(Regent, BMI) (2:03)—Dot 16488

This powerful coupling by Lawrence Welk could turn out to be a big disking for the orkster. Topper is a surf-in' type disk that moves; flip is an English hit with a catchy melody that also should do well.

POP SPOTLIGHT

JAN AND DEAN

SURF CITY

(Screen Gems-Columbia, BMI) (2:24)

SHE'S MY SUMMER GIRL

(Screen Gems-Columbia, BMI) (2:13)—Liberty 55580

Two more swinging sides by the hot West Coast team. The first is a solid item that changes the pace from "Linda" but is right in line with the surfing scene. The second has a crystal-clear sound and fits in well with summer vacation time.

C.&W. SPOTLIGHT

KITTY WELLS

I GAVE MY WEDDING DRESS AWAY

(Fred Rose, BMI)

A HEARTACHE FOR A KEPSAKE

(Tree, BMI)—Decca 31501

Two great weeper sides for Miss Wells and either or both can go. First up is a fine old tune by Fred Rose with a powerful recitation. Flip is another effective job also in the old-time tradition. Fine wax both ways.

C.&W. SPOTLIGHT

FERLIN HUSKY
AS CLOSE AS WE'LL EVER BE

(Central Songs, BMI) (2:32)

WHO'S NEXT

(Moss Rose, BMI) (2:06)—Capitol 4977

Two good sides in neatly contrasting tempos for Husky and both have a good chance. First up is a strong, quavering ballad performance done with much meaning, while the flip is a breezy rhythm ditty, done for equal effect. Watch 'em.

SPECIAL MERIT SPOTLIGHT

POP DISK JOCKEY PROGRAMMING

KING KOBRA

BWI-EXPRESS

(Pleasant, ASCAP) (2:00)—Request 3013

An interesting and smartly turned out instrumental. The combo puts out a good calypso-based sound that has a lot of commercial feeling. Side merits plenty of spins and has a chance to move. Flip is "Flamingo Limbo" (Pleasant, ASCAP) (2:07).

SPECIAL MERIT SPOTLIGHT

POP TALENT

GERRI GRANGER

JUST TELL HIM JANE SAID HELLO

(Presley, BMI) (2:24)—Big Top 3150

Here's an impressive thrush with something of the soulful quality of Timi Yuro in her voice, yet with a style all her own. She hands this weeper ballad a haunting performance that could win her a lot of friends. The side and the talent bears watching. Flip is "What's Wrong With Me" (St. Louis, BMI) (2:10).



FOUR-STAR SINGLES

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

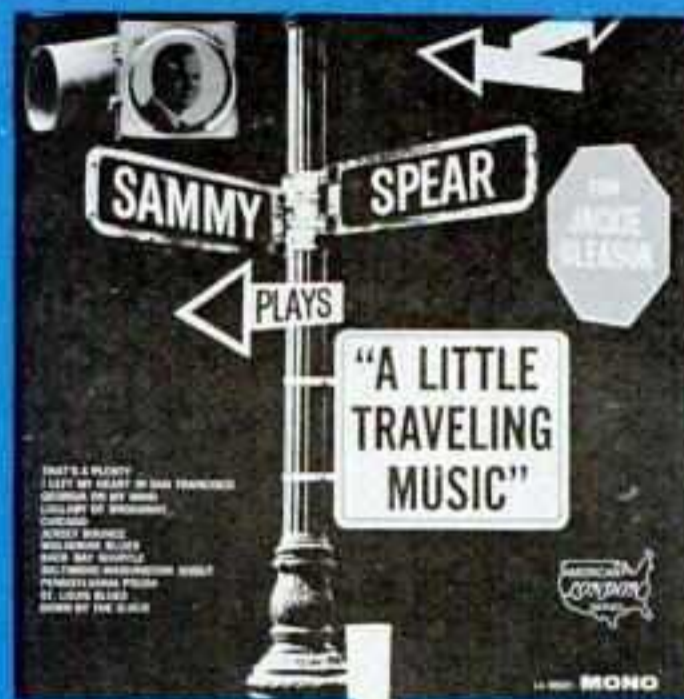
POPULAR

- CHUCK JACKSON**
★★★★ Tears of Joy (Damic, BMI) (2:58)—★★★★ I Will Never Turn My Back on You (Damic, BMI) (2:49). WAND 138
- BUSTER BROWN**
★★★★ My Blue Heaven (Feist, ASCAP) (2:20) — ★★★★★ Two Women (Chula-Ollivia, BMI) (2:45). SEROCK 2005
- DARRELL McCALL**
★★★★ No Place to Hide (Pamper, BMI) (2:30)—★★★★ Hud (Famous, ASCAP) (2:36). PHILIPS 40116
- MATT MONRO**
★★★★ The Girl I Love (Skidmore, ASCAP) (2:22) — ★★★★★ Leave Me Now (Shapiro - Bernstein, ASCAP) (3:02). LIBERTY 55573
- MARCIE BLANE**
★★★★ Little Miss Fool (Ametrop, BMI) (2:15)—★★★★ Ragtime Sound (Ametrop, BMI) (2:14). SEVILLE 126
- JOHNNY NASH**
★★★★ Helpless (Chappell, ASCAP) (2:27)—★★★★ I've Got a Lot to Offer, Darling (Tudor, BMI) (2:20). GROOVE 0018
- THE STEPPING STONES**
★★★★ I Got My Job Through the New York Times (Helios-Wensley, BMI) (2:13)—★★★★ The Nearness of You (Famous, ASCAP) (2:20). PHILIPS 40108
- BILLY ABBOTT**
★★★★ Come On and Dance With Me (Cameo-Parkway, BMI) (2:13) — ★★★★★ Groovy Baby (Cameo-Parkway, BMI) (2:14). PARKWAY 874
- HAYLEY MILLS AND EDDIE HODGES**
★★★★ Flitterin' (Wonderland, BMI) (2:06) — ★★★★★ Beautiful Beulah (Wonderland, BMI) (1:55). VISTA 420
- THE LETTERMEN**
★★★★ Allentown Jail (Bourne, ASCAP) (2:18)—★★★★ Two Brothers (Shapiro-Bernstein, ASCAP) (2:40). CAPITOL 4976

- PAT BOONE**
★★★★ Tie Me Kangaroo Down Sport (Beechwood, BMI) (2:38) — ★★★★★ I Feel Like Crying (Cooga, BMI) (2:28). DOT 16494
- JOE SOUTH**
★★★★ Same Old Song (Lowery, BMI) (2:35) — ★★★★★ Standing Invitation (Lowery, BMI) (2:02). MGM 13145
- CARLA THOMAS**
★★★★ What a Fool I've Been (East, BMI) (2:12)—★★★★ The Life I Live (East, BMI) (2:20). ATLANTIC 2189
- NELSON RIDDLE**
★★★★ Connie's Theme (Saloon Songs, BMI) (2:52) — ★★★★★ Come Blow Your Horn (Maraville, ASCAP) (2:50). REPRISE 20169
- RAY STEVENS**
★★★★ Harry the Hairy Ape (Lowery, BMI) (2:47)—★★★★ Little Stone Statue (Lowery, BMI) (2:53). MERCURY 72125
- MARGIE SINGLETON**
★★★★ I Don't Have to Look Pretty (To Stay Home and Cry) (Jewel, ASCAP) (2:30) — ★★★★★ Walkin' Back to Happiness (Bourne-Rank, ASCAP) (2:25). MERCURY 72124
- THE FRATERNITY FOUR**
★★★★ It Won't Be Long (Bayberry, BMI) (2:11)—★★★★ If I Loved You (Williamson, ASCAP) (2:29). MGM 13144
- ISLEY BOTHERS**
★★★★ Hold On Baby (Mellin-Chula, BMI) (2:28) — ★★★★★ I Say Love (Mellin-Shalimar, BMI) (2:07). WAND 137
- THE VICTORIANS**
★★★★ What Makes Little Girls Cry (Little Darlin'-Hillary, BMI) (2:35)—★★★ Climb Every Mountain (Williamson, ASCAP) (2:06). LIBERTY 55574
- BRIAN LORD AND THE**
★★★★ The Big Surfer (Buffie) (2:28)—★★★★ Not Another One (Buffie) (2:10). CAPITOL 4981
- NEIL SCOTT**
★★★★ One Piece Bathing Suit (Wemar, BMI) (2:25) — ★★★★★ Little Girl (Wemar-Lenson, BMI) (2:14). HERALD 581
- FRANK IFIELD**
★★★★ Nobody's Darlin' But Mine (Duchess, BMI) (2:30) — ★★★★★ Unchained Melody (Frank, ASCAP) (2:31). VEE JAY 525
- THE BEATLES**
★★★★ From Me to You (GIL, BMI) (1:49)—★★★★ Thank You Girl (Conrad, BMI) (1:55). VEE JAY 522
- GEORGE E. LEE**
★★★★ Dance What You Wanna (Kags, BMI) (2:11)—★★★★ Don't Let Him In (Highwood, BMI) (2:30). KAPP 530
- COLLEEN KAYE AND THE SECRETS**
★★★★ Joey's Diamond Ring (Peer Int'l, BMI) (2:25)—★★★★ The One I Love (Beat, BMI) (2:30). BIG TOP 3151
- THE FOXES**
★★★★ I Just Might Fall in Love (Nu-Lenora, BMI) (2:49)—★★★★ Tip Toe Through the Tulips (Witmark, ASCAP) (2:19). ABC-PARAMOUNT 10446
- THE SHONDELLS**
★★★★ Watussl, One More Time (O-Cal-Briarcliff, BMI) (2:10)—★★★★ Ooo, Sometimes (O-Cal-Briarcliff, BMI) (2:20). KING 5755
- THE HIGHWAYMEN**
★★★★ All My Trials (Shink, BMI) (1:45) — ★★★★★ Midnight Train (Davon, BMI) (2:37). UNITED ARTISTS 602
- HELEN SHAPIRO**
★★★★ Woe Is Me (Sea-Lark, BMI) (2:03)—★★★★ No Trespassing (Wood, ASCAP) (1:54). EPIC 9599
- MICKEY ALAN**
★★★★ I'll Wait a Little Longer (Sea-Lark, BMI) (2:12) — ★★★★★ The Little White Duck (General, ASCAP) (2:14). EPIC 9598
- LOUIS JONES**
★★★★ The Birds Is Coming (Studio-Phila, BMI) (2:05)—★★★★ That's Cuz I Love You (Studio-Phila, BMI) (2:45). DECCA 31500
- LARRY TRIDER**
★★★★ I'm Comin' Home (Knox-Presley, BMI)—★★★★ Note Upon My Door (Dundee, BMI) (2:08). CORAL 62362
- KATHIE KING**
★★★★ Handle With Care (Diablo, BMI) (2:00) — ★★★★★ Shame, Shame (Sherco, BMI) (2:32). SHERIDAN 230
- BRUCE CHANNEL**
★★★★ No Other Baby (LeBill-Marbill, BMI) (2:08)—★★★★ Night People (LeBill, BMI) (2:01). SMASH 1826
- CLYDIE KING**
★★★★ Only the Guilty Cry (Leeds, ASCAP) (2:25) — ★★★★★ By Now (Duchess, BMI) (2:05). PHILIPS 40107

(Continued on page 36)

Thank you
JACKIE GLEASON
for making this LP an
INSTANTANEOUS HIT
by featuring it on your network TV program



LA 38001



That's A Plenty; I Left My Heart In San Francisco; Georgia On My Mind; Lullaby Of Broadway; Chicago; Jersey Bounce; Wolverine Blues; Back Bay Shuffle; Baltimore-Washington Shout; Pennsylvania Polka; St. Louis Blues; Down By The O-hi-o

"A little traveling music Sammy
... and away-y-y we go" (WITH A SMASH)

SAMMY SPEAR

**"A Little
Traveling Music"**



BREAKOUT!

"TILL THEN"

THE CLASSICS

MUSIC NOTE #1116

Produced by Andy Leonetti

MUSIC NOTE RECORDS 445 W. 50th St. New York City

SINGLES REVIEWS

Continued from page 35

MARLIN GREENE
 ★★ General of Broken Hearts (Marks, ASCAP) (2:13) — ★★ If It Takes a Fool (Marks, ASCAP) (2:14). PHILIPS 40103

TERI ALLEN
 ★★ In the First Place (Vanno, ASCAP) (2:14) — ★★ This Little Girl Stayed Home (Ampco, ASCAP) (2:48). ABC-PARAMOUNT 10448

THE BISCAYNES
 ★★ Church Keys (Anthony, ASCAP) (1:51) — ★★ Moment of Truth (Anthony, ASCAP) (2:28). RE-PRIZE 20180

EARL GRANT
 ★★ I'll Build a Stairway to Paradise (New World, ASCAP) (2:22) — ★★ Caravan (American Academy of Music, ASCAP). DECCA 25601

MARTY HILL
 ★★ The Lonely Man (That's Me) (Cramart, BMI) (2:35) — ★★ That's What You Always Do (Merrimac, BMI) (2:07). BRUNSWICK 55244

COUNTRY

TEX WILLIAMS
 ★★ Risin' High (Burnett-Doral,

BMI) (2:01) — ★★ Go Into the Mountains (Sawtell-Herring, ASCAP) (2:45). LIBERTY 55583

JUSTIN TUBB
 ★★ Little Miss Lonesome (Tree, BMI) (2:15) — ★★ Sorry About That World Out There (Tree, BMI) (2:21). GROOVE 0019

MOON MULICAN
 ★★ Fools Like Me (Knox, BMI) — ★★ Make Friends (Jack, BMI). HALL 1914

THE OZARKS
 ★★ Gravy Waltz (Brown, BMI) (2:03) — ★★ Who Stole My Bird Dog (Brown, BMI) (2:01). CALIFORNIA 303

JAZZ

JACK McDUFF
 ★★ Sanctified Samba (2:22) — ★★ Whistle While You Work (2:15). PRESTIGE 265

R&B Scrapbook Ready for Stations

CHICAGO—A personalized rhythm and blues-jazz scrapbook specifically designed for radio station promotion was released last week by Heather Publications, Denver.

The 50-page, two-color booklet contains photos of over 200 top r.&b. and jazz artists, complete with biographies and other features.

The books can be ordered by radio stations for giveaways, or other promotion use. Individual radio station call letters will be imprinted on the cover and the station's personalities will be featured on the inside cover.

Cost is 50 cents for the first 500, 45 cents for 1,000 and 40 cents for 2,500. Reorder price is 47½ cents for 500, 42½ cents for 1,000 and 37½ cents for 2,500.

Newman for Cain

HOLLYWOOD — Twentieth Century-Fox has named Lionel Newman to fill the musical director's slot recently vacated by Ted Cain. Newman's supervision will extend to television productions in addition to motion pictures. Urban Thielmann has been named Newman's associate.

Atlantic Kenner Distrib.

NEW YORK — Atlantic records has been named as distributor of the new Chris Kenner single "The Land of 1,000 Dances" which is on the Instant label.

NEW SCHWANN DUE OUT SOON

BOSTON — Classical music collectors and dealers will find things easier shortly when Schwann releases its first Artist Issue Schwann Catalog in three years.

The Artist Issue Schwann will contain listings by artists instead of by composer as is usually done in the Schwann classical section.

Rick LP Gets Push on Coast

SAN FRANCISCO—A pair of lucky teen-agers will have lunch with Rick Nelson and his bride on Saturday, June 1. Winners will spend the afternoon with him going through Universal Studio and receive an autographed copy of his new album "For You Sweet Love" as a memento of the day.

The objective is a San Francisco-Oakland area promotion for Nelson's first Decca LP.

From now until May 31 Decca in co-operation with radio station KEWB, Oakland, and local retail stores are engaged in an album drive and contest drawing. Every hour for two weeks the station will play a selection from the album on the newly inaugurated Ron Lyon's show. Dealers have set up window and in-store displays as well as wall and counter displays of the album.

Vern Cupples, branch manager of Decca in San Francisco, cooked up the promotion together with Gerry Hoff, promotion manager, and Earl McDaniel and John McCrae, program director and general manager respectively of the station.

Rexford's Import Found in Milan

HOLLYWOOD—Don Kahn, president of Rexford Records, will issue an import from Milan, Italy, "Music A La Milanes," featuring Giulio Lidano and his ork. The group was discovered by Kahn during a recent European junket. Lidano is an arranger or Bud Shank, Caterina Valente, Chet Baker, and Connie Francis.

Levitan Indie Again

NEW YORK — Cy Levitan has resigned as head of Golden Crest Records to return to independent production and publishing. Levitan has opened offices and a recording studio in New York.

'Hula' Mills' in Mexico

NEW YORK — "Hula Hula Twist" a tune now listed on the Mexican chart in the Hits of the World section has no publisher listed. Mills Music is now the publisher.



A HIT!



5913

Amy Fields

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NAVY

MUSIC AS WRITTEN

• Continued from page 24

partnership held by **Henry Colt**, the chicken dealer for whom Chubby originally worked. . . . Record man **Fred Miles**, who used to be the doorman at **Billy Kretchmer's** Jam Session, is now distributing the clarinet-cafe owner's new LP. . . . **Len Galloway** at the Capri is cutting an album of polkas under the aegis of booking agent **Bernie Rothbard**.

Flushed by the success of his promotion of **Johnny Mathis** at the Academy of Music last Friday night (10), promoter **Dan Rosen**, who has favored the folk artists for concert promotions here this season with great success, is now planning a series of pop artist concerts at the concert hall next season. For the two shows Friday night, Mathis drew a hefty \$17,200 net figure. For the season, Rosen has designs on a series that will take in **Eartha Kitt**, **Nat (King) Cole**, **Sammy Davis Jr.**, **Ella Fitzgerald** and **Mathis**.

The local college campus continues to play a vital role as a major music setting. Aimed at matching the appeal of the Intercollegiate Jazz Festival recently staged at Villanova University, and Intercollegiate Folk Festival was staged Sunday (19) at Rosemont College, exclusive girls school in the suburban Main Line sector. Record promotion chief **Larry Cohen** and **Toby de Luca**, music librarian at WFL here, were judges for the fete.

MAURIE H. ORODENKER

'ESTABLISHM'T' CASTER OUT

NEW YORK—American audiences are in for another dose of British humor when the original cast recording of "The Establishment" is released this week by Riverside Records. The label has recorded the London revue, produced by "Beyond the Fringe" star **Peter Cook**, that is currently playing at the Strollers Club in Manhattan.

TALENT TOPICS

• Continued from page 10

club. . . . The **Four Freshmen** report to the **Twin Coaches** the week of June 10.

Don Brockett, comedian and club entertainer, who has also written special material for **Kaye Ballard**, **Phil Ford** and **Mimi Hines**, and his partner, **Barbara Mazziotti**, have had their first LP "Out of Folkus" released on the local **Encore** label. Most of it features special material from their "Stage Struck" revue, which enjoyed a lengthy run last season at the Colonial Manor night club. . . . **Liberace**, who has played only the **Twin Coaches** in the past, will switch to **Holiday House** on November 22 for 16 days.

Cosnat Records and **Dot** have closed their Pittsburgh offices, with their local and area accounts being serviced out of Cleveland. **Stan Ediss**, local **Dot** branch manager, continues in that capacity here. . . . **Milton Berle** returns to **Holiday House** on October 18.

LEONARD MENDLOWITZ

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Station **KROB**, Robstown, Tex., which recently shifted to full-time country & western, with Corpus Christi the major market, is in need of service from the labels. **KROB** will inaugurate the first annual **Nueces County Agricultural & Industrial Festival** in July, for which occasion it will bring in **Jim Reeves**, **Ernest Tubb**, **Charlie Walker** and **Billy Deaton** for three nights at the **Memorial Agricultural Center** in Robstown. Station personnel comprises **Doc Holliday**, formerly with the **Connie B. Gay** organization and **KEYS**, Corpus Christi; **Bill Strickland** and **Carl Sanders**, until recently with **KGUL**, Port Lavaca, Tex., and **Jimmy Bell**, formerly of **KEYS**.

"I hope you will be able to help me get badly needed c.&w. disks," writes **Clyde E. Kelley**, of **KXLO**, Lewistown, Mont. "Most of country records played on the show are my own, and I usually have to buy them from retail outlets. As a radio announcer, I just can't afford to keep this up." . . . **Dave Martin**, now spinning the country sounds on **WORC**, Worcester, Mass., and **WESO**, Southbridge, Mass., asks distributors, diskeries and artists to mail him deejay samples to his home address, 23 Walnut Street, Oxford, Mass. In this way, **Dave** explains, the records are assured of getting into the proper hands and not subject to "loss" in the station shuffle. He promises to acknowledge receipt of all disks mailed him.

Ralph Emery, all-night deejay at **WSM**, Nashville, was recently

voted **Man of the Year** by the **Alumni Association of East High**, Nashville, the first showbiz or music personality to receive the award. **Ralph** is a graduate of **East High**. . . . Add to the list of stations that have gone all-country recently **KPUB**, Pueblo, Colo.; **WJXN**, Jackson, Miss.; and **KBAN**, Bowie, Tex. All are in the need of spinning material. **Roy Harris** is the platter man at **WJXN**. . . .

Deejays needing samples of new releases are invited to write the following: **Peggy Ann Munson**, **Lovers Oak Music**, 3811 Wylly Avenue, Brunswick, Ga.; **Fred Zak**, 4917 Seventh Avenue, Kenosha, Wis.; **Rex Zario**, **Skyrocket Records**, 1739 North Third Street, Philadelphia 22; **Slick Norris**, P. O. Box 653, Highlands, Tex.; **Russell Sims**, **Cimarron-Sims Records**, 206 West Walnut, Rogers, Ark., and **Hubert Long**, 806 16th Avenue, South, Nashville. Put your request on your station letterhead.

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

FOR WEEK ENDING JUNE 1

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	9	IT'S MY PARTY	By Wiener-Gluck-Gold—Published by Arch (ASCAP)	3
2	1	IF YOU WANNA BE HAPPY	By Guida-Royster—Published by Rockmasters (BMI)	6
3	4	I LOVE YOU BECAUSE	By Payne—Published by Fred Rose (BMI)	5
4	15	DA DOO RON RON	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	3
5	3	SURFIN' U. S. A.	By Wilson—Published by Arc (BMI)	7
6	14	YOU CAN'T SIT DOWN	By Upchurch-Clark-Muldraw-Sheldon—Pub. by Conrad-Dasher (BMI)	3
7	8	TWO FACES HAVE I	By Herbert-Christie—Published by Painted Desert-RTD (BMI)	5
8	7	HOT PASTRAMI	By Roziner—Published by Sherlyn-Pent (BMI)	5
9	2	I WILL FOLLOW HIM	By Altman-Gimbel-Stole-Roma—Published by Leeds (ASCAP)	9
10	6	LOSING YOU	By Renard-Sigman—Published by BNP (ASCAP)	6
11	19	SUKIYAKI	By Ei-Nakamura—Published by Beechwood (BMI)	2
12	18	STILL	By Anderson—Published by Moss Rose (BMI)	4
13	10	TAKE THESE CHAINS FROM MY HEART	By Rose-Heath—Published by Milene (ASCAP)	6
14	5	FOOLISH LITTLE GIRL	By Miller-Greenfield—Published by Screen Gems-Columbia (BMI)	7
15	12	ANOTHER SATURDAY NIGHT	By Cooke—Published by Kags (BMI)	5
16	11	PUFF (The Magic Dragon)	By Yarrow-Lipton—Published by Pepamar (BMI)	10
17	25	EL WATUSI	By Barretto—Published by Little Dipper (BMI)	2
18	27	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER	By Tobias-Carste—Published by Comet (ASCAP)	2
19	16	REVEREND MR. BLACK	By Wheeler-Peters—Published by Quartet-Butterfield (ASCAP)	6
20	21	THE LOVE OF MY MAN	By Townsend—Published by Sylvia (BMI)	2
21	13	PIPELINE	By Spickard-Carman—Published by Downey (BMI)	9
22	17	CAN'T GET USED TO LOSING YOU	By Pomus-Shuman—Published by Brenner (BMI)	10
23	28	PRISONER OF LOVE	By Robin-Columbo-Gaskill—Published by Mayfair-Mellin (ASCAP)	2
24	20	KILLER JOE	By Russell-Elgin-Medley—Published by Mellin-White Castle (BMI)	4
25	22	AIN'T THAT A SHAME	By Domino-Bartholomew—Published by Travis (BMI)	4
26	—	18 YELLOW ROSES	By Darin—Published by T. M. (BMI)	1
27	—	LET'S GO STEADY AGAIN	By Sedaka-Greenfield—Published by Screen Gems-Columbia (BMI)	1
28	—	HELLO STRANGER	By Lewis—Published by McLaughlin (BMI)	1
29	—	BLUE ON BLUE	By David-Bacharach—Published by Famous (ASCAP)	1
30	23	THIS LITTLE GIRL	By Goffin-King—Published by Screen Gems-Columbia (BMI)	5

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- IT'S MY PARTY—Lesley Gore, Mercury 72119.
- IF YOU WANNA BE HAPPY—Jimmy Soul, S.P.Q.R. 3305.
- I LOVE YOU BECAUSE—Al Martino, Capitol 4930.
- DA DOO RON RON—Crystals, Philles 112.
- SURFIN' U. S. A.—Beach Boys, Capitol 4932.
- YOU CAN'T SIT DOWN—Dovells, Parkway 867.
- TWO FACES HAVE I—Lou Christie, Roulette 4481.
- HOT PASTRAMI—Dartells, Dot 16453; Joey Dee & the Starliners, Roulette 4488.
- I WILL FOLLOW HIM—Petula Clark, Laurie 3156; Rosemary Clooney, Reprise 20145; Betty Curtis, CGD 10903; Georgia Gibbs, Epic 9585; Jackie Kannon, Stage 518; Little Peggy March, RCA Victor 8139; Frank Pourcel, Capitol 4916; Clifford Scott, World Pacific 378; Joe Sentieri, Vesuvius 1068.
- LOSING YOU—Don Costa, Columbia 42785; Brenda Lee, Decca 31478.
- SUKIYAKI—Kyu Sakamoto, Capitol 4945.
- STILL—Bill Anderson, Decca 31458; LaVern Baker, Atlantic 1104.
- TAKE THESE CHAINS FROM MY HEART—Lloyd Arnold, Memphis 106; Ray Charles, ABC-Paramount 10435; Hank Williams, MGM 11479.
- FOOLISH LITTLE GIRL—Shirley, Scepter 1248.
- ANOTHER SATURDAY NIGHT—Sam Cooke, RCA Victor 8164.
- PUFF (The Magic Dragon)—Peter, Paul & Mary, Warner Bros. 5348.
- EL WATUSI—Ray Barretto, Tico 419.
- THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER—Nat King Cole, Capitol 4965.
- REVEREND MR. BLACK—Kingston Trio, Capitol 4951.
- THE LOVE OF MY MAN—Theola Kilgore, Serock 2004.
- PIPELINE—Chantays, Dot 16440.
- CAN'T GET USED TO LOSING YOU—Andy Williams, Columbia 42674; Sterling Guitars, Sax 5th Avenue 209.
- PRISONER OF LOVE—James Brown and the Famous Flames, King 5739.
- KILLER JOE—Rocky Fellers, Scepter 1246.
- AIN'T THAT A SHAME—Pat Boone, Dot 16028; Fats Domino, Imperial 5348; 4 Seasons, Vee Jay 512.
- 18 YELLOW ROSES—Bobby Darin, Capitol 4970.
- LET'S GO STEADY AGAIN—Neil Sedaka, RCA Victor 8169.
- HELLO STRANGER—Barbara Lewis, Atlantic 2184.
- BLUE ON BLUE—Bobby Vinton, Epic 9593.
- THIS LITTLE GIRL—Dion, Columbia 42776.

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

Two Smash Hits!
"PRIDE AND JOY"
 Marvin Gaye
 Tamala #54079
"YOUR OLD STAND BY"
 Mary Wells
 Motown #1042
MOTOWN/TAMALA RECORDS
 2648 W. Grand Blvd., Detroit, Mich.

LEE CLARK
"ALL ALONE IN MY LONELY ROOM"
 Atco 6266
ATLANTIC RECORDS
 1841 B'way, New York 23, N. Y.

A Smash!
"EASIER SAID THAN DONE"
 THE ESSEX
 R-4494
ROULETTE RECORDS
 1631 B'way, N. Y., N. Y.

Breaking Out All Over!
'SO MUCH IN LOVE'
 P 871
THE TYMES
 THE BIG ONES ARE ON CAMEO/PARKWAY

The Ballad to Beat!
 By "Miss Chartbuster"
BARBARA LYNN
"TOO LOVE OR NOT TO LOVE"
 JAMIE 1251
JAMIE/GUYDEN, Phila. 23, Pa.

billy Storm
 BV-3315

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AUSTRALIA

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

Table with 2 columns: This Week, Last Week. Songs include TAMOURE, SUMMER HOLIDAY, IN DREAMS, PIPELINE, PROUD OF YOU, FOOT TAPPER, JEZEBEL, MECCA, I WILL FOLLOW HIM, ON BROADWAY, OUR DAY WILL COME, FROM A JACK TO A KING, FLY ME TO THE MOON, PUFF, ONE BROKEN HEART FOR SALE.

BRITAIN

(A special list compiled prior to publication by New Musical Express, London) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include FROM ME TO YOU, SCARLET O'HARA, CAN'T GET USED TO LOSING YOU, HOW DO YOU DO IT?, LUCKY LIPS, DO YOU WANT TO KNOW A SECRET, IN DREAMS, TWO KINDS OF TEARDROPS, FROM A JACK TO A KING, NOBODY'S DARLING BUT MINE, LOSING YOU, HE'S SO FINE, SAY I WON'T BE THERE, YOUNG LOVERS, DECK OF CARDS, CASABLANCA, WHEN WILL YOU SAY I LOVE YOU, WALK LIKE A MAN, MY WAY, THE FOLK SINGER, TAKE THESE CHAINS, SAY WONDERFUL THINGS, FORGET HIM, SUMMER HOLIDAY.

Table with 2 columns: This Week, Last Week. Songs include JUST LISTEN TO MY HEART, HEY PAULA.

EIRE

(Courtesy Irish Times, Ltd., Dublin)

Table with 2 columns: This Week, Last Week. Songs include NOBODY'S DARLIN' BUT MINE, RHYTHM OF THE RAIN, FROM ME TO YOU, LITTLE BAND OF GOLD, FROM A JACK TO A KING, BROWN-EYED HANDSOME MAN, IN DREAMS, CAN'T GET USED TO LOSING YOU, CHARMINE, TWO KINDS OF TEARDROPS.

FINLAND

(Courtesy Iita-Sanomat, Helsinki)

Table with 2 columns: This Week, Last Week. Songs include EMMA, TANGO D'AMORE, ALL STAR FESTIVAL, TANGO D'AMORE, SATUMAA, TALLALLA TWIST-DARK EYES BEAT, MANZANILLA-LILL, LIMBO ROCK, OLEN MIKA OLEN, MANZANILLA.

FLEMISH BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include EENZAAM ZONDER JOU, COEUR BLESSE, JUNGE, KOMM BALD WIEDER, SANS-TOI, MAMIE, HEY PAULA, LOOP DE LOOP, BLUME VON TAHITI, SUMMER HOLIDAY, FROM A JACK TO A KING, KISS ME QUICK.

FRANCE

(Courtesy Juke Box Magazine) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include L'ECOLE EST FINIE, EN ECOUTANT LA PLUIE/CHANCE, DIS LUI QUE JE L'AIME/MARCHE TOUT DROIT, TES TENDRES ANNEES/ELLE EST TERRIBLE, C'EST A L'AMOUR AUQUEL JE PENSE/LE TEMPS DE L'AMOUR, DONNE MOI MA CHANCE/ON TWISTE SUR LE LOCOMOTION, OUI JE T'AIME/JE NE PENSE QU'A L'AMOUR, J'AI CHOISI L'AMOUR/A SEVILLE, FOR ME... FORMIDABLE, RUBY BABY.

HOLLAND

(Courtesy Platennieuws, P. O. Box 43, Amersfoort) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include BUONA NOTTA BAMBINO, BLUME VAN TAHITI, LOOP DE LOOP, SUMMER HOLIDAY, SOERABAYA, BACHELOR BOY/THE NEXT TIME, BLAME IT ON THE BOSSA NOVA, HAND IN HAND, JUNGE, OMM' BALD WIEDER, DO YOU LOVE ME.

HONG KONG

(Courtesy Platennieuws, P. O. Box 43, Amersfoort) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include FOLLOW THE BOYS, LOOP DE LOOP, FOOT TAPPER, REMEMBER DIANA, RHYTHM OF THE RAIN, SUMMER HOLIDAY, LET'S GO STEAY, MR. BASSMAN, PUFF, DO THE BIRD.

HUNGARY

(All recordings on Qualitone label) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include KIT ERDEKEL, SPEEDY GONZALES, UGYE TE IS AKAROD, QUANDO, QUANDO, COLORADO TWIST, ORFEO NEGRO, MONDD MEG HA KELLEK, TWIST, KIP KOP, BANJO BOAY.

ISRAEL

(Courtesy Kol Israel Broadcasting) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include HEY PAULA, FROM A JACK TO A KING, RHYTHM OF THE RAIN, SUMMER HOLIDAY, TOUS LES GARCONS ET LES FILLES, LOSING YOU, YELLOW HATRED, HE'S SO FINE, I'LL FOLLOW HIM, QUANDO CALIENTA EL SOL.

ITALY

(Courtesy Musica e Dischi, Milan) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include IL TANGACCIO, COME TE NON C'E' NESSUNO, AMORE FERMATI, BACI, NON AMARMI COSI', ALLA MIA ETA', QUELLI DELLA MIA ETA', ROBERTA, PIANGERO' PER TE, I TUOI CAPRICCI, HELENA, TOPOLINO, IL TRAMONTO, CHARIOT, IL BALLO DEL MATTONE.

JAPAN

(Courtesy Utamatic, Tokyo) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include AKAI HANDERCHIEF, SHIMA SODACHI, SHERRY, MITCHIE ONDO, NAMIDA BUNE, THE LOCO-MOTION, I'M GONNA KNOCK ON YOUR DOOR, KIRIKO NO TANGO, HOUND DOG, SHUSSE KAI DO.

MEXICO

(Courtesy Audiomusica)

Table with 2 columns: This Week, Last Week. Songs include LLEGO BORRACHO, EL DEL TRAJE NEGRO, CAMINA DERECHITO, DE MIL MANERAS, PA TODO EL ANO, PENSABA EN TI, COSAS, HULA HULA TWIST, AL DI LA, YA NO (I Know).

NORWAY

(Courtesy Verdens Gang) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include FROM A JACK TO A KING, SUMMER HOLIDAY, HEY PAULA, BLAME IT ON THE BOSSA NOVA, KISS ME QUICK, SINGEL OG SAND, RHYTHM OF THE RAIN, HOW DO YOU DO IT, TENK SA DEILIG DET SKAL BLI, REGNIGA NATT.

PHILIPPINES

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)

Table with 2 columns: This Week, Last Week. Songs include JUST FOR TONIGHT, GIRLS, GIRLS, GIRLS, BLAME IT ON THE BOSSA NOVA, PROMISE OF LOVE, WE'LL BE TOGETHER, RHYTHM OF THE RAIN, FOLLOW THE BOYS, HE'S SO FINE, IT WASN'T A DREAM, MY HEART BELONG TO YOU.

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)

Table with 2 columns: This Week, Last Week. Songs include FROM A JACK TO A KING, BLAME IT ON THE BOSSA NOVA, HEY PAULA, RUBY BABY, FOOT TAPPER, TULIPS FOR TOINETTE, ONE BROKEN HEART FOR SALE, QUEEN FOR TONIGHT, BACHELOR BOY, I FOLLOW HIM.

SPAIN

(Courtesy Discomania)

Table with 2 columns: This Week, Last Week. Songs include FIVE HUNDRED MILES, LA TIERRA (CHARIOT), CARINOSA, TOUS LES GARCONS ET LES FILLES, RETURN TO SENDER, LIMBO ROCK, MARIA-Chakiris, BALADA GITANA, ESO BESO.

SWEDEN

(Courtesy Verdens Gang) *Denotes local origin

Table with 2 columns: This Week, Last Week. Songs include BLAME IT ON THE BOSSA NOVA, FROM A JACK TO A KING, GREENBACK DOLLAR, AMAPOLA, HEY PAULA, FOOTTAPPER, DE TUSEN SJOARS LAND, KISS ME QUICK, HOW DO YOU DO IT, CUPBOARD LOVE.

International NEWS REPORTS

ASCAP EXEC ADVISES COPYRIGHTS SOCIETY

By LUIS MA. TRINIDAD

MANILA—ASCAP's international representative, Gerard de la Chappelle, arrived here after two months in Japan co-operating with JASRAC to bolster copyright protection in that country and to establish better relationship between newly organized Japanese publishers and American publishers. He also told the press that he endeavored to develop a field of activities of JASRAC, improve its collection of royalties to new fields and help them to make a better distribution annually to the writer-publisher.

"This year, for the first time, we have offered a down payment

from the NHK, a government-controlled network, and National Association of Commercial Broadcasters" (NACB), Chappelle said. A large amount of money was paid by the broadcasters to JASRAC for past performances of rendered music which, according to De La Chappelle, is the first time in the history of the Japanese music industry.

In the Philippines, where the ASCAP international representative stayed for three weeks, he met with a large number of authors, composers and publishers and almost everybody related to the ASCAP field. After making a complete survey of the situation here and in co-operation with ASCAP's attorneys in Manila (Lichauco-Picazo and Agcaoil), the Filipino Society of Composers, Authors and Publishers (FILSCAP) was incorporated on April 26.

ASCAP's De La Chappelle also said that from his observation during his first trip to the Philippines, he has noticed how the pop music here could be successful abroad. "It is a combination of American pop music and Latin American rhythm which could be most successful all over the world."

Fair Lady" closed May 18. . . . CBS issued the album "Annie Get Your Gun" to introduce the star of the musical "Camelot" (still restricted in Australia), **Robert Goulet**.

Ron Calcutt, ARC's sales manager, states that since early this year there has been an upsurge in the sale of modern jazz disks. The Australian Record Company held annual Inter-State Sales Conference May 24. . . . **Sven Liebeck** has just completed a new single by instrumentalist **Andy Sundstrom**. . . . **Joe Halford**, of Castle Music, reports that he has secured the **Chubby Checker** single "Black Cloud." The title came via Ivan Mogull music catalog. . . . **Dorothy Baker's** W & G single "It's Over Now," will be released in the States early June on the Melbourne label. . . . London Records released **Sandy Nelson's** "Teen Beat." Demand has been created by recent air play, and EMI found it necessary to release the Imperial single on London.

BELGIUM

Stars Line Up For Knocke Year

By JAN TORFS
Stuivenbergvaart, 37-Mechelen

The Knocke Casino is busy preparing the coming summer season. Some big names in the world of entertainment are under contract for public performances: **Jacques Brel** (June 1 and August 2), **Annie Cordy** (June 2), **Gilbert Beaud** (July 20), **Petula Clark** (July 21), **Lionel Hampton** (August 2), **Edith Piaf**

AFN SUBMITS, PAYS \$31,000

MUNICH—A five-year battle between the Armed Forces Network of the United States government and GEMA, the West German copyrights society, came to an end last week when AFN agreed to pay GEMA \$31,000 for performance of songs on disk over its radio network for 1963. In addition to the bundle for this year, the agreement also resolved indebtedness for all prior play by the payment of \$75,000 by AFN to the German music writers protective organization.

(August 3), **Claude Nougarou** (August 10), **Colette Renard** (August 7) and **Jack Hammer** (from August 9 to 15).

Will Tura, who not long ago received a silver record for selling 25,000 copies of "Eenzaam zonder jou," has now passed the 35,000 mark in four months on the charts. . . . **Robert Cogoi** will soon visit Paris. . . . **Peter Kraus** will stay in Belgium to record Flemish titles and appear at "Ancienne Belgique" and do a TV program. . . . **Bob Benny** cut "Parel can Tahiti," the Flemish version of **Gert Timmerman's** hit, "Blume von Tahiti" on Polydor. . . . Hot release is **Elvis Presley's** new album, "It Happened at the World's Fair."

Ray Charles was a smash at his concerts in Brussels and Antwerp were standees and stage-sitters filled the house to overflowing. . . . Belgian star **Adamo** was a big feature of the "Musicorama" show at Paris' Olympia. . . . **Sid Colman**, EMI supervisor, met with M. De Bock of Ardmore-Beechwood, which has distrib rights to the award-winning **Joel Holmes LP**. . . . EMI has **Dick Dale** on the market here. . . . There are some 10 recordings of the Tura hit "Eenzaam zonder jou." Tura will also make a version recording of the tune. . . . World Music man **F. R. Faecq** in New York City and Montreal. "Sommerpolka," a Scandanavian rewrite of "Ducks" by **Jo Van Wetter**, moving well in the Northern countries. . . . **Bob Azzam** recorded French version of the **Digno Garcia** "Sabeline" for Festival. He's also making a French version of "Lawdy, Lawdy." . . . German acceptance for **Soeur Sourire** building in Germany. The little nun has sold 100,000 records here. . . . **Richard Anthony LP** such a winner here that EMI had to issue version of "Rhythm of the Rain" (U. S. hit) for Belgian market. . . . Odeon has rights for new **Adamo** single in Sweden. . . . **Robert Cogoi** has been invited to appear in Kurhaus of Schiveningen for the Grand Prix du Disque 1963, top Holland event.

BRITAIN

See 'Yes' Vote For Rome Rights

By DON WEDGE

Britain's ratification of the Rome Treaty governing Neighboring Rights is near. The Performers' Protection Bill had an unopposed second reading in the House of Commons. Britain's copyright law was already near to that demanded by the Neighboring Rights Treaty, but minor adjustments were necessary and a new act had to be brought in. It was introduced first in the House of Lords as a private



WINNERS: The Belgian team for the Knocke European Cup music contest lines up to be counted. Left to right are Chris Wijnen, Jacques Daloux, Paul Louka, Bichou LeClerc and Luc Van Hoeselt. The Knocke contest will be held July 19-25.

measure. It passed through Commons—thus becoming law—seems certain. The government will then be able to abide by the provisions of the treaty and be in a position to ratify it at diplomatic level.

Dennis Sabin, head of the record division of the London Co-Operative Society (one of Britain's biggest retailers), has been made chairman of the Gramophone Record Retailers' Association. He was appointed at the first meeting of the committee elected at the annual meeting last month. **Harry Tiple** continues as secretary and **Reg Reed** was made president.

A magnificent BBC-TV appearance by **Sammy Davis** highlighted the recent long British stay by the Reprise artist. Basically here for a London Palladium season, Davis also did a series of provincial concerts, charity appearances in the capital and cut an album for his label.

Bunny Lewis, now back from New York, is representing **Bobby Curtola** here as well as releasing his disks on Decca-Ritz. Curtola is due in Monday (3) for the release of his first record under the new arrangement, "Gypsy Heart." While in America, Lewis placed several of his Ritz productions with London Records. **Shani Wallis'** "My Heart Cries for You" revival and "Sunday," by **Tony and the Velvettes** will be the first. He also had discussions with **Irving Green** about Ritz repertoire being issued through the Mercury group, too.

Lewis placed six British songs with Hill & Range and acquired two copyrights for his British publishing company, Tin Pan Alley. **Jackie De Shannon** and **Sharon Sheeley** will be writing material for his principal recording artist, **Craig Douglas**. . . . **Oscar Brown** will star with **Annie Ross** in a new revue "Wham Bam, Thank You, Ma'am" which opens in Oxford July 22 and comes to London at the end of August. A new British musical, "The Perils of Scobie Pritt" written by **Monty Norman**, begins a pre-London run at Oxford June 11.

Visitors

James Johnson, vice-president of the Walt Disney music interests, was in London for talks with the British chief **John Miller** about record releases in the U. K., particularly to set the sound-track LP from "Summer Magic" which stars **Hayley Mills** and **Eddie Hodges** with **Burl Ives**, who is free from his U. S. Decca pact to participate on the album. Johnson hopes to sign Ives for more disks particularly aimed at children. . . . **Nilo Pinto** was a rare publisher-visitor from Brazil. He was due in Sunday

(26) for talks with EMI after visits to Portugal, France and Belgium. . . . **Joe Zerga** of Transglobal, New York, was in for talks with British clients. . . . French singer **Richard Anthony** was in for three days recording for EMI's **Norrie Parramor**. **Johnny Hallyday** was due to follow him over from Paris but to record at the Philips studios. . . . Philips Records managing director **Leslie Gould** left on a visit to Scandinavia. . . . **Harry Levine**, international chief of ABC-Paramount, and CBS Records President **Goddard Lieberson** were expected here this week.

Record Business

Another independent record production firm has been set up here. Principals are artists manager **Eric Easton** and publicist **Andrew Loog Oldham**. First disk, "Come On," by the **Rolling Stones**, is set for issue through Decca June 7. . . . New resident disk jockey for the English service of Radio Luxembourg is **Paul Hollingdale**, who has been working on sponsors' programs for the outlet from London and the BBC. . . . EMI is issuing a two-volume LP set of "Music of Shakespeare's Time" on HMV to tie in with next year's fourth centenary of the dramatist's birth.

EIRE

Digest & RCA Club Team Hit

By KEN STEWART
Irish Times, Ltd., Dublin

The Reader's Digest Record Club, in co-operation with RCA, is offering 140 selections of "Popular Music That Will Live For Ever" on 10 albums at over 25 per cents off the regular price. Artists involved include the **New Symphony Orchestra of London**, **Malcolm Lockyer**, **Robert Bentley**, **Hill Bowen** and the **Mike Sammes Male Voice Choir**. The circulars mailed throughout the country are expected to attract brisk business, in excess of sales resulting from previous offers.

Emerald Records chief **Mervyn Solomon** visited the U. S. some months ago in search of material suitable for release on the Irish market. To date, the result includes two "Country Jubilee" EP's on Decca, consisting of eight new titles by c.&w. singers such as **Sonny Williams**, **Kendall Hayes** and **Margie LaFerry**.

Of the songs in the Eurovision Song Contest, only **Ronnie Carroll's** "Say Wonderful Things,"

issued here on Philips by Irish Record Factors, Ltd., has attracted widespread attention. Greater interest in the competition is expected next year when Telefis Eireann hopes to participate.

Because of tremendous demand nationally, Pye will issue "When Love Is Kind" as a single within the next few weeks. Song is a track from Michael O'Duffy's latest album, "The Songs of Thomas Moore," which is bound to be one of the top sellers during the coming tourist season.

The strike of Radio and Telefis Eireann journalists is over. This means that substitute programs—consisting largely of records—are automatically terminated. . . . T. E. began "Jazz Scene, U. S. A.," a 30-minute series emceed by Oscar Brown Jr., by screening a Stan Kenton session.

FRANCE

Jazz Via Philips Swings Quickly

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

Due to be released shortly is "Viva Cannonball," a 12-inch LP at the special price of 15 francs, all taxes included. Since last September, when they took over from Ricordi the distribution of the Interdisc group's la-



bels (Riverside, Pacific Jazz, Prestige-Bluesville, etc.), Philips has marketed 31 EP's and 76 12-inch LP's. Moreover, the time between the marketing in the U. S. and in France has considerably shortened.

Mrs. De Rieux (Sofrason) is back from a three-week sojourn in the United States where she discussed many problems such as the Reader's Digest Club operations, the issuing in France of the London group's records and the ABC-Paramount catalog that she directly controls now that Sofrason has bought Vega's interest.

Mrs. De Rieux told Billboard that a great promotional campaign was slated for the Ray Charles appearance in Paris, that Fats Domino's first ABC-Paramount LP recorded in Nashville was to be issued very shortly, that Miriam Makeba, recently signed up by RCA Victor, is appearing at Cannes and that teen-age idol Sylvie Vartan is going to the U. S. where she will appear on various TV networks and that she will do many recording sessions.

GERMANY

Munich's Jazz Has Dixie Stomp

By JIMMY JUNGERMANN
102 Ismaninger Street,
Munich 27

This year's only German jazz festival took place last week in Munich's 2,300-seat Congress Hall. It was sold out a week ago.

Arranged by Ado Schlier, the festival featured the Max Greger

big band, the Pepsi Auer trio, the Klaus Doldinger quartet, the Joe Haider quintet; Willi Johanns, vocals; the Little Curtie Jazzman, the New Famous Street Paraders, the New Down Town Four, the Jazz Quintet, the Ballhouse Jazzband, the Occam Street Footwarmers, the Munich Gospel Singers, the Freddie Brocksieper Jazztet, the New Orleans Hot Dogs, the Heinz Schellerer sextet, the Spree City Stompers, the Oscar Klein quartet, and the Old Merry Tale Jazzband.

The fifth day of the festival is dedicated to a "Riverboat Shuffle" on the Ammersee (Lake) near Munich. More than 30 radio stations will broadcast a taped version of the jazz festival, among them Sowjet Radio, Moscow; Radio Malta, the Finnish Broadcasting Company, Radio Taiwan, Nationalist China, Radio Athens, Radio Dublin, Radio Addis Ababa, Radio Monte Carlo, Radio Beograd, Radio Djibouti, Radio Johannesburg, Radio New Delhi, Radio Tokyo and Radio Ceylon. The Munich Jazz Days emceed by German jazz authority Werner Goetze.

One of the top European jazz and dance bands, the Swiss Hazy Osterwald band, left the Polydor label after 10 years, and changed to the Electrola label.

An old German folk song, "Im Schoensten Wiesengrunde," arranged by Hans Therningson and recorded by the Alpenland Duo on Supertone, and Hellberg Duo on Electrola has, within a few weeks, sold some 100,000 records. Sixty per cent of them on Supertone, 40 per cent on Electrola. The publisher is Quint in Munich. . . . Italian singing star Mina arrived in Munich to record more German song numbers for the Polydor label.

HUNGARY

Patti Page Set For Pop Concert

By CARL MYATT
A 27 Estoril Court

Patti Page gives two performances at Hong Kong's City Hall May 30. The Diamond Music Company will sponsor the concerts. Supporting acts on the program include the Fabulous Echoes, top vocal group in Hong Kong; Mr. Tang Kei-Chan, one of the most popular comedians of the Cantonese theater, and the Diamond Music Company orchestra led by Vic Cristobal.

Noel Coward visited Hong Kong for a few days to study the possibility of bringing his new musical "Sail Away" here. . . . Hong Kong cannot afford to pay for Mantovani, in the opinion of Derrick Coupland, Decca Gramophone Company's supervisor for India, Pakistan and Southeast Asia, when he stopped over here en route to Tokyo from Singapore for the purpose of meeting Mantovani. The Mantovani orchestra is currently on a concert tour of Japan. . . . Hong Kong impresario Harry Odell left for Tokyo to attend a meeting of the Impresarios Association of the Far East. The main item on the agenda will be to decide where the next Asian Music Festival will be held. The last Festival was held in Hong Kong.

HONG KONG

Phono Sales Take a Dip

By PAUL GYONGY
Derutcka 6

There was a decline in the number of record players sold in 1962 compared with the two previous years. In 1962 about 11,000 were sold; in 1961, 14,530, and in 1960, 21,926.

There is a tremendous uproar among Hungarian pop song cleffers against Hungarian radio pop programs that use a very small percentage of local tunes. The ratio is 60 to 75 per cent in favor of foreign compositions. Cleffers will try to get some regulation forcing a certain percentage of their works to be broadcast.

Igor Stravinsky and his assistant Robert Croft arrived here for a concert and left next day for the Zagreb Festival in Yugoslavia. Robert Casadesus, the Soviet pianist Dmitrij Baskirov, the Italian Dino Ciani, Lydia Grychtolowna from Poland and the only violin recital will be held by Roumanian Stefan Ruha all this season.

We already reported that the Budapest State Opera has been invited by the Earl of Harewood to take part in this year's Edinburgh Festival. Four Bartok and four ballet performances will be presented.

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FIRST TIME

Crown Tomorrow's Hits at Madrid Fest

By RAUL MATAS

MADRID—The first big festival of Madrid took place last week at the Palacio de la Musica, organized by Spanish music publishers, the Sociedad General de Autores (SGAE) and the Instituto Nacional del Libro Espanol (INLE).

The Spanish Town Council also collaborated in the two-day tournament. Belter, Columbia, Discophon, Fonopolis, Hispavox, Philips, RCA, Vergara, La Voz de su Amo and Zafiro were the labels associated with the event. The 12 music publishers of Spain (Autores Reunidos, Canciones del Mundo, Ediciones

Armonico, Cliper's, Ediciones Gramofono-Odeon, Ediciones Hispania, Ediciones Musicales Ducal, Ediciones Musicales Hispavox, Ediciones Musicales RCA, Ediciones Quiroga, Editorial Musica Modern, Musica de Espana and Musica del Sur) will make the new 10 winning songs available to the whole world. The winners were:

- 1 "Ensená Tus Manos," by Portoles and Selles, published by RCA.
- 2 "Con Permiso de Papa," by Hermanos Garcia Segura, published by Autores Reunidos.
- 3 "Contigo Si," by De la Huerta and Torregrosa, published by Quiroga.
- 4 "La Balada del Soldado,"

by Portoles and Selles, published by Musica Sur.

- 5 "Hasta Luego Corazon," by J. Gallarzo, published by Hispavox.
- 6 "Mucho Poco, y Nada," by Murillo and Segovia, published by Hispania.
- 7 "Viejo Piano," by Bariego and Beitia, published by Odeon.
- 8 "Humo," by Murillo and Jaen, published by Musica Espana.
- 9 "Definitivamente," by Huerta and Navarro, published by Canciones del Mundo.
- 10 "Medieval," by Regueiro Llorente, published by Ducal.

The big stars of the Festival were the French singer **Robert Jeantal** (who also won the Mediterranean Song Contest in 1961), and **Los TNT**. They sang the winner "Ensená tus Manos." **Torrebruno, Los Tres Sudamericanos, Lolita Sevilla, Tito Mora, Lita Torello, Salome, Alicia Gonzales, Los Tres Carino, El Duo Rubam, Viviana and Michel**, all were featured in the show. The two-day festival was also aired by Radio Madrid and Radio Barcelona.



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VENEZUELA

Serfaty Distrib For Belter, Spain

By ALVARO PENALVER C., Editor of Canciones Magazine Apartado 3066, Caracas

Serfaty label has acquired representation of the Belter (Spain) label not Belair (U. S. A.). Others include Fonit (Italy), Iberofon, Zafiro (Spain), Alegria (Mexico and Pacific (France).

Stanley Steinhaus, president of Rode, returned from his trip to U. S., Mexico and Europe. He has acquired for Ronde of Venezuela, representation of Clan Celentano, Tony Dallara Enterprise, Rifi and Jaguar (Italy) (England) COR and Fonopois (Spain). Le Chant Du Monde (France), Discofonia (Argentina), Bel Art (Mexico), Marpar (Uruguay), Ariola (Germany) and Everest and Reprise (U. S. A.).

Vene Vox has given up representation of the ABC Paramount, MGM and Verve labels. Siemens Venezolana is the new representative. . . . Roberto Pages has gone to Mexico to join the Velvet label's office there. . . . Cesar Roldan, president of Fabrica Venezolana de Discos, returned from Mexico. He went there to study new representation in Mexico for the Discomoda label. . . . Distribuidora Nacional de Discos has acquired the Audio-Fidelity label for Venezuela. . . . Only Hermanos Antor's firm is the representative of Orfeon-Dimsa in Venezuela. Jose Antor is the general manager. Antor Antor does not form a part of Hermanos Antor firm but belongs to the Grabaciones Antor, Independent pressing plants. Sonus label opened an office in Brazil.

New wholesaler firm is Distribuidora Fonografica Venezolana in Caracas. Top executives are Jose Rodriguez and Sanitago Herrera. . . . The Association of Artists of Venezuela (Avade) has been formed to produce television recordings. New LPs include "Dos Amigos" with Oswaldo Orpeza and Cesar Caminero on the RCA label with local music, "Viajando de Caracas a Lisboa" with Victor Santos, has music of Portugal and Venezuelans. "Chelique Arpa y Orquesta" has Maria Tresa Chacin, Enrique Navarro and the Mr. Calipso singers. . . . The hit the moment is Emilio Pericoli in "Al Di La" on the LP "Lovers Must Learn" (WB-Favedica).

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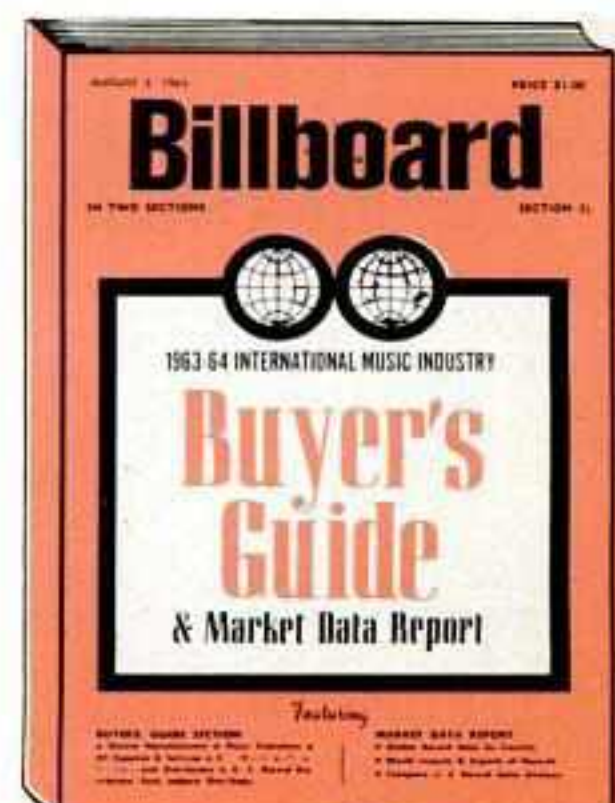
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RADIO IN REVIEW

Documentary on Sub Runs Deep

"It seems to me that use of a valuable medium constitutes some waste, unfortunately, of precious spectrum space," said Oren Harris, chairman of the House Commerce Committee alluding to radio programming in a recent speech.

I would hope Mr. Harris will have the opportunity someday of hearing radio at its best as presented by the WINS documentary on the submarine service, "The Sky Is a Memory."

WINS' executive producer, Don Luftig, presented the hour-long special (aired Sunday night, May 19) utilizing radio's potential to the uppermost by having the story told primarily in sounds.

Jim Gordon, host of "Program P.M." and a top reporter, along with Luftig and engineer Carl Infantino ventured into the depths, microphone in hand, with the crew of the atomic sub U.S.S. Corporal for a two-day training cruise.

All of us are bombarded with words and more words in documentaries. Gordon's words were punctuated with the myriad sounds of the submarine and its crew in operation as he took the listener on a careful tour of the craft. The shrill wining of the seagulls, the pulsebeat of an enormous cowfish and the throbbing of a ship's propellers were remarkably distinct as picked up by the sub's sonar equipment and Infantino's tape recorder 90 feet below the sur-



WINS CREW joins crew of atomic submarine U.S.S. Corporal for two-day cruise. (Left to right) Carl Infantino, Jim Gordon, Don Luftig and potato-peeling submariner.

face. The listener was introduced to the galley and cook with the sound of bacon and eggs sizzling on a skillet, etc.

Gordon gave the listener a vivid play-by-play, dramatically terse description of what was going on, frequently interrupted by sounds—the dive buzzer, commands being shouted.

If the show gave us an appreciation of the importance of teamwork on an atomic submarine, it also pointed up the importance of co-ordinated

teamwork in broadcasting. Ideas and direction by Luftig, narration by Gordon, audio by Infantino and some mighty fine editing by Stephen Safion all added up to a listening adventure, an adventure in sound.

"Robbins' Nest" Returns

WNEW, N. Y., has come up with a revised weekend program schedule including the new "Robbins' Nest" hosted Sunday evenings by Fred Robbins. There's nothing much different on the Robbins' show. The music is the usual sophisticated WNEW fare incorporating shorty celebrity interviews (Richard Burton, Sandra Dee, Audrey Hepburn and Tony Curtis) gathered during the peripatetic Robbins' frequent excursions about the country. (He's off to Capri this week to interview Brigitte Bardot on location filming with her co-star Jack Palance.)

Robbins, whose delivery conjures up the image of Jack Lemmon, expressed frequently how grateful and impressed he was to be doing a show on WNEW to a point of being redundant. Robbins, though a 20-year radio veteran, came off on this debut sounding amateurish by WNEW standards.

"Robbins' Nest" replaces the three-hour "Wally King Show" and the one-hour "Billy Taylor Show" on Sundays. Start of the four-hour "Klavan and Finch Show" has been advanced to 8 a.m. from 6 a.m. Saturdays with a two-hour roundup of news, sports and comment with Bob Howard and Jack Brant slotted in at 6 a.m.

GIL FAGGEN

Wis. B'casters To Hear Bunker

MILWAUKEE—Ed Bunker, president of the Radio Advertising Bureau, and FCC Commissioner Frederick Ford will headline the list of speakers at the annual summer meeting of the Wisconsin Broadcasters Association June 27.

The two-day session will take place at The Northernaire, Three Lakes, Wis. Also scheduled to appear is John Hurlbut, WVMC, Mt. Carmel, Ill. He will lead a forum discussion on radio and TV news and programming.

A special RAB team will come from New York to put on a full Radio Advertising Bureau clinic for the broadcasters. The clinic is a first for the radio and television industry.

FOCUS ON THE DEEJAY . . .

Cleveland's Damon & Pythias



HARRY MARTIN (right) is flipped in discovering that KYW owns more than one microphone (Sid Stadig and Howard Spiller forgive me) and the fact that his somewhat subdued partner, Specs Howard is celebrating his ninth year with the Cleveland station (a feat in itself by any man's standards).

CLEVELAND—The Damon and Pythias of Cleveland radio—Specs Howard and Harry Martin—are rounding out their first year as a team with their 6 to 10 a.m. stanza a proved rating getter.

Specs, one of the most versa-

NIGHT PEOPLE'S 10TH BIRTHDAY

BOSTON—"Music 'Til Dawn"—heard on WEI-CBS and eight other key-city stations around the country from 11:30 p.m. to 5:30 a.m.—celebrated its 10th anniversary this month.

The series, hosted in Boston by Bill Hanson and sponsored by American Airlines, was twice awarded the President's Citation of the Massachusetts Federation of Music Clubs.

tile and well-liked air personalities in radio, has been instrumental in obtaining station wagons for the Society for Crippled Children; raising \$15,000 to build a summer camp swimming pool for the Cleveland Society for the Blind, et al., in a never-ending desire to help those less fortunate than himself.

Harry Martin, who ably handles the zany chores on the wake-up show, joined the Westinghouse station after eight years of wacky radio in San Diego. He launched a campaign there to get Raephael Trujillo Jr.'s plush yacht out of the harbor. San Diegoians backed him up and the son of the former Dominican Republic's dictator pulled up anchor.

"The Martin and Howard Show" is produced (without nearly so many microphones) by Ray Koeppen.

Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
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programming newsletter

By BILL GAVIN •

Billboard Contributing Editor • Publisher, Bill Gavin's Record Report, 114 Sansom St., San Francisco.

TEEN-AGE TASTES IN MUSIC are said to dominate top 40 programming. Perhaps they do. A famous a.&r. man once reproached a national convention of deejays for permitting "baby sitters" to program their shows. Salesmen for good music stations often disparage the top 40 audience as "a bunch of kids." Indeed, not a few disk jocks sound on the air as if they were doing their shows exclusively for the junior high school level.

There's some loose talk, it seems to me, about teen-age tastes. You might get the impression that on his 18th birthday the youth abruptly abandons his former idols and ideals in music and suddenly becomes "adult" in his preferences. The truth is that there is no hard and fast age limit for any particular kind of taste. It's entirely a matter of degree. The only thing we can be reasonably sure of is that younger tastes are more subject to change, and the older we get the more fixed our musical value systems become. It is well known that the biggest hit records are made by sales to all age groups.

You can't please everyone, they say. In radio programming, it's simply a question of how large a percentage of "everyone" you can please. There's no denying that certain records have a prime appeal to teen-age buyers. Other records have a varying range of age group appeal. One of the basic requirements of successful radio programming is primary emphasis on reaching a widely differentiated audience, in age race and financial well being.

A CONSTANT CHALLENGE to top 40 programming is the seeming dilemma that while most singles record sales are made to teen-agers, adults usually comprise the major share of their audience. It is a mistake to assume—as some do—that these older listeners are perpetual teen-agers, whose tastes continue to function at the 15-year-old level.

Comparing various station ratings, it is interesting to note that most of the highest rated stations in the U. S. and Canada achieve their pre-eminence by having the largest share of adult listeners. This is not just an accident. They have found ways of appealing to both the teens and their seniors. They reap dividends in terms of total audience. On the other hand, I know of certain stations in highly competitive markets, whose heavily teen orientation places them in an extremely precarious rating position.

In most large cities, a few top deejays run record hops. They're close to the kids—talk their slang—dig their dances—study their preferences in records. The attendance at the deejay hops is pretty much affected by his reputation for being hip. If he ever becomes known as a square, he loses out at the box office.

This is where the hop routine can interfere with a station's ratings. The hip jock slants his shows to the hippies. He's afraid to play the smoother sounds for fear of being labeled a square. As a result, his programming is less representative of the broad cross section of popular tastes, and he loses more audiences than he gains.

SEVERAL PROGRAM DIRECTORS have told me of certain policies they follow in order to attract a maximum share of all age groups. Naturally, it's up to each of our readers to determine how the following procedures would work in his own market.

Varying the required ratio of hits to picks at different times of day. Week days from 9 a.m. to 3 p.m. are peak listening periods for adults—mostly women. During these hours, the ratio of hits to extras is 3 to 1. Emphasize smoother sounds in selecting old hits; avoid rough rockers.

Don't make an abrupt change of sound at 3 p.m. Place more emphasis on newer hits and hot comers. Your audience now contains a larger share of teens, but don't scare away your older listeners—they might not come back. So still keep at least half of the old hits in the smoother category. You'll please your younger listeners by reducing the ratio of hits to extras two-to-one. It is the teen group that will first become bored with the oldest hits on the chart.

MANY SUCCESSFUL STATIONS concentrate on a balanced sound. The newer material is selected with a view of compensating an undue overload of either harsh or smooth sounds on the survey. Some stations deliberately require play every other hour of a "quality" pick.

Encouraging adult participation has worked well. One station has enrolled several thousand women in a Housewife's Club. Each week members are sent return post cards, on which they list their favorite records—and also the three that they most dislike. These housewife's hits are, of course, a daily mid-day feature.

Another station conducted a contest, lasting for several weeks, to determine the listeners' favorite artists in the different categories. Voting was by telephone. The fact that it was all conducted in the 9 to 3 time block assured maximum adult participation.

Balancing the older hits in terms of their age is important. One station requires that 50 per cent of its old hits be over five years old. Deejays are warned to avoid "Do You Remember?" or the phrase: "memory tune." Some older listeners don't want to be reminded of how far back they can remember.

PD APPRECIATE HEARING from any of our readers of other devices that they have found successful in attracting a wide age range of audience.



1963
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AWARD**

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Single: “CAST YOUR FATE TO THE WIND”
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FOR JUNE 10th RELEASE

FANTASY RECORDS, Inc., 855 Treat Ave., San Francisco 10, California

Biondi Out, Mulls Other Air Jobs

Continued from page 4

on the all-night show. Bernie Allen, formerly with WJJD and WIND here, has also joined the roster.

Ralph Beaudin, station manager, said that Allen will take a day-time slot.

Beaudin also confirmed that the station is screening a number of other jockeys for its

roster. Among names most prominently mentioned is that of Ron Riley, now with WHK, Cleveland, and formerly with WJJD here.

Beaudin also told Billboard that a rescheduling is planned "at a later date." Biondi's prime evening slot is currently being filled by Art Roberts.

If Biondi does leave, it'll be the most significant jockey switch here in many years. The ratings on his evening show are more than double that of the runner-up station.

Biondi has not been on the air since May 2, when he left after an altercation with the station's management.

VOX JOX

By GIL FAGGEN

AT YOUR SERVICE: The National Safety Council's 1962 Public Interest Awards for Outstanding Service to Safety have been presented to KDWB, Minneapolis; WSB, Atlanta; WOHO, Toledo; WIOD, Miami; WABC, New York City; WEBB, Baltimore, and WLOS-TV, Asheville. . . . The Associated Press recently hung kudos on WSB, Atlanta (six awards in special categories); WRCV-TV, Philadelphia (two first places and one second place in Pennsylvania. AP Broadcasters Annual Awards Competition); KDKA, Pittsburgh (six major awards, including a special citation for excellence in general news coverage); WGH, Newport News ("best radio news operation in Virginia"); WJRT-TV, Flint (four awards), and KYSS, Missoula; KMON, Great Falls; KSLO, Lewiston, and KBMY, Billings—all Inter-mountain Network stations.

SIGMA DELTA CHI (Honorary Journalistic Society) awards have been given to KGW-TV, Portland; KING-TV, Seattle, for distinguished public service in TV journalism. . . . WBZ for its Boston documentary "Suburbia's Children." . . . Harold Keen, public affairs director, KFMB-TV, San Diego; WINS, New York, for its efforts

in news, public service and documentary programming.

Carol Beer, captain of KNUZ, Houston, "Seven Southern Gentlemen," deejay basketball team, reports that the team helped raise more than \$2,200 for school library and athletic projects during their recent season. . . . For the second successive year, the Alaska Press Club TV awards went to KTVA-TV for "outstanding sports and news reporting." . . . KSTP, Minneapolis-St. Paul, has dedicated a complete day of broadcasting to industry and business in their area with the junior chamber of commerce as hosts. . . . Bill Gordon's "Apartment 13" on WERE, Cleveland, copped the Press Club's "Best of Industry" Award. . . . Other Cleveland Press Club Awards went to **Harv Morgan** of KYW's "Program PM"; **Paul Sciria**, KYW newsman, and the KYW radio news dept. . . . WJW-TV and radio, Cleveland, awarded two

top certificates of merit for creative programming by the Radio Television Council for the series "Young America Sings and Plays," produced by WJW Radio community affairs director, **Bruce McDonald**, features 25 minutes of music with brief three-minute talks by the band director or choir director of a school — allowing the younger member of the community to express their creative musical efforts, at a time and day during the week when parents, students and teachers can conveniently hear it (Saturdays 11:30 a.m. to noon).

WWVA's **Richard S. Paul**, host of the "1130 Club," was doubly honored by the U. S. Navy and Naval Reserve for his recruiting efforts and urging young men reaching the age of 17 to remain in high school. . . . For the second consecutive year, WSAI, Cincinnati, has received the News Award for radio stations from the Ohio Bar Association for their series explaining the various phases of law with which an attorney may have to deal.



TURNTABLE TIPS

By MIKE TURNTABLE

JOCKEY JOTTINGS—WAKE's Buddy Moore opened the third show and dance season at Atlanta's FunTown Amusement Park recently. Buddy, who is program director at the station, tells about the high percentage of hits that WAKE makes in the Atlanta market. Some interesting facts about WAKE: It has a music survey that is now in its seventh year of weekly publication. More than 7,000 copies are distributed in Atlanta, with another 500 being mailed weekly to key market stations, listings, one-stops, distributors, promotion men and manufacturers.

Hal Smith, our man in Memphis, at WMPS, passes along the note that Elvis Presley has been in town for about a month cruising around the city on his motorcycle.

PROGRAMMING PATTERN: The smart PD's and DJ's will start looking ahead this month of June. Teen-time listeners go for programs which salute their school graduating classes. One formula we found used successfully is to salute the graduating class and possibly have the president on your show to say a few words (this can be taped and put on cartridge). Another successful June promotion: Run a contest with the guys and gals in

radioland voting (possibly through one of your sponsors) for their favorite school and their favorite person at that school. The winner to receive a free record hop given gratis by the deejay or station.

One more thought on June-time promotions in connection with the high school cats: Get a bakery to prepare an elaborate eight or 10-tier cake to be given away to the lucky school to be selected either by phone or a written contest.

Speaking of June and contests, we have not got so old that we have forgotten that with June goes "spoon," soft lights, sweet music and the bride and groom. It's easy to arrange to tie in with a travel agency and give some lucky couple a free honeymoon at the expense of the agency or the station. You'll find that the travel agency will be happy to work it out on a "contra" basis. P. S.: Don't forget to kiss the bride for old Mike.

RADIO RUMBLINGS—On May 27 Dick Clark became part of the deejay line-up on CHUM radio in Toronto. He will go on, Monday through Friday, from 7 to 9 p.m. CHUM is now in the process of promoting him not only on the air but also through their weekly chart.

Chuck Dunaway will become the new PD at Houston's KLIF, replacing Chuck Benson, who has moved to WGR radio, Buffalo.

Some platter-chatter of interest: In the near future a new Nat Cole album, based on his current hit, "Lazy, Hazy, Crazy Days of Summer," will break. Bobby Darin is also going to record an album based on his "18 Yellow Roses." Look for the Shirelles, the Rocky Fellers and others to follow up with albums based on their current hits that will make for good evening programming.

NAME PARADIS MRIA HEAD

CHICAGO—W. G. Paradis, vice-president and general manager, radio parts division, Warwick Corporation, has been elected president of the Magnetic Recording Industry Association, succeeding William Gallagher of Columbia Records.

READY-TO-GO PROGRAMMING

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

BEST TRACKS

FROM THE NEW SPOTLIGHT LP'S

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

POPULAR

BUBBLES IN THE WINE—Lawrence Welk (Dot DLP 3489, DLP 25489) "Carolina in the Morning"

HOT PASTRAMI—The Dartells (Dot DLP 3522, DLP 25522) "Dartell Stomp"

COUNTRY

GRANDPA JONES YODELING HITS—(Monument MLP 8001) "Tritzen Yodel" (G-J Music, BMI) (2:11)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	
1	1	I LOVE YOU BECAUSE, Al Martino, Capitol 4930	8
2	2	LOSING YOU, Brenda Lee, Decca 31478	8
3	7	SUKIYAKI, Kyu Sakamoto, Capitol 4945	4
4	5	STILL, Bill Anderson, Decca 31458	7
5	3	TAKE THESE CHAINS FROM MY HEART, Ray Charles, ABC-Paramount 10435	7
6	8	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER, Nat King Cole, Capitol 4945	3
7	4	PUFF (The Magic Dragon), Peter, Paul and Mary, Warner Bros. 5348	11
8	10	18 YELLOW ROSES, Bobby Darin, Capitol 4970	4
9	6	CAN'T GET USED TO LOSING YOU, Andy Williams, Columbia 42674	13
10	20	BLUE ON BLUE, Bobby Vinton, Epic 9593	3
11	13	THE GOOD LIFE, Tony Bennett, Columbia 42779	3
12	12	DAYS OF WINE AND ROSES, Andy Williams, Columbia 42674	11
13	11	CHARMS, Bobby Vee, Liberty 55530	9
14	—	EVERY STEP OF THE WAY, Johnny Mathis, Columbia 42799	2
15	16	I'M SAVING MY LOVE, Skeeter Davis, RCA Victor 8176	3
16	9	MECCA, Gene Pitney, Musicor 1028	10
17	17	SWEET DREAMS (Of You), Patsy Cline, Decca 31483	6
18	—	MY SUMMER LOVE, Ruby & the Romantics, Kapp 525	3
19	19	DON'T MAKE MY BABY BLUE, Frankie Laine, Columbia 42767	4
20	—	POOR LITTLE RICH GIRL, Steve Lawrence, Columbia 42795	2

YESTERYEAR'S HITS

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

POP—5 Years Ago June 2, 1958

- All I Have to Do Is Dream, Everly Brothers, Cadence
- Witch Doctor, D. Seville, Liberty
- Wear My Ring Around Your Neck, E. Presley, RCA Victor
- Twilight Time, Platters, Mercury
- Looking Back, N. K. Cole, Capitol
- Big Man, Four Preps, Capitol
- Purple People Eater, S. Wooley, MGM
- Secretly, J. Rodgers, Roulette
- He's Got the Whole World in His Hands, L. London, Capitol
- Do You Want to Dance! B. Freeman, Josie

POP—10 Years Ago May 30, 1953

- Song From Moulin Rouge, P. Faith, Columbia
- April in Portugal, L. Baxter, Capitol
- Ruby, R. Hayman, Mercury
- I'm Walking Behind You, E. Fisher-H. Winterhalter, RCA Victor
- Doggie in the Window, P. Page, Mercury
- I Believe, F. Laine, Columbia
- Say You're Mine Again, P. Como, RCA Victor
- Anna, S. Mangana, MGM
- Pretend, N. K. Cole, Capitol
- The Ho Ho Song, R. Buffons, Columbia

RHYTHM & BLUES—5 Years Ago—June 2, 1958

- All I Have to Do Is Dream, Everly Brothers, Cadence
 Witch Doctor, D. Seville, Liberty
 Looking Back, N. K. Cole, Capitol
 Twilight Time, Platters, Mercury
 Johnny B. Goode, C. Berry, Chess

- What Am I Living For! C. Willis, Atlantic
 Do You Want to Dance! B. Freeman, Josie
 Wear My Ring Around Your Neck, E. Presley, RCA Victor
 He's Got the Whole World in His Hands, L. London, Capitol
 Jennie Lee, Jan & Arnie, Arwin

WLS Break-Through: Editorials Supplement Coverage of News

CHICAGO—A flexible new format of broadcasting marked the inauguration of editorials on WLS Radio today (25).

The Chicago ABC o.&o. will add several innovations to the broadcasting procedure designed to lend emphasis to reporting the issue. Ralph W. Beaudin, president of WLS, said, "Our editorials will not be confined to specific time limits or deadlines. Depending on the importance or urgency of the issue, and listener response, we may run continuous editorials on one subject for a month or more."

Programs will vary from two to five minutes in length, and

the same messages may be repeated several times a day.

WLS will also add a "wrap-up" innovation which will give the listener a thorough view of the issue discussed. Periodically, the station will present a full half-hour documentary-type program produced to fully explore the pros and cons of the subject of the editorial.

For further coverage, WLS' "Pinpoint" discussion panel program will occasionally augment the editorial series by presenting guests who are involved in the issue explored by the editorial.

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FUNNY YOU SHOULD ASK!

IMPOSSIBLE INTERVIEWS WITH MOREY AMSTERDAM

WITH RICHARD DEACON ROSE MARIE JOAN SHAWLIE

ALSO STARRING: Martha Washington, P. J. Bertram, Dr. Eugene Rosenberg, Dr. Sigmond Freud, Fredrick Thomas Chappie, Buffalo Bill Cody, Christopher Columbus

MLP 101M MONAURAL PRODUCED BY HARRY BRIDGES HOLLYWOOD CALIF.

EQUIPMENT NEWSLETTER

RCA, Philco, Symphonic Show New Lines Drop-Down Portables, Consoles, Styling Highlighted

Philco's Accent on Styling



TWO NEW CONSOLE PHONO MODELS introduced last week by Philco have multi-purpose facets. Shown at top is Model 1704 Space Saver desk radio-stereo phono combination which lists at \$399.95, and below, Model 1700 radio-stereo phono combination which converts to either desk or bench (as shown). This unit lists at \$299.95.

Variety Wide, Prices Lower

NEW YORK—The new lines are coming, and the ones already shown to distributors and/or dealers in previews confirm early speculation about phonograph merchandise for the 1963-1964 season.

Lines are longer. Prices are lower. Where prices haven't been reduced, there are more features for the same amount of money. In portables, drop-down changers predominate. Virtually every manufacturer now has lightweight floating pickup cartridges.

RCA Victor's line now begins portable stereo phonos at a nationally advertised price of \$69.95, with a drop-down changer — \$10 lower than last year's stereo starting point. All portables at \$99.95 and up have RCA's new "Feather Action tone arm" with floating cartridge and electrostatic record cleaner. RCA's pickup weight is four to six grams, the company maintaining that this makes for better tracking than using lesser weight.

RCA's monophonic portables (there are six models) range from \$19.95 to \$59.95, with drop-down changers coming in at around \$55. In its console line, RCA has only one unit without radio, and sets with built-in FM stereo start at \$259.95 (although the company does have one close-out FM-stereo console from the old line which can be sold for about \$200). Most of RCA's radio-phonographs have a completely new AM-FM tuner.

In its radio line, RCA is featuring its first FM stereo table radio, built in two units, each containing an eight-inch and a three-and-one-half-inch speaker.

Price Slash

Philco's stereo portables also begin at \$69.95, again a \$10 reduction from stereo's starting point in last year's line. Four of Philco's portables now have pull-down changers, beginning with a \$79.95 model. Philco this fall will push an improved version of its Scratchguard tone arm, which is featured in two portables (\$129.95 and \$179.95) and in consoles beginning at \$249.95.

Philco consoles start at \$129.95, compared with \$149.95. The console line features some unique designs, including a stereo phono-radio which can serve either as a desk or a bench by changing legs and guardrails (\$299.95) and a "stereo secretary," with fold-down writing surface.

Philco has also introduced its first stereo FM table model, in two-piece format, at \$39.95.

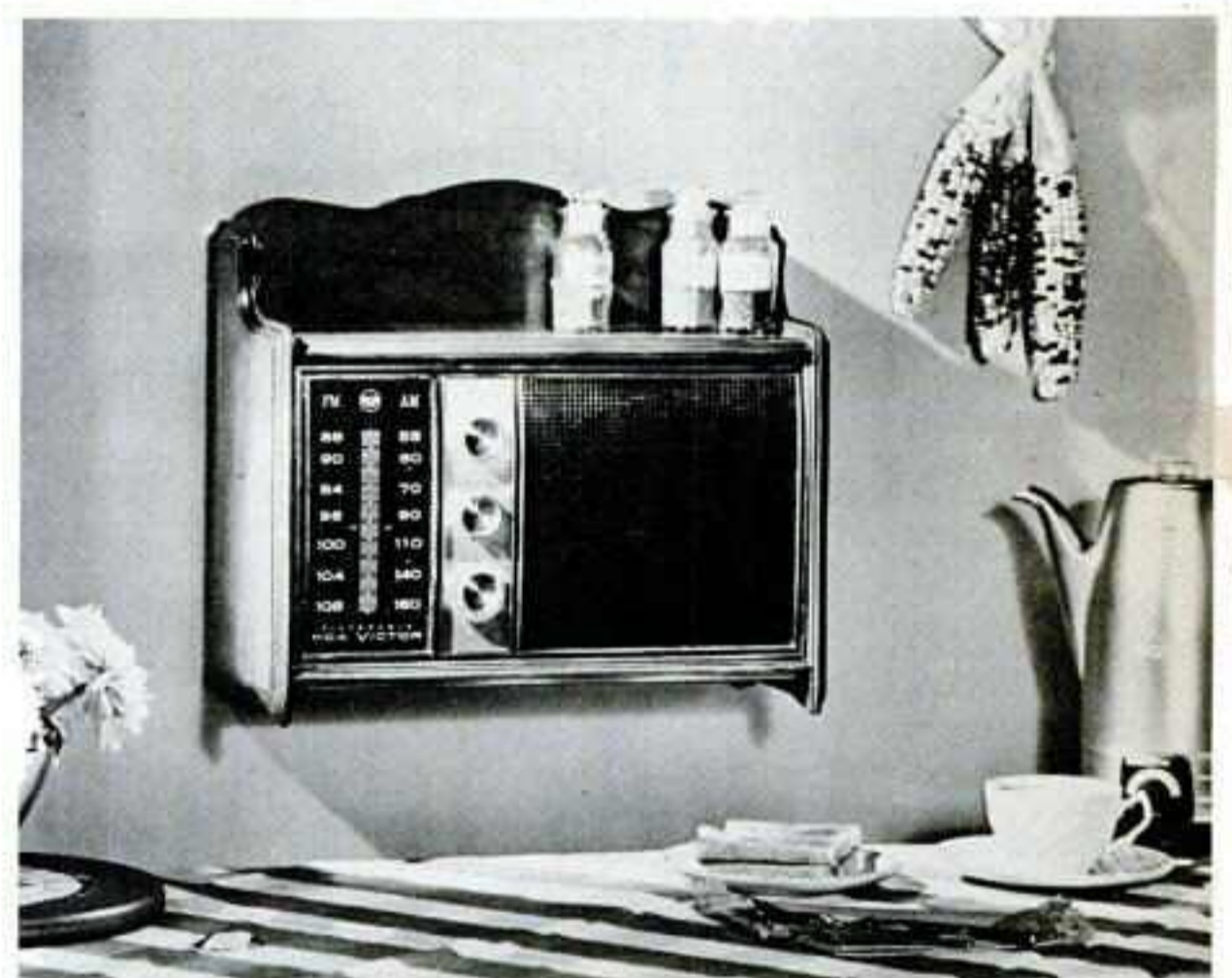
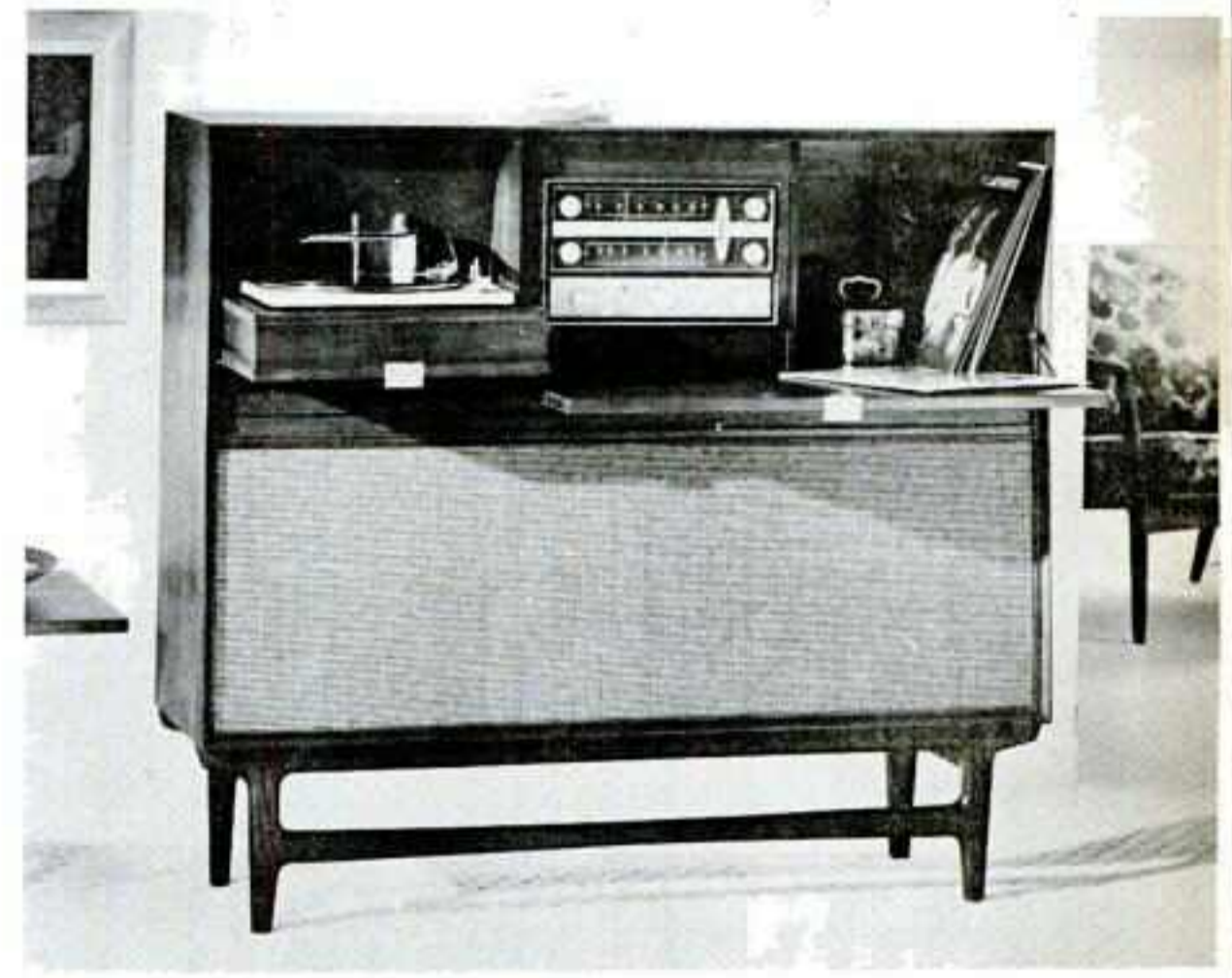
Both Philco and RCA, and probably other stereo phono lines, will help you sell tape recorders. In both cases, most models feature tape input and output jacks—for playing stereo tapes through their amplifier-speaker systems and for making stereo tape recordings from FM stereo broadcasts.

Other New Items

Speaking of tape recorders, more manufacturers will have

(Continued on page 48)

RCA Innovations



RCA VICTOR'S NEW LINE showing last week at New York's Americana Hotel highlighted two brand-new stylings in the phono and radio areas. Shown at top is the Victor Stereo-Desk model (4VF60) which incorporates FM/AM/FM stereo radio, disk storage space and drop-down lid that doubles as a desk. Unit is advertised at \$695. Shown below is the firm's Anthem model (4RC8) FM/AM table radio which can be wall-mounted. Nationally advertised price is \$89.95.

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Chicago Becomes 5th Big Market To Get 3M Cartridge Recorder

CHICAGO—This city has become the fifth major market to make available the new 3M-Revere Stereo Tape cartridge recorder, with distribution set for 16 key retail outlets in the greater Chicago area. The unit is already on the market in St. Louis, Minneapolis-St. Paul, San Francisco and Los Angeles, with Kansas City, Mo.; Omaha; Des Moines; Portland, Ore., and Seattle due to get the unit in coming months.

Chicagoland dealers selected

to handle the line include Marshall Field's, Lyon-Healy, Grant and Grant, Musi-Craft, Northwest Music Center, LaGrange TV and Organ Company and Gill Custom House, Inc.

Of added interest on the 3-M Revere recorder scene is the availability of 10 new tape titles from Musictapes for play on the system. These include sets by the Highwaymen, Steve Lawrence and Eydie Gorme, Billy May, Ferrante and Teicher, the Limelitters, Burl Ives and Al Caiola.

Market Trend Seen At Chi Parts Show

CHICAGO — The gradual marketing evolution in the electronic and high-fidelity industry was never more in evidence than at the giant Electronic Parts Distributors Show and Conference at Chicago's Conrad Hilton Hotel last week.

The historic manufacturer to representative to distributor to consumer chain appears to be coming to an end. At the very least, it is being substantially modified.

Direct selling has made serious inroads. Other marketing developments such as distributor "one-stops," stocking representatives, and various specialized distributors have contributed to the change.

Gone also is the traditional cleavage between components, parts and packaged high fidelity

merchandise. A large number of electronic distributors are finding packaged merchandise an excellent avenue of diversification.

A large number of distributors also report that a growing volume is being done each year in direct consumer sales. Many have been doing this for some years but of late it is becoming a serious part of their business rather than a sideline.

Close to 12,000 electronic industry members attended this year's show which featured exhibits by some 300 firms and a series of trade conferences. In addition to the Conrad Hilton, exhibit and entertainment suites overlapped into a number of adjoining hotels.

Attendance was down slightly

(Continued on page 48)

RCA, Philco, Symphonic Show Lines

Continued from page 47

more of them this year. Symphonic Radio has re-entered the tape recorder field, showing four units at the recent Parts Show in Chicago. The Symphonic line consists of two monophonic record and playback units, one four-track mono record and stereo playback, one four-track stereo record and playback.

Another company stepping firmly into the tape recorder field is Estey, the large electronic organ manufacturer, which also has four units, priced at \$79.95, \$99.95 and \$299.95.

Symphonic also premiered its phonograph line, which it called the "broadest and most highly styled" line in its history, with 17 portables and 13 consoles. The line features some innovations—including plenty of portables with radios in them.

For example, there's a monophonic portable with four-speed turntable and AM radio at \$29.95. Its first automatic por-

table with AM is priced at \$54.95, five dollars below last year's corresponding model. Stereo portables with stereo FM and AM radios are \$169.95 and \$229.95. Portables with drop-down changers begin at \$54.95 in mono, \$79.95 in stereo.

Consoles again begin at \$99.95, but Symphonic has upgraded its furniture styling, and 10 of the 13 sets have hardwood veneer cabinets. Symphonic's FM - stereo - equipped consoles start at \$179.95, compared with \$239.95 a year ago.

Other Additions

V-M has made some additions, too, including a slim portable at \$99.95, drop-down changer unit at \$109.95 and "teen-age" phono at \$29.95. Following its successful introduction of components a year ago, V-M has introduced a combination AM - FM stereo tuner and amplifier at \$179.95, aimed at bringing component systems within the reach of many consumers who have believed they couldn't afford them. As a companion, V-M has a new speaker system at \$49.95.

Mercury Records is now in wide-scale distribution of its two portable phonographs, made by European electronics giant Philips of Holland. An eight-pound model operates on six flashlight batteries, at \$59.95. The other unit, a stereo with automatic changer, operates from house current, and is priced at \$139.95.

Magnavox has joined the trend to drop-down changers in two new portables. It recently brought out two new portables—one at \$99.50 and an all-transistor unit at \$139.50—both in drop down format.

You can expect to see plenty of "stereo cocktail tables" in the next few weeks. Following Motorola's successful introduction of this concept last year, GE has come out with a group of them priced from \$229 to \$309, designed so the record-changer can swing out without upsetting the drinks. There'll be more from other manufacturers. In dry States, they'll be merchandised as "coffee tables."

Weiss on NAMM Bill

CHICAGO — "What's Ahead in Music Merchandising," is the topic selected for the keynote speech at the forthcoming convention of the National Association of Music Merchants here. The speakers will be E. B. Weiss, columnist in Advertising Age and president of Doyle Dane Bernbach, New York agency. Weiss, who is also the author of such books as "Merchandising for Tomorrow," "The Vanishing Salesman" and "1010 Tested Ideas That Move Merchandise," will speak at the opening luncheon of the Music Show in the Palmer House July 22.

Market Trend

Continued from page 47

from previous years, but association officials attributed this more to smaller contingents from various firms rather than to any decrease in over-all representation.

Most distributors seemed to feel sales would go up for the year though many complained of a "profit squeeze." Discounting and competition were the more frequently mentioned reasons for the pinch.

A variety of new equipment

PHONOS SELL OVER '62 PACE

WASHINGTON — Phonograph sales this year continue to run strongly ahead of 1962. For the first quarter, according to the Electronic Industries Association, distributor sales of all types of domestic phonos were 30 per cent higher than last year. The lion's share of the gain was in portables, which were up 38 per cent, while console sales were up 9 per cent.

The EIA also announced that nearly 50 per cent of the radio-phonograph and radio-phonograph-TV combinations made during the first quarter had FM stereo built-in. In radio-phonos alone (excluding TV combinations), the figure was nearly 55 per cent.

Pilot Throws Open Contest For Dealers

NEW YORK — Mink stoles worth \$500 each and a free vacation trip for two to Las Vegas are in the works for lucky Pilot Radio dealers. Dealers who make a package purchase of \$2,775 worth of late model pilot components before July 31 will automatically receive a stole. The dealer also becomes eligible for the drawing for the vacation.

In addition, dealers ordering a \$1,675 components package during the period will receive a mink-collared broadtail jacket (valued at \$275) and one entry card in the special vacation drawing. Vacations include a seven-day stay at the Dunes Hotel, Las Vegas, plus round-trip jet flight fare. Drawing will take place August 15 of this year.

Roland Kalb, Pilot vice-president and general manager, said the special \$2,775 and \$1,675 packages will carry dated billing privileges during the promotion of 30, 60 and 90 days or straight 60-day terms. Either way, the plan will carry a 1 per cent discount.

Columbia Adds To Stereo Line

NEW YORK—Columbia Records has added a half dozen new entries to its steadily expanding four-track, stereo tape catalog, including two in the Masterworks classical series and four in the pop field.

Lead items include the Eugene Ormandy - Philadelphia Orchestra "Rhapsodies" package, containing two works each by Liszt and Enesco and a current set by Leonard Bernstein and the New York Philharmonic Orchestra, including Moussorgsky's "Picture at an Exhibition" and Rimsky-Korsakov's "Capriccio Espagnol."

Pop tapes include Steve Lawrence's "Go Away Little Girl," Percy Faith's "American Serenade," Andre Previn's "Sittin' on a Rainbow" and "The Happy Beat" with Ray Conniff.

was on display at the show (see separate stories). Transistorized amplifiers and tuner kits were very much in evidence. So were tape recorder displays and citizens band radio sets. Symphonic and ITT were among two new firms to enter the tape recorder field for the first time.

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$201 and \$300

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	3/2/63 Issue	12/1/62 Issue		
1	1	1	Magnavox	43.3
2	4	5	RCA Victor	10.4
3	2	3	Zenith	8.0
4	3	2	Motorola	7.8
4	—	—	Curtis-Mathes	7.8
6	6	—	Admiral	4.5
7	—	—	General Electric	3.8
8	5	4	Voice of Music (V-M)	3.6
8	7	—	Masterwork	3.6
10	—	—	Webcor	3.3
			Others	3.9

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.

3/2/63 Issue: All brands represented in current chart.

12/1/62 Issue: All brands represented in current chart.

DISK DEALS FOR DEALERS

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

MOTOWN—Expires May 31, 1963. Started May 1, 1963. One album titled "Motor Town Revue" featuring various artists. One free for each three purchased.

CAMEO-PARKWAY—Expires May 31, 1963. Started April 15, 1963. A 12½ per cent discount on all LP's in catalog.

COLUMBIA—Expires May 31, 1963. Started May 1, 1963. Twenty per cent off on 63 classical LP's and 13 classical tapes from catalog and four new classical LP's and two tapes. A 15 per cent discount on 28 pop LP's and four new pop LP's and two tapes.

DOT—Expires May 31, 1963. Started May 1, 1963. Spring discount program offers a 10 per cent on mono LP's, 15 per cent on stereo LP's, 25 per cent on EP's. Covers entire catalog. Special deal of 20 per cent on label's "All Time Hit" series of albums. A 90-day deferred billing in three installments from date of purchase.

LIBERTY—Expires May 31, 1963. Started April 15, 1963. A 15 per cent cash discount on all April releases. A 100 per cent exchange privilege after September 1. One-third payments due first of July, August, September. Deal also covers all Bobby Vee LP's and all Ventures LP's on Dolton. Also 15 per cent discount and six-month deferred billing, with full exchange on three recent LP's by the Ventures. Dave Pell and repackaged Markets set.

PRESTIGE—Expires May 31, 1963. Started April 1, 1963. Special 15 per cent discount on the label's Top 10 national best sellers known as the Prestige Giants. Also 10 per cent discount on remainder of Prestige material.

NEW JAZZ—Expires May 31, 1963. Started April 1, 1963. A 15 per cent discount on catalog merchandise for duration of the period.

STARDAY—Expires May 31, 1963. On the Music Industry Salutes Cowboy Copas and Bluegrass Album Sale, dealers get two free for each 10 purchased under both sales plans.

RIVERSIDE—Expires June 10, 1963. Started May 10, 1963. On nine Charlie Byrd LP's, buy 10, get two free.

CADENCE—Expires June 26, 1963. Started May 1, 1963. Coinciding with release of "First Family, Volume II" album, label is offering three free albums for each 20 purchased. Deal includes entire catalog as well as new "First Family" set. Available to all qualified dealers.

LIBERTY—Expires June 30, 1963. Started May 15, 1963. A 15 per cent cash discount off face of invoice on all new releases and entire catalog of Martin Denny, Julie London, Si Zentner LP's. A 100 per cent exchange privilege after October 1. Payments, one-third each 10th day of August, September and October.

TRU-SOUND—Expires June 30, 1963. Started May 1, 1963. A 15 per cent discount on all product on Tru-Sound, Tru-Sound Gospel and Tru-Sound Latin American lines.

EPIC—Expiration indefinite. Started April 1, 1963. A 15 per cent discount on 11 new LP releases and 37 specially selected catalog LP's.

CAPITOL—Expiration indefinite. Started April 1, 1963. Capitol-of-the-World German-Austrian LP catalog of 27 LP's. One free album for each two purchased. Includes two new April releases.

DOOTO—Expiration indefinite. Started May 1, 1963. On all Dooto album product—buy five, get one free.

RUN HUN, HUN RUN
Brenda Luker's Hit
Record NA-R-CO #78
RADIO STATIONS RUNNING CONTESTS . . .
YOU GUESS THE LAST LINE OF BRENDA'S SONG!
Contact your Distributor or
NATIONAL RECORDING CORP.
Box 9951, Atlanta 19, Ga.

RELIABILITY—QUALITY RECORD PRESSING
Originators of the Patented rim drive, thick-thin type record
RESEARCH CRAFT CO.
1011 NORTH FULLER
HOLLYWOOD 46, CALIF.

YOU will enjoy the real **New York** at the new and exciting Shelton Towers

Finest East-Side location — mid-way between United Nations and Rockefeller Center; close to all transportation and terminals.

Beautiful air-conditioned rooms and suites with television — at most moderate rates!

OUTDOOR ROOF GARDEN AND SUN DECK
SWIM FREE IN OUR OLYMPIC POOL

Coffee Shop
Excellent Restaurant
Famous Supper Club
the 1200 ROOM Hotel

Shelton Towers

Lexington Avenue, 48th to 49th Street
NEW YORK 17, N. Y.—TEL. PLaza 5-4000

Kindly send me the SHELTON TOWERS Courtesy Card entitling me to special rates

Name _____
Address _____
City _____ Zone _____ State _____

NEW DEALER PRODUCTS

Citation Kit



Harman-Kardon has introduced the Citation A preamplifier kit at \$269.95. The unit utilizes 33 transistors and 11 modules, which the kit builder plugs into a computer-type rack panel on the chassis. Each module has been pre-wired and factory tested. The unit has been packaged to resemble a miniature tool box with drawers and compartments to separate all parts.

One Housing



Dynaco, Inc., has introduced two new popular-priced kits. Pictured first (top photo) is the SCA 35, which combines stereo preamp and power amplifier in one housing at \$89.95 in kit form; \$129.95 factory assembled. Below is the Dynakit power amplifier, Stereo 35, budget priced at \$59.95 in kit form; \$79.95 factory assembled.

'64 Webcor Line

NEW YORK — The premiere dealer showing of the 1964 Webcor line will be held here Sunday, Monday and Tuesday (2, 3 and 4) at the new Sheraton Motor Inn. The showing will be staged by All-State Distributors of Newark, exclusive Webcor distributors for the New York-New Jersey area.

TERI ALLEN
on the way up with
"IN THE FIRST PLACE"
b/w "This Little Girl Stayed Home"
ABC-10448

ABC-PARAMOUNT
FULL COLOR FIDELITY

MAMMA SAID IT'S ALL RIGHT
by
TERRY STAR AND THE STARBELLS
NA 1008A
NEW ART RECORDS
6600 N. Broad St.
Philadelphia, Pa.

Billboard Buyers & Sellers CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

DISTRIBUTOR'S CLOSE OUT—50 RECORDED songs only \$3. Many past hits by top artist. Our choice of selections guaranteed. New 45 RPM records; country, pop or rhythm & blues package. Offer good only U.S.A.; no C.O.D.'s. Rhythm Records, Box 521, Arcadia, Calif. jyb

"WANTED" "OLDIES BUT GOODIES"
We Pay Cash for Oldies Records
We Buy Inventories
We Buy & Sell Oldies

"PHILLY'S OLDIES ONE STOP" & RECORD DIST. CO.
TEL.: PO 5-1010
1528 N. Broad St.
Philadelphia, Pa.

(LARGEST SELECTION OF HARD-TO-GET RECORDS)

RAYMAR'S MEMORY LANE GOLDEN (400) CIRCLE

We are in a position to supply you with 400 of the greatest Rock & Roll hits. List upon request.
100 assorted new 45 RPM's, \$9.00; \$80.00 per 1,000.

RAYMAR SALES CO.
170-21 Jamaica Ave.
Jamaica 32, New York
OLympia 8-4012

HAYDN SOCIETY RECORDS
ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST
Send for current catalog

ESOTERIC, INCORPORATED
P. O. BOX 1799
HARTFORD, CONN.

National Distributors for
HAYDN SOCIETY RECORDS

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

PRESSING & PLATING

PRESSING, PLATING— NO JOB TOO SMALL — QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping anywhere in the U. S. or Canada. The House of Wax, 1697 Broadway (C. B. S. Theatre Bldg.), N. Y. C. CI 7-2159. np-ap18

RECORD PROMOTION & PUBLICITY

RECORDS and RECORD ARTIST PROMOTION

Northern California; Reno to Fresno.

TED PONSETI
221 Knight Drive (S. F. area)
San Rafael, Calif.

RECORD ACCESSORIES & DEALER FIXTURES

RACK JOBBERS

Reduce costs with Art-Phyl's record displays and free standing pegboard units.

The most diversified line—at prices well below competition.

Write today.

ART-PHYL CREATIONS
508 Frelinghuysen Avenue
Newark 14, N. J.
N.J.: BI 8-5100 N.Y.: WO 4-2565

- RACKS—FOR JOBBERS
- FIXTURES—FOR DEALERS
- HIGHEST QUALITY & LOWEST PRICES FOR ALL

The Northwest's only Exclusive Manufacturer of Record Fixtures. Designs based on eight years' experience in the field. Contact

L & L ENTERPRISES
P. O. Box 58, University Station
Seattle 5, Washington
SU 4-5343

BUSINESS OPPORTUNITIES

FOR SALE: TWO-THIRDS INTEREST in Recording Studio with own record label and publishing house located in lower Westchester. Splendid opportunity for promotional man with contacts in record field. \$20,000 required. Call in N. Y. C. FA 4-3882 evenings.

INDEPENDENT AGENTS: BIG PROFITS with magnificent Silk Paintings. Sell for \$4.95, your cost \$27 per doz. Sample \$3 ea. Ideal for rack jobbers, stores, ind. distrib. Also carry Costume Jewelry, Lighters, Hasco, 125 Fifth Ave., N.Y.C. 3, YU 2-2210.

NEED CASH FOR YOUR OPERATION??

Will purchase your customer trade acceptances; will arrange accounts, receivable records and inventory financing loans.

All inquiries to
BOX 496
c/o The Billboard
1564 Broadway
New York 36, N. Y.

\$5 PER MONTH "YOUR BRANCH OFFICE" prestige address, mail-phone messages forwarded. National Business Exchange, 150 Broadway, Room 914, CO 7-2911. je8

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-mp

MISCELLANEOUS

D-I-S-T-R-I-B-U-T-O-R-S* of the REVOLVING or FLASHING HOLLYWOOD GLAMOUR UNITS

- Spots-Lites • Color Balls
- Beauty-Lites • TV Lamps and Outdoor Flashy-Lites

Write for FREE details.

Hollywood Spots-Life Co.
Dept. D, 3612 No. 16th St.
Omaha 10, Nebraska

57 ST., WEST

HANG YOUR HAT

In a Splendid, New Dwelling on Fashionable & Convenient

WEST 57 ST.

. . . at a Truly Reasonable Rental. Open for Inspection. For Immediate Occupancy.

SOUTH PARK APARTMENTS 435 WEST 57 ST.

Just a Few Minutes Spent Looking Around Should CONVINCE YOU!

Choice Apt. Layouts of 2, 2 1/2, Jr. 3, 3 1/2 & 4 Rms.

Rentals From \$132 for 2 Room Apts. Air Conditioners Included, Carpeted Halls, Doorman, Garage, Agent on Premises: PL 7-6179 or

J. G. HAFT & CO., INC.
60 E. 42 St., MU 7-7570

DEEJAY GAGS! ONE-LINERS! BITS! All in the current issue of "Days, Dates and Data." We'd like you to see a sample copy. \$2 with this ad. Show-Biz Comedy Service (Dept. MW), 65 Parkway Court, Brooklyn 35, N. Y. jel

SHOW PROMOTERS—QUALITY PROGRAM books at low prices for country music and r.&b. shows. Over 1,000,000 sold. Send for sample. Heather Publications, 3285 S. Wadsworth Blvd., Denver 27, Colo. 985-7437. jel

COUNTRY AND WESTERN 45 R.P.M. overstock records wanted. No used records. Send list, any amounts. Quote lowest quantity prices. Tommy Edwards' Hillbilly Heaven, 3871 W. 25th St., Cleveland 9, Ohio. FL 1-3080.

1564 BROADWAY N.Y.C.

Times Square Office Space for Rent. 8700 Square Feet. Central Air Conditioning. Very Reasonable Rental.

Contact

KENNETH LAUB
of Collins Tuttle & Co.
261 Madison Ave.
New York 16, N. Y.
Telephone: MUrrayhill 2-4020

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh15-64

WANTED TO BUY: BALLY MODEL T Hot-Rod Kiddie Ride, also Bally Speed Queen Kiddie Ride. Golden West Co., Inc., 2033 Palomas N.E., Albuquerque, New Mexico.

EMPLOYMENT SECTION

SITUATIONS WANTED

REGIONAL SALES MANAGER HAS proven performance with major label. Ten years' experience in record industry. Seeks responsible position in similar function. Will relocate. Family man with best of business and personal references. Contact Box 497, Billboard, 1564 Broadway, New York 36, N. Y.

PROMOTIONAL RECORD SALESMAN available. Five years in sales of Promotional and Budget Records to department, discount and chain stores to distributors and rack jobbers in Midwest States. Write Billboard, Box #498, 1564 Broadway, N.Y. 36, N.Y.

CLASSIFIED RATES Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____
 Set regular classified style. Set boxed classified style.
 Amount enclosed _____
Copy: _____
Company Name _____ Authorized by _____
Address _____
City _____ Zone _____ State _____
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

mighty sweet combo

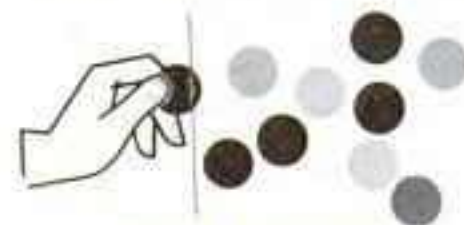
Whether it's making music or money, there's a natural affinity between outstanding performers that commands a special kind of attention when they get together.



That's why operators, shaping their routes for more efficient and more profitable coverage, are turning to the combination of the Rowe AMI phonograph and the Rowe Riviera cigarette machine. (It has a new walnut front.)



There's virtually no increase in overhead and there's more net profit with both these money-makers on the same location. And, furthermore, your Rowe AC Services distributor has a mighty sweet deal on this "combo."



**ROWE
AC SERVICES**

18 South Michigan Avenue, Chicago 3, Ill.

*Rowe sets the standards in vending equipment,
bill changers, music systems*

'62 Exports to Europe Show Rise

By AARON STERNFIELD

NEW YORK — With four Western European countries providing nearly two thirds of the total, foreign coinmen bought some \$26,017,263 worth of U. S. music machines and coin games last year, an increase of \$3,420,391 compared with 1961.

The report, covering the 1962 calendar year, showed that game purchases rose from 39,101 units valued at \$10,187,862 in 1961 to 43,988 units valued at \$13,578,714 last year.

Used Phonographs

Used juke box sales also showed an increase, though not as dramatic as the game sales. Foreign buyers last year snapped up 8,122 used phonographs with a total value of \$2,601,595. The previous year, the 6,380 used phonographs shipped to overseas destinations were valued at \$2,017,020.

Only in new juke box shipments did the Commerce Department figures show a decline—from 14,990 boxes valued at \$10,391,990 to 13,718 units valued at \$9,836,954.

Four countries — Belgium, West Germany, France and the United Kingdom—accounted for \$16,755,308 (65 per cent) of the \$26,017,263 total.

Same Leaders

These same Western European countries were the leaders a year earlier, although West Germany and Belgium switched positions.

Belgian purchases—\$4,659,815—rose \$86,334 from the previous year.

But the largest gains were made by France and the United Kingdom. The former upped its purchases from \$2,543,890 to \$3,954,829, and the latter jumped from \$2,247,182 to \$3,523,794.

Games accounted for about two thirds of the unit total shipped as compared with juke boxes and slightly more than half the dollar volume.

Telling Statistic

This statistic is telling. European manufacturers have not been able to produce amusement devices

which can compete with the American product on the open market. Even with payout machines legal in West Germany and the United Kingdom, the lure of U. S. bowlers, shuffles, gun games, and pinballs in particular, is too strong for the European consumer to resist.

This situation does not prevail in juke boxes. German, French, Dutch and Belgian producers have been able to come up with products, while inadequate by U. S. standards, are practical for many locations.

Also, with Wurlitzer building its Lyric machine in Germany and Rock-Ola shipping mechanisms for assembly, the U. S. product going to Europe is declining slightly in the face of an expanding market.

The used juke box is a horse of another color. More and more European operators who are unwilling to pay the stiff prices (brought on by shipping charges and duties) of new U. S. music machines, will buy second-hand American juke boxes in preference to new phonographs of Common Market manufacturer.

Belgians Biggest Buyers

Biggest purchaser of used juke boxes was Belgium, with 3,451 units. However, most of these pieces were shipped to Antwerp for destinations all over Europe.

West Germany, on the other hand, was the largest purchaser of new music machines. The Germans bought 4,988 new pieces as against only 470 second-hand phonographs.

With local restrictions on juke box play easing somewhat, the Canadian juke box market is developing rapidly. The Canadians bought 1,195 new juke boxes valued at nearly a million dollars. Only West Germany and Belgium topped this total.

South America is still undeveloped country as far as coin machines are concerned. Leading South American purchases was Venezuela, ranked 12th in total purchases, with 1,389 units, mostly games, valued at \$394,419.

Coin Machine Exports 1962 REPORT

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	2,873	\$2,215,608	3,451	\$1,102,550	5,360	\$1,341,657	11,684	\$4,659,815
West Germany	4,988	3,076,227	470	152,495	3,668	1,397,148	9,126	4,625,870
France	490	385,438	148	111,231	8,486	3,458,160	9,124	3,954,829
United Kingdom	633	427,273	435	176,919	7,356	2,919,602	8,424	3,523,794
Canada	1,195	999,547	303	27,770	5,010	1,037,356	6,508	2,064,673
Switzerland	671	536,540	24	6,340	1,327	466,557	2,022	1,009,437
Italy	306	217,149	—	—	1,065	401,528	1,371	618,677
Nan Islands	349	292,530	716	279,577	61	33,260	1,126	605,367
Finland	288	240,229	194	119,237	205	83,423	687	442,889
Venezuela	117	83,572	37	17,730	1,003	328,399	1,157	429,701
Sweden	132	98,478	22	17,700	2,244	298,102	2,398	414,280
Japan	111	77,978	364	83,298	914	233,143	1,389	394,419
Netherlands	150	116,233	355	85,675	462	162,265	967	364,173
Mexico	113	90,094	280	72,171	1,041	106,782	1,434	269,047
Greece	25	18,083	240	39,787	448	104,842	713	162,712
Denmark	45	34,617	—	—	359	120,248	404	154,865
Chile	97	77,187	—	—	190	64,039	287	141,226
Nicaragua	165	121,115	61	19,928	—	—	226	141,043
Austria	161	123,124	31	8,943	14	4,537	206	136,604
Other Countries	658	504,858	850	241,832	4,106	863,281	5,614	1,609,971
TOTALS	13,718	\$9,836,954	8,122	\$2,601,595	43,988	\$13,578,714	65,828	\$26,017,263

Stern Makes It Half-Way 'Round World

CHICAGO—Sam Stern, Williams Electronic Manufacturing Corporation president, is half way through a round-the-world junket visiting distributors and foreign buyers.

Stern is due in Hamburg Monday (27) and will go on to Paris, Barcelona and London before coming home around June 5. Previous stops included: Honolulu, Sydney, Manila, Tokyo, Hong Kong, Bangkok, Athens, Milan, Zurich, Stockholm and Helsinki.

Williams has been increasing its overseas activity for the past several years and now does a substantial percentage of its volume in foreign markets.

U. S. Firm Reported Interested In German Payout Machine Co.

By OMER ANDERSON
COLOGNE — U. S. interests are reported negotiating the purchase of a West German payout machine manufacturer.

Aside from this specific factory, there are reports of a show of American interest in several other German payout producers. Representatives of the U. S. interests point to payouts as a "wide-open field for American participation in the West German coin machine industry."

One of the American coin machine men explained the U. S. trade's sudden interest in Germany's payout machines: "This is a fantastic business which has virtually escaped notice by the world trade. There is nothing like it anywhere else. It amounts to a virtual license to print your own money."

Novel Law
What has excited the U. S. trade is the "legislated ob-

solesence" aspect of Germany payout production. A novel law unknown to the world trade at large, West Germany's federal payout statute provides that all payouts may be licensed for a maximum of three years only.

There are no renewals—each and every machine must be replaced after three years. This means that the law provides an automatic, built-in market.

The fact that machines must be replaced every three years and that all aspects of payout operation is rigidly controlled by legislation has tended to cloak their existence with official respectability.

Sound Policy
All the more so since the play is restricted to a 25-cent maximum and the payout is regulated by legislation. German payout operation is conducted in an official gold fish bowl, which despite sporadic grumbling by the

Coin Machine

OPERATING

• MUSIC MACHINE PROGRAMMING
• DOUBLE PLAY DISKS

• RECENT STEREO RELEASES
• BULK VENDING

HERE'S THE STORY ON REALLY WHO'S WHO

NEW YORK—The Who's Who in the Coin Machine World section of Billboard's International Coin Machine Directory, published this week, contained five incorrect identifications among the photographs of 193 international coin machine leaders.

Photographs of Bob Blundred, executive director of the Music Operators of America, and Tom Sams, Sheldon Sales executive, were transposed.

Also, incorrect photographs were used for Harry Jacobs Jr., Milwaukee distributor; Meyer Parkoff, New York distributor, and Humbert Betti, New Jersey distributor.

Billboard apologizes for the error. But as all the individuals concerned are handsome gentlemen, we're sure none of them will be too deeply offended.

The directory itself, containing 118 pages, will be distributed to some 10,000 coinmen all over the world. It contains an analysis of the U. S. music machine business, reports on operating conditions from various foreign countries, listing of U. S. and international coin machine manufacturers and distributors and U. S. and international trade associations.

Other features include lists of vending machine manufacturers, parts and supply houses and international air freight carriers.

5-Way Bonus Ball In Williams' Game



SWINGTIME

CHICAGO—Players can earn extra ball five different ways in Swingtime, Williams' new add-a-ball game introduced last week. These include: (1) Going through the top center lane with the first ball; (2) going through the four top rollover lanes; (3) hitting the eject hole when it is lighted; (4) going through the top center when it is lighted; (5) and high score.

Swingtime, as the name implies, has a colorful, lively theme

(Continued on page 56)

Seeburg Ups Simon Wolfe

CHICAGO — Simon Wolfe has been named regional vice-president of the Seeburg Sales Corporation. He will cover the Southeast, including the Seeburg distributors in Baltimore, Charlotte, Atlanta, Jacksonville and Miami, when the S. L. London Distributing Company opens there in about a month.

Wolfe has been with Seeburg as a distributor since 1950. He entered the coin machine distribution business in the late 1930's.



SIMON WOLFE

MUSIC MACHINE PROGRAMMING

Speeding Up Label Cutting

PHOENIX—Producing as many as 500 title strips in 30 minutes or so is the purpose of an efficient pair of addressograph machines, recently installed in the programming department of Garrison Sales Company here.

Before the two machines were installed, Bud Burgess, who handles the programming load for five routes, had to use the conventional typewriter, kept on a desk, on the opposite side of the room.

As routes grew, however, as did the frequency of record changes, it became obvious that nothing less than a full-time typist would be able to keep up with the workload.

Then, there was the matter of rush programming of brand new hot hits, which required installation on as many boxes as once as possible, in order to reap a play-meter harvest.

The result was the installation of one machine which can quickly cut addressograph stencil plates, and a hand-operated series machine, which prints one record label per stroke of a handle at the top, moving the title strip up one notch, as each stroke is administered.

"When we want to program the same record on many locations simultaneously, we simply make the plate, insert it into the machine, and then feed a continuous strip of title strips into the bottom, which come out at the top, ready printed

for use," Burgess said. "It takes less than one-tenth the time which would be required for typing by the fastest typist we could find."

Burgess, in fact, has been so impressed with the efficiency of this method of rapid duplication of single titles, that he urged a Phoenix one-stop from which most of the route records are bought, to install similar equipment, and turn out a ready-to-use title strip for every record sold. This suggestion didn't take effect, however, but Burgess still has hopes.

As each of the plates is used, it is filed in a metal cabinet, alongside the imprinting table, with a dozen drawers alphabetically indexed from A to Z. File drawers are sectioned off by artist, so that the plate which identifies a new Nat King Cole ditty will be easily found in the section reserved for Nat King Cole under "C."

The plates are kept active, divided into their artists' groups, until a record is deemed exhausted or a dud.

The important thing is that whenever Burgess decides to re-run a record which was a big hit a season or two ago, he doesn't face a tiresome task of typing out new title strips for every location on which the disc will be used. Instead, the correct plate is swiftly located, long strips of title forms are inserted, and the requisite number of title strips are produced in a matter of minutes.

U. S. Firm Interested in German Co.

Continued from page 51

boosted to 5 Deutschmarks or \$1.25. Parliament rejected this proposal.

permissible machines at any one location increased from the present ceiling of two to five machines. Prospects are not par-

ticularly bright at the moment but the outlook could improve.

The public image of payout operation has improved substantially in recent years. Most Germans feel that payouts are innocuous and in a category with the state-approved lottery and the football pool. West Germany also has state-licensed casinos in spa areas.

International Market

It appears, furthermore, that the international market, in time, will expand for payouts, particularly if the Germans are able to export their "model" payout legislation as well as machines.

Britain, which permits payout operation in private clubs, has become a market for German equipment, including equipment discarded under the three-year law.

The U. S. sources disclosed that American interest in establishing an expatriate industry in equipment prohibited by U. S. statutes extends beyond payouts. "There are fruit machines and there are bingos as well as other possibilities," one source said.

Bingo Market

There is a big market in Britain for bingos and fruit machines, and a market for bingos in Belgium and other Continental countries. There was an anguished outcry in Britain, in this connection, when the U. S. adopted legislation recently outlawing the manufacture and exportation of bingos as well as fruits.

The British trade, by and large, divides into phonograph operators and fruit and/or payout machine operators. The German trade finds phonograph and payout machine operation not only compatible but economically mandatory.

German phonograph manufacturers also produce payouts, and manufacturers and operators alike regard payouts as financially indispensable to their phonograph activity.

ENTIRE CAMEO-PARKWAY CATALOG—CHUBBY CHECKER, BOBBY RYDELL, THE ORLONS, DEE DEE SHARP, ETC., \$2.15 each. Mono or Stereo. Minimum order—5 l. p.'s. Offer Expires June 30, 1963

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FAST MOVING ACCESSORY BARGAINS



12 Ronette Astatic
REPLACEMENT NEEDLES
1 or 2 Cards **\$5.00** ea. 3 or more Cards **\$4.00** ea.

Retail \$30 . . . Fits most popular models of brand name phonographs



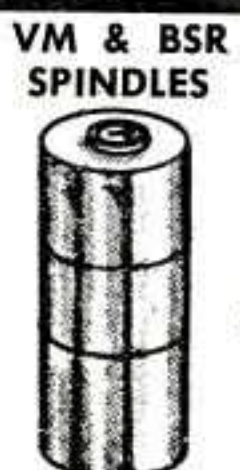
45 RPM ADAPTORS
5 adaptors to a clear envelope...25¢ list...24 envelopes on a display card...\$6.00 list.
Your Cost **\$1.75** Card
AVAILABLE IN BULK \$5 PER THOUSAND



24-45 RPM ADAPTOR
—Just glide on...trouble free...1 to a package. 25¢ list. 24 on a display card. \$6.00 list.
Your Cost **\$2.00** Card



K1 RECORD BRUSH
Static resistant sable hair...cleans records as they play. Adds life to records. 12 per card. \$12.00 list.
Your Cost **\$2.00** Card



VM & BSR SPINDLES
Sensationally low priced...order 1 or 100 at this low price! Retail \$2.95
Your Cost **95¢** ea.



RECORD CLEANING CLOTH
Steady moving profit maker! Sell one to every record purchaser. A fine quality record cloth — individually "peg-packaged."
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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.

SURFIN' U. S. A. BEACH BOYS, CAPITOL 4932
SHUT DOWN
CAN'T GET USED TO LOSING YOU ANDY WILLIAMS, COLUMBIA 42674
DAYS OF WINE AND ROSES
AIN'T THAT A SHAME 4 SEASONS, VEE JAY 512
SOON (I'LL BE HOME AGAIN)
THE GOOD LIFE TONY BENNETT, COLUMBIA 42779
SPRING IN MANHATTAN
WILDWOOD DAYS BOBBY RYDELL, CAMEO 252
WILL YOU BE MY BABY
STRING ALONG RICK NELSON, DECCA 31495
GYPSY WOMAN
THE LAST LEAF CASCADES, VALIANT 6028
SHY GIRL
THERE GOES (MY HEART AGAIN) FATS DOMINO, ABC-PARAMOUNT 10444
CAN'T GO ON WITHOUT YOU
HOBO FLATS (Part I) JIMMY SMITH, VERVE 10283
HOBO FLATS (Part II)
THE LAST MINUTE (Part I) JIMMY McGRUFF, SUE 786
THE LAST MINUTE (Part II)
HOT CAKES (1st Serving) DAVE (BABY) CORTEZ, CHESS 1850
HOT CAKES (2nd Serving)

'Tamoure' Sparks Pick-Up In Chi Juke Box Collections

CHICAGO — Bill Justice's "Tamoure" on Smash was the hottest of the new sides here last week as record sales to juke box operators picked up slightly following a slow spring.

Operators cited everything from a good break in the weather (finally) to a general pick-up in business for the increase.

Best sellers for both operators and stores were: "Sukiyaki" with Kyu Sakamoto on Capitol; "Hello Stranger" with Barbara Lewis on Atlantic; "Teenage Heaven" with Johnny Cymbal on Kapp, and "It's My Party" with Lesley Gore on Mercury.

Another handful of disks was getting excellent operator action (though not necessarily doing as well in stores): "My One and Only Love," Joe Harnell, Kapp;

"I Don't Care Any More," Al Morgan, Crystal, and "Stardust" b-w "Lover Come Back to Me," Sam Taylor on Decca.

"Your Graduation Means Goodby," with the Cardigans on Mercury is making its yearly reappearance and appears to be headed toward the "standard" category. The record has sold nearly 1,000 already at Music Box One Stop, according to Russ Di Angelo, and is an excellent juke box side for teen locations.

"Happy Cowboy" with Billy Vaughn on Dot started pop here some weeks ago and is now going very well with operators.

Other good operator sides include: "Girl of My Dreams" with Wayne King on Decca, and "I Can't Give You Anything But Love" with Bobby Gordon also on Decca.

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TO ALL DISTRIBUTORS
OF PIN BALL GAMES
ELIMINATE
SERVICE CALLS
FOR
BROKEN GLASS

You now can install in all your pin ball games our breakage resistant plastic and eliminate frequent broken glass replacements. In 3/16-inch thickness, it is 10 times more resistant to impact than double-strength glass. Withstands exposure, weather and sun. Cuts costs because it requires no replacement. Every mechanic should carry one in his car as a spare. Send check or money order for sample sheet. 21 inch x 43 inch x 3/16 inch thick.

\$10.00 PER SINGLE SHEET
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 Philadelphia 49, Pa.
 CU 8-4334

See the
ROCK-OLA
BIG 3 FOR
'63! BIG IN STYLE!
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Capri 100
 With Full Dimensional Stereo Model 404 DeLuxe Stereo Monaural Phonograph



Capri 100 Model 404 DeLuxe Stereo Monaural Phonograph

Say You Saw It in
Billboard

<p>SPECIALS</p> <p>4 Phil. Toboggans. Each\$475.00</p> <p>Hole in One Golf Game, like new... 495.00</p> <p>10 Victor 14 Ball Gum 7.50</p> <p>5 Bally Spinners, write for special prices.</p> <p>Keeney Pop-Corn Vendor with automatic cup dispenser 250.00</p> <p>Automatic Pop-Corn Vendor, pops and vends automatically 125.00</p> <p>Aristocrat Popcorn Vendor 75.00</p> <p>Stoner 80-4 sel. Pastry 135.00</p>	<p>Vendo 3 selection Ice Cream\$350.00</p> <p>Vendo 3 selection Milk 350.00</p> <p>Rowe refrigerated Sandwich, 5 selections 295.00</p>	<p>CANDY VENDORS</p> <p>DuGrenier 8 col.\$175</p> <p>Stoner 6 col. 110</p> <p>Shipman 6 col. 85</p> <p>Mills 8 col. 110</p> <p>Northwestern 16 sel. 195</p> <p>Rowe 11 col. 225</p> <p>U-Select, 74 bar 65</p> <p>U-Select, 188 bar, 2 col. 150</p>	<p>CIGARETTE</p> <p>Continental, 20 sel. \$185</p> <p>DuGrenier Champion, 11 col. 125</p> <p>Eastern, 22 sel. 125</p> <p>Keeney, 9 sel. 95</p> <p>Eastern, 12 sel. 95</p> <p>Smokeshop V-18 165</p> <p>Lehigh 12 95</p> <p>Rowe Ambassador 14 125</p> <p>National 9 M 95</p> <p>National 9 ML 125</p> <p>National 11 ML 165</p>	<p>COLD DRINKS</p> <p>Apco Sodashoppe 3D \$295</p> <p>Cole Spa TM-4D 275</p> <p>Cole Spa TM-7D 275</p> <p>Bottle Vendor, 3 sel. . 275</p>	<p>HOT DRINKS</p> <p>Hot Spa, 5 sel.\$295</p> <p>Hebel Coffee & Choc. 135</p> <p>Avenco Coffee & Choc. 135</p> <p>Apco Coffee Shop Jr. 295</p> <p>Apco Coffee Shop Sr. 350</p> <p>Stoner 500 225</p> <p>Bally Single Cup 660D 695</p>	<p>KIDDIE RIDES</p> <p>Bally Little Champ\$295</p> <p>Bally Fire Engine 395</p> <p>Bally Hot Rod 395</p> <p>Bally Western Express 395</p> <p>Bally Speed Boat 395</p> <p>Big Bronco 295</p> <p>Champion Horse 395</p> <p>Old Smokey 275</p> <p>Sandy Horse 350</p> <p>Toonerville Trolley 375</p> <p>Kings Horse 350</p>
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CLEVELAND COIN
MACHINE EXCHANGE
 2029 PROSPECT AVE., CLEVELAND 15, OHIO
 All Phones: Tower 1-6715



Cost-Share Drive Gains in S. C.

FLORENCE, S. C.—South Carolina phonograph and amusement machine operators are reporting some progress with asking location owners to share the cost of licenses and taxes on coin-operated equipment.

Most encouraging is the willingness of location owners to take their shares on standard commission splits less half the cost of whatever licenses or taxes are levied for the year.

In most instances, these costs are simply taken off the top during the first month or two months of the new year, after which commission splits go back to normal.

Not Easy

It hasn't been an easy process, report phonograph operators in Myrtle Beach, Florence and Columbia. In a surprisingly frequent number of cases, location owners have come to lean rather hard on their share of juke box earnings, and dislike any changes which cut down on the dollars involved.

Some location owners have actually requested that the operator take the box out, and shop around for a better commission arrangement with others.

Where a location owner flatly refuses to pay half of the cost of license and taxes, the usual reaction of the juke box operator

has been simply to pull the machine. Normally, however, it has been sufficient to appeal to the location's owner's sense of justice and fairness to get his co-operation.

Where the location owner still says "I don't see why we should pay half of the license cost any more than you should pay half of mine," a last resort is asking him to telephone other operators, to determine how they are handling the license cost problem. Usually, a few calls on this basis will convince the location owner that the request is not unfair after all.

Unified Basis

More than 30 South Carolina operators have given serious consideration to the problem, and operating on a unified basis where this subject is concerned, have made it known to location owners that increased taxes and higher license costs must be shared by the location.

This arrangement has been literally the only reason why small-scale operators who maintain strings of 25 machines or less have been able to stay in business, distributors in the area point out.

"There is no point in keeping it a secret from location owners that the 50-50 split, plus the increased cost of doing business

and higher cost of new machines, has put the operator in a bind," one distributor pointed out. "Most location owners who have seen their own costs go up substantially during the last 36 months, are inclined to go along with us on the tax or license money being taken off the top in this way."

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CIGARETTE MACHINES

National 11 ML\$145.00
 National 9 M 75.00
 National 9 ML 85.00
 Rowe Ambassador (14 Col.) .. 165.00
 Rowe C-520 (11 Col.) 115.00
 DuGrenier K-12 (12 Col.) 125.00
 Eastern Electric (22 Col.) 99.50

CANDY VENDORS

Stoner (8 Col.)\$145.00
 Stoner (6 Col.) 99.50

COFFEE VENDORS

Seeburg Fresh Brew 1010\$399.50
 Seeburg Fresh Brew 510 195.00

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PROVEN BEST!

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FIRST AND ONLY
 Baseball Game
 Featuring

"CANCEL-
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PLAYERS RUN BASES AS
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CHOICE OF REGULAR
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AT YOUR
 CHICAGO COIN
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One-Stoppers Spot Trend To C&W in Milwaukee

By BENN OLLMAN

MILWAUKEE—According to local one-stoppers, juke box record buyers here are purchasing a heavy volume of disks for their routes this spring. But operator interest is focused mainly on a half dozen or so chart headed singles.

Also noted is a climbing demand for c.&w. material by the juke box trade. "Country and western records have always been popular with our operators," notes Jim Mayer, Record City. "They can always find a spot for this type of music. But lately, operators have been com-

ing in asking specifically for enough of the latest c.&w. items to cover their routes."

Two fast rising c.&w. hit tunes set the sales pace here this week, both at the downtown Radio Doctors outlet and at Record City one-stops. They are "Ring of Fire," Johnny Cash, Columbia, and Orval Prophet's "Run, Run, Run," on Carlton Records.

Also moving strong to the operator trade, according to Mayer, are "Sukiyaki," with Kyu Sakamoto, and Teddy Randazzo's "Dear Heart," on Colpix.

The list of operator preferences at the downtown Radio Doctors one stop also includes these new pressings: "It's My Party," Lesley Gore, Mercury; "Those Lazy, Hazy, Crazy Days of Summer," Nat King Cole, and a local breakout number, "Kentucky," with Bob Moore on Monument Records.

Pinball Ruling Upset

QUEBEC — The Quebec Court of Appeal has ruled that a pinball machine which requires a certain amount of skill to score points is not a gambling device.

The unanimous judgment of the court upheld an appeal by restaurant owner who had been fined \$200 after being convicted of operating a gambling device.

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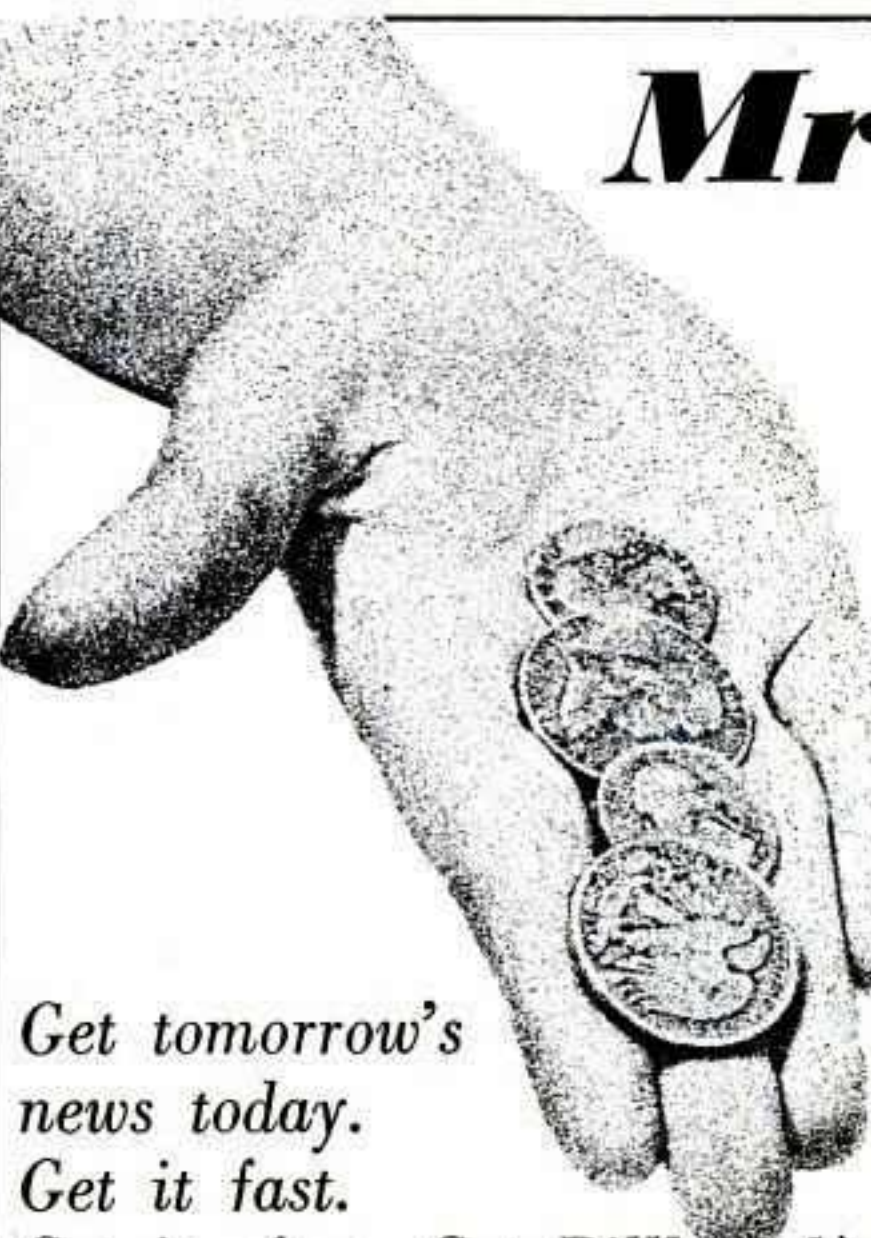
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BULK VENDING

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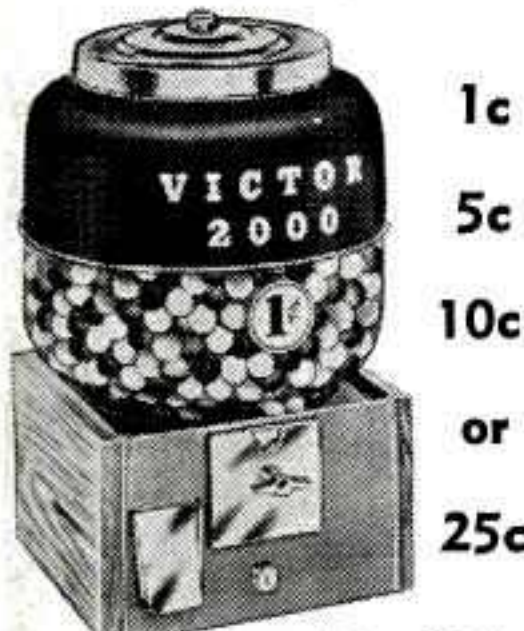
N.W. Model 49, 1c or 5c.....\$14.50
 N.W. Deluxe, 1c or 5c Comb. 12.00
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 N.W. Model #33, 1c Porc. Con-
 verted for 100 ct. B.G. 6.50
 ABT Guns 30.00
 Mills 1c Tab Gum 12.00
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MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.74
 Pistachio Nuts, Jumbo Queen, White72
 Pistachio Nuts, Large Tulip65
 Pistachio Nuts, Vendor's Mix55
 Pistachio Nuts, Sheik, Red64
 Cashew, Whole61
 Cashew, Butts45
 Peanuts, Jumbo32
 Spanish57
 Mixed Nuts32
 Baby Chicks32
 Rainbow Peanuts32
 Bridge Mix32
 Boston Baked Beans32
 Jelly Beans28
 Licorice Gems47
 M & M, 500 ct.47
 Hershey's47
 Rain-Blo Gum, 72 ct. \$.32
 Malt-ette, 100 ct., per 10035
 Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
 Rain-Blo Ball Gum, 100 ct.34
 300 lb. minimum prepaid on all Rain-Blo Ball Gum.
 Adams Gum, all flavors, 100 ct. .45
 Wrigley's Gum, all flavors, 100 ct. .45
 Beech-Nut, 100 ct.45
 Hershey's Chocolate, 200 ct. 1.30
 Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
 One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY VICTOR 2000



1c
 5c
 10c
 or
 25c

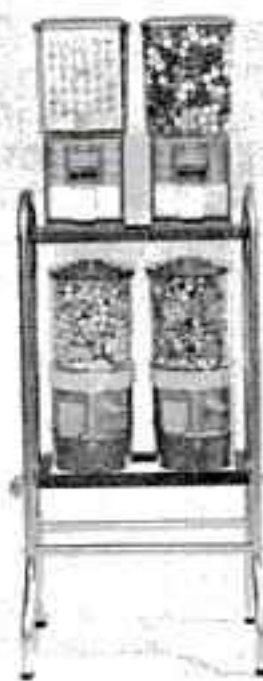
Vends Victor's V or V-1 Capsules; 100 Count Gum at 1c; 3 Balls 100-Count Gum for 5c, and now the fastest play of all, 3 Items 100-Count Gum mixed with Rocket Charms at 5c per play.

Stamp Folders, Lowest Prices, Write

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NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
 446 W. 36th St., New York 18, N. Y.
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MOE MANDELL, NORTHWESTERN SALES AND SERVICE, this week released the Space Saver bulk vending stand. The bottom shelf tilts forward, see photo, for easy servicing. The four-machine stand sells for \$15 and the six-machine stand sells for \$16. Dimensions for the four-machine unit are 36 inches high, 17½ inches deep and 12½ inches wide at the base. The rear casters are optional at \$1. Construction is chrome. Distribution will be through local bulk vending distributors.

EUROPEAN NEWS BRIEFS

Germans Woo Latins

HAMBURG—European phonograph manufacturers are concentrating on the Latin American

can export market this spring to a degree never before attempted.

A European trade survey shows that six of Western Europe's 10 biggest manufacturers rate the Latin market for priority attention. Over-all, these six firms have been sending about 21 per cent of total exports to Latin countries. They now hope to boost the percentage to around 28 to 30 per cent.

The export chief of a major German manufacturer explained, "We believe the Latin American market has greater immediate export potentialities than either the African or Asian markets. We are going after the smaller locations now without juke boxes; we are going to try to sell these locations with economy equipment and a superb servicing organization."

Jupiter Sets Push

BASLE, Switzerland—It may be a case of carrying coals to Newcastle—or perhaps heating oil—but Jupiter, the Swiss precision-built phonograph, is planning a sales invasion of the West German market.

Heretofore, Swiss operators have been the priority target of West German manufacturers, the Germans contending against U. S. firms for the lush Swiss market.

Now, taking its cue from the Swiss camera firm that applied Swiss precision skills to manufacturing a camera competitive with the best made in Germany, Jupiter has come out with a juke box it is promoting as "running like a Swiss watch."

In England, where Jupiter has been staging a big sales drive, the Swiss phonograph has won acclaim as "one of Europe's best juke box bargains."

Cleanup Drive On

MUNICH—West German payout operators are conducting a "spring cleaning" drive aimed at "putting the best face possible" on payout operation.

Operator associations are prodding every payout entrepreneur to paint and modernize his premises. A trade spokesman recently adjured operators, "Machines, no less than men, are judged by their appearance. Machines placed in clean, attractive surroundings in turn seem like clean, attractive recreation. But machines operated in dirty, down-at-the-heel premises seem repugnant and unhealthy. It's that simple."

Trade studies show that, by coincidence or otherwise, six of
 (Continued on page 58)

Baseball Gum Gets Kids' Best Pitch in Phoenix

PHOENIX, Ariz. — Baseball gum, white ball gum with a simulated baseball thread and the words "big league," is typical of the seasonal slant which helps Walter Gray of Best West Specialties Company here to keep sales booming in bulk vending locations.

uses the slogan "The Most Western Town in the U. S."

In these areas, parents apparently do not mind coming up with plenty of dimes to keep their youngsters entertained, as evidenced by fast, consistent turn-over in 10-cent charms and novelties.

Gray is currently capitalizing on the large numbers of major league baseball clubs who have trained in the Phoenix area, by spotting at least one baseball gum head in each of the locations where he has four-head stands. Youngsters in Phoenix, Scottsdale, Tempe and Mesa, are of course highly conscious of the fact that the San Francisco Giants, Los Angeles Angels Houston Colts, and Boston Red Sox trained in this area, and start buying baseball gum long before the first cry of "play ball" echoes.

Along with this seasonal change, Gray has introduced 10-cent charm and novelty machines in most locations where there are four heads, vending rings, varmints, charms and novelties, with particular success in areas where there are large numbers of tourists, such as free-spending Scottsdale, which

Pep up your machines with Jungle Beasts



10 beautifully detailed animals to the collection. Made of same material as our famous "Scare 'Ems." No expense was spared to make the molds for these beauties.

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NEW ADDRESS
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Royal Takes Over New Headquarters

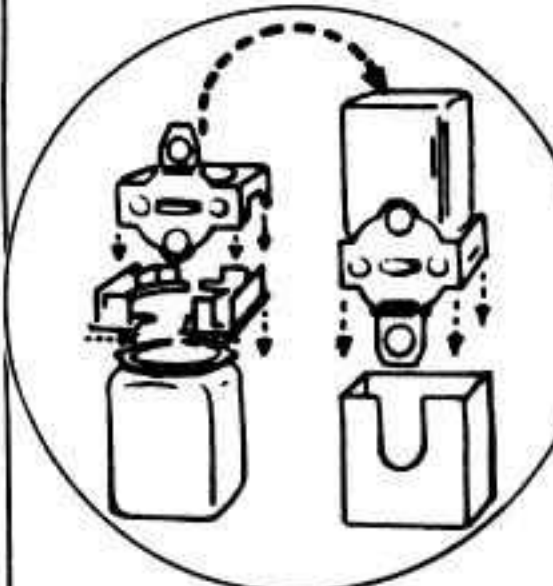
CINCINNATI — The Royal Distributing Company plans to move into its new home at 1210 Glendale-Milford Road here Saturday (1), according to Harold Hoffman, general manager.

The building and parking facilities will cover an acre. The showroom will be finished in a pale yellow, with fluorescent lighting in the ceiling and an alcove to one side, with an Early American bar scene and displaying the Rowe-AMI phonograph.

Other sections will show the full Rowe vending line and coin games and rides.

The new parts room will be double the size of the old room, and new lines have been added to the record department.

REVOLUTIONARY BREAKTHROUGH!



A newly engineered bulk vendor with a disposable jar. If you haven't a single Beaver working for you, here's one.



Beaver singles or in a Mark I stand are first in everything except price.

Beaver Vending Machine & Supply

11036 Whittier Detroit 24, Mich.

Say You Saw It in Billboard



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THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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Everyone will score with these HITS!



A. NEW CAPSULE SERIES! 6 ASSORTED SCARY, PLASTIC BUGS (1c VEND)—\$15/M
 B. 2 SMALL PLAY DICE (1c VEND)—\$15/M
 C. SERIES OF 8 "WEIRDIES" (5c VEND)—\$21/M
 D. NEW! SENSATIONAL! SHRIMP EGGS THAT HATCH! (10c VEND)—\$36/M

MAGIC!—10c VEND THEY'RE GOING LIKE WILD AND WE'LL KEEP IT GOING WITH THESE NEW ITEMS!
 • BLOODY SOAP • BITTER GIGS • WHITE MICE • SKELETON • RUBBER CHEESE • BUTTER PATTY • HOT GUM • MAGIC WAND \$36/M

PLASTIC PROCESSES INC. 83 HANSE AVE., FREEPORT, NY

BUY EPPY CHARMS, CAPSULES & RINGS

From Your Nearest EPPY Warehouse
 SAVE FREIGHT—SAVE TIME
 SAVE MONEY
 at Low, Low Factory Prices.

SEE OUR NEWEST 10c CAPSULES



61-15 144th Place, Jamaica 35, N. Y.



Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

PARKWAY MACHINE CORP.

715 ENSOR ST. BALTIMORE 2, MD.

A NEW TWIST IN BULK VENDING

THIS MAY BE A NEW TWIST in bulk vending that Billboard's Sam Abbott is doing with one of the Seven Seas Restaurant showgirls at the party honoring him by Western Vending Machine Operators Association in Hollywood. In addition to dinner and dancing, the event featured two floorshows.



SAM ABBOTT, who was honored by Western Vending Machine Operators Association for his devoted service toward the progress of the bulk vending industry, holds a facsimile of a front cover of Billboard's sister publication, Amusement Business, with Leo W. Weiner, WVMOA secretary. The testimonial dinner, first ever given by the association, was held at the Seven Seas Restaurant in Hollywood.



HARRY HOFMANN, assistant publicity director of the Los Angeles County Fair, Pomona, Calif., joined with others of outdoor show business when Western Vending Machine Operators Association honored Billboard's Sam Abbott in Hollywood. Shown with Hofmann, left to right, are John A. Strong, owner-manager Big John Strong's Circus; Abbott, and Bob Downie, representing the Pacific Coast Showmen's Association, of which he is a past president. Hofmann is holding the plaque WVMOA presented to Abbott, and Downie has Amusement Business' contribution, a facsimile of a front cover.



LEO W. WEINER, Western Vending Machine Operators Association secretary, presents Billboard's Sam Abbott with a plaque for "his devoted efforts toward the progress of the bulk vending industry." Abbott was honored at a testimonial dinner by WVMOA and friends at the Seven Seas Restaurant in Hollywood.



B. J. (BOB) GRENIER, head of DeLuxe Vending Service and founder of both the California Automatic Vendors Association (CAVA) and National Automatic Vendors Trade Association, checks the program of the testimonial dinner with Billboard's Sam Abbott, who was honored by Western Vending Machine Operators Association. The dinner-dance event was held at the Seven Seas Restaurant in Hollywood.



APPROXIMATELY 80 OPERATORS, suppliers and their wives attended the first testimonial dinner ever staged by Western Vending Machine Operators Association in Hollywood. The group honored Billboard's Sam Abbott at the Seven Seas Restaurant.



VETERAN BULK OPERATOR Phil Sreden, president of Western Vending Machine Operators Association, the hosting group, congratulates Sam Abbott on the occasion of his testimonial dinner at the Seven Seas Restaurant in Hollywood. —Photos by Jerry Junkins

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 Each Banded to Stay Closed
\$12.00 per M At your nearest warehouse or direct from
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V2 25c & 50c
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 HOLDS 200 V2 CAPSULES

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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.

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Northwestern CORPORATION
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New V2 capsule shown above. (Actual size is 2 1/4" in diameter.)

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.®
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 5711 W. Grand Ave., Chicago 39, Ill.

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TO THE HILLS, MEN

Sparse Population Doesn't Hurt

SPRINGER, N. M. — Few phonograph and amusement machine operators would pick the sparse area in which John Wood, of Wood Music Company here, has built a highly successful juke box and amusement machine complex.

With headquarters in a tiny community between Raton Pass and Las Vegas, N. M., operator Wood covers routes which extend as much as 81 miles, with no town along the route amounting to more than 5,000 population, and some of them as little as 150. Operating in an area which depends almost entirely upon tourists for income, Wood has nevertheless become an extremely active operator who customarily changes from 15 to 20 records per collection stop, simply because it is likely to be as much as a month between visits.

Basically a motion picture exhibitor, owning the only theater in Springer, Wood backed into the juke box field, after experimenting with a phonograph in the downstairs lounge of his theater, and later, a few amusement machines.

On finding that few of the small New Mexico communities surrounding had any sort of phonograph entertainment available, he began buying a few machines at a time, and gradually built up into 80 pieces of equipment, divided between phonographs and amusement machines, as far east as Clayton, N. M., on the West Texas border.

Outdoorsmen

Probably the most unusual feature of the New Mexico operator's long-distance complex is the fact that he has 70 units operating in the town of Red River, N. M., a center for campers, hunters, fishermen, during the summer, ski and winter sports enthusiasts in the winter. Here, where less than 5,000 people are involved, Wood has 70 amusement machines and phonographs in operation, ranging through participation machines

such as basketball, baseball, football, etc., to 200-play stereo phonographs.

Needless to say, servicing his Red River locations take up something like 75 per cent of his route time, often requiring that he put up in a local motel for two or three days at a time.

The comparatively recent development of winter sports and horse racing have been major assets in helping Wood to expand to his current operating size. At Ruidoso Downs, in Ruidoso, N. M., for example, a summer-long horse racing program draws thousands of West Texas residents, who drive a hundred miles or more to enjoy a day's horse racing, and who account for the lion's share of collections on both amusement machines and phonographs.

Wood counts heavily on Texas and West Oklahoma tourists for volume, and has seen this market more than quadruple, in recent years, to the point that the annual horse racing program means the most profitable amusement machine and phonograph collections of the year.

Making a monthly trip into Denver, a comparatively long distance haul, Wood does all the buying for his phonograph routes in a single visit, often purchasing as many as 100 records at a crack. Since he changes 15 to 20 at a time, this means much commuting back and forth from Springer to Denver.

His merchandising theory has been to visit his locations just about as often as does a metropolitan operator, with the difference that he changes around one-fourth of the records on the spindle at every stop.

As a result, any phonograph operated by Wood Music Company is likely to show as up-to-date music menus as any metropolitan juke box, a fact which his customers appreciate.

Tunes for Gals in a Back Room

By **BOB LATIMER**

DENVER — Stereo Music Company has an unusual location at the Calvert Inn here. It's a two-juke box stop, with the phonograph out front catering to the tastes of bar patrons and the one in the back room strictly for the art lovers.

Programming for the front

juke box poses no particular problem. The musical menu pretty much follows the standard for the large urban tavern.

The juke box in the back room however, has an entirely different role. Here, the box provides not only dance music for a 50-person dance floor in the center, but likewise for exotics, modified strip-teasing, which Sid King, owner, has found outstandingly profitable. The Calvert Inn puts up handsome cash prizes each night for the best job of exotic dancing, and always has several dozen applicants on hand.

No Live Music

Because each of the girls, as a rule, is accustomed to dancing to a particular number, and there are no facilities for live music, it is up to King to provide the exact number they want, in the proper key and time.

That's where Stereo Music

Company's huge record library comes into its own. Maintaining a tremendous back file of the most popular records in every category, the firm can usually come up with anything the exotic dancer wants, whether it is a cha-cha-cha, or a nostalgic waltz.

In more than a year of programming with as many as 40 numbers which are to be used specifically by the entertainers, and which are requested by name, Stereo Music Company has failed to provide the wanted record only twice.

Tavern Customers

Surprisingly, the records which have been put on the spindle entirely for entertainers have proven just as popular with regular tavern customers. Quite frequently, King has found, when no title strip has been placed on the machine, customers look for it after hearing it as part of an entertainment number, and complain when they cannot find an old favorite listed.

This led, naturally, to putting title strips on each of the entertainer's numbers which proved a continuously worthwhile return.

The entertainment box is operated on standard coins, which the tavern owner puts up, for his entertainers. In between, with dancing from 9:30 until as late as 2:30 a.m., the box is in continuous dancing use. The return per hour is one of the highest on any location.

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EVERYWHERE

**Vendorama Held
Victor Copyright**

CHICAGO—The term Vendorama is a copyrighted trade name, held by the Victor Vending Corporation, Harold Schaeff, president, announced last week.

Schaeff said that in the past month two firms had paid damages for violation of the copyright, and that any future violators will likewise be subject to legal action.

5-Way Bonus

• Continued from page 51

of music, orchestras and dancers on the backglass and playfield. Other features include advance bumpers, jet bumpers, kickers, and chrome metal flippers. The playfield has Williams' Plasticote finish for long life.

Art Weinand, Williams sales manager, said that field tests on Swingtime were among the most successful of any game in the firm's recent history. The firm began shipments to distributors last week.

For Sale—Shuffle Alleys

3 Bally ABC	\$ 75.00
1 United Regulation	75.00
2 United Big Bonus	250.00
1 Bally Lucky Strike	150.00

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Keeney High Straight	95.00
Keeney Sportsmen	125.00
Bally Target	195.00
Bally Star Shuffle	145.00
Bally Spinner	265.00

Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410	\$545.00
Wurlitzer 2500, 2504, 2510	645.00
Wurlitzer 2300	445.00
Wurlitzer 2100	295.00
Rock-Ola Hide-A-Way 1440	75.00
Seeburg 200 Sel. WB	52.50
Seeburg KD	325.00
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Seeburg 201	495.00
AMI K 120	395.00
AMI 120 WB	29.50
Wurlitzer 5210 WB	59.50
Wurlitzer 5207 WB	37.50
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Wurlitzer 1700	185.00
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10 Rowe 8 Column Cigarette
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2 Rowe 11 Column Cigarette
2 National 9 Column Cigarette
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Operators Sales Named N. Orleans Seeburg Dist.

NEW ORLEANS—Operators Sales, Inc., headed by John (Tac) Elms, has been named Seeburg distributor for New Orleans, replacing the Wolfe Distributing Company. Elms, a veteran of more than 30 years in the business, also operates the Tac Amusement Company, one of the largest corporations in the area.

Moving into a key spot with Operators Sales will be Lawrence Lagarde, who has been general manager of TAC for 25 years.

Executive vice-president of the firm is Hubert J. Bordelon, who has been with Wolfe here since 1947.

Operators Sales is making its headquarters in the building previously occupied by Wolfe at 832 Baronne Street.

The move does not affect the Wolfe Seeburg distributorship at Jacksonville, Fla.

Also moving over from the Wolfe staff are Johnny Rowell on phonograph sales and Ralph Rowell on vending. Newcomers are Harry Clarkson, formerly of Birmingham, and Malcolm Bolden.

Paul Leary will continue to head the parts departments, assisted by John Hamilton.

A. J. Deslatte will supervise the 11 servicemen, and Vincent Musemeche, Claude Dugas, Juanita Guth, Joe Goldberg and Freddie Bradley will comprise the accounting department.

Later this year company plans to move into new quarters at 1711 St. Charles Avenue. The new plant is a two-story building with 20,000 square feet of space for modern offices, display, service and parts department, warehouse space and a record shop for one-stop service.

The firm also plans to set up a Baton Rouge branch in the building occupied by the State Novelty Company.

Britain's Third 1963 Coin Show Set for Blackpool December 3-5

LONDON—Coin traders in the United Kingdom are already booking space for their third equipment exhibition this year.

Showcase this time is the Third Northern Amusement Equipment and Coin-Operated Machine Exhibition, December 3-5, at Blackpool.

While the trade fair began in

1961 with the accent on outdoor amusements, the trend seems to be coin-amusement predominance.

Certainly, the recent pair of trade exhibitions have been winners; namely, the Amusement Trades Exhibition in January, and the Licensed Victuallers Trade Fair in March.

(Continued on page 58)

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Shuffle Alleys
and
Bowling Alleys
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DELUXE 6-POCKETS
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EUROPEAN NEWS BRIEFS

• Continued from page 54

10 complaints involving payout operation concern machines sited in less-than-gleaming premises.

Bremen Bull Session

BREMEN — Operators of Nordwestdeutscher Automaten-

Verband, the Bremen area operators association, have broadened the base of their regular meetings to include a trade Kaffeeplatsch devoted to a discussion of equipment and exchange of operating experience. "We like to get away from the formal minutes-of-the-last-meeting sort of business," an operator explained. "We feel trade association meetings should be what you Americans call a 'bull session' for the exchange of information concerning equipment and operating experience."

Operators report on their experience with new equipment, swap information on forthcoming new equipment, and their experience in dealing with common trade problems. "A good trade association should be a clearing house for the exchange of operator ideas and information," the operator concluded.

Museum Pieces

ATHENS—The current joke in Athens is that Greece has antiquity's greatest collection of ruins, "including the Acropolis, the Parthenon, and hundreds of

the first juke boxes ever built."

Greek juke boxes, about 85 per cent of U. S. origin, are of more recent vintage than the Acropolis—but not much. Accordingly, the Greek trade is now embarked on a big replacement campaign.

Trade leaders are trying to convince operators that unless equipment is drastically and urgently upgraded, the trade will stagnate and even slide into a quick decline.

The replacement campaign has encountered Common Market trouble, however. Greece's pending association with the European Common Market is causing operators to stop, look, and listen, hoping that the heralded cut in tariffs will permit them to buy West German or French boxes at a substantial discount over U. S. equipment.

Szechenyi Swings

VIENNA—Title-loving Austrians have voted Count Franz Szechenyi, member of the old Hungarian nobility, their favorite coin machine trade personality.

The count is the Rowe-AMI distributor for Austria. His renown is as much due to his red-blooded optimism as to his blue-blooded lineage. "The count has never been heard to utter a pessimistic word. For him, like Coue, the world—and the coin trade—is getting better and better every day in every way."

The count avers modestly that "I sell about half of all the juke boxes sold annually in Austria." His friends add, "One would hesitate to say that Count Szechenyi could sell an ice box to an Eskimo, but he has been known to sell a juke box—an AMI, naturally—to a gypsy."

Factory Locations

DUISBURG, W. Germany—The labor-short Ruhr is experi-

Britain's Third 1963 Coin Show

• Continued from page 57

The Northern trade showing is expected to give that hype to business desirable from the relative hiatus that sets in during early fall, until the next A.T.E. in the spring.

The Blackpool amusement trades exposition is likely to become a second A.T.E. in effect, asserts one major distributor, with administration spotted both north and south. "It is very convenient for a trade fair at Blackpool. Facilities for showing and the hotel accommodations are easier," he stated.

Extensive space is available for all displays, from coin-amusements to showground rides, announces Jack D. Rose, head of the organizing firm headquartered in Brighton, Sussex.

It is a one-price deal for ex-

menting with the placing of juke boxes in factory canteens to increase per-worker output.

So-called "physiological labor" studies show that plants offering music with coffee and lunch breaks obtain higher output per man-hour than plants without music.

Moreover, the studies indicate that output is assisted by spotting numerous small canteens around the plant premises, each with a juke box, than operating only a few large canteens.

Phonographs have been found more universally adaptable than background music systems, which are less flexible than phonographs and require specific types of operating conditions, as well as involving expense.

Ruhr firms place operating profits from the juke boxes into an employee welfare fund.

hibitors at \$1.75 per square foot, including shell stand. And the exposition is again under the auspices of the Blackpool town elders.

At least one London coin firm vacillates about booking space for this show for unique reason: "We're going flat out seven days a week trying to keep up with this fantastic glut of business. We would like to exhibit, but I don't know how to find time or energy to arrange it."

The exhibition is slated for Olympia, massive dome at the resort town's Winter Gardens.

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- Completing S-L-I-C-K C-H-I-C-K in rotation lights one rollover button and resets.
- Lighting all 5 rollover buttons lights center hole for special.
- Hitting 4 numbered rollovers consecutively awards special; lights all 4 for further specials.
- Hitting rollovers determines special value of hole.
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Our Cameraman Peeks In At NARAS Awards

Billboard PHOTO GALLERY OF Newsmakers

CELEBRITIES packed New York's Hotel Astor last week for the Fifth Annual NARAS Grammy Awards Dinner. Artists, record executives, engineers, a.&r. men, publicity men and promotion men rubbed elbows in the Grand Ballroom while the Grammys were handed out. Here are highlights of the event in pictures, taken by Billboard photographer, Popsie.



MEL TORME sings up a storm with live version of "Comin' Home Baby," with rousing backing from Count Basie crew.



EARL DOWD AND BOB BOOKER pick up Grammy from Jonathan Winters for work as producers of "The First Family."



EYDIE GORME beams after handing Grammy to happy Joe Harnell for his "Fly Me to the Moon Bossa Nova" single.



MARIAN ANDERSON acknowledges ovation from New York NARAS members. She was one of award presenters.



MODEST WINNER here is Stan Getz. Award is for "Desafinado." Presenter is Steve Lawrence, as D.J. William B. Williams looks on.



THRUSH PAT THOMAS awards New York Chapter head Neshui Ertegun Grammy for Bent Fabric's single of "Alley Cat."



WILLIAM B. WILLIAMS takes time out from his WNEW coverage to chat with Billboard photographer Popsie.



MAESTRO BASIE meets Maestro Leopold Stokowski, who also presented two Grammy awards. Emcee Merv Griffen looks on.



NARAS MEMBERS flipped when Eileen Farrell met Duke Ellington on Astar Ballroom stage. Miss Farrell won classical Grammy.



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"IF MY PILLOW COULD TALK"

c/w

"YOU'RE THE ONLY ONE CAN HURT ME"

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