

Billboard

The International Music-Record Newsweekly

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

KIRSHNER NAMED V.-P. AS DEAL IS OFFICIAL

By REN GREVATT

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

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

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

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

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

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

BILLBOARD SURVEY SHOWS

Dynagroove No Sensation Yet But Dealers Say It's Growing

By BOB ROLONTZ

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

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

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

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

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

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

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

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

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★ NATIONAL BREAKOUTS

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

★ REGIONAL BREAKOUTS

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

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

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

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

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

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

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

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

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

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

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

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

MOA Sweats Diskery Support

Chances Are Pretty Good

By AARON STERNFIELD

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

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

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

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

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

ROSA May Offer Key

By NICK BIRO

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

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

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

Industry Change

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

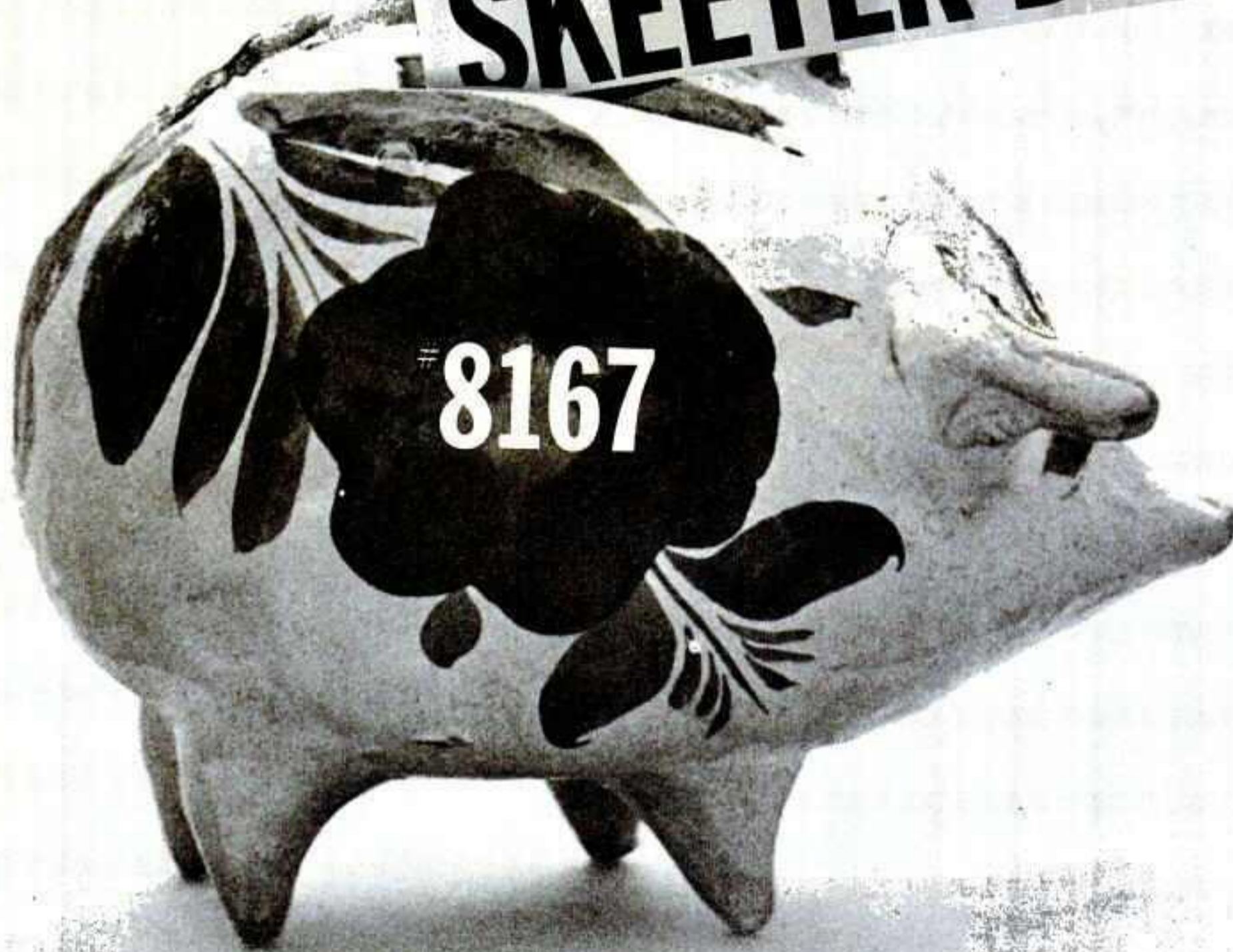
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TO CASH IN ON THE FUN AND ROMANTIC APPEAL OF GERMANY AND AUSTRIA
SEE 'CAPITOL' OF THE WORLD PROGRAM ON PAGE 9



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



c/w "SOMEBODY ELSE ON YOUR MIND"

ANOTHER HIT YOU CAN BANK ON FROM RCA VICTOR

 **The most trusted name in sound** 

Billboard Weekly Picks to Go 'Round World

By SAM CHASE

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

good faith in trying to comply with the new rules.

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

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

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

Weiser to Head 20th Records

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

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

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

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

Dick Blase Joins Billboard Staff

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

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

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

MINOW'S GOAL: PROVE AIR WAVES ARE PUBLIC

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

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

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

Music Pubs Reeling Over Proposed Bill

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

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

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

Billboard BACKSTAGE

Report From Milan

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

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

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

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

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

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

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

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

Hal B. Cook PUBLISHER

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IN CHI STATION CASE

Powell Pressured Him, Rep. Charges

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

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

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

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

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

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

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

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

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

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

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

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

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

Eddie Edwards Dies in Gotham

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

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



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

(Advertisement)

Morris Gets Drake Show Pub Rights

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

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

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

mand performance before the King and Queen of England.

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

AGE OF MATURITY

ROSA Picks Miami For 1st Convention

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

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

Collins Avenue nextdoor neighbor.

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

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

Atlantic Duo At \$250,000

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

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

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

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

OVER ROCKIES

Sunkissed Idol Shipping East

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

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

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

Merc Offers 15-for-100

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

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

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

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

Frank's King of the Jingle

By GIL FAGGEN

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

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

During the past decade radio stations have virtually been

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

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

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

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

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

Billboard

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

Publisher

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

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

Editor-in-Chief ... Sam Chase

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Associate Editor ... Ren Grevatt

Department Editors, New York

Music News ... Robert Rolontz

Phono-Tape & Special Issues ... Ren Grevatt

Radio-TV Programming ... Gil Faggen

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Subscription rates payable in advance.

One year, \$15 in U. S. A. (except Alaska,

Hawaii and Puerto Rico), Canada and

Europe. Rates in other foreign countries

on request. Subscribers when requesting

change of address should give old as well

as new address.

Published weekly. Second-class

postage paid at Cincinnati and

at additional entry offices. Copy-

right 1963 by The Billboard Pub-

lishing Company. The company also

publishes Vend, the semi-monthly mag-

azine of automatic vending; one year, \$7 in

U. S. A. and Canada; Amusement Busi-

ness, the weekly magazine of amusement

management; one year, \$10; High Fidel-

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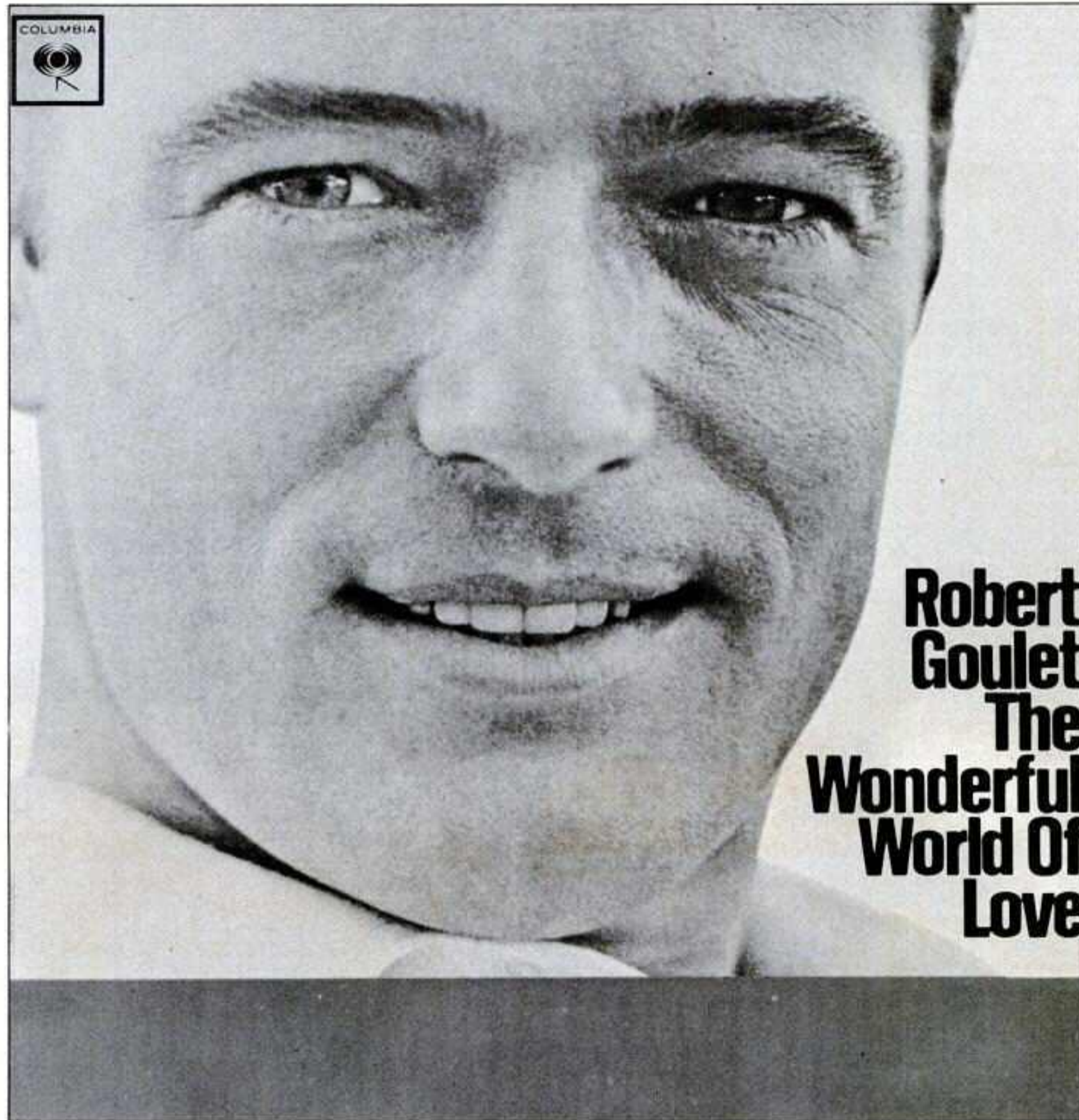
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Vol. 75 No. 17

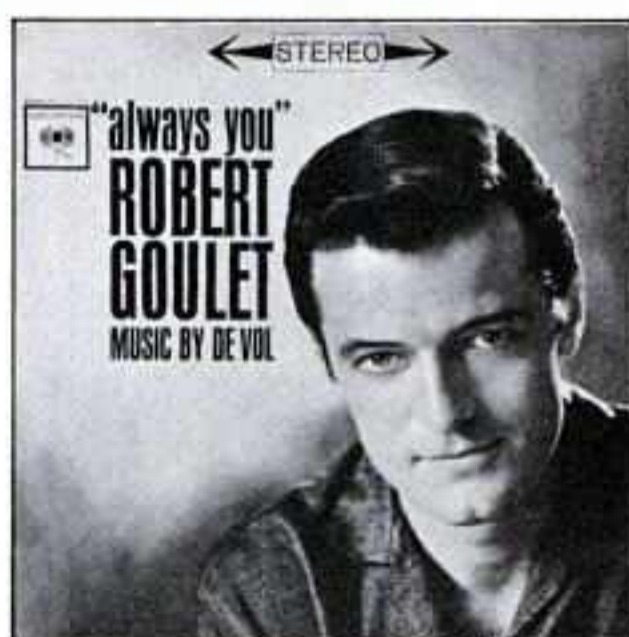
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Get Ready for **4** Recordbreaker No.



CL 1993/CS 8793†

No. 1



CL 1676/CS 8476†

53 weeks on the
Billboard Top LP
chart.*

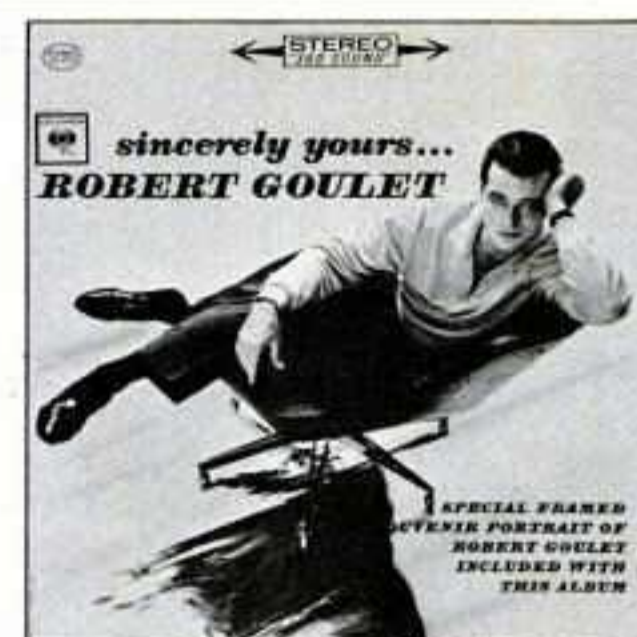
No. 2



CL 1826/CS 8626†

33 weeks on the
Billboard Top LP
chart.*

No. 3



CL 1931/CS 8731†

15 weeks on the
Billboard Top LP
chart.*

From Columbia Records

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*As of April 13th †stereo

Grennel Nabs Czech Label Rights

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

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

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

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

Added Company

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

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

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

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

New Man

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

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

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

Cole Opening N. Y. Offices

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

Visitors Figures Challenged by Aussie Exec

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

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

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

INTERDISC LINES UP TOP JAZZ ACTS FOR EUROPE

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

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

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

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

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

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

INDUSTRY BRIEFS

Strand-Ram Tie-In

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

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

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

Leila Newman Dies

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

Mrs. Newman died Sunday night from cerebral meningitis.

She is survived by her husband; a son, age four, and her father, Jack Eisenrod, controller for Era Sales.

Livert Ankles Firm

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

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

Cohen T&D Distrib

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

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

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

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

London Names Hostler

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

Walker Quits Victor

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

RCA's Biggest Gross

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

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

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

Vee Jay Master

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

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

Victor Starts Building Its Disk Center

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

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

CMA Board Meets Mon.

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

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

Gene Autry, CMA president, will be host.

Adman Hal Rand Leaves Billboard

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

"MORE", THE THEME FROM

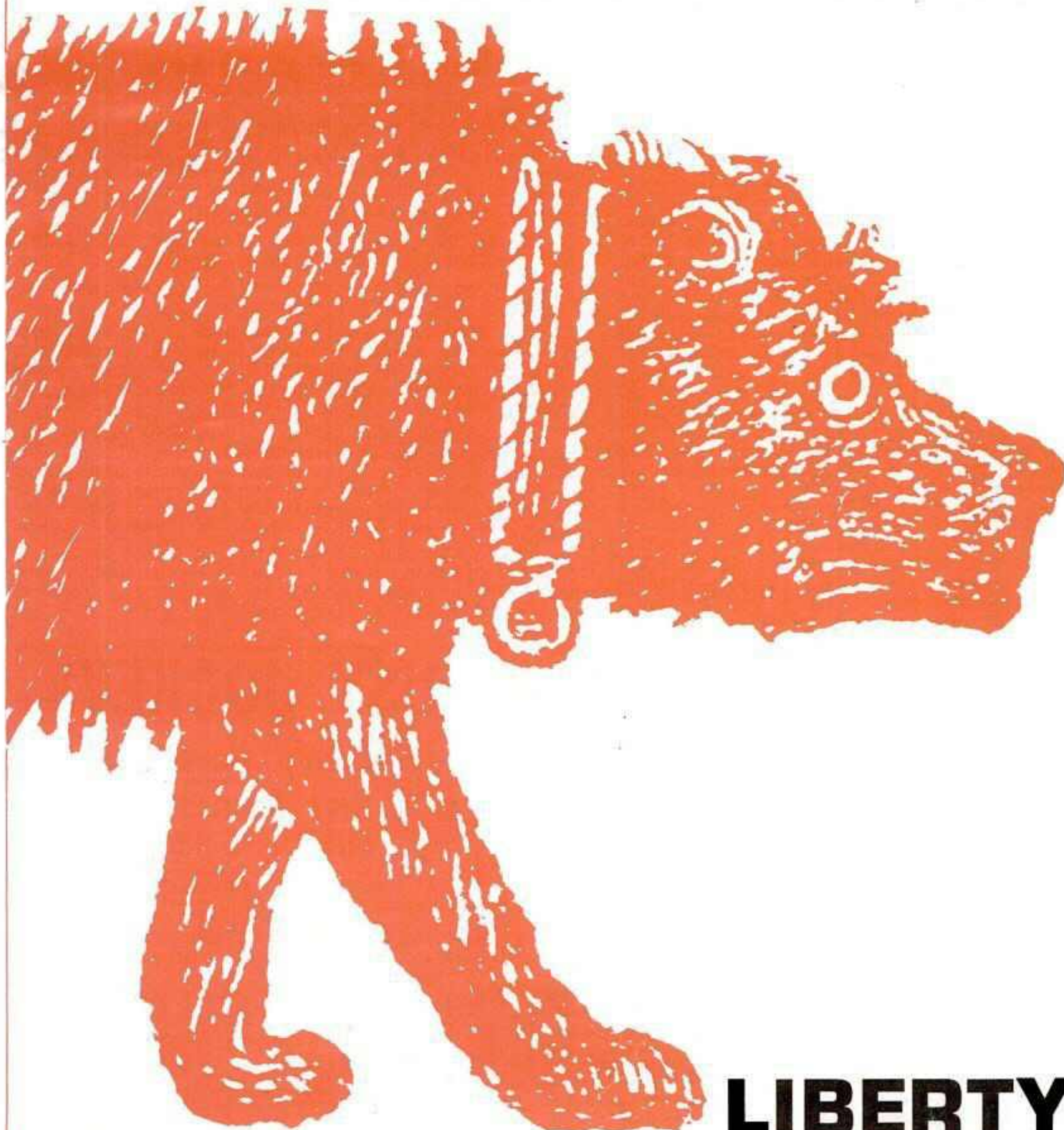
"MONDO CANE"*

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



A SUBSIDIARY OF AVNET ELECTRONICS CORP.

LIBERTY RECORDS

Dynagroove No Sensation Yet

• Continued from page 1

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

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

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

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

KORVETTE SAYS 'GREAT'; OTHERS LESS IMPRESSED

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

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

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

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

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

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

(Continued on page 10)

Reactions Vary Along East Seaboard

Philadelphia

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

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

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

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

Pittsburgh

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

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

He declared:

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

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

tomers actually understand what Dynagroove really is so far.

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

Washington

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

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

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

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

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

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

They Know It's Around in the Midwest

Chicago

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

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

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

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

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

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

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

Most adverse criticism came from Andy Andersen of Record Center.

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

Milwaukee

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

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

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

Veteran independent dealer

(Continued on page 10)

Cleveland Feelings Mixed

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

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

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

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

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

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

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



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

Florida Cities

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

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

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

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

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

New Orleans

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

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

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

Atlanta

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

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

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

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

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

Memphis

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

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

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

On the positive side, there was this reaction!

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

Here are some of the comments on Dynagroove—

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

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

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

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

Impact Strong on West Coast

Southern Calif.

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

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

Not Selling Any Better

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

Outselling Competition

Art Grobart, Discount Record Center, multiple store discount

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

Dynagroove Selling Well

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

San Francisco

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

Sherwood Bader of Sea of

A New York Window



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

New York

• Continued from page 8

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

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

Dallas and Fort Worth

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

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

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

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

Milwaukee

• Continued from page 8

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

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



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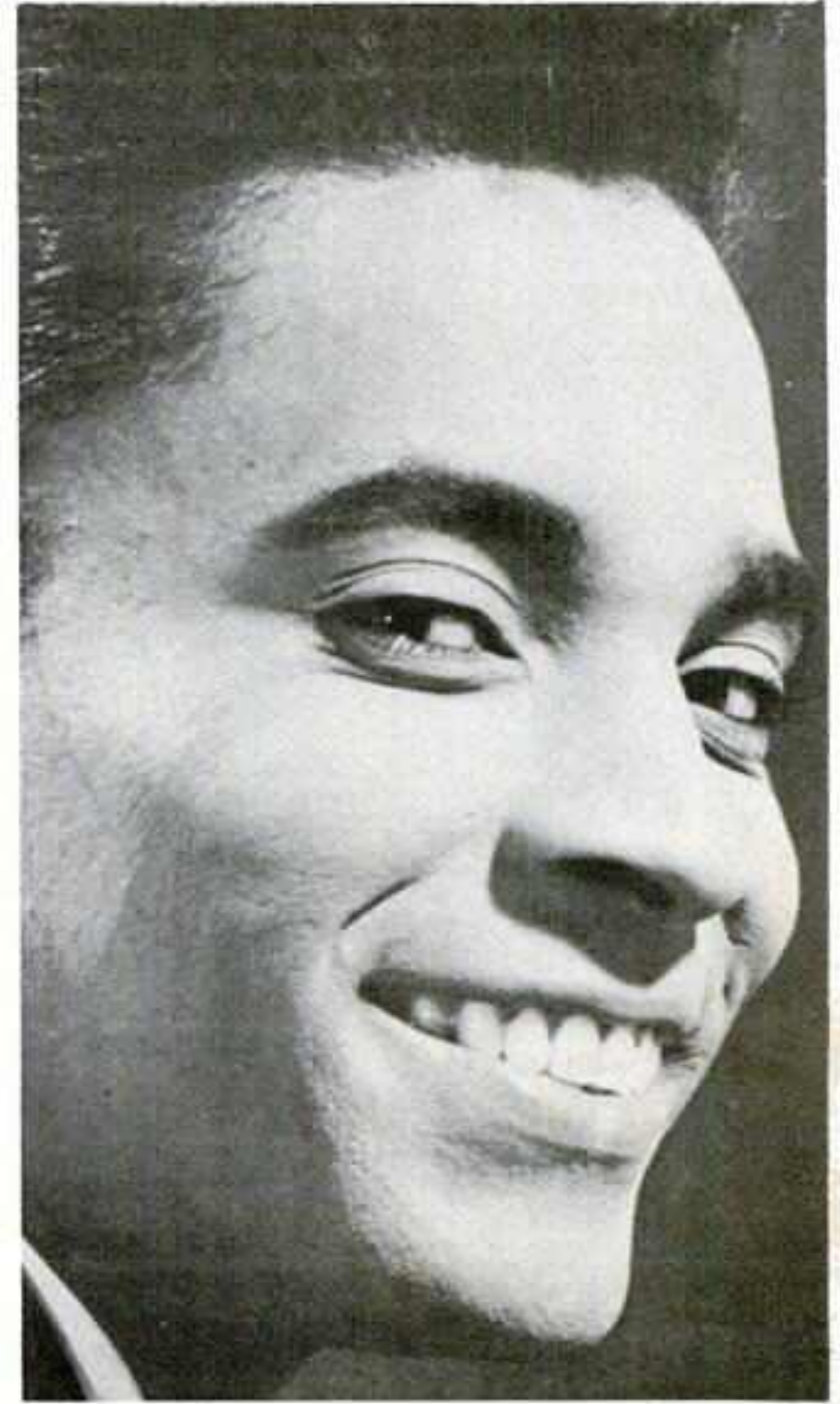


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This One



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LIVE REVIEWS

A Legend Under Construction

Folk Poet Dylan Weaves a Spell

By BARRY KITTLESON

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

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

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

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

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



Dylan at Town Hall

Long Day's Journey Into Skitch

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

Henderson, who joined the

Prestige Signs Pair

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



Ella at Americana

NIGHT CLUB

Ella & the Room Both Good Show

By REN GREVATT

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

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

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

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

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

(Continued on page 14)

No, Sophie Don't Shake Like That

By GIL FAGGEN

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

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

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

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

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

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

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

VAUDE

Danny Kaye—All-Time Great

By SAM CHASE

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

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

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

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

(Continued on page 14)

TV QUEST APPEARANCES BY RECORD TALENT

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

APRIL 22-28
(All Times Eastern Standard)

TUESDAY 23—STEVE LAWRENCE

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

TUESDAY 23—MOLLY BEE

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

WEDNESDAY 24—LITTLE PEGGY MARCH

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

THURSDAY 25—SAMMY DAVIS JR.

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

FRIDAY 26—JONATHAN WINTERS, KATE SMITH

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

SUNDAY 28—XAVIER CUGAT, ABBE LANE, JAN PEERCE

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

SUNDAY 28—DOROTHY KIRSTEN, BARRY MORELL, ROGER WILLIAMS

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

ARTISTS' BIOGRAPHIES

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

AL MARTINO
(Capitol)

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

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

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

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

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

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

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

WEST

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

(Continued on page 14)



Last week a find... today a star!

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of the year**

Lesley Gore
"IT'S MY PARTY"

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

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"Danny"
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The Four Evers
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Say You Saw It in Billboard

'... UNQUOTE'

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

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

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

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

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

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(BILL & JERRY)

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TALENT TOPICS

NEW YORK

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

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

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

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

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

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

Ella Fitzgerald

• *Continued from page 12*

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

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

Danny Kaye

• *Continued from page 12*

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

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

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

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

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

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

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

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

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

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

TALENT ON TOUR

• *Continued from page 12*

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

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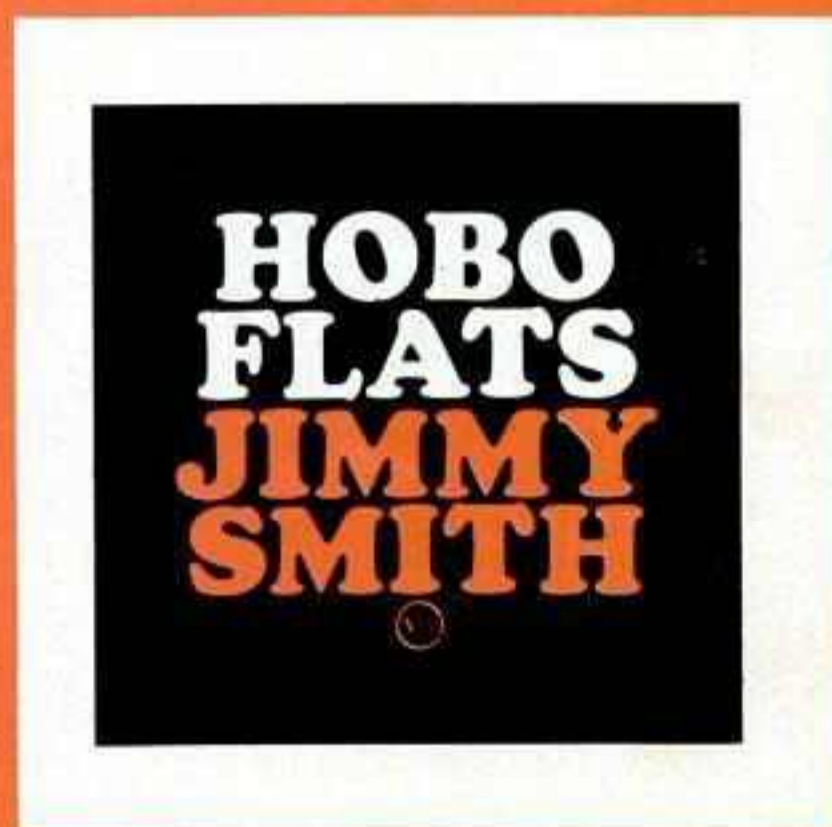
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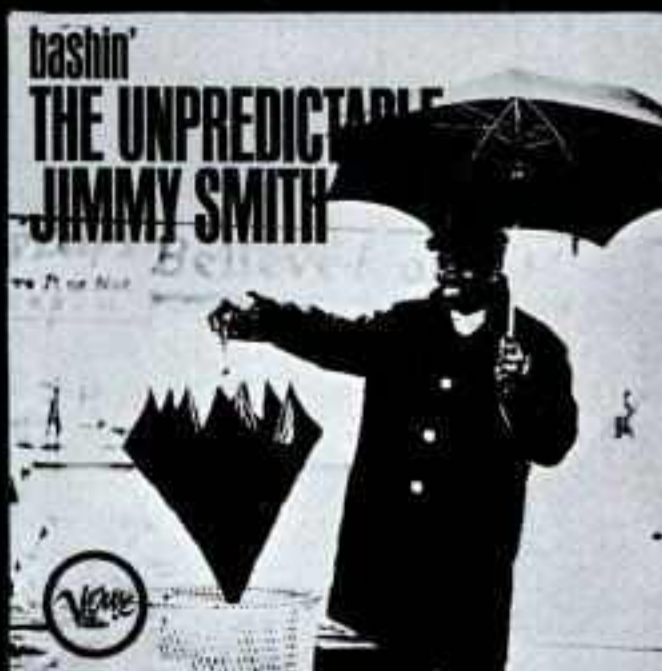
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OF AMERICA ARE ON**



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It's Old Home Week for the Weavers

By REN GREVATT

Together Again

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

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

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

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

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

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

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



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

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

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

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

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

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

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

group."

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

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

Beach Hoot a Splashing Success

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

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

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

Eight days of live auditions on WFMJ here preceded the

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

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



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

Hootenanny on TV Needs Life

By BARRY KITTLESON

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

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

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

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

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

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

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

Folk Scope

Garrett Brown and Al Dana, Philly folk entertainers, have teamed up for a campus swing under the booking banner of Harry Walker, Inc., Boston. Team is on the Verve label and will make a tour covering stops from Texas Wesleyan College, Fort Worth, to Cortland State College, Cortland, N. Y. . . .

Bob Dylan makes his Philly bow in a concert May 3. Dylan will be sponsored by the Philadelphia Folksong Society. . . . Gene Shay of the Philly group and folk deejay at WHAT-FM, is running a weekly Hoot at the 2d Fret Tuesday evenings.

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

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

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

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

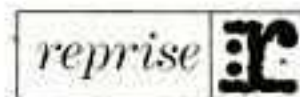
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LOVER COME BACK TO ME • MOVIN' BLUES • MISTY • PIANO PRACTICE • THANKS FOR THE MEMORY
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LOVER COME BACK TO ME • MISTY • MOVIN' BLUES • DANCING TAMBOURINE • THANKS FOR THE MEMORY



BIG JAMBOREE AT WHEELING

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

WITH THE COUNTRY JOCKEYS

By BILL SACHS

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

(Continued on page 20)

On Route To Being A Hit!

BOB LUMAN'S HICKORY 1201

"INTERSTATE FORTY"

NEW R & B RELEASE

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

By Silas Hogan

Excello 2231

Nashboro Record Co.
Nashville, Tenn.

"SHERRY'S LIPS"

b/w

"MISS BROWN"

#3583 Phillips International

David Houston

Sun Records

639 Madison Memphis, Tenn.

Seventh Derby Fest Show Set

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

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

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



MINNIE PEARL



SKETER DAVIS



GEORGE JONES



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

(Advertisement)

Lou Epstein Dies at 39

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

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

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



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

COUNTRY MUSIC CORNER

By BILL SACHS

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

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 4/27/63

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

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

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

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

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

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

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

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

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

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

Floyd Cramer and Billy Grammer."

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

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

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

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

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

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

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

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

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

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

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

R & B ROUNDUP

By NICK BIRO
(Chicago Office)

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

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

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

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

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

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

HOT R&B SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 4/27/63

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

WITH THE COUNTRY JOCKEYS

Continued from page 18

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

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

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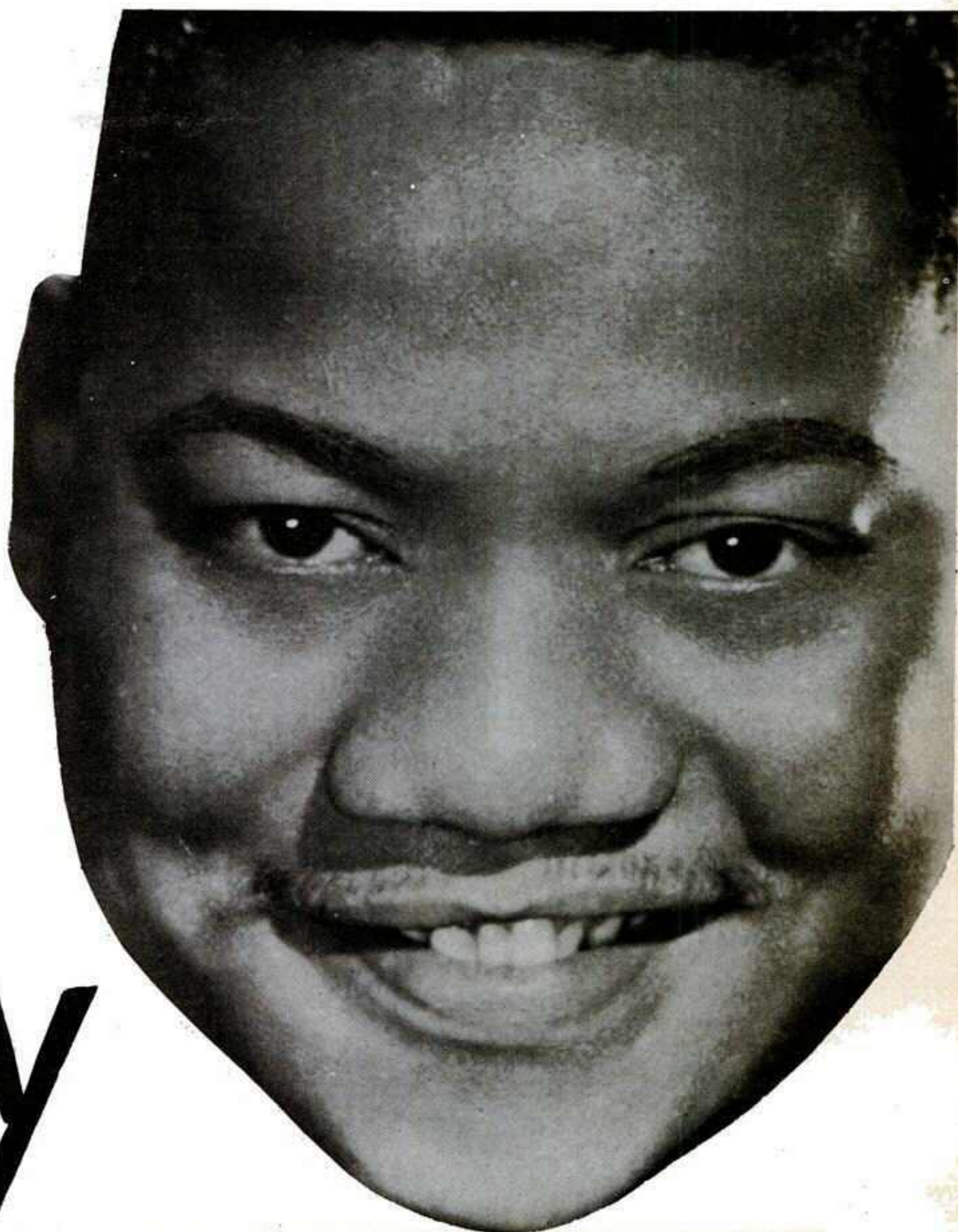
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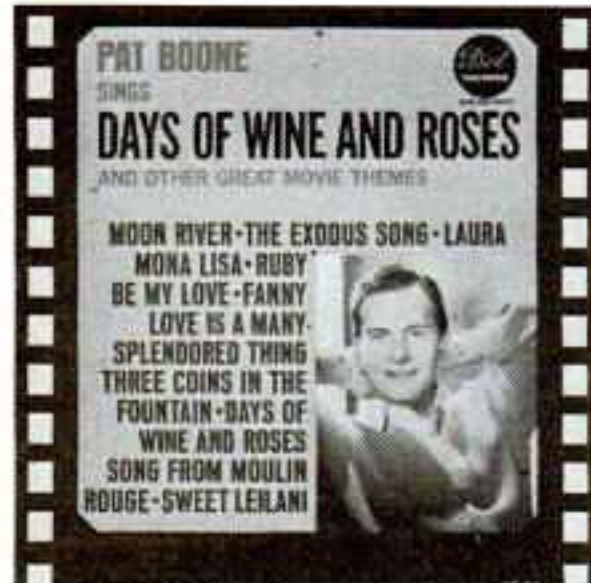
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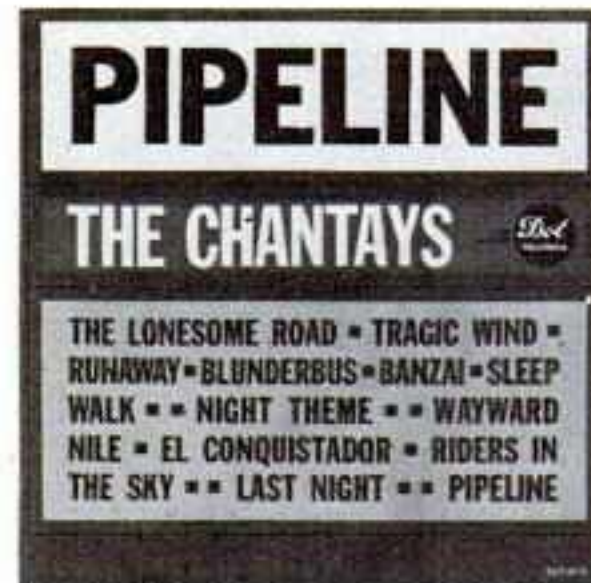
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I CAN'T STOP LOVING YOU • DEAR LONELY HEARTS
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DLP 3515 DLP 25515

SMASH HIT SINGLES!

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

BEST SELLING SINGLES

- #16448 **Heartaches / Happy Melody** **The String-A-Longs**
- #16466 **The Town Sleeps Through It / Your Old Love Letters** **Chase Webster**
- #16452 **Blue (The Original!)** **Bill Lindsey**
- #16461 **Diamond Head** from the Columbia picture "Diamond Head" / **How The West Was Won** from the Metro-Goldwyn-Mayer and Cinerama Presentation "How the West Was Won" **George Cates**
- #16439 **Days Of Wine And Roses / Meditation** **Pat Boone**
- #16451 **The End Of The World / Big City** **The Mills Brothers**
- #16455 **Sorry (For The Way I Treated You) / Boss Strikes Back** **The Rumlbers**
- #16458 **Stripper's Sugar Blues / You Made Me Love You** **Seymour**

HIT ALBUMS ON DOT

25510	3510	1963'S EARLY HITS Lawrence Welk
25504	3504	DAYS OF WINE & ROSES Pat Boone
	3472	FUNNY FONE CALLS Steve Allen
25497	3497	1962'S GREATEST HITS Billy Vaughn
25496	3496	FOLK CONCERT Jimmie Rodgers
25481	3481	FAVORITES The Lennon Sisters
25480	3480	BOSSA NOVA JAZZ Steve Allen
25499	3499	WALTZ TIME Lawrence Welk
25458	3458	A SWINGIN' SAFARI Billy Vaughn
25457	3457	BABY ELEPHANT WALK Lawrence Welk
25016	3016	THE GOLDEN INSTRUMENTALS Billy Vaughn

25455	3455	GOLDEN HITS Pat Boone
25450	3450	GREATEST ORGAN HITS Jerry Burke-
25412	3412	MOON RIVER Lawrence Welk
25359	3359	CALCUTTA Lawrence Welk
25249	3249	RAGTIME PIANO GAL Jo Ann Castle
25165	3165	BLUE HAWAII Billy Vaughn
25515	3515	GRAVY WALTZ and 11 current hits Steve Allen
25508	3508	THE END OF THE WORLD and other great hits The Mills Bros.
25452	3452	GREAT GOLDEN HITS The Andrews Sisters
25475	3475	I LOVE YOU TRULY Pat & Shirley Boone
25509	3509	BOSS The Rumlbers

HOT 100

FOR WEEK
ENDING
APRIL 27

★ STAR PERFORMERS—Selections register-
ing greatest upward progress this week.

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

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

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3					1	2	3					1	2	3			
1	3	7	30	I WILL FOLLOW HIM	Little Peggy March, RCA Victor 8139	6	35	51	71	93	TWO FACES HAVE I	Lou Christie, Roulette 4481	5	67	---	---	YOU CAN'T SIT DOWN	Dovells, Parkway 867	1	
2	2	2	5	CAN'T GET USED TO LOSING YOU	Andy Williams, Columbia 42674	9	36	24	24	25	OUT OF MY MIND	Johnny Tillotson, Cadence 1434	9	68	73	76	85	WHATEVER YOU WANT	Jerry Butler, Vee Jay 486	5
3	1	1	1	HE'S SO FINE	Chiffons, Laurie 3152	10	37	28	29	33	I GOT WHAT I WANTED	Brook Benton, Mercury 72099	7	69	81	88	90	HEART	Kenny Chandler, Laurie 3158	4
4	4	8	11	PUFF (The Magic Dragon)	Peter, Paul & Mary, Warner Bros. 5348	7	38	41	45	36	DAYS OF WINE AND ROSES	Henry Mancini, RCA Victor 8120	14	70	95	---	---	THE LOVE OF MY MAN	Theula Kilgore, Sereck 2004	2
5	5	5	6	BABY WORKOUT	Jackie Wilson, Brunswick 55239	8	39	60	80	---	HOT PASTRAMI	Dartells, Dot 16453	3	71	88	99	---	STILL	Bill Anderson, Decca 31458	3
6	9	12	26	PIPELINE	Chantays, Dot 16440	9	40	57	72	81	KILLER JOE	Rocky Fellers, Scepter 1246	6	72	82	90	---	MEMORY LANE	Hippies, Parkway 863	3
7	8	13	22	DON'T SAY NOTHIN' BAD ABOUT MY BABY	Cookies, Dimension 1008	9	41	56	68	87	I LOVE YOU BECAUSE	Al Martino, Capitol 4930	4	73	93	98	---	HE'S SO HEAVENLY	Brenda Lee, Decca 31478	3
8	6	9	10	YOUNG LOVERS	Paul & Paula, Philips 40096	7	42	48	59	71	A LOVE SHE CAN COUNT ON	Miracles, Tamla 54078	5	74	---	---	SHUT DOWN	Beach Boys, Capitol 4932	1	
9	12	22	37	ON BROADWAY	Drifters, Atlantic 2182	6	43	66	---	---	ANOTHER SATURDAY NIGHT	Sam Cooke, RCA Victor 8164	2	75	---	---	YOU NEVER MISS YOUR WATER (Till the Well Runs Dry)	"Little Esther" Phillips and "Big Al" Downing, Lenox 5565	1	
10	14	31	41	WATERMELON MAN	Mongo Santamaría, Battle 45909	7	44	46	54	60	LOCKING UP MY HEART	Marvelettes, Tamla 54077	6	76	83	97	97	COME AND GET THESE MEMORIES	Martha & the Vandellas, Gordy 7014	4
11	23	33	45	SURFIN' U. S. A.	Beach Boys, Capitol 4932	6	45	27	15	13	OUR WINTER LOVE	Bill Purcell, Columbia 42619	13	77	80	82	98	ASK ME	Maxine Brown, Wand 135	4
12	7	3	4	SOUTH STREET	Orions, Cameo 243	11	46	36	14	9	RHYTHM OF THE RAIN	Cascades, Valiant 6026	16	78	87	87	95	CALL ME IRRESPONSIBLE	Frank Sinatra, Reprise 20151	4
13	16	30	42	MECCA	Gene Pitney, Musicor 1028	6	47	38	21	15	BLAME IT ON THE BOSSA NOVA	Eydie Gorme, Columbia 42661	15	79	89	---	---	PRISONER OF LOVE	James Brown & the Famous Flames, King 5739	2
14	11	4	3	THE END OF THE WORLD	Skeeter Davis, RCA Victor 8098	14	48	30	23	17	I WANNA BE AROUND	Tony Bennett, Columbia 42634	16	80	---	---	---	DA DOO RON RON	Crystal, Philips 112	1
15	32	50	78	IF YOU WANNA BE HAPPY	Jimmy Soul, S.P.Q.R. 3305	5	49	44	42	43	ALL OVER THE WORLD	Nat King Cole, Capitol 4919	9	81	---	---	---	STING RAY	outers, Warner Bros. 5349	1
16	31	62	88	REVEREND MR. BLACK	Kingston Trio, Capitol 4951	4	50	39	20	14	ALL I HAVE TO DO IS DREAM	Richard Chamberlain, MGM 13121	12	82	91	---	---	IF YOU NEED ME	Solomon Burke, Atlantic 2185	2
17	25	34	46	CHARMS	Bobby Vee, Liberty 58530	5	51	86	---	---	AIN'T THAT A SHAME!	4 Seasons, Vee Jay 512	2	83	---	---	---	DO IT—RAT NOW	Bill Black's Combo, Hi 2064	1
18	29	43	54	FOOLISH LITTLE GIRL	Shirley, Scepter 1248	6	52	52	57	72	RAINBOW	Gene Chandler, Vee Jay 468	10	84	---	---	---	HEART	Wayne Newton, Capitol 4920	1
19	20	28	39	YOUNG AND IN LOVE	Dick & Dee Dee, Warner Bros. 5342	7	53	71	---	---	PUSHOVER	Ella James, Argo 5437	2	85	---	---	---	RONNIE, CALL ME WHEN YOU GET A CHANCE	Shelley Fabares, Colpix 682	1
20	10	10	12	DO THE BIRD	Dee Dee Sharp, Cameo 244	9	54	75	83	100	(Today I Met) THE BOY I'M GONNA MARRY	Darlene Love, Philips 111	4	86	---	---	---	WHAT A GUY	Raindrops, Jubilee 5444	1
21	22	25	32	OVER THE MOUNTAIN (Across the Sea)	Bobby Vinton, Epic 9577	8	55	69	---	---	THIS LITTLE GIRL	Dion, Columbia 42776	2	87	---	---	---	HOT PASTRAMI WITH MASHED POTATOES (Part I)	Joe Dee and the Starliners, Roulette 4488	1
22	13	6	2	OUR DAY WILL COME	Ruby and the Romanics, Kapp 501	12	56	64	67	73	HERE I STAND	Rip Chords, Columbia 42687	5	88	90	---	---	ANN-MARIE	Belmonts, Sabina 509	2
23	15	17	21	TWENTY MILES	Chubby Checker, Parkway 862	10	57	61	77	79	THAT'S HOW HEARTACHES ARE MADE	Baby Washington, Sue 783	6	89	---	---	---	LET'S GO STEADY AGAIN	Neil Sedaka, RCA Victor 8169	1
24	17	18	20	FOLLOW THE BOYS	Connie Francis, MGM 13127	9	58	53	60	77	WHAT ARE BOYS MADE OF	Percella, ABC-Paramount 10401	5	90	---	---	---	EL WATUSSI	Ray Barretto, Tico 419	1
25	34	44	52	TOM CAT	Rooftop Singers, Vanguard 35019	6	59	62	64	69	DEARER THAN LIFE	Brook Benton, Mercury 72099	8	91	96	93	84	THEME FROM LAWRENCE OF ARABIA	Ferrante & Teicher, United Artists 563	11
26	33	56	82	LOSING YOU	Brenda Lee, Decca 31478	4	60	68	74	76	HOW CAN I FORGET	Jimmy Holiday, Everest 2022	7	92	---	---	---	THE BOUNCE	Olympics, Tri Disc 106	1
27	45	70	---	TAKE THESE CHAINS FROM MY HEART	Ray Charles, ABC-Paramount 10435	3	61	72	---	---	BIRD'S THE WORD	Rivingtons, Liberty 55553	3	93	---	---	---	MOTHER, PLEASE!	Jo Ann Campbell, Cameo 249	1
28	21	27	31	SANDY	Dion, Laurie 3153	9	62	74	85	96	BONY MORONIE	Appalachians, ABC-Paramount 10419	5	94	---	---	---	GRAVY WALTZ	Steve Allen, Dot 16457	1
29	18	11	7	IN DREAMS	Roy Orbison, Monument 806	12	63	78	89	---	REMEMBER DIANA	Paul Anka, RCA Victor 8170	3	95	91	---	---	HOT CAKES (1st Serving)	Dave (Baby) Cortez, Chess 1850	2
30	19	16	18	MR. BASS MAN	Johnny Cymbal, Kapp 503	11	64	77	86	91	DON'T LET HER BE YOUR BABY	Contours, Gordy 7016	4	96	98	92	94	PREACHERMAN	Charlie Russo, Diamond 131	5
31	35	41	44	LINDA	Jan and Dean, Liberty 55531	10	65	70	78	---	TWO KINDS OF TEARDROPS	Del Shannon, Big Top 3143	3	97	99	---	---	SWEET DREAMS (Of You)	Patsy Cline, Decca 31483	2
32	42	66	75	LITTLE BAND OF GOLD	James Green, Joy 374	6	66	63	61	64	SUN ARISE	Rolf Harris, Epic 9567	7	98	---	---	---	HE'S A BAD BOY	Carole King, Dimension 1009	1
33	26	26	27	DON'T BE AFRAID, LITTLE DARLIN'	Steve Lawrence, Columbia 42699	8	67	63	61	64	SUN ARISE	Rolf Harris, Epic 9567	7	99	---	---	---	ROCKIN' CRICKETS	Rockin' Rebels, Swan 4140	1
34	37	39	47	DAYS OF WINE AND ROSES	Andy Williams, Columbia 42674	7	68	63	61	64	SUN ARISE	Rolf Harris, Epic 9567	7	100	---	---	---	SHY GIRL	Cascades, Valiant 6028	1

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Ain't That a Shame! (Travis, BMI)	51	Heart—Newton (Aldon, BMI)	84	Rainbow (Conrad-Curtom, BMI)	52	101. PATTY BABY	Freddy Cannon, Imperial 4139
All I Have to Do is Dream (Acuff-Rose, BMI)	50	Here I Stand (Conrad, BMI)	56	Remember Diana (Spanka, BMI)	63	102. YOU ALWAYS HURT THE ONE YOU LOVE	Fats Domino, Imperial 5937
All Over the World (Comet, ASCAP)	49	Hot Cakes (1st Serving) (Chevis-Cortez, BMI)	95	Reverend Mr. Black (Quartet-Butterfield, BMI)	16	103. SHAME, SHAME, SHAME	Jimmy Reed, Vee Jay 509
Ann-Marie (Pokvan, BMI)	88	Hot Pastrami (1st Serving) (Chevis-Cortez, BMI)	39	Rhythm of the Rain (Sherman-De Vorzon, BMI)	46	104. DON'T MENTION MY NAME	Shepherd Sisters, Atlantic 2176
Another Saturday Night (Kags, BMI)	43	Hot Pastrami With Mashed Potatoes (Part I) (Sherlyn-Pant, BMI)	87	Rockin' Crickets (Shan-Todd, BMI)	99	105. OLD ENOUGH TO LOVE	Rick Nelson, Imperial 9935
Ask Me (Figure, BMI)	77	How Can I Forget—Holiday (Arrowhead, BMI)	60	Ronnie, Call Me When You Get a Chance (Aldon, BMI)	85	106. HOW CAN I FORGET	Ben E. King, Atco 6256
Baby Workout (Merrimac, BMI)	5	I Got What I Wanted (Ben Day, BMI)	37	Sandy (Disal-Schwartz, ASCAP)	28	107. FUNNY MAN	Ray Stevens, Mercury 72098
Bird's the Word (Beechwood, BMI)	61	I Love You Because (Rose, BMI)	41	Shut Down (Sea of Stars, BMI)	74	108. I'M MOVIN' ON	Matt Lucas, Smash 1813
Blame It on the Bossa Nova (Aldon, BMI)	47	I Wanna Be Around (Commander, ASCAP)	48	Shy Girl (Sherman-De Vorzon, BMI)	100	109. THE LAST LEAF	Cascades, Valiant 4028
Bony Moronie (Venice, BMI)	62	I Will Follow Him (Leads, ASCAP)	1	South Street (Kalmann, ASCAP)	12	110. THE FOLK SINGER	Tommy Roe, ABC-Paramount 10423
The Bounce (Marc-Jean, BMI)	92	If You Need Me (Cattillon, BMI)	82	Still (Moss-Rose, BMI)	71	111. ARABIA	Del-Cos, Showcase 2501
Call Me Irresponsible (Paramount, ASCAP)	78	If You Wanna Be Happy (Rockmasters, BMI)	15	Sting Ray (Wrist-House of Joseph, BMI)	81	112. LONESOME 7-203	Hawkshaw Hawkins, King 5712
Can't Get Used to Losing You (Brenner, BMI)	2	In Dreams (Acuff-Rose, BMI)	29	Sun Arise (Beechwood, BMI)	66	113. IF YOU CAN'T ROCK ME	Rick Nelson, Imperial 9935
Charms (Aldon, BMI)	17	Killer Joe (Mellin-White Castle, BMI)	40	Surfin' U.S.A. (Arc, BMI)	11	114. IF YOU NEED ME	Wilson Pickett, Double 1713
Come and Get These Memories (Jobete, BMI)	76	Let's Go Steady Again (Aldon, BMI)	89	Sweet Dreams (Acuff-Rose, BMI)	97	115. ONE BOY TOO LATE	Mike Clifford, United Artists 588
Da Doo Ron Ron (Mother Sorcha-Trio, BMI)	80	Linda (Warock, ASCAP)	31	Take These Chains From My Heart (Milnes, ASCAP)	27	116. NOT FOR ALL THE MONEY IN THE WORLD	Shirley, Scepter 1248
Days of Wine and Roses—Mancini (Whitmark, ASCAP)	38	Little Band of Gold (Beak, BMI)	32	That's How Heartaches Are Made (Sea-Lark, BMI)	57	117. DIANE	Joe Harnell & His Ork, Kapp 521
Days of Wine and Roses—Williams (Whitmark, ASCAP)	34	Locking Up My Heart (Jobete, BMI)	44	Theme From Lawrence of Arabia (Gower, BMI)	91	118. YOU SHOULD HAVE BEEN THERE	Fleetwoods, Dolton 74
Dearer Than Life (Northridge, ASCAP)	59	Love of My Man, The (Sylvia, BMI)	26	This Little Girl (Aldon, BMI)	55	119. NO LETTER TODAY	Ray Charles, ABC-Paramount 10425
Do It—Rat Now (Wrist-Joe, BMI)	70	Love She Can Count On, A (Jobete, BMI)	42	(Today I Met) the Boy I'm Gonna Marry (January, BMI)	54	120. CRYING IN THE CHAPEL	Little Richard, Atlantic 2181
Do the Bird (Kalmann, ASCAP)	83	Mecca (January, BMI)	13	Tom Cat (Kryerson, BMI)	25	121. CALL ME IRRESPONSIBLE	Jack Jones, Kapp 516
Don't Be Afraid, Little Darlin' (Aldon, BMI)	33	Memory Lane (Rebb-Butre, ASCAP)	26	Twenty Miles (Wyncote-Kalmann, ASCAP)	23	122. LOVE WILL FIND A WAY	Sam Cooke, RCA Victor 8164
Don't Let Her Be Your Baby (Jobete, BMI)	64	Mr. Bass Man (Jalo, BMI)	30	Two Faces Have I (Painted Desert-RTD, BMI)	25	123. PEARL, PEARL, PEARL	Lester Flatt and Earl Scruggs, Columbia 42755
Don't Say Nothing' Bad About My Baby (Aldon, BMI)	7	Mother, Please! (Kalmann, ASCAP)	93	Two Kinds of Teardrops (Vicki-McLaughlin, BMI)	65	124. NEEDLES AND PINS	Jackie De Shannon, Liberty 55543
El Watuusi (Little Dipper, BMI)	90	On Broadway (Aldon, BMI)	9	Watermelon Man (Aries, BMI)	10	125. BO DIDDLEY	Buddy Holly, Coral 62352
End of the World, The (Summit, ASCAP)	14	Our Day Will Come (Rosewood, ASCAP)	22	What a Guy (Trinity, BMI)	86	126. I CAN TAKE A HINT	Miracles, Tamla 54078
Follow the Boys (Francon, ASCAP)	24	Our Winter Love (Cramart, BMI)	45	What Are Boys Made Of (Rego Park, BMI)	86	127. HELLO STRANGER	Barbara Lewis, Atlantic 2184
Foolish Little Girl (Aldon, BMI)	18	Out of My Mind (Ridge, BMI)	26	Whatever You Want (Bobob, ASCAP)	68	128. THIS OLE HOUSE	Jimmy Dean, Columbia 42738
Gravy Waltz (Brown, BMI)	94	Over the Mountain (Arc, BMI)	21	You Can't Sit Down (Dasher, BMI)	67	129. ISLAND OF DREAMS	Springfields, Philips 40099
He's a Bad Boy (Aldon, BMI)	98	Pipeline (Downey, BMI)	6	You Never Miss Your Water (Till the Well Runs Dry) (Hill & Range, BMI)	75	130. THE SHAMPOO	Les McCann, Pacific Jazz 350
He's So Fine (Bright-Tunes, BMI)	3	Preacherman (Tobi-Ann, BMI)	96	Young and in Love (Odein, ASCAP)	4		
He's So Heavenly (Metric, BMI)	72	Prisoner of Love (P.D.)	79	Young Lovers (Lebill-Marbill, BMI)	8		
Heart—Chandler (Aldon, BMI)	69	Puff (The Magic Dragon) (Pepamar, ASCAP)	4				
		Pushover (Chevis, BMI)	53				

VJ PICKS

10 WEEKS — JUST BEGINNING TO POP!

"RAINBOW"

GENE CHANDLER

Veejay #468

"FRISCO BLUES"

JOHN LEE HOOKER

Vee Jay #493

"WHATEVER YOU WANT"

JERRY BUTLER

Vee Jay #486

"SECOND BEST"

BARBARA JACKSON

Vee Jay #507

DJ's Delight

"MR. FIX IT"

JIMMY JONES

Vee Jay #505

"THE LONELIEST GUY"

BOBBY TROY

Mohawk #136

"HEY LITTLE RUNAROUND"

JON COREY

Vee Jay #514

"LONGTIME NO SEE"

TRACY DEY

Vee Jay #506

Hard Rock!

"VOODOO"

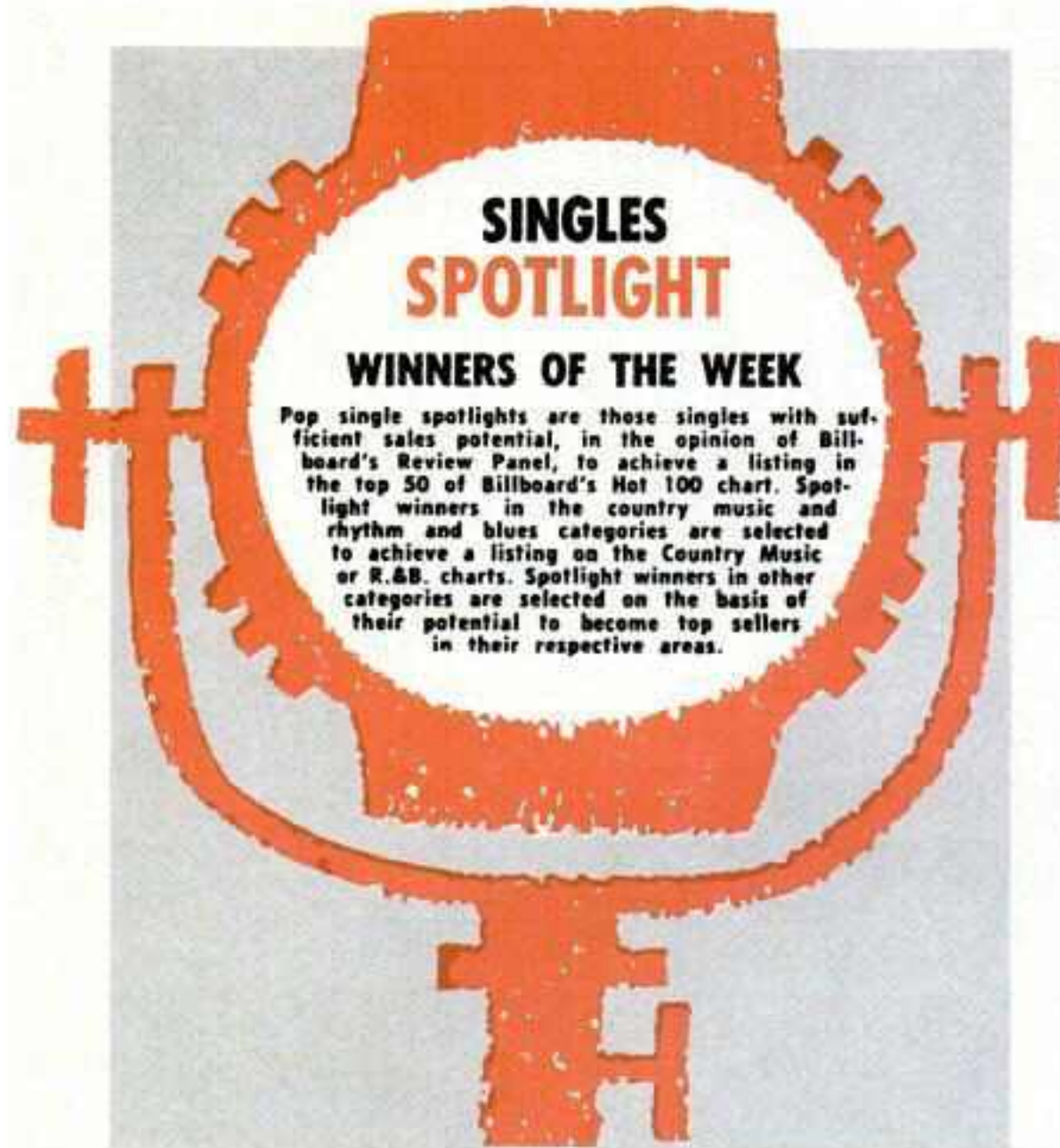
DAVID MORRISON

Vee Jay #516



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

SINGLES REVIEWS



SINGLES SPOTLIGHT

WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

SKEETER DAVIS

SOMEBODY ELSE ON YOUR MIND

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

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

POP SPOTLIGHT

BILL PURSELL

LOVED

(Cramart, BMI) (3:08)

STRANGER

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

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

POP SPOTLIGHT

SLIM WHITMAN

SO LONG MARY

(Travis, BMI) (2:18)—Imperial 5938

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

POP SPOTLIGHT

BOB MOORE

KENTUCKY

(Gower, BMI) (2:42)—Monument 814

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

POP SPOTLIGHT

NAT KING COLE

THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER

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

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

POP SPOTLIGHT

THE CORVELLS

THE JOKE'S ON ME

(White Castle, BMI) (2:08)—Cub 9122

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

POP SPOTLIGHT

ROGER MILLER

(Tree, BMI) (2:25)—RCA Victor 8175

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

POP SPOTLIGHT

THE IKETTES

PRISONER IN LOVE

(Placid, BMI) (2:11)—Teena 1702

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

POP SPOTLIGHT

TONY BENNETT

THE GOOD LIFE

(Paris, ASCAP) (2:14)

SPRING IN MANHATTAN

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

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

POP SPOTLIGHT

JACK AND JILL

VERY FEW HEARTACHES

(Very Few Tears)

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

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

POP SPOTLIGHT

GARY (U. S.) BONDS

I DON'T WANNA WAIT

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

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

POP SPOTLIGHT

BILL HALEY AND THE COMETS

TENOR MAN

(Robinson, ASCAP)—Newton 5013

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

POP SPOTLIGHT

THE CASTAWAYS

RUN CHARLIE, RUN

(Calaban, BMI) (2:22)—Star-Delta 805

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

POP SPOTLIGHT

JON ABNER

MAMA'S BOY

(Abnak, BMI) (2:20)—Mercury 72115

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

POP SPOTLIGHT

BOBBY DARIN

18 YELLOW ROSES

(TM Music, BMI) (2:15)—Capitol 4970

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



C.&W. SPOTLIGHT

ROY DRUSKY

**SHE NEVER CRIED
WHEN SHE WAS
MINE**

(Pamper, BMI) (2:03)—Decca 31486

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



SPECIAL MERIT SPOTLIGHT
POP DISK
JOCKEY PROGRAMMING

MAXIM SAURY

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

(American, BMI) (2:00)

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

(Friendship, BMI) (2:32)—Impulse 215

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



FOUR-STAR SINGLES

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

POPULAR

DIANE RENAY

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

GISELE MacKENZIE

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

FRANKIE AVALON

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

GENE CHANDLER

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

JOHNNY BEECHER

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

SANTO AND JOHNNY

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

JESS AND JAMES

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

THE HOLLYWOOD ARGYLES

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

SANDY NELSON

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

NANCY LaMARR AND OSCAR McLOLLIE

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

THE INTRUDERS

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

THE ULTRA MATES

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

CAROL SLOANE

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

TOBIN MATTHEWS

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

JOHN BARRY

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

BOBBY TROU

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

MONICA KIRBY

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

FLORRAINE DARLIN

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

ERNIE AND THE HALO'S

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

THE MAJESTICS

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

BILLY BISHOP

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

HUGH MASEKELA

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

COUNTRY

BILL MONROE AND HIS BLUE GRASS BOYS

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

THE SPOTNICKS

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

FRANK TAYLOR

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

JAZZ

BUD SHANK AND CLARE FISCHER

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

THE JAZZ CRUSADERS

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

SPIRITUAL

THE ORIGINAL BLIND BOYS OF ALABAMA

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

THE MASTER KEYS

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

THE CHARIOT WHEELS

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

WILLIS SISTERS

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

SACRED

THE OAK RIDGE BOYS

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

(Continued on page 36)

V J PICKS

FOUR (4) TIMES IN!

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

VEE JAY #512

EXCITING!

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

BEST TO DATE

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

A WILD ONE!

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

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

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

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



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YOUR SALESMAN

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



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INSPECTORS

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



PACKAGERS

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



GUARDS

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



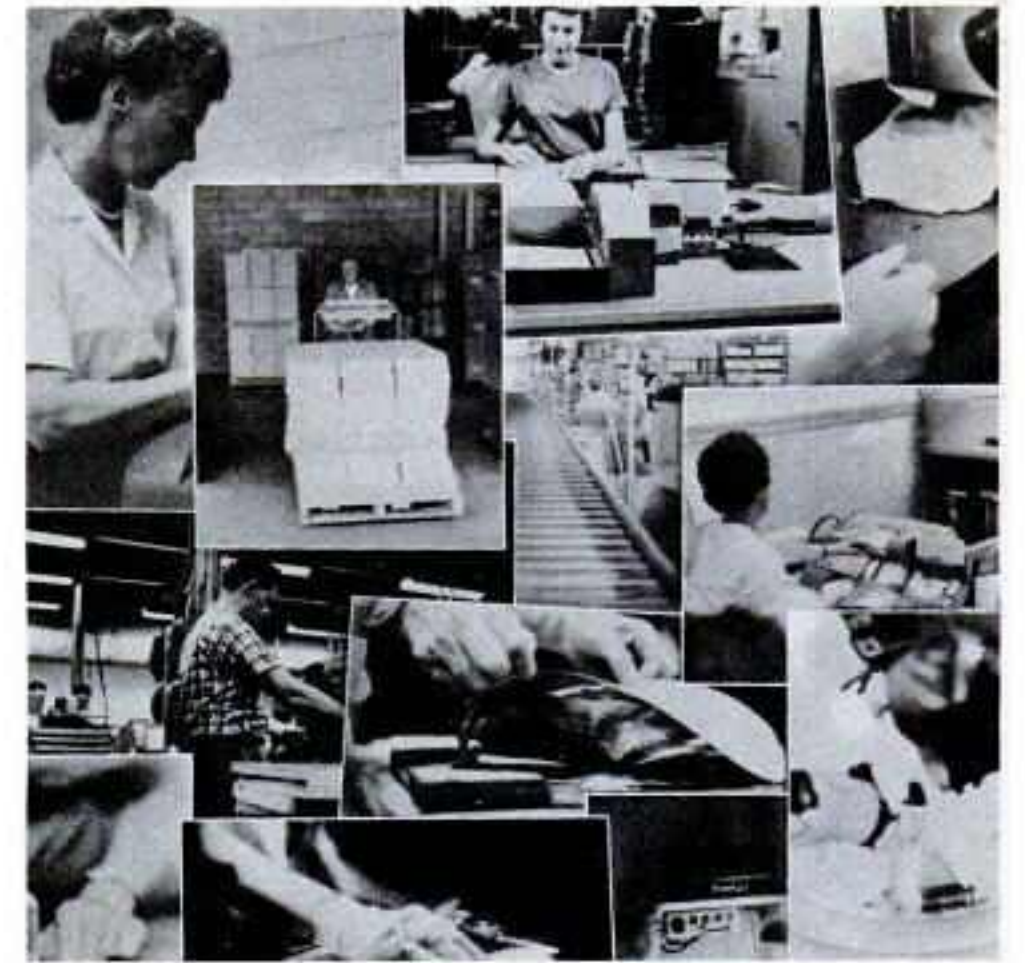
SHIPPERS

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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	WEST SIDE STORY Sound Track, Columbia OL 5670	79
2	2	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	12
3	3	MOVING Peter, Paul & Mary, Warner Bros. W 1473	15
4	4	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	51
5	8	KINGSTON TRIO #16 Capitol T 1871	5
6	6	PETER, PAUL & MARY Warner Bros. W 1449	53
7	11	I WANNA BE AROUND Tony Bennett, Columbia CL 9000	4
8	63	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015	2
9	5	RICHARD CHAMBERLAIN SINGS MGM E 4088	13
10	14	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318	14
11	15	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	54
12	90	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697	2
13	13	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	15
14	27	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	9
15	7	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	43
16	9	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	33
17	12	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	20
18	16	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	26
19	17	JOAN BAEZ IN CONCERT Vanguard VRS 9112	27
20	22	RUBY BABY Dion, Columbia CL 2010	6
21	37	BROADWAY—MY WAY Nancy Wilson, Capitol T 1829	4
22	20	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	5
23	19	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	13
24	24	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	26
25	21	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	8
26	10	PAUL & PAULA SING FOR YOUNG LOVERS Phillips PHM 200078	10
27	18	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay LP 1056	9
28	25	CAMELOT Original Cast, Columbia KOL 5620	118
29	26	WARM & WILLING Andy Williams, Columbia CL 1879	28
30	108	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016	2
31	46	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	4
32	28	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	13
33	29	LIMBO PARTY Chubby Checker, Parkway P 7020	20
34	23	PEPIÑO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R 6058	19
35	80	1963'S EARLY HITS Lawrence Welk, Dot DLP 3510	3
36	30	SINCERELY YOURS Robert Goulet, Columbia CL 1931	17
37	32	ROY ORBISON'S GREATEST HITS Monument MLP 8000	35
38	34	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	10
39	39	JOAN BAEZ, VOL. I Vanguard VRS 9078	61
40	43	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	21
41	83	THE BARBRA STREISAND ALBUM Columbia CL 2007	3
42	36	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415	37
43	45	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol T 1866	7
44	41	I'M A WOMAN Peggy Lee, Capitol T 1857	8
45	78	THINK ETHNIC Smithers Brothers, Mercury MG 30777	4
46	33	SHIRELLES GREATEST HITS Scepter 507	14
47	38	NEW FRONTIER Kingston Trio, Capitol T 1809	20
48	44	I'VE GOT A WOMAN Jimmy McGriff, Sue LP 1012	22
49	35	THE BEST OF THE KINGSTON TRIO Capitol T 1705	47
50	47	HEAVENLY Johnny Mathis, Columbia CL 1351	188

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	31	ALL ALONE AM I Brenda Lee, Decca DL 4370	8
52	40	REMINISCING Buddy Holly, Coral CRL 57426	7
53	51	CHUBBY CHECKER BIGGEST HITS Parkway P 7022	18
54	56	THE SOUND OF MUSIC Original Cast, Columbia KOL 8480	175
55	72	NO STRINGS Original Cast, Capitol D 1698	54
56	62	ANN CORIO PRESENTS HOW TO STRIP FOR YOUR HUSBAND Sonny Lester and His Ork, Roulette R 28186	15
57	42	WEST SIDE STORY Original Cast, Columbia OL 8230	133
58	58	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LPM 2638	5
59	84	WILD WEEKEND Rachin' Robels, Swan SLP 509	6
60	58	ALLEY CAT Bert Fabric, Atco 148	27
61	55	TWO OF US Robert Goulet, Columbia CL 1826	35
62	52	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	11
63	54	STEVE LAWRENCE WINNERS! Columbia CL 1953	12
64	53	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 2497	10
65	76	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	32
66	85	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	12
67	107	YOUNG MEN, SI—OLD MEN, NO Moms Mabley, Chess LP 1477	16
68	91	SNEETER DAVIS SINGS THE END OF THE WORLD RCA Victor LPM 2699	3
69	59	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019	17
70	57	WALK RIGHT IN Rooftop Singers, Vanguard VRS 9123	11
71	89	ALWAYS YOU Robert Goulet, Columbia CL 1676	55
72	49	GYPSY Sound Track, Warner Bros. B 1480	20
73	61	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	26
74	50	FROM A JACK TO A KING Ned Miller, Faber FLP 1001	5
75	69	OLIVER Original Cast, RCA Victor LOCD 2004	25
76	71	RAPTURE Johnny Mathis, Columbia CL 1915	27
77	75	BIG BAND BOSSA NOVA Stan Getz, Verve V 8494	19
78	111	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	23
79	67	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	129
80	102	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	81
81	110	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759	20
82	70	HATARI! Henry Mancini, RCA Victor LPM 2559	41
83	60	DEAR LONELY HEARTS Nat King Cole, Capitol T 1838	18
84	97	BROOK BENTON GOLDEN HITS, VOL. 2 Mercury MG 30774	3
85	79	MY FAIR LADY Original Cast, Columbia OL 5090	368
86	86	OUR WINTER LOVE Felix Slatkin, Liberty LRP 3287	4
87	133	CHAD MITCHELL TRIO IN ACTION Kapp KL 1313	3
88	64	BOSSA NOVA U.S.A. Dave Brubeck Quartet, Columbia CL 1998	7
89	96	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	12
90	73	JOAN BAEZ, VOL. II Vanguard VRS 9094	74
91	68	TIME OUT Dave Brubeck, Columbia CL 1997	121
92	81	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	36
93	66	FOLLOW THE BOYS Connie Francis, MGM E 4123	5
94	124	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2661	4
95	65	STEVE ALLEN'S FUNNY-PHONE CALLS Dot DLP 3472	7
96	95	THE NEW CHRISTY MINSTRELS Columbia CL 1872	28
97	74	JOSE JIMINEZ—OUR SECRET WEAPON Bill Dana, Kapp KL 1320	10
98	88	BACK TO THE BLUES Dinah Washington, Roulette R 25189	10
99	82	THE LONELY BULL Herb Alpert & the Tijuana Brass, A&M 101	18
100	131	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	163

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	112	OUR MEN IN SAN FRANCISCO Limelitters, RCA Victor LPM 2609	13
102	109	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	16
103	—	BABY WORKOUT Jackie Wilson, Brunswick BL 54110	1
104	121	JUMBO Sound Track, Columbia OL 5860	17
105	144	THE NIGHT HAS A THOUSAND EYES Bobby Vee, Liberty LRP 3285	3
106	92	SURFER'S CHOICE Dick Dale & the Deltones, Deltone T 1886	14
107	105	RUSTY WARREN IN ORBIT Jubilee JGM 2044	26
108	118	LET'S LIMBO SOME MORE Chubby Checker, Parkway P 7027	5
109	—	THE WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993	1
110	98	BUDDY HOLLY STORY Coral CRL 57279	120
111	104	COLLEGE CONCERT Kingston Trio, Capitol T 1658	43
112	116	DANCE WITH THE GUITAR MAN Duane Eddy, RCA Victor LPM 2648	15
113	99	MEMORIES ARE MADE OF THESE George Chakiris, Capitol T 1813	13
114	94	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844	12
115	115	HARD TRAVELIN' Lester Flatt & Earl Scruggs, Columbia CL 1951	3
116	93	ANDY WILLIAMS BEST Cadence CLP 3054	38
117	113	BLOOD, SWEAT & TEARS Johnny Cash, Columbia CL 1930	7
118	—	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515	1
119	117	THE BEST OF JOLSON Al Jolson, Decca DXA 169	23
120	139	THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675	28
121	120	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	29
122	87	TWO LOVERS Mary Wells, Motown 607	7
123	126	ROGERS WILLIAMS COUNTRY STYLE Kapp KL 1305	2
124	77	DION SINGS HIS GREATEST HITS Laurie LLP 2013	20
125	101	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	260
126	103	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	10
127	127	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	40
128	114	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	79
129	143	JUST TURN ME LOOSE George Maharis, Epic LN 24037	5
130	150	RHYTHM OF THE RAIN Cascades, Valiant 405	2
131	134	MR. SOUL Sam Cooke, RCA Victor LPM 2673	6
132	100	THE HAPPY BEAT Ray Conniff, His Ork & Chorus, Columbia CL 1949	6
133	146	MUTINY ON THE BOUNTY Sound Track, MGM 1E4	17
134	142	MR. PRESIDENT Original Cast, Columbia KOL 5870	22
135	135	OUR WINTER LOVE Bill Pursell, Columbia CL 1992	4
136	138	THE BEST OF SAM COOKE RCA Victor LPM 2825	28
137	125	COLLEGE STANDARDS Lettermen, Capitol T 1829	3
138	128	BEYOND THE FRINGE Original Cast, Capitol W 1792	20
139	—	DON'T LET ME CROSS OVER Carl Butler, Columbia CL 2002	1
140	106	ALL SERIOUSNESS ASIDE Dave Gardner, RCA Victor LPM 2628	8
141	137	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	44
142	141	RAY CHARLES STORY Atlantic 2-900	38
143	119	THE MUSIC MAN Sound Track, Warner Bros. B 1459	38
144	136	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	36
145	123	SHERRY AND 11 OTHERS 4 Seasons, Vee Jay LP 1053	27
146	145	LOVE FOR SALE Arthur Lyman, Hi-Fi L 1009	5
147	—	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081	1
148	129	THEMES OF THE GREAT BANDS Glen Gray & Casa Loma Ork, Capitol T 1812	13
149	—	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LM 6160	1
150	148	TELSTAR Tornadoes, London LL 3279	17

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	76
2	7	LAWRENCE OF ARABIA Sound Track, Colpix SCP 514	6
3	4	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	48
4	2	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	15
5	6	CAMELOT Original Cast, Columbia KOS 2031	118
6	11	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LSC 2661	3
7	5	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	12
8	8	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	14
9	10	KINGSTON TRIO #16 Capitol ST 1871	4
10	13	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LSP 2638	3
11	9	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	10
12	3	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	30
13	14	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 SD	20
14	35	DAYS OF WINE AND ROSES Andy Williams, Columbia CS 8815	2
15	12	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	32
16	15	WEST SIDE STORY Original Cast, Columbia OS 2001	95
17	18	PETER, PAUL AND MARY Warner Bros. WS 1449	40
18	21	BIG BAND BOSSA NOVA Stan Getz, Verve V6-8494	18
19	19	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note BST 8-4117	5
20	26	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	4
21	22	OLIVER Original Cast, RCA Victor L50D 2004	26
22	16	BOSSA NOVA U.S.A. Dave Brubeck Quartet, Columbia CS 8798	7
23	17	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	163
24	27	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 25497	11
25	23	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	11
26	29	1963'S EARLY HITS Lawrence Welk, Dot DLP 35510	4
27	20	RICHARD CHAMBERLAIN SINGS MGM SE 4088	9
28	36	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol ST 1759	21
29	43	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LSP 2697	2
30	33	WARM & WILLING Andy Williams, Columbia CS 8679	15
31	40	HOW THE WEST WAS WON Sound Track, MGM 15E5	2
32	25	SINCERELY YOURS Robert Goulet, Columbia CS 8731	17
33	30	THE HAPPY BEAT Ray Conniff, His Ork & Chorus, Columbia CS 8749	8
34	28	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 8089	3
35	49	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LSP 2621	21
36	38	WALTZ TIME Lawrence Welk, Dot DLP 35499	2
37	—	THIS IS MY COUNTRY Robert Shaw Chorus & RCA Victor Symphony Ork, RCA Victor LSC 2662	1
38	39	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM9-444	3
39	46	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LSP 2620	3
40	—	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CS 8816	1
41	47	I'M A WOMAN Peggy Lee, Capitol ST 1857	4
42	24	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABCS 435	25
43	44	SUPERCUSSION Dick Schory's Percussion Pops Ork, RCA Victor LPS 2613	2
44	—	CASCADING VOICES OF THE RUGO & LUIGI CHORUS RCA Victor LSP 2644	1
45	31	NEW FRONTIER Kingston Trio, Capitol ST 1809	14
46	32	ALLEY CAT Bert Fabric, Atco SD 148	19
47	—	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CS 8812	1
48	41	OUR WINTER LOVE Felix Slatkin, Liberty LST 7287	3
49	—	ALL ALONE AM I Brenda Lee, Decca DL 74370	1
50	45	OUR WINTER LOVE Bill Pursell, Columbia CS 8792	4

TWO BRAND NEW CHART BUSTERS FROM THE HOUSE OF HITS!

Just Released!



WEBB PIERCE

NOBODY'S DARLIN' BUT MINE

c/w

SANDS OF GOLD

31488



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



The

DEMENSIONS

FLY ME TO THE MOON (In Other Words)

c/w

YOU'LL NEVER KNOW

62359

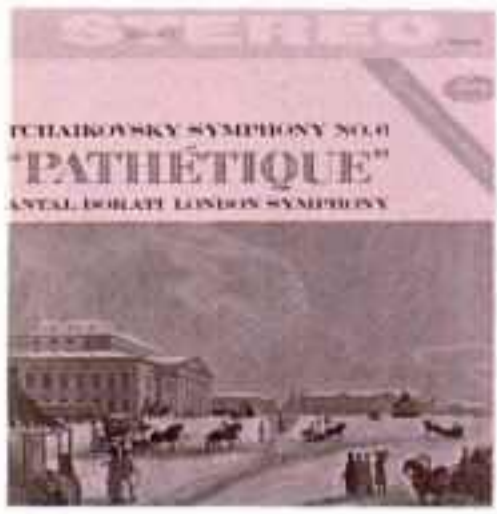


also

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



ALBUM REVIEWS (continued)



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

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



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

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



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

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



★ NATIONAL BREAKOUTS

MONO

BABY WORKOUT . . .
 Jackie Wilson, Brunswick BL 54110

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

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

STEREO

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

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

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

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

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

★ NEW ACTION LP's

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

MONO

WATERMELON MAN! . . .
 Mongo Santamaria, Battle 6120

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

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

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

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

UP ON THE ROOF . . .
 Drifters, Atlantic 8073

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

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

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

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

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

SURFING . . .
 Ventures, Dolton BLP 2022

TELL HIM . . .
 Exciters, United Artists UAL 3264

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

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

STEREO

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

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

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

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

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



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

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

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

POP SPECIAL MERIT

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

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

POP SPECIAL MERIT

THE BIRD AND OTHER GOLDEN DANCING GROOVES
 Dreamlovers

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

POP SPECIAL MERIT

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

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

CLASSICAL SPECIAL MERIT

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

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

CLASSICAL SPECIAL MERIT

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

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

CLASSICAL SPECIAL MERIT

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

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

CLASSICAL SPECIAL MERIT

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

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

JAZZ SPECIAL MERIT

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

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

JAZZ SPECIAL MERIT

BOSSA NOVA
 Bola Sete
 Fantasy 8349 (S)

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



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

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

JAZZ SPECIAL MERIT

BOLD CONCEPTIONS
 Bob James Trio

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

JAZZ SPECIAL MERIT

OUTA SIGHT
 Earl Anderza
 Pacific Jazz PJ 65 (M)

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

LOW-PRICE POP SPECIAL MERIT

THE GUITAR GENIUS
 Chet Atkins

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

SACRED SPECIAL MERIT

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

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

COUNTRY SPECIAL MERIT

THE ORIGINAL TALKING BLUES MAN
 Robert Lunn
 Starday SLP 228

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



FOUR-STAR ALBUMS

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

POPULAR

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

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

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

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

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

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

SURFING WITH THE CHALLENGERS
Vault LP 101 (M)

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

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

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

JAZZ

STAN GETZ
Fantasy 8348 (S)

AL GREY NIGHT SONG WITH BILLY MITCHELL
Argo LP 711

UP AND DOWN
Horace Parlan. Blue Note 4082

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

CLASSICAL

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

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

COUNTRY

COUNTRY AND WESTERN CONFIDENTIAL
Gene Martin. Starday SLP 226

THE CODE OF THE WEST
Willis Brothers. Starday SLP 229

INTERNATIONAL

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

REX GILDO
Capitol T 10338

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

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

POLISH DANCE TIME
Kaszowski Brothers. Monitor MP 598

SPECIALTY

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

SPOKEN WORD

MOBY DICK
Robert H. Chapman. Spoken Arts 850

SACRED

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

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

SPIRITUAL

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

LOW PRICE POPULAR

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

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



THREE-STAR ALBUMS

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

POPULAR

BILLY STORM
Vista BV 3315

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

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

THE BEST OF JOHNNY MERCER
Capitol T 1858

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

JAZZ

EXCITEMENT
Sandy Smith Group. HIFI R 619

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

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

THE MEDIEVAL JAZZ QUARTET PLUS THREE
Classic Editions CE 1050

CLASSICAL

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

INTERNATIONAL

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

SEPHARDIM AND ASHKENAZIM JEWS
Various Artists. Bruno BR 50192

RELIGIOUS

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

EMILY DICKINSON'S LETTERS
Samuel Charters. Folkways FL 9753

SPOKEN WORD

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

RALPH WALDO EMERSON READ BY DAVID CORT
Folkways FL 9758

JEFFERS: ROAN STALLION
Marian Seldes. Folkways FL 9766

LATIN AMERICAN

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

POLKA

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

LOW PRICE POPULAR

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

TERESA BREWER
Vocalion VL 3693 (M)

OTHER ALBUMS REVIEWS

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

CLASSICAL

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

INTERNATIONAL

DEUTSCHER HUMOR
Karl Valentin und Liesl Karlstadt.
Fiesta FLP 1376

**Mantovani
Time Again**

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

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

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

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

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

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

COMING UP TO
KEEP "RHYTHM OF
THE RAIN" COMPANY

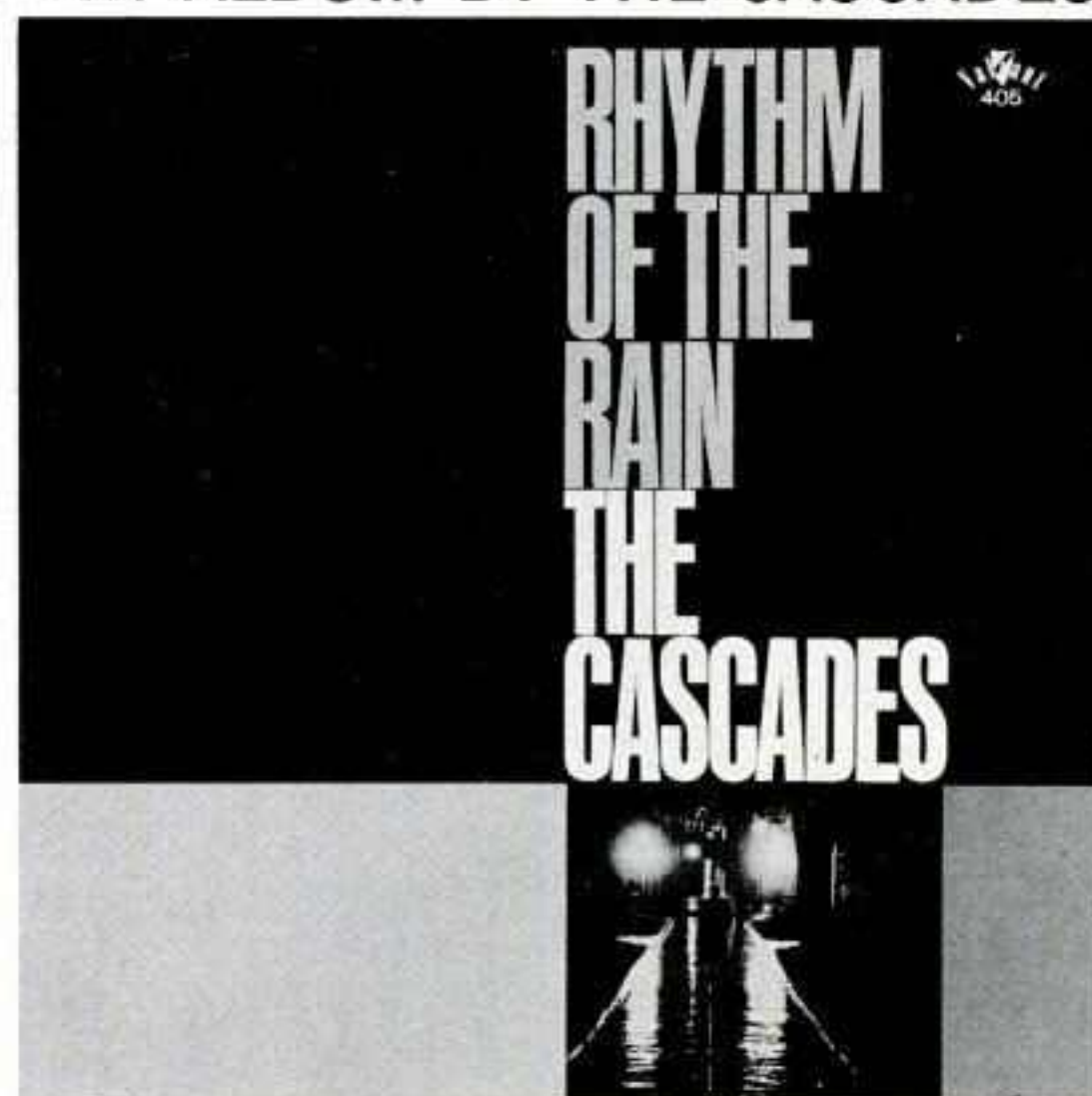
THE CASCADES

"SHY GIRL"

B/W

"THE LAST LEAF"
VALIANT RECORDS #6028

HIT ALBUM BY THE CASCADES



VALIANT RECORDS #405



ALBUM #403



ALBUM #404



DISTRIBUTED BY WARNER BROS. RECORDS



THE FIRST NAME IN SOUND

Billboard HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	PIPELINE	The Chantays (London)—Alberts
2	3	TELL HIM	The Exciters (UA)—Chappells
3	6	LITTLE BAND OF GOLD	James Gilreath (W & G)—Alberts
4	2	IN DREAMS	Roy Orbison (London)—Acuff Rose
5	5	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Tucon
6	4	FROM A JACK TO A KING	Ned Miller (W & G)—Alberts
7	9	HEY PAULA	Paul and Paula (Philips)—Chappells
8	13	ANOTHER SLEEPLESS NIGHT	Jim Gaunt (CBS)—Robert Mellin
9	7	DANCE ON	The Shadows (Columbia)—Alberts
10	—	HAVA NAGILAH	The Spotnicks (W & G)—Leeds
11	—	THE SWAN	Dave Bridge (HMV)—Castle
12	8	BUTTERFLY BABY	Bobby Rydell (Columbia)—Belinda
13	10	COME A LITTLE BIT CLOSER	The Delltones (Festival)—Belinda
14	—	YOU'LL NEVER LEARN WILL YER?	Barry Stanton (Leedon)—Crown
15	11	DIAMONDS	Jet Harris (Decca)—Alberts

BRITAIN

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

This Week	Last Week	Title	Artist
1	1	HOW DO YOU DO IT?	Gerry and the Pacemakers (Columbia)—Dick James Music
2	3	FROM A JACK TO A KING	Ned Miller (London)—Palace Music
3	2	FOOT TAPPER	The Shadows (Columbia)—Elstree Music
4	7	RHYTHM OF THE RAIN	Cascades (Warner Bros.)—E. H. Morris
5	6	SAY WONDERFUL THINGS	Ronnie Carroll (Philips)—Mutual Music
5	4	SUMMER HOLIDAY	Cliff Richard (Columbia)—Elstree Music
7	9	BROWN EYED HANDSOME MAN	Buddy Holly (Coral)—Jewel Music
8	15	SAY I WON'T BE THERE	Springfields (Philips)—Chappell
9	5	LIKE I'VE NEVER BEEN GONE	Billy Fury (Decca)—Shapiro-Bernstein
10	13	THE FOLK SINGER	Tommy Roe (HMV)—Shapiro-Bernstein
11	8	CHARMAINE	Bachelors (Decca)—Keith Prowse
12	—	NOBODY'S DARLIN' BUT MINE	Frank Ifield (Columbia)—Peter Maurice
13	16	WALK LIKE A MAN	4 Seasons (Stateside)—Peter Maurice
14	19	LET'S TURKEY TROT	Little Eva (London)—Aldon Music
15	18	IN DREAMS	Roy Orbison (London)—Chappell
16	14	ROBOT	Tornadoes (Decca)—Ivy Music
16	11	ISLAND OF DREAMS	Springfields (Philips)—Chappell
18	25	CAN'T GET USED TO LOSING YOU	Andy William (CBS)—Manor Music
19	10	THAT'S WHAT LOVE WILL DO	Joe Brown (Piccadilly)—Jack Good Music
20	28	LOSING YOU	Brenda Lee (Brunswick)—Ivan Mogull
21	20	THE END OF THE WORLD	Skeeter Davis (RCA)—Compass Music
22	24	MR. BASS MAN	Johnny Cymbal (London)—Jewel Music
22	12	PLEASE PLEASE ME	The Beatles (Parlophone)—Dick James Music
24	22	SO IT ALWAYS WILL BE	Everly Bros. (Warner Bros.)—Leeds Music
25	17	HEY PAULA	Paul and Paula (Philips)—One Four Two Music
26	—	OUR DAY WILL COME	Ruby and the Romantics (London)—Rosewood
27	22	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—Helen Range Music
28	—	CODE OF LOVE	Mike Sarne (Parlophone)—Southern Music
29	27	*CUPBOARD LOVE	John Leyton (HMV)—Essex Music
30	—	COUNT ON ME	Julie Grant (Pye)—Welbeck Music

DENMARK

(Courtesy Quann Musikbureau, Copenhagen)
*Denotes local origin

This Week	Last Week	Title	Artist
1	6	DANSEVISE	Grethe & Jorgen Ingman (Metronome)—Mork
2	1	TA' MED UD A FISK'	Gitte (HMV)—Imudico
3	2	SKIP TO MY LOU	Nat King Cole (Capitol)—Sweden Music
4	5	SUMMER HOLIDAY	Cliff Richard (Columbia)—Decapo
5	—	PEPINO	Den Italienske mus—Raquel Rastenni (Sonet)—Winckler
6	—	HEY PAULA	Paul & Paula (Philips)—Sonora
7	4	KISS ME QUICK	Elvis Presley (RCA)—Belinda
8	9	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—Belinda
9	3	LESSON ONE	Russ Conway (Columbia)—Decapo
10	—	CASSANOVA BACIAMI	Petula Clark (Vogue)—Multitone

EIRE

(Courtesy Irish Times, Ltd., Dublin)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	FROM A JACK TO A KING	Ned Miller (London)—Alberts
2	2	SUMMER HOLIDAY	Cliff Richard (Columbia)—Elstree
2	4	FOOT TAPPER	The Shadows (Columbia)—Elstree
4	5	CHARMAINE	The Bachelors (Decca)—Keith Prowse
5	3	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—17 Savile Row
6	9	PLEASE PLEASE ME	The Beatles (Parlophone)—Dick James Music
7	—	SAY WONDERFUL THINGS	Ronnie Carroll (Philips)—Mutual
8	8	THE FOLK SINGER	Tommy Roe (HMV)—Shapiro-Bernstein
9	—	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)—E. H. Morris
10	6	THAT'S WHAT LOVE WILL DO	Joe Brown (Piccadilly)—Jack Good

FRANCE

This Week	Last Week	Title	Artist
1	1	DONNE MOI MA CHANCE/ ON TWISTE SUR LE LOCOMOTION	Richard Anthony (Columbia)
2	2	C'EST A L'AMOUR AUQUEL JE PENSE	Francoise Hardy (Vogue)
3	3	TES TENDRES ANNEES/ ELLE EST TERRIBLE	Johnny Hallyday (Philips)
4	4	TOUS LES GARCONS LES FILLES/J'SUIS D'ACCORD	Francoise Hardy (Vogue)
5	—	L'ECOLE EST FINIE	Sheila (Philips)
6	—	DIS LUI QUE JE L'AIME	Claude Francois (Fontana)
7	5	FOR ME FORMIDABLE/ JE T'ATTENDS	Charles Aznavour (Barclay)
8	7	OUI JE T'AIME/ JE NE PENSE QU'A L'AMOUR	Eddy Mitchell (Barclay)
9	—	RUBY BABY	Dion (CBS)
10	—	TELSTAR/RIDIN' THE WIND	The Tornadoes (Decca)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	SANS TOI, MAMIE	Adamo (Pathe)—Rudo
2	1	COEUR BLESSE	Petula Clark (Vogue)—Acuff-Rose
3	—	DONNE-MOI MA CHANCE/ APRES TOI	Richard Anthony (Columbia)
4	3	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)—Vogue
5	5	ELLE EST TERRIBLE	Johnny Hallyday (Philips)—Bens
6	—	RUBY BABY	Dion (CBS)—Belinda
7	—	POUPEE BRISEE	Johnny Hallyday (Philips)—Belinda
8	8	TELSTAR	The Tornadoes (Decca)
9	—	EL PECADOR	Rosy Armen (Vogue)
10	—	C'EST A L'AMOUR AUQUEL JE PENSE	Francoise Hardy (Vogue)

GERMANY

(Courtesy Automaten-Markt, Braunschweig)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ICH KAUF' MIR LIEBER EINEN TIROLERHUT	Billy Mo (Decca)—Busse
2	2	WINI-WINI	Die Tahiti Tamoures (Polydor)—Nero
3	4	WENN ERST DER ABEND KOMMT	Peter Alexander (Polydor)—Aberbach
4	3	MADDALENA	Rex Gildo (Electrola)—Gerig
5	11	MR. CASANOVA	Siw Malmkvist (Metronome)—Montana
6	10	KLEINE MOONLIGHT LADY	Ted Herold (Polydor)—Aberbach
7	5	PEPINO/PEPINO THE ITALIAN MOUSE	Vico Torriani (Decca)—Stahl
8	6	CASANOVA BACIAMI	Petula Clark (Deutsche Vogue)—Montana
9	7	JUNGE, KOMM BALD WIEDER	Freddy (Polydor)—Sikorski/Esplanade
10	9	GAUCHO MEXICANO/ JALISCO	Renate u. Werner Leismann (Ariola); John Buck (Warner Bros.)—Melodie der Welt
11	12	LUP-DI-LU	Caterina u. Silvio (Decca)—Melodie der Welt
12	14	CAPITANO	Mina (Polydor)—Gerig
13	16	WEIT WAR DER WEG NACH CALIFORNIO	Michel u. d. Shanties (Linda)
14	18	LIPPENSTIFT	Die Juniors (Columbia)—Acuff-Rose
15	13	BONANZA	Ralf Paulsen (Electrola)—Chappell
16	15	WENN DU GEHST	Connie Francis (MGM)—Viktoria
17	—	WOO-HOO	The Rock-a-Teens (Roulette)—Hi-Fi
18	17	ESO BESO	Paul Anka (RCA)—Spanka
19	—	MY SUNNY SUNSHINE	Die Blue Diamonds (Fontana)—Melodie der Welt
20	—	ER MACHT MICH KRANK DER MONDSCHIN AN DER DONAU	Gus Backus (Polydor)—Gerig

HOLLAND

(Courtesy Platennieuws, Amersfoort)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SOERABAYA	Anneke Gronloh (Philips); Imca Marina (Imperial)—Basart
2	7	LOOP DE LOOP	Johnny Thunder (Delta)—Chappell & Co.
3	4	BLUME VON TAHITI	Gert Timmerman (Telefunken)—Holland Music
4	2	CATOOTJE	Wim Sonneveld (Philips)—Basart
5	3	BACHELOR BOY/THE NEXT TIME	Cliff Richard (Columbia)—Basart
6	8	SEI RIMASTA SOLA	Willy & Willeke Alberti (Philips)—Leonardi-Landry Music
7	5	JUNGE, KOMM BALD WIEDER	Freddy (Polydor)—Bens-Altona
8	10	AFRICA	The Jumping Jewels (Philips)—Altona
9	—	HAND IN HAND	Jacky van Dam (Fontana)—Benelux Music
10	—	BUONA NOTTA BAMBINO	Rocco Granata (CNR); Angelo Biondi (Artone); Willy Alberti (Philips)—Picture Music, Joop Portengen

HONG KONG

This Week	Last Week	Title	Artist
1	1	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)
2	3	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)
3	4	LIMBO ROCK	Duane Eddy (RCA)
4	2	CRYING IN THE RAIN	Paul Anka (RCA)
5	8	DAYS OF WINE AND ROSES	Pat Boone (Dot)
6	—	ALL I HAVE TO DO IS DREAM	Richard Chamberlain (MGM)
7	8	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)
8	6	A LITTLE BIT OF SOAP	The Fabulous Echoes (Diamond)
9	—	BACHELOR BOY	Cliff Richard (Columbia)
10	—	DANCING SHOES	Cliff Richard (Columbia)

ITALY

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

This Week	Last Week	Title	Artist
1	1	COME TE NON C'E' NESSUNO	Rita Pavone (RCA)
2	2	BACI	Remo Germani (Jolly)
3	3	ALLA MIA ETA'	Rita Pavone (RCA)
4	7	PIANGERO' PER TE	Paul Anka (RCA)
5	8	ROBERTA	Peppino Di Capri (Carisch)
6	5	GIOVANE GIOVANE	Pino Donaggio (Columbia); Cocker Mazzetti (Primary)
7	6	IL CLOWN	Nini Rosso (Sprint)
8	4	FATTI MANDARE DALLA MAMMA	Gianni Morandi (RCA)
9	11	IL TANGACCIO	Adriano Celentano (Clan)
10	13	IL RE DEI PAGLIACCI	Neil Sedaka (RCA)
11	15	TONIGHT	Col. son. orch. (CBS); Ferrante & Teicher (UA)
12	9	CHARIOT	Betty Curtis (CGD); Petula Clark (Vogue); Franck Pourcel (VdP)
13	10	UNO PER TUTTE	Tony Renis (VdP); Emilio Pericoli (Ricordi)
14	12	AMORE FERMATI	Fred Bongusto (Primary)
15	—	IL TRAMONTO	Ricki Gianco (Jaguar)

JAPAN

(Courtesy UTAMATIC, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SHIMA SODACHI	Tabata Yoshio (Teichiku); Nakasone Miki (King); Asaoka Yukiji (Toshiba)—JASRAC
2	2	SHERRY	The 4 Seasons (Vee Jay)—Toshiba
3	5	AKAI HANDERCHIEF	Ishihara Yujiro (Teichiku)—JASRAC
4	5	THE LOCO-MOTION	Little Eva (London)—Taiyo
5	4	KIRIKO NO TANGO	Frank Nagai (Victor)—JASRAC
6	7	NAMIDA BUNE	Kitajima Saburo (Columbia)—JASRAC
7	6	HOUND DOG	Elvis Presley (Victor)—Aberbach
8	9	KOI WA KAMIYO NO MUKASHIKARA	Hatakeyama Midori (Columbia)—JASRAC
9	8	I CAN'T STOP LOVING YOU	Ray Charles (ABC-Paramount)—Tone
10	—	KONOMACHI O DETEYUKOO	Takagi Takashi (Columbia)—JASRAC

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	AL DI LA	Emilio Pericoli (Warner Bros.)—Emmi
2	3	COSAS (Things)	Oscar Madrigal (Gamma)—Publisher Pending
3	4	YA NO (I Know)	Rebeldes del Rock (Orfeon)—Brambila
4	2	CORAZON DE ACERO	Sonora Santanera (CBS)—Emmi
5	5	CAMINA DERECHITO	Walk Right In—Oscar Madrigal (Gamma)—Pham Jimenez (RCA)—Emmi
6	7	LLEGO BORRACHO	J. A. Jimenez (RCA)—Emmi
7	6	VIDA	Enrique Guzman (CBS)—Emmi
8	9	PA TODO EL ANO	J. A. Jimenez (RCA)—Pham
9	8	HULA HULA TWIST	Irving Fields (Tizoc)—Publisher Pending
10	10	EL LADRON	Sonora Santanera (CBS)—Reimsa

NEW ZEALAND

This Week	Last Week	Title	Artist
1	2	WALK LIKE A MAN	The 4 Seasons (Allied)—K/A
2	1	WALK RIGHT IN	Rooftop Singers (HMV)—Southern
3	4	SUMMER HOLIDAY	Cliff Richard (Columbia)—Alan
4	7	PLEASE PLEASE ME	The Beatles (Parlophone)—MCPS
5	—	THE END OF THE WORLD	Skeeter Davis (RCA)—Morris

6	—	OUR DAY WILL COME	Ruby and the Romantics (Kapp)—Control
7	3	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
8	5	FROM A JACK TO A KING	Ned Miller (Octagon)—Albert
9	6	THE WAYWARD WIND	Frank Ifield (Columbia)—Boosey & Hawkes
10	—	RHYTHM OF THE RAIN	The Cascades (WB)—Morris

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUMMER HOLIDAY	Cliff Richard (Columbia)—Musikk-Huset
2	2	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—Belinda
3	3	HEY PAULA	Paul & Paula (Philips)—Edition Lyche
4	4	FROM A JACK TO A KING	Ned Miller (Karussell)—Palace Music
5	6	FOOT TAPPER	The Shadows (Columbia)—Musikk-Huset
6	7	REGNIGA NATT	Anna Lena Lofgren (Metronome)—Manu
7	5	JEG VIL HA EN BLA BALLONG	Arne Bendiksen (Triola)—Stockholms Musikproduktion
8	9	MIDNATTSTANGO	Ase Wentzel/Jan Hoiland (Odeon)—Musikk-Huset
9	8	FJERNE LAND	The Key Brothers (Triola)—Egil Monn Iversen
10	—	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)—Musikk-Huset
10	—	DANSEVISE	Grethe & Jorgen Ingmann (Metronome)—Musikk-Huset

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	HOW MUCH IS THAT DOGGIE IN THE WINDOW	Baby Jane & the Rockabys (United Artists)—Mareco
2	2	DEVIL WOMAN	Marty Robbins (Columbia)—Mareco
3	3	TELL HIM	The Exciters (United Artists)—Mareco
4	5	TILL THE END OF TIME	Della Reese (RCA)—Filipinas
5	4	MY COLORING BOOK	Kitty Kallen (RCA)—Filipinas
6	6	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (Columbia)—Mareco
7	7	FOLLOW THE BOYS	Connie Francis (MGM)—Mareco
8	9	GIRLS, GIRLS, GIRLS	Elvis Presley (RCA)—Filipinas
9	10	BIG GIRLS DON'T CRY	The 4 Seasons (Alpro)
10	8	FROM THE BOTTOM OF MY HEART	Jerry Vale (Columbia)—Mareco

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	FROM A JACK TO A KING	Ned Miller (Renown)—Burlington Music
2	2	BACHELOR BOY	Cliff Richard (Columbia)—Elstree Music
3	3	RUBY BABY	Dion (CBS)—Belinda Music
4	4	RETURN TO SENDER	Elvis Presley (RCA)—Belinda Music
5	5	FROM A JACK TO A KING	Jim Reeves (RCA)—Burlington Music
6	9	THE LONGEST DAY	Kenneth McKellar (Decca)—Robbins Music
7	—	FOOT TAPPERS	The Shadows (Columbia)—Belinda (Johannesburg)
8	—	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Aldon Music
9	8	HEY PAULA	Paul & Paula (Philips)—Tin Pan Alley Music
10	7	PATCHES	Dickey Lee (Philips)—Aldon Music

International NEWS REPORTS

Anzac Air Play Throttles Trade

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

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

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

Bought and Played For

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

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

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

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

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

Dealers Wasting Away

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

ARGENTINA

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

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

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

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



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

Tune in Oslo Tells Story Of 'Wall'

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

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

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

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

AUSTRALIA

Disk Club Uses U.S. Decca LP's

By GEORGE HILDER
19 Todman Ave., Sydney NSW

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

DISK MAKER SEES UN LP AS PROBLEM

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

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

Miller on the Road

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

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

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

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

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



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

Pop Tunes Play Role in Election

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

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

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

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

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

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

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

BELGIUM

Fete Verchuren On 5 Millionth

By JAN TORFS
Stuivenbergvaart 37, Mechelen


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

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

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

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

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BRITAIN

EMI Brings Back Angel Trade Mark

By DON WEDGE
News Editor,
New Musical Express

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

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

Talent

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

Roland Rennie, EMI Records'

SWISS RAISE BEEF ABOUT SONG DECISION

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

Volkswagen Prize to Cogoi

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

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

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

Publishing Business

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

international publishing firm Ardmore and Beechwood, collapsed and died.

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

Record Business

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

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

DENMARK

TV Contest Win Tops News

By ARRE HANSEN
11 Malerbakken, Holte

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

EIRE

UN Disk Only Bright Biz Spot

By KEN STEWART
Irish Times Ltd., Dublin

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

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

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GERMANY

World All-Stars Play for Greger

By JIMMY JUNGEMANN
102 Ismaninger St., Munich 27

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

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

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

HONG KONG

Pirated Disks Bring Prison

By CARL MYATT
27 A Estoril Court

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

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

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

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

HUNGARY

Jazz Concerts Are Sell Outs

By PAUL GYONGY
Derutckag, Budapest

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

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

ITALY

Pick One of 24 As Summer Song

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

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

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

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

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

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

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

JAPAN

King Distrib For 7, Not 3

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

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


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

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

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

Lionel Hampton arrived April

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

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



3 with his nine-piece band accompanied by Pinochio James, vocalist. . . . Louis Armstrong and his All Stars are expected to arrive April 24 for their second visit in 10 years. . . . Count Basie Band gives performances in Tokyo May 27, 28, 29 and June 3 and 4.

as their best LP seller in many other key areas.

The recent tour by Eddie Cano (here with Satch) has sparked sales of his Reprise LP "Eddie Cano at PJ's." . . . Jazzmen Pete Jolly and Ralph Pena are slated for another tour of New Zealand this year. Viking will put out a recent LP to coincide with the tour. . . . HMV released the Epic album by Buddy Greco "I Like it Swingin'" out here on Columbia.

While in America Harry Miller will arrange for further releases of the Audio Fidelity label here. Already out on his La Gloria banner are two Louis Armstrong albums. . . . Viking acquired the talented services of Aussie arranger-musician Jimmy Sloggett. Besides handling the arranging and orchestrations for all Viking recent releases, Jimmy has his own single out, a cover of the U. S. chart-climber "Yakety Sax."

Rick Nelson's Festival waxing

"You Don't Love Me Anymore" has had its release here and his debut on the Wooller label should mean good business for the label. . . . Octagon is having its best period for hits, with Ned Miller and Kevin Shegog.

PUERTO RICO

Russell, Liberace Top Hotel Bills

By ANTONIO CONTRERAS
26 Gertrudis St., Santurce

Andy Russell, veteran pop singer, making his debut at another local tourist hotel. Andy, who is equally at home singing in both English and Spanish, will be here for two weeks. . . . Liberace is appearing at one of the top hotels here.

NEW ZEALAND
Meader 'Family' A Hot Property

By FRED GEBBIE
Box 5051, Auckland, N. Z.
Peak Records has the hot American "The First Family" LP. This Cadence package sold over 200 copies in the southern city of Christchurch in less than 10 days and dealers report it

SINGLES REVIEWS

Continued from page 25

THREE-STAR SINGLES

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

POPULAR

FRANKIES FLEMING JR.—Blue Heartaches (FPM, BMD) (2:12)—All by Myself Alone (Just, BMD) (2:30). AMY 879
PEARLINE CAESAR—(Be Mine) Tonight (Safety, BMD) (2:27)—Go (Safety, BMD) (2:21). AMY 880
MR. LEE—Thank You (Travis, BMD) (2:20)—Wouldn't Be Here (Travis, BMD) (2:10). IMPERIAL 5931
GWENN RICHARD—My Silent Love (Famous, ASCAP) (2:34)—Have You Ever (Met Man That Would) (Lenmar-Delo, BMD) (2:04). UNICAK 3002
JOHNNY & JACKIE—Baby Don'tcha Worry (Fuqua, BMD) (2:30)—Stop What You're Saying (Fuqua, BMD) (2:34). TRI-PHI 1019
THE BARONS—Pledge of a Fool (Poco-no, BMD) (2:08)—Don't Go Away (Pretty Little Girl) (Poco-no, BMD) (1:45). EPIC 9586

THE GOLDCOAST SINGERS—Hooka Tooka (West Coast, ASCAP) (2:20)—Peace Corps Rejects (West Coast, ASCAP) (2:12). WORLD PACIFIC 373
JERRY FOUCHA—If It's Better (Shenell, BMD) (2:25)—Rolling Like a Stone (Shenell, BMD) (2:20). TRAJON 101
THE TORQUES—Linden Walk (Lemco, BMD) (2:05)—Deep Blue, at Dusk (Lemco, BMD) (2:34). CHESTERFIELD 5004
BOBBY GARRETT—Short Skirts (Rain, BMD) (2:17)—Don't Make Me Lie (Rain, BMD) (1:58). E & M 1602
JOHNNY HARTSMAN—Sizzlin' (Big Jay, BMD) (2:17)—Soppin' (Big Jay, BMD) (2:05). WORLD PACIFIC 372

KELL OSBORNE—Quicksand (American, BMD) (2:29)—The Lonely Boy Song (American, BMD) (2:05). TITANIC 5008
THE LIVELY ONES—Surfer Boogie (Maravilla, BMD) (2:05)—Rik-a-Tic (Dundee, BMD) (2:20). DEL-FI 4205
SANDY SMITH GROUP—Suzy's Waltz (Arvee, BMD) (1:49)—Wildflower (Arvee, BMD) (2:30). HI FI 5068
JAY LEWIS—Had It Not Been for Love (Lowery, BMD) (2:00)—Love Her (Lowery, BMD) (2:05). CAPITOL 4957

VIKki CARR—The Rose and the Butterfly (Young, ASCAP) (2:47)—From Nine to Five (BMD/ASCAP). LIBERTY 5554
DONALD LEACE—Bald Mountain (2:23)—Make Me a Pallet on Your Floor (1:48). FRANC 4501
BILL & DOREE POST—Sixteen Reasons (American, BMD) (2:12)—Valley High (American, BMD) (2:26). VALIANT 5029
MELVIN DAVIS—Playboy (Trianon, BMD)—I Won't Be Your Fool (Trianon, BMD). FORTUNE 551

WAYLON JENNINGS—The Stage (Talent Town Songs, BMD) (3:52)—My Baby Walks All Over Me (Lu-Tal, BMD) (2:10). TREND '63 106
RICHIE WALLACE—Only Heaven Knows (O-Cal, BMD) (2:59)—Darling, You Done Me Wrong (O-Cal, BMD) (2:50). FEDERAL 12485
BOYD BENNETT—Hear Me Talking (Benjon, BMD) (2:42)—Teenage Years (Benjon, BMD) (2:22). KING 5738

BABY LLOYD—I Refuse to Cry (Buzz-Mikel Hooks, BMD) (2:29)—Precious One (Titanic, BMD) (2:00). WOLFIE 101
JAY EPAE—Coffee Grind (Formation-Eden, BMD) (2:20)—My Girl (Formation-Eden, BMD) (2:30). CAPITOL 4958
JAMES MAC ARTHUR—Padre (Daniels, ASCAP) (2:02)—The Ten Commandments of Love (Arc, BMD) (2:25). SCEPTER 1250

JAY ARTHUR—Lonely Girl on Sweetheart Mountain (Crazy Cajun, BMD) (2:15)—Psychology (Crazy Cajun, BMD) (1:45). SMASH 1805
THE WHITE CAPS—Hi-Roll (Presto, BMD) (2:24)—Fender Vendor (Presto, BMD) (2:07). BLUE RIVER 201
TONY RAY—Bossa Nova Baby (Travis-Mixer, BMD) (2:23)—Here Comes That Girl Again (Travis-Mixer, BMD) (2:12). IMPERIAL 5934

LUCY CAMPO—I Hurt (Hill & Range, BMD) (2:17)—Evil Eye (Harrison, ASCAP) (2:12). RCA VICTOR 8172
JESSE PEARSON—One Last Kiss (Morris, ASCAP) (2:12)—By My Side (Joy, ASCAP) (2:26). RCA VICTOR 8173
THE KIMBERLYS—One Room Flat (Kim-tune, BMD) (1:58)—The Word Got Around (Kim-tune, BMD) (2:05). CANADIAN AMERICAN 154
NAT KENDRICK & THE SWANS—Wobble Wobble, Part I and Part II (Sherlyn, BMD) (1:55) (2:25). DADE 5003

MIKE SETTLE—San Francisco Bay Blues (Hollis, BMD) (2:05)—Alberta, Let Your Hair Hang Low (Essex, ASCAP) (2:05). FOLK SING 1003
JOHN SAULTER—In the Shadow of the High Sierras (Moon Tuners, ASCAP) (2:40)—The Days of Wine and Roses (Witmark, ASCAP) (2:40). R. R. E. 218
LENNY & THE CONTINENTALS—The Shuck (Maverick, BMD) (2:05)—Little Joe & Linda Bee (Jolin, BMD) (2:24). TRIBUTE 119

SUE KENNY—A Fool in Love (Tribute, ASCAP) (2:10)—Look (Wemar, BMD) (2:05). TRIBUTE 118
LANE CASSARO—Hickory Dickory Dock (Lucien, BMD) (1:57)—Love Ended Long Ago (Lucien, BMD) (1:51). MAHALO 1011
RAY HOLLAND—You Got Me Laughin' (Levas, BMD) (2:43)—Astronaut Romp (Levas, BMD) (1:59). SAM 120

BIG MAYBELLE—Why Was I Born (Harm, ASCAP)—Cold, Cold Heart (Fred Rose, BMD). BRUNSWICK 55242
WINDY CRAIG—Love Me (Wildon-Cvet, BMD) (2:25)—Devil Named Sue (Wildon-Cvet-Conn, BMD) (2:35). CEVE-TONE 518
MARK ANTHONY—Taylor Street and Ashland Blvd. (Hollyvale, BMD) (1:58)—Snake Charmer Tillie (Hollyvale, BMD) (2:05). R.R.E. 1005

COUNTRY & WESTERN

BEN TATE—My Grapevine (Winslow, ASCAP) (2:27)—Lady of Space (Winslow, ASCAP) (1:59). RONNIE 2044
DEWELL EVERETTE—Oh Broken Heart (Cedarwood, BMD) (2:19)—Janie Mae (Cedarwood, BMD) (2:00). JED 0001
DURWOOD HADDOCK—I'm Not One of Them (Glad-Bilster, BMD) (2:20)—Our Big House (Blister-Glad, BMD) (1:48). EAGLE 101
ARLENE WEBER—Installment Plan Love (McFadden, BMD) (2:08)—Jealous (McFadden, BMD) (2:20). SENATOR 719

DAVE DUDLEY—Six Days on the Road (Newkeys-Tune, BMD) (2:20)—I Feel a Cry Coming On (Newkeys, BMD) (2:44). GOLDEN WING 3020
EDDIE NOACK—When I Get to Nashville (Quinlan, BMD) (2:10)—Christ Is the Only Ark (Quinlan, BMD) (1:50). MIKE MILLER-JACK CASEY—How Can I Tell My Heart (Lonzo & Oscar, BMD) (2:25)—Blue Grass Country (Lonzo & Oscar, BMD) (1:52). NUGGET 204

WARREN ROBBE—Life's Not Worth Living (Val Jean, BMD) (2:20)—I've Had My Chance (Val Jean, BMD) (2:37). BAND BOX 330
RONNIE BLAIR—Rich Man (Kenetta, BMD) (2:08)—Tell Him I'm Gone (Kenetta, BMD) (2:31). SUNDOWN 134
JEAN GIBSON—I've Forgotten How to Cry (Lonzo & Oscar, BMD) (2:30)—Teenage Love (Lonzo & Oscar, BMD) (1:55). NUGGET 202

BARNEY CARL—Mr. C and Mr. K (Lonzo & Oscar, BMD) (2:05)—Willow Tree (Lonzo & Oscar, BMD) (2:43). NUGGET 203
BILL JONES & THE TEXAS STARS—The Fix I'm In (Grandwealth, BMD) (2:35)—Old Sam (Grandwealth, BMD) (2:57). SPACE 1964

RHYTHM & BLUES

RAY AGEE—Open Up Your Heart (Carriage House, BMD) (2:31)—The Gamble (Carriage House, BMD) (2:29). SHIRLEY 123631
GOSPEL CONSOLATORS—Why Do Men Treat the Lord Like They Do (Lion, BMD) (2:37)—The Last Mile (Lion, BMD) (2:25). PEACOCK 1845
THE GOLDEN STARS OF GREENWOOD, S. C.—There Is a God Somewhere (Pitch, BMD) (2:16)—When Jesus Comes (Pitch, BMD) (2:36). PITCH 106

OTHER SINGLES REVIEWED

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

POPULAR

REX MILLER—The Hammy Awards (2:22)—The Weather Lady (3:05). NORMAN 537
TED TAYLOR—I Lost the Best Thing I Ever Had (Sherlyn, BMD) (2:47)—Darling If You Must Leave (Sherlyn, BMD) (2:41). DADE 5000
KEITH HARMAN—New Orleans (K.J.H., BMD) (2:33)—We Married Too Young (K.J.H., BMD) (2:17). SPARTAN 6666

LITTLE ROBBY—Why, Why, Why (Sound, BMD) (2:18)—Calypto at Night (Sound, BMD) (2:18). ACCENT 1087
SCHEMELING TRIO—Misty (Vernon, ASCAP) (2:48)—The Girl Next Door (Felst, ASCAP) (2:55). KEESON 119/120
THE STARR BROTHERS—Mr. Auctioneer (Venetia, BMD) (1:56)—Beautiful Woman (Venetia, BMD) (2:36). CORTLAND 106

METROJEAN—Mama, Let Me Do It My Way (Painted Desert, BMD) (2:07)—Two Strangers (Shapiro-Bernstein, ASCAP) (2:10). NEW SOUND 1020
HAL AND JEAN—Try Me (Lois, BMD) (2:09)—You Better Change (Tree, BMD) (2:20). MIKI 1313
TALLY STROZIER—Moonlight Melody (Happy Hearts, BMD) (2:11)—The Challenge (Happy Hearts, BMD) (2:01). HAPPY HEARTS 131

JOE COSTA—Wonderous Place (Hill & Range, BMD) (2:45)—Tomorrow (Is a Long Way From Today) (Saturday, ASCAP) (2:36). WARNER BROS. 5357
BUDDY LARRISON—You Drive Me Out of My Mind (Jabar, BMD) (2:35)—Dream in Solitude (Jabar, BMD) (2:59). JABAR 103
THE THUNDERBOLTS—Blending (Tee Pee, ASCAP) (2:35)—I'm Sorry (Wildwood, BMD) (2:09). RONDACK 9768

THE DRAPERS—The Love I Wish I Had (Lenmar, BMD) (2:33)—Merry-Go-Round (Lenmar, BMD) (1:55). UNICAL 3001
MIKE TOMACK—I Know You Love Me (Blue River, BMD) (2:04)—Unemployed (Blue River, BMD) (2:25). BLUE RIVER 202
THE PERAILS—Sweetness, Parts I & II (Emelda, BMD) (2:30 & 3:10). ODEX 4002

BEN TATE—Love (Winslow, ASCAP) (3:04)—American Liberty (Winslow, ASCAP) (2:16). RONNIE 2043
THE COUNTS—True Love's Gone (Press, BMD) (2:20)—Stormy Weather (2:15). NAT 104
WEE WILLIE—Honey Baby (Ablite, BMD) (2:55)—When (Ablite, BMD) (2:55). WOW 110
JOHN BUFANO—Let the Rest of the World Go By (Witmark, ASCAP) (2:19)—I Have You (Darlan, ASCAP) (2:35). CEVE-TONE 510

JUDY JAMISON—It Was a Pussy Willow (Winslow, ASCAP) (2:24)—Sitting at the Feet of Jesus (Winslow, ASCAP) (2:43). RONNIE 2045
ALICIA ADAMS—The First Sign of Spring (Lewellyn, BMD) (2:15)—Big Red Devil (Lewellyn, BMD) (2:12). BEEP 310
THE ROVER BOYS—I Hear Havana (Peer Int'l, BMD) (3:03)—Shalom (Morley, ASCAP) (1:58). DECCA 31485
LUCKY WHITE—Soft Doll (Prairie, BMD) (2:51)—Ponderosa Rock (Prairie, BMD) (2:05). Canyon 7008

COUNTRY & WESTERN

ODIE WORKMAN—Leaving Town Today (Elgin, ASCAP) (2:51)—Just a Friend (Elgin, ASCAP) (2:52). BRYTE 251
ED "TEX" BELIN—I Can't Help It (Acuff-Rose, BMD) (2:43)—I Overlooked an Orchid (Peer Int'l, BMD) (2:50). KISKI 2063

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

FOR WEEK ENDING APRIL 27

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

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

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- I WILL FOLLOW HIM**—Petula Clark, Laurie 3156; Rosemary Clooney, Reprise 20145; Betty Curtis, CGD 10903; Georgia Gibbs, Epic 9585; Jackie Kannon, Stage 518; Little Peggy March, RCA Victor 8139; Frank Pourcel, Capitol 4916; Joe Senter, Vesuvius 1068.
- CAN'T GET USED TO LOSING YOU**—Andy Williams, Columbia 42674.
- HE'S SO FINE**—Chiffons, Laurie 3152.
- PUFF (The Magic Dragon)**—Peter Paul & Mary, Warner Bros. 5348.
- BABY WORKOUT**—Jackie Wilson, Brunswick 55239.
- PIPELINE**—Chantays, Dot 16440.
- DON'T SAY NOTHING BAD ABOUT MY BABY**—Cookies, Dimension 1008.
- YOUNG LOVERS**—Paul & Paula, Phillips 40096.
- ON BROADWAY**—Drifters, Atlantic 2182.
- SOUTH STREET**—Orlons, Cameo 243.
- WATERMELON MAN**—Xavier Cugat, Mercury 72108; Herbie Hancock, Blue Note 1862; Mongo Santamaria, Battle 45909.
- SURFIN' U. S. A.**—Beach Boys, Capitol 4932.
- THE END OF THE WORLD**—Skeeter Davis, RCA Victor 8098; Mills Brothers, Dot 16451.
- MECCA**—Gene Pitney, Musicor 1028.
- IF YOU WANNA BE HAPPY**—Jimmy Soul, S.P.Q.R. 3305.
- REVEREND MR. BLACK**—Kingston Trio, Capitol 4951.
- YOUNG AND IN LOVE**—Dick and DeeDee, Warner Bros. 5342.
- CHARMS**—Bobby Vee, Liberty 55530.
- FOOLISH LITTLE GIRL**—Shirley, Scepter 1248.
- OUR DAY WILL COME**—Eddie Cano, Reprise 20147; Ruby and the Romantics, Kapp 501.
- TWENTY MILES**—Chubby Checker, Parkway 862.
- OVER THE MOUNTAIN (Across the Sea)**—Bobby Vinton, Epic 9577.
- DO THE BIRD**—Dee Dee Sharp, Cameo 244.
- DAYS OF WINE AND ROSES**—Pat Boone, Dot 16439; Eddie Cano, Reprise 20147; Four Saints, Warner Bros. 5335; Wayne King, Decca 25593; Henry Mancini, RCA Victor 8120; Joe Pass, Pacific Jazz 367; Dick Roman, Harmon 1012; Andy Williams, Columbia 42674.
- FOLLOW THE BOYS**—Connie Francis, MGM 13127.
- TOM CAT**—Rooftop Singers, Vanguard 35019.
- SANDY**—Dion, Laurie 3153.
- LOSING YOU**—Don Costa, Columbia 42785; Brenda Lee, Decca 31478.
- TAKE THESE CHAINS FROM MY HEART**—Lloyd Arnold, Memphis 106; Ray Charles, ABC-Paramount 10435; Hank Williams, MGM 11479.
- IN DREAMS**—Roy Orbison, Monument 806.

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

Folk Songs Special Set

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

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

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

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

"PUSHOVER"

by **ETTA JAMES**

Argo #5437

"GOT YOU ON MY MIND"

by **COOKIE & HIS CUPCAKES**

Chess #1848

"HOT CAKES"

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King of Jingles Packages Them For All Occasions

• Continued from page 4

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

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

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

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

Even More

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

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

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

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

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



PETER FRANK

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

Demand Up

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

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

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

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

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

VOX JOX

By GIL FAGGEN

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

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

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

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

(Continued on page 40)

Radio-TV PROGRAMMING

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

programming newsletter

By BILL GAVIN •

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

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

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

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

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

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

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

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

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

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

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

(Continued on page 40)

Focus on the DeeJay Scene



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

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

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



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WSM
CLEAR CHANNEL 650

LIFE & ACCIDENT INSURANCE COMPANY



TURNTABLE TIPS

By MIKE TURNTABLE

RUMORS ARE FLYING: Is a new P.D. coming to New York's WHN. And does this mean changes at the station? . . . What strictly formula operation is considering a network affiliation in a major city—one where a big radio battle is about to start? . . . Prediction: E. Wil-

liam Henry will be the next F.C.C. commissioner. The reason is obvious in Washington. Henry's little five-year-old daughter has been admitted to Caroline's chi chi kindergarten at the White House. . . . Up in Boston look for changes at WMEX with new man Jimmy Kay (of Dallas' KBOX) going into "Traffic Time." . . . Attention good news men: We hear WQXI in Atlanta is looking for a good news man (call Kent Burkhardt). . . . Jim Randolph formerly of the McLendon operation will join the Chess Bros.' Station in Chicago.

STORY of the week: This story concerns a man named Maligmat. He happens to be the father and manager of a group of cute little guys called the Rocky Fellers. You may have heard or seen the little guys on TV.

Mr. Maligmat is quite a character. First, he is a shrewd manager who knows what his boys are worth. Then he works with the boys on stage. He plays the bass fiddle. He has a firm affection for the instrument; it travels with him to every engagement. So, on the airlines recently there were six reservations needed—four for the boys—one for Mr. Maligmat—and the sixth was in the name of "B. Fiddle."

Maligmat is 60-years-old and has quite a few children. And besides Mr. Maligmat's wife is expecting.

THIS AND THAT: It could only happen on Music Row—Little Eva—who is now in Paris collecting 2,200 tall green dollars per—just a short time back was Jerry Goffin's maid. . . . Rumor: Doug China (former P. D. at WKBW) has been offered the P. D. post at WISH in Indianapolis. . . . Ask the guys at Capitol to tell you about Pete Meyers Matrimonial Bureau. It's one that he conducts on the air. Just when you think that the old-time record store has gasped its last breath, you hear about a guy like Sid Meyers who operates the Band Stand Record Shop at 8th and Market in Philadelphia. Here's a guy who gives no discounts, sells at regular prices, and does a good job. His formula is simple—he just makes sure that he has what people want. . . . Prediction: Look for the Chad Mitchell Trio to part company with Kapp Records. . . . Speaking of the rumor mill, there is an r.&b. jock in New York City who has created so many problems he is about to get bounced out of that town like a rubber ball. . . . Prediction: KEWB in Oakland will do an about-face. It will go from being a rocker to middle-of-the-road. We hear that Art Nelson and Dick Ullman Jr. are O-U-T. The new men will be Earl McDaniels and Bobby Dale.



DISCOVER THE BEST IN CHILDREN'S RECORDS

FOLKWAYS RECORDS is the leading producer of recordings created for children by artists who LOVE children. Here are some of Folkways' 100 children's records that the N.Y. Times recently reviewed as "best for children."

Songs to Grow On, Woody Guthrie (FC7005) \$4.25. Amer. Folksongs for Children, Pete Seeger (FC7001) \$4.25.

NEW RELEASES

Amer. Game & Activity Songs, Pete Seeger (FC 7002) \$4.25. Rhythms of Childhood, Ella Jenkins (FC 7653) \$5.95.

(All Folkways Records come with accompanying texts and instructional notes.)

Write for Folkways' complete children's catalogue

FOLKWAYS RECORDS 121 W. 47 St. New York 36

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Newtown #5019
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Livingstone 8-5010

A Two-Sided Hit!
ANTHONY NEWLEY
"THERE'S NO SUCH THING AS LOVE"
b/w
"SHE'S JUST ANOTHER GIRL"
LONDON #5201
LONDON RECORDS

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READY-TO-GO PROGRAMMING

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

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	CAN'T GET USED TO LOSING YOU, Andy Williams, Columbia 42674	9
2	2	PUFF (The Magic Dragon), Peter, Paul and Mary, Warner Bros. 5348	7
3	3	YOUNG LOVERS, Paul and Paula, Philips 40096	7
4	5	WATERMELON MAN, Mongo Santamaria, Battle 45909	7
5	6	MECCA, Gene Pitney, Musicor 1028	6
6	4	THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	14
7	9	YOUNG AND IN LOVE, Dick and Deedee, Warner Bros. 5342	7
8	10	OVER THE MOUNTAIN (Across the Sea), Bobby Vinton, Epic 9577	8
9	7	FOLLOW THE BOYS, Connie Francis, MGM 13127	9
10	16	LOSING YOU, Brenda Lee, Decca 31478	4
11	8	IN DREAMS, Roy Orbison, Monument 806	12
12	12	DON'T BE AFRAID, LITTLE DARLIN', Steve Lawrence, Columbia 42699	8
13	18	DAYS OF WINE AND ROSES, Andy Williams, Columbia 42674	7
14	11	OUT OF MY MIND, Johnny Tillotson, Cadence 1434	9
15	14	I GOT WHAT I WANTED, Brook Benton, Mercury 72099	7
16	20	DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120	14
17	—	I LOVE YOU BECAUSE, Al Martino, Capitol 4930	4
18	13	OUR WINTER LOVE, Bill Pursell, Columbia 42619	13
19	17	RHYTHM OF THE RAIN, Cascades, Valiant 6026	16
20	15	I WANNA BE AROUND, Tony Bennett, Columbia 42634	16

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 April 28, 1958

1. Witch Doctor, D. Seville, Liberty
2. Wear My Ring Around Your Neck, E. Presley, RCA Victor
3. Twilight Time, Platters, Mercury
4. He's Got the Whole World in His Hands, L. London, Capitol
5. Tequila, Champs, Challenge
6. Book of Love, Monotones, Argo
7. Believe What You Say, R. Nelson, Imperial
8. A Wonderful Time Up There, P. Boone, Dot
9. All I Have to Do Is Dream, Everly Brothers, Cadence
10. Lollipop, Chordettes, Cadence

POP—10 Years Ago April 25, 1953

1. Doggie in the Window, P. Page, Mercury
2. I Believe, F. Laine, Columbia
3. Prefend, N. K. Cole, Capitol
4. Song From Moulin Rouge, P. Faith, Columbia
5. Tell Me a Story, F. Laine-J. Boyd, Columbia
6. Tell Me You're Mine, Gaylords, Mercury
7. Your Cheatin' Heart, J. James, MGM
8. Till I Waltz Again With You, T. Brewer, Coral
9. Ruby, R. Hayman, Mercury
10. April in Portugal, L. Baxter, Capitol

RHYTHM & BLUES—5 Years Ago—April 28, 1958

- Twilight Time, Platters, Mercury
Witch Doctor, D. Seville, Liberty
Tequila, Champs, Challenge
He's Got the Whole World in His Hands, L. London, Capitol
Book of Love, Monotones, Argo

- Looking Back, N. K. Cole, Capitol
Don't You Just Know It, H. Smith, Ace
Sweet Little Sixteen, C. Berry, Chess
Lollipop, Chordettes, Cadence
Believe What You Say, R. Nelson, Imperial

PROGRAMMING NEWSLETTER

Continued from page 38

"BEST SIDE STORY"

Seattle (Jeff Mitchell-KAYO): Smashing sales and requests for "Sukiyaki" (Kyu Sakamoto-Capitol). Confirmed by Pat O'Day-KJR.

Hartford (Bertha Porter-WDR): Fast take-off for "Tips of My Fingers" (Roy Clark-Capitol). Spotlight song: "Such a Good Night for Dreaming" (Kenjolairs-A. & M.).

Worcester (Dick Smith-WORC): Jumping from nowhere to No. 1 after a week's play was "Still" (Bill Anderson-Decca). Picks: "Tender" (Diane Renay-Atco) and "Loved" (Bill Pursell-Columbia).

Philadelphia (Hy Lit-WIBG): Biggest new hits include: "You Can't Sit Down" (Dovells-Parkway) and "Prisoner of Love" (James Brown-KING). Pick: "The Young Years" (Floyd Cramer-RCA).

San Francisco (Russ Syracuse-KYA): Highest newcomer on the survey is "El Watusi" (Ray Barretto-Tico) at No. 14. Sales action noted on "Swinging on a Star" (Big Dee Irwin-Dimension) and "Come and Get These Memories" (Martha and Vandellas-Gordy).

Tulsa (Scooter Segraves-KAKC): Gaining: "The Man Who Robbed the Bank at Santa Fe" (Hank Snow-RCA Victor). Starting: "Yesterday's Memories" (Eddy Arnold-RCA Victor). Pick: "Let Go" (Roy Hamilton-MGM).

Baltimore (Larry Monroe-WCAO): "Wow" record of the week: "It's My Party" (Lesley Gore-Mercury). Gaining fast: "No Big Thing" (Royalle-Chancellor). Discovery: "Stranger in Your Town" (Shackelfords-Mercury).

Montreal (David Grief-CKGM): Gaining: "Killer Joe" (Rocky Fellers-Scepter). Pick: "These Are the Young Years" (Floyd Cramer-RCA Victor).

VOX JOX

Continued from page 38

reserved may expect to originate their shows while on KP.)

THERE'S NO BUSINESS like the show business WIP personalities, **Joe McCauley, Tom Brown, Ned Powers** and **Jim Tate** have gotten themselves into. The boys are appearing as British marines in Gilbert and Sullivan's "H.M.S. Pinafore" starring **Martyn Green** at Philly's Forest Theater. . . . **Art Wall's** "Face the People" show on WTRY, Troy, has come up with a real-off beat subject for listeners. Representatives of mortician, monument and cemetery groups were on hand to answer listener's telephoned questions.

Chezar to London

NEW YORK—Irving Chezar, American representative for Pye Records, planed out to London at week's end for meetings with Pye home office brass. It's Chezar's semi-annual look-see at the home office scene. During the two-week visit he'll consult with Pye execs including Lew Benjamin and will make plans for U. S. release of various segments of the Pye catalog.

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- From One Speaker to Many
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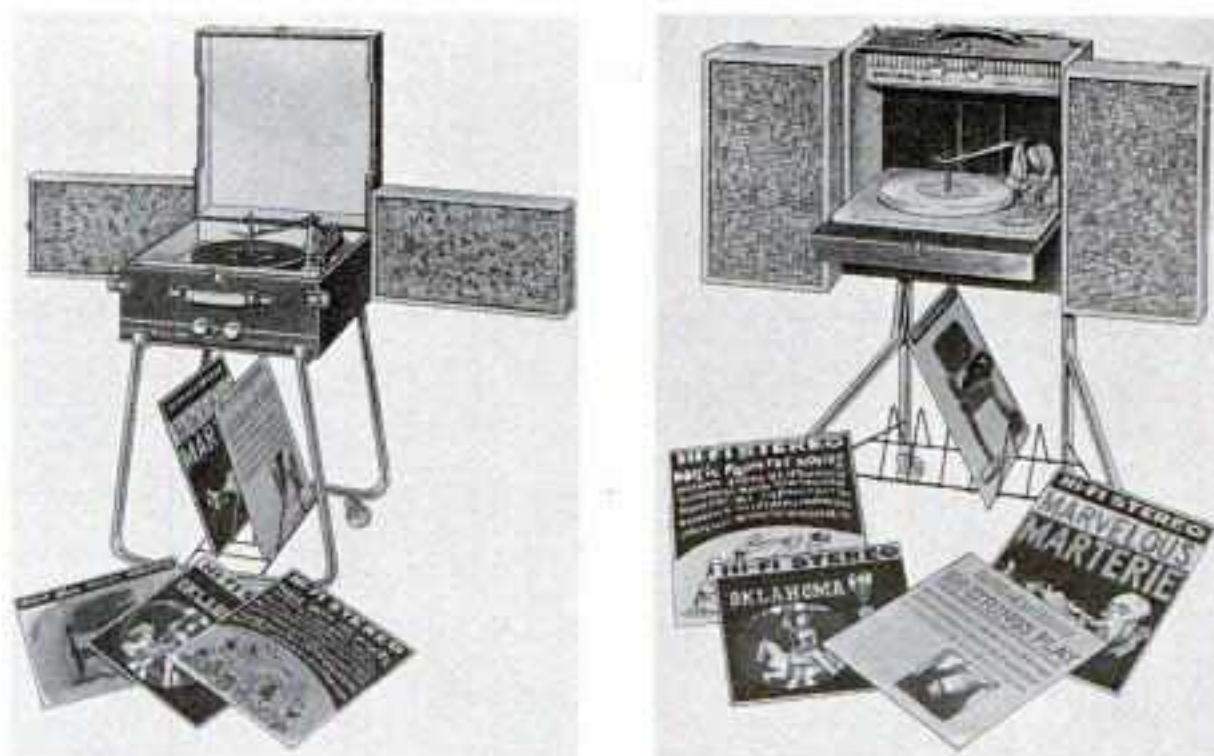
Admiral Has Dealers Stirred Up With Its Novel Phono-LP Offer

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



HENRY C. GATES

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



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

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

Volume Builder

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

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

expected to do a much bigger job in this area.

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

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

(Continued on page 42)

Market Rises For \$4 Tape

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

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

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

EPIC TRIP TO OHIO COUPLE

NEW YORK—Mr. and Mrs. Phillip Pugh, owner of the Pioneer Music Shop, Zanesville, Ohio, have been named winners of Epic Records' recent window display contest. First prize of the January-February contest is the winners' choice of an all-expense vacation in Miami Beach, Fla.; New York, or White Sulphur Springs, Va.

Prizes were awarded on the basis of the best use of materials supplied for window use by the label in the first two months of this year. Len Levy, Epic general manager, said that a total of 358 entries was received. Addition awards of a Botany 500 suit and four Arrow shirts were awarded to each of five buyers for those dealers with the best displays in Epic's five national sales regions.



ATTRACTIVE MODEL is shown demonstrating the new Mardi Gras Admiral portable stereo phone. The slim unit is less than eight inches deep and the changer employs the modern, compact, tilt-out design. Hinged wing speakers may be detached and placed up to 24 feet apart. Suggested list is \$79.95.

Phono-Tape

MERCHANDISING

BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

equipment newsletter

By DAVID LACHENBRUCH

Billboard Contributing Editor • Managing Editor, Television Digest

CARTRIDGE RECORDER progress report: That Minnesota Mining-Revere tape-cartridge changer system, introduced last fall at \$450, is gradually being worked into national distribution. Currently it's being handled by only 45 retail outlets in four areas — Los Angeles, San Francisco-Oakland, Minneapolis-St. Paul and St. Louis. The retailers are principally department stores, audio dealers and music stores, but they all have one thing in common: they're record-and-tape dealers.



The 3M firm is now ready to begin an Eastward expansion in the marketing of the system. The next market will be Chicago, where dealers will be announced early in May. The company is

sticking to its determination to have the machine in all major markets by early fall.

There's heavy interest in the system for several reasons. For one, it represents a radical departure in tape format—using tiny 3/4-in. square cartridge containing tape 1/7-in. wide with 48 minutes of stereo playing time, which can be stacked for more than 15 hours of playing time. For another, it's backed by Minnesota Mining, world's biggest tape manufacturer, which obviously is attempting to broaden the market for tape.

Recently we questioned 3M-Reserve project manager Darrell H. Boyd about results to date and future plays for the marketing of the recorder-changer. Here are the facts, as they stand today:

Three major types of customers seem to be prime prospects for the portable (32 pounds) cartridge recorder: (1) The consumer who is looking for a small self-contained music system which will fit in a small space. (2) The component hi-fi enthusiast who adds the recorder to his system. (3) "Professional people" who buy the recorder to provide background music in offices, stores, etc.—"but we don't know," says Boyd, "how many end up by bringing the recorder home with them."

CURRENTLY, only 60 pre-recorded tapes are available for the system—from the libraries of Columbia Records (48 titles) and Musictapes, Inc. (12 titles). Boyd expects to announce new labels and selections soon. However, he says owners of the cartridge recorders are buying a relatively large amount of blank tape cartridges. "I anticipate that the ratio will be in favor of pre-recorded tapes as the repertoire increases," he adds. "Currently it's still limited, and people are recording and building their own libraries."

What type of outlet is most successful with the new recorder? "It's still too early to tell. Until we know exactly who the customer is and where he likes to buy, there will be no fixed pattern of dealer selection. It will vary from city to city." In all retail outlets except the Broadway Stores in Los Angeles, the recorders are handled alongside hi-fi equipment. In the Broadway Stores, they're handled in the camera department.

So far, 3M-Revere hasn't franchised any camera stores—"but this isn't intentional; we're not either avoiding or specializing in camera dealers." Boyd says there is one specific requirement for a tape cartridge recorder dealer: he must be in the business of selling recorded music—tapes and-or records. "We want to sell the blades as well as the razor."

Will pre-recorded tapes for the system be sold through dealers who don't handle the recorders? "We're not encouraging this at the present time," says Boyd, "because there's not that big a pie to slice up. Right now, we assume the purchaser will buy a library of tapes when he purchases his recorder. It's anticipated ultimately that the tapes will be sold through other dealers when there are enough recorders in use."

FOR THE REST OF THE YEAR at least 3M-Revere plans to concentrate on its single portable cartridge model, with no additions to the cartridge-changer line, although eventually there could be console models, decks and other versions.

Boyd knows of no price cutting on the recorder, and there are no plans to reduce the \$450 price. "We're encouraging our dealers to sell at list price," he says.

Revere, which switched completely to one-step distribution for its recorders about a year ago, plans to continue this mode of operation for its cartridge unit (as well as its open-reel recorders), selling only direct to franchised dealers. For the cartridge recorder, the pattern so far has been: 19 outlets in Los Angeles, 14 in San Francisco-Oakland, five in Minneapolis-St. Paul, seven in St. Louis, including branch outlets.

After opening the Chicago market next month, 3M-Revere will branch out from its existing markets, franchising dealers in outlying and neighboring cities. "Our basic policy," according to Boyd, "is one of being extremely selective in picking our dealers."

Boyd says Revere's sales manager A. G. Conley is receiving inquiries from dealers all over the country. "We'll shop every area, investigate any dealer who is interested."



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98c Phono



GALCO UNLIMITED, INC., New York, has introduced a miniature phono which sells for only 98 cents complete with record. Known as Tiny Talkie, the unit operates without batteries. Any child can play it by simply turning the handle. There are six different records from which to choose and more are on the way. Unit is packaged in a 6½ by 9½ inch three-color display card with a pilfer proof plastic blister.

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BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$31 AND \$60

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	1/26/63 Issue	10/27/62 Issue		
1	1	1	Decca	22.4
2	2	3	Masterwork	16.0
3	4	2	Voice of Music (V-M)	9.9
4	3	4	RCA Victor	8.8
5	9	7	Capitol	7.4
6	7	5	Symphonic	5.7
7	5	—	Webcor	5.0
8	—	—	Phonola	3.7
			Others	21.1

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

1/26/63 Issue: Magnavox (6); General Electric (8); Majorette (9).

10/27/62 Issue: General Electric (5); Majorette (8); Magnavox (9).

DISK DEALS FOR DEALERS

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

KING—Expires April 23, 1963. Started March 1, 1963. One free country LP for every three purchased on entire catalog of both King and low-priced Audio Lab line. Covers 124 sets in all on both labels. This is an extension of deal which originally expired March 31, 1963.

CAPITOL—Expires April 30, 1963. Started March 4, 1963. For dealers, one Kingston Trio album at 62 cents with one at regular price, as part of Greenback Dollar Days promotion, which applies to all Kingston Trio LP's.

ANGEL—Expires April 30, 1963. Started March 1, 1963. Entire Angel catalog of orchestral stereo LP's, one free album for every two purchased. Plan goes under title "Angel Spring Stereo Bonus."

ATLANTIC—Expires April 30, 1963. Started April 1, 1963. April is Ray Charles month. Dealers offered one free Ray Charles album for every two purchased, with 30-60-90-day delayed billing. Applies to 17 Charles albums.

ATCO—Expires April 30, 1963. Started April 1, 1963. April is Bobby Darin month. Dealer is offered one free Bobby Darin album for every two purchased, with 30-60-90-day delayed billing. Applies to 11 Darin albums.

BLUESVILLE—Expires April 30, 1963. Started March 15, 1963. On "Lightnin' Hopkins with Sonny Terry" album, \$3.98 for regular \$4.98 album, plus extra 10 per cent discount. Also special 15 per cent discount on a selection of Bluesville 45 r.p.m. singles.

COLPIX—Expires May 10, 1963. Started March 20, 1963. "Sing Along With Jack" plan. Special sales plan on four new releases and three recently released albums. Also separate special discount program on catalog. Contact distributors for details.

MERCURY—Expires May 14, 1963. Started April 1, 1963. On Perfect Presence Sound Series. Dealers get one album at 63 cents with one purchased at the regular price.

COTTON TOWN JUBILEE—Expires May 15, 1963. Started April 1, 1963. A 15 per cent discount on complete catalog plus all new releases.

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

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

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

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

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

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

Admiral's New Phono-LP Offer Stirs Dealers

• Continued from page 41

phones can do wonders in selling merchandise and it prevents kids from loitering in booths.

4. Use point-of-sale aids. Admiral supplies many good ones, but don't bury them in a back room or behind a counter.

5. Make merchandise easy to buy. As an example, a credit plan for teen-agers (with parent approval) is an excellent builder. It not only sells phonographs but gets the teen-agers coming back into the stores. Gates noted that kids are often better credit risks than adults.

6. Put merchandise where it'll be seen. It won't sell unless it's on display. Portables, for example, should be in high-traffic spots—so should other low-price radios and phonographs that might be susceptible to impulse sales. Consoles and higher priced models can be farther back.

Looking into the future, Gates termed transistors the biggest development to hit the phonograph field in a long time. Among advantages are less service, no heat problem, greater fidelity at lower cost, lower operating cost and no warm-up time.

In lower priced sets, Gates said that transistors and tubes offer comparable fidelity, in fact, tubes can even do a comparable job cheaper (set cost). But in higher priced sets, it's cheaper to produce a high-performance transistor model than one with tubes.

Admiral's distribution is broken into two parts. Some 80 distributors (about 10 of which are factory owned branches) handle sales to individual outlets—chief of which are the appliance stores, department stores and discount houses.

Admiral also sells direct through factory representatives to large chain operations with over-lapping territories. Among these are the large jewelry houses including Zale, Gordon,

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THE BEACH BOYS



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Admiral's phonograph volume has been steadily increasing over the past few years. Its 1962 volume was 50 per cent over 1961, and the firm is forecasting a 25 to 30 per cent increase again this year.

Last year, Admiral set up a separate "stereo" division which also has had its share in building sales. All stereo phonographs come under this division headed by Gates.

(Monaural phonographs and radios come under the head of another division.)

Reason for the split is that monaural phonographs and radios are mostly distributed through direct sales. Stereo phonographs on the other hand are handled almost entirely through distributors.

The "Admiral story" is an interesting one and goes back to the '30s when the firm's present board chairman and president, Ross D. Siragusa, scraped together \$3,400 (including a loan on his car) to start manufacturing radios.

Offices consisted of \$5 worth of desk space in a downtown Chicago building and production facilities were located in a garage. Among 52 firms then manufacturing radios, Admiral was last.

Siragusa soon ran out of funds and was on the verge of bankruptcy when he succeeded in selling a Pittsburgh jewelry chain president an order of 250 radios—payment on receipt. The order proved to be the catalyst that Admiral needed to take-off. Growth was steady though unspectacular through the depression years but then skyrocketed. In 1934 sales were \$240,000. In 1936 they hit \$2,000,000.

In 1939 Admiral's big break came with the introduction of a table model radio-phonograph with an automatic record changer. Within two years, the firm moved from 52d place to fourth in the industry in radio dollar volume.

In 1941 Admiral sold its first three-way portable radio—a set that could play on AC, DC or batteries—and by the end of the year, sales hit \$9,400,000.

Following the war, Admiral branched into home appliances and later television. The firm now employs more than 8,000 men and women in the U. S. Sales volume for 1962 was over \$200,000,000. Admiral products are made in plants in the U. S., Canada, Australia, Italy, Mexico, Chile, Spain, Argentina, Brazil, Uruguay and the Philippines with sales in more than 110 countries.



DUOTONE, Keyport, N. J., manufacturer of needles and accessories, has introduced a new kit of products for protection of records. Kit is mounted in a 13 by 13 inch plastic-enclosed package designed to fit any LP-size record browser. It contains 12 contour record covers, wiping pad, 45 r.p.m. adaptors, cleaning cloth, cleaning brush, selecto brush (which hooks to tone arm), needle replacement screwdriver, mirror and a bottle of the Duotone anti-static detergent. Unit sells for \$5.95.

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MOA Breaks Through; Seeburg Will Exhibit

By NICK BIRO

CHICAGO — The Seeburg Corporation ended long months of speculation last week with the announcement it would exhibit at Music Operators of America's annual convention to be held here next September.

The announcement constituted the first major breakthrough for the national juke box operator association. There was no comment from the other four U. S. juke box firms, but there is little doubt the Seeburg move will serve as an impetus for their entry.

The Seeburg statement, issued by William F. Adair, vice-president, was not altogether unexpected, but its timing is interesting. It precedes by almost two weeks a scheduled hush-hush meeting between the major manufacturers on what to do about the convention.

Picture Changes

General behind-the-scenes feeling was that there would be no announcement until the meeting was over. Now things

seem substantially different. The Seeburg move certainly does not preclude the meeting, but the firm's announcement is certain to have a material effect on the agenda.

Seeburg's decision is particularly significant in that the firm, along with Wurlitzer and Rock-Ola, has turned thumbs-down on the last two MOA conclaves.

Its decision to exhibit is seen as a strong vote of confidence for MOA's new leadership and reorganization. It also—for the first time in years—gives MOA a wild-card in its game of poker in getting exhibitors for the convention.

Record Mfrs.

A handful of game and vending exhibitors are already committed, but record manufacturers will now be expected to take a long and careful second look.

If MOA's exhibitor list does reach respectable proportions, it should be a big spur in attracting operator attendance for the convention.

MOA President J. Harry Snodgrass was one person who

was "surprised but delighted" by the timing of the Seeburg move. Snodgrass said he had been very hopeful that the firm would exhibit but didn't expect the statement quite this soon.

He termed the announcement "just wonderful news."

Asked about the other juke box manufacturers, Snodgrass said he didn't want to put anyone on the spot. "I'm sure they'll evaluate the situation and make the 'right' decision," the MOA chief noted.

Convention Plans

Snodgrass said he would be in Chicago again next month to meet with manufacturers and MOA officials on convention plans.

Comments to Billboard by the other juke box manufacturers were cautious. Wurlitzer's A. D. Palmer said that he just "didn't know" but that the move (to exhibit) was "being given consideration."

Rock-Ola's Ed Doris said he could say "nothing right now." Rowe-AC Services' Fred Pollak

(Continued on page 52)

Blundred Opens Drive to Entice Record Companies Into MOA

Page 1 Runover to Coin Proof to Sachs for Hed

CHICAGO—Music Operators of America managing director Robert H. Blundred will fire an opening salvo this week in his battle to get record manufacturer support for the association's fall conclave.

Blundred was slated to speak to some 200 operators and guests at the annual five-State meeting hosted by the Music Guild of Nebraska in Omaha last weekend (April 20-21).

Blundred was expected to have strong arguments answering recent record manufacturers' criticism that they were losing touch with operators because most sales were being made by one-stops.

Emphasis that juke box operators still bought some 50 per cent of all singles and that operators not only helped "make" hits but helped sustain them were expected to be key points.

MOA has already indicated

its interest in record manufacturers by announcing it would sponsor a special programming seminar conducted by a leading record industry figure at its fall conclave.

The record industry support is generally considered to be an important ingredient at MOA's convention. Record firms not only supply much of the "excitement factor," but they also supply the artists which make MOA's traditional wind-up banquet so popular.

In recent years, this record industry support has been steadily dwindling. The firms have complained that not only operators but even juke box manufacturers have lost interest. The reference was to the failure by Seeburg, Wurlitzer and Rock-Ola in exhibiting at the last two conclaves.

Blundred was able to go into the Omaha meeting with an eleventh hour trump card in the announcement by Seeburg that

it had decided to join the fall convention.

His address was expected to emphasize this point along with an appeal for co-operation from all segments of the coin machine industry.

The Omaha meeting draws operators from a broad Midwestern five-State area: South Dakota, Iowa, Missouri, Kansas and Nebraska. Juke box, game and vending equipment is always shown and the program includes seminars, business meetings and a swinging social program.

Each of the individual State associations also hold meetings.

The festivities were to get under way Saturday (20) morning at 10 with the opening of the exhibit halls. A cocktail hour, dinner and entertainment was to wrap up Saturday's activities.

Sunday (21) was to feature the private State sessions, the general business meeting, cocktail hour, banquet and floor-show.

MOA Eyes Diskery Support

Continued from page 1

major phonograph manufacturer in last year.

The return of the juke box manufacturers is just the pump primer the record companies need. Each manufacturer generally draws a large number of distributors, and the distributors, in turn, pull in operators.

With Seeburg making the first move in the process, it seems a good bet that the pattern of the 1950's will repeat.

Role of One-Stop

Of course the lack of attendance isn't the only reason that many record companies have been regarding MOA with jaundiced eyes. While juke box operators buy more than 50,000,000 singles a year, more than 80 per cent of these purchases are made through one-stops.

This means that liaison between the diskeries and the operators is kept to a minimum. Record companies sell their products to distributors, who in turn sell to one-stops. Hence, the record company and the operator are two processes removed.

Also when operators make independent decisions—apart from one-stop recommendations or chart information—they will buy by artist. The artist rather than the label image is what counts.

Buyers of Hits

Record companies maintain—with some degree of accuracy—that juke box operators confine their purchases largely to established disks. Hence they give short shrift to the role of the operator as a promoter of records.

In the past, record company exhibitors have complained that they actually got to meet few operators, and that most of the visitors to their booths and hospitality suites were other people in the record industry.

One factor record companies will consider in the 1963 show is the actual format of the convention, at yet undetermined. Programming seminars which bring the record companies into direct contact with operators would sway their judgments. Social activities guaranteed to bring diskery personnel and music machine people together will also help.

Promotion Factor

Also, juke boxes at one time were an important promotion factor in the singles industry. And they might be again if the

(Continued on page 53)

Coin Machine OPERATING

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

Momentum Gathers For Joint Meeting

Continued from page 1

one-stops rather than distributors.

Although neither Myers nor Abner would say it in so many words, both seemed to feel that one-stops had become the key factor in reaching the operator market.

The question then becomes obvious. If record manufacturers feel one-stops are the key, why not invite one-stops to the convention? In fact, why not have it a joint coin machine-one-stop show?

Idea Has Merit

The idea seems plausible. MOA has been searching frantically for ways to rebuild its strength. It recently rescheduled its convention dates to coincide with the giant National Merchandising Association vending conclave to be held here in September.

Desire for Co-Operation

The almost concurrent dates of the two shows is expected to give MOA a big boost in attendance since vending has been an increasingly popular avenue of diversification for operators in recent years.

What about the one-stops? A relatively new marketing arm, they recently got together to form the Record One Stop Association (ROSA) and elected Irv Perlman, Philadelphia, their president.

Met With Distributions

The group has had a couple of meetings and Perlman earlier this year attended the American Record Merchants and Distributors Association (ARMADA) session in Detroit in an effort to promote better relations—and possibly better terms—between one-stops and distributors.

His efforts, however, weren't notably successful and when ARMADA held its next meeting—the "emergency" session in Chicago last month—no one from ROSA even bothered to go.

The prospects of a more harmonious and rewarding relationship between ROSA and MOA however are excellent. For one, the one-stops already have the operator market, and their interest in maintaining good relations with the operators are obvious.

For another, the operators already trust and buy from the one-stops, so there too is a desire for co-operation.

How could the two groups work together at a convention? The most obvious means would be through a series of conferences or seminars devoted to programming, buying, record merchandising by operators, inventory maintenance, and countless more.

As buyers and sellers of each other's products, certainly the one-stops and operators would be interested in each other's ideas. And certainly each could give the other countless beneficial suggestions for an even better business relationship.

Big Mfr. Draw

With one-stop owners as well as operators in attendance, record manufacturers would have a very strong reason for exhibiting. It's no exaggeration that the two easily represent at least 90 per cent of the total singles market.

Visiting with manufacturers would also be a good drawing card for one-stop attendance. Perhaps a series of manufacturer-one-stop conferences patterned after those at the National Association of Rack Merchandisers (NARM) convention would be an added draw.

And last but not least, the attendance by record manufacturers with their artists would be a big factor in drawing operators to the show.

College Banquet Books Leverone

SPRINGFIELD, Mass.—Nathaniel Leverone, founder and chairman of the Automatic Canteen Company of America, will be keynote speaker at the Master of Business Administration banquet hosted by American International College here May 1.

From Springfield, Mr. and Mrs. Leverone will go to Hanover, N. H., for formal dedication ceremonies of the new \$1.5 million Nathaniel Leverone Field House at Dartmouth College May 3-4.

Leverone, a 1906 Dartmouth graduate, received the college's Alumni Award in 1961.

Players Get Premium Score for 'Railroad' Split in New Bally Game

CHICAGO — A 7-10 "railroad" is usually the bane of a bowler's existence. Not any more—at least not on Bally's new Super 8 Shuffle.

Players actually get a premium for scoring a "railroad." The idea is to shoot straight through the center of the pins, missing a strike for the 7-10 leave. Railroads score a juicy 90 points, a 7 or 10 solo is

worth 60, whereas a strike is only worth 30.

Super 8 Shuffle features eight ways to play. Besides railroad, players can choose from: Official, regular ABC rules; Handicap, in which any number of players may be allowed "easy" strikes for as many frames as agreed; jumbo speed - control scoring; Flash - Matic and Match-Matic with timing control; All Strike and Mystery scoring.

MUSIC MACHINE PROGRAMMING

Old Favorites Still Tops in Taverns

By BOB LATIMER

WESTMINSTER, Colo.—The neighborhood tavern has long been the bread-and-butter location for the juke box operator. Glenn Pierce and Frank Huber, who operate the Century Supreme Music Company in the Denver area, are probably better equipped than most operators to understand the problems of the local tavern. Both men were tavern owners before they began operating music machines.

With about 95 per cent of their locations in the neighborhood tavern category, Pierce and Huber are considered the local experts in selecting records for the small, friendly watering spots.

Programming for more than 100 such locations is a matter of knowing the individual market, according to Pierce. All programming, at Century-Supreme, is carried out by three routemen and Huber, all of whom spend a lot of time in the locations noting the sort of music the customers want. Then each man programs for his own route, turns the ultimate choice in to Huber who can usually

make a few sage adjustments, which result in better collections.

Weekly Changes

Except for a few dogs out in the country locations, Century-Supreme services every phonograph once a week, changing an average of five records, with in-between calls where the tavern owner requests it. Each machine shows a remarkable minimum of top favorites simply because long experience has taught Pierce and Huber that tavern customers, by and large, are not interested in rock and roll, contemporary jazz or instrumental novelties but want old favorites over which they can grow sentimental, or which remind them of pleasant experiences in the past.

So, instead of the "top 40" the Century-Supreme machines are more likely to show the "top 20." Huber and Pierce make no bones about confessing that the "top 20" is there simply because tavern owners request it, particularly after a patron asks "Why haven't you got that piece I've been hearing so much on the juke box?"

Since tavern owners recall such instances all too clearly, Century-Supreme acquiesces to the point of providing plenty of top hit numbers, but over the long haul, it is the old favorites, some r.&b. selections, plenty of hillbilly, ballads, and sweet instrumental numbers which pay greatest returns.

Personal Tastes

"Our routemen probably spend more time at the locations than any other firm in the Rocky Mountain States," Pierce said. "The collectors make it routine to know everything they can about their location owners,

the tavern owner's personal tastes in music, and to know some of the regular habitués of the place as well. The mere fact that the operator is there, during busy evenings, and is introduced as 'the fellow who runs the juke box' has a lot to do with good collections at every point. In such convivial surroundings the usual patron will open up, and give the route serviceman some idea of the music he wants to hear. All such tips are valuable, of course, and they have never failed to pull results."

Century-Supreme locations have actually worn out old-favorite records which have become absolutely useless from heavy play. Huber and Pierce have had to go to great lengths in order to replace some of them, many of them almost collector's items, but they never hesitate to spend whatever time and effort, or money is necessary to get the results.

Latin Disks

A constant fly in the ointment are Latin records. Many of the taverns in the suburbs of Denver cater to Spanish-speaking customers, who demand plenty of Spanish music as a matter of course.

Both Huber and Pierce confess to a tin ear where brassy Spanish music featuring cornets and the string work of mariachis are concerned.

"I can't tell enough difference between the Spanish records to know what will go and what won't," Pierce said. "But the customers can. Where Spanish records are concerned, we must simply trust to luck, to pick the sort of thing which the customer will want to hear over and over again."

Report From Britain

Decimal Coinage Seen

LONDON—Decimal coinage for Britain may be in the offing, possibly before next winter.

Names suggested for the nominal equivalent of the dollar are the Royal, the Noble, and the Britannia. These will be worth 10 shilling today's money, and come two to the pound, if there is then a pound.

The coin changeover is expected to take fully four years. But UK coin-equipment traders claim they can switch over in a week.

Seeburg Catalog Adds Little LPs

CHICAGO—Ten more little LP disks were added to the Seeburg catalog this week, bringing to 72 the number issued this year.

RCA releases include "Mr. Easy," with Jesse Belvin; "Our Man on Broadway," with Ray Ellis, and "Our Men Out West," with the Sons of the Pioneers.

Liberty releases are "What's a Matter Baby," with Timi Yuro; "A Taste of Honey," with Martin Denny, and "Waltz in Jazz Time," with Si Zentner.

Columbia releases are "Sincerely Yours," with Robert Goulet, and "Who Stole the Keeshka," with Frankie Yankovic & His Yanks.

Also released were "New Frontier," with the Kingston Trio on Capitol, and "I've Got a Woman," with Jimmy McGriff on Sue.

Gets TV Exposure

LONDON—Ruffler & Walker, Ltd., London juke box and coin-amusement distributors-operators, gained a little subliminal sales promotion on independent British TV recently.

In an Armchair Theatre video play, the teen-age principal had a Rock-Ola juke box in his rumpus room, courtesy of doting parents.

The scene switch to the local tavern showed a Jennings fruit in play. Both props were supplied by R. & W.

Aussies Visit London

LONDON—Australian coin-equipment makers Nutt & Muddle sent an executive party visiting London distributors recently.

The firm, which makes Jubilee fruits, called on Symplay, Ltd., with its London manager Harold Smith. Aussie executives, K and R. Nutt, made a first hand survey of British market potential.

Chi Auto Moves

LONDON—Chicago Automatic Machine Supply has switched activities to new premises on Shaftesbury Avenue, and are busy settling in. Warehouses and shipping facilities remain at original Cole Street premises, S.E.1.

M. Prearis Dies

GLASGOW—Michael Prearis, managing director of the Orpheus Juke Box Company,

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

CAN'T GET USED TO LOSING YOU

ANDY WILLIAMS, COLUMBIA 42674

DAYS OF WINE AND ROSES

SURFIN' U. S. A.

BEACH BOYS, CAPITOL 4932

SHUT DOWN

FOOLISH LITTLE GIRL

SHIRELLES, SCEPTER 1248

NOT FOR ALL THE MONEY IN THE WORLD

LOSING YOU

BRENDA LEE, DECCA 31478

HE'S SO HEAVENLY

TAKE THESE CHAINS FROM MY HEART

RAY CHARLES, ABC-PARAMOUNT 10435

NO LETTER TODAY

I GOT WHAT I WANTED

BROOK BENTON, MERCURY 72099

DEARER THAN LIFE

A LOVE SHE CAN COUNT ON

MIRACLES, TAMLA 54078

I CAN TAKE A HINT

ANOTHER SATURDAY NIGHT

SAM COOKE, RCA VICTOR 8164

LOVE WILL FIND A WAY

SHY GIRL

CASCADES, VALIANT 6028

THE LAST LEAF

OLD ENOUGH TO LOVE

RICK NELSON, IMPERIAL 5935

IF YOU CAN'T ROCK ME

Recent

STEREO RELEASES

for Music Operators

SEEBURG ARTIST OF THE WEEK

JIMMY PRUETT—Good Time Piano
Capitol (Old Favorites)

Wedding Bells/Beer Barrel Polka • Let Me Call You Sweetheart/Bye Bye Blackbird
• Somebody Stole My Gal/For Me and My Gal • My Gal Sal/A Shanty in Old
Shanty Town • Heart of My Heart/Shine On Harvest Moon

All titles listed above are custom 33 $\frac{1}{2}$ stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

Ltd., Glasgow, died after a brief illness recently. His widow and daughter survive.

He began manufacturing the Orpheus machine to his own patents in 1948. His partner is C. Orlandi. The firm obtained the Scottish franchise for AMI in 1956. Prearis was also a founder of the Phonograph Operators' Association in Scotland.

C. Marshall Dies

LONDON — Charles Marshall, 60, amusement caterer and coin-equipment manufacturer, died recently at his home, Shanklin, Isle of Wight, U.K.

He headed C. Marshall, Ltd., owner of the Playfair amusement center, and was a director

(Continued on page 50)

Coast Officer Urges MOA Overseas Arm

OAKLAND, Calif. — A proposal to organize an international trade group as an affiliate of the Music Operators of America has been by Henry Leyser, president of the Associated Coin Amusement Co., Inc., of Oakland, and director of the national association.

Leyser said he will present the issue to the president of the MOA and the board of directors, and will suggest extending invitations to foreign operators to attend the 1963 national convention to be held in Chicago during September. He also proposes a series of discussions to be held at that time to establish such an organization, and that persons who are adept in foreign languages be assigned to act as hosts to foreign guests.

Leyser has recently returned from a two-month trip to Europe where he had an opportunity to observe the success of the industry in at least six countries. The extent of advancement of the coin amusement business is in direct proportion to the strength of the trade organization in each country, he reported.

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JUKE BOX PROGRAMMING

UNITED ARTISTS RECORDS

EUROPEAN NEWS BRIEFS

French Bowling Boom

PARIS — There's a bowling boom in the boondocks of France, reports Robert Charlot, president of the French Automatic Machine Trade Association (SNPA). Charlot is French distributor for Chicago Coin's bowlers. He reports that all U. S. bowling games are scoring strikes in the French farm belt, and he foresees an expanding market in France for U. S. bowling games, even in competition with full-scale lane bowling. It's all a matter of space.

Bowlers are booming in the provinces more than in Paris because locations in the boondocks offer more space for the amusement of their patrons. In Paris locations have less space and prefer to pack it with fast-shuffling customers rather than amusement equipment. Similarly, bowling games are preferred to full-scale lane bowling because of space factors.

Juke Box Waltzes

VIENNA — Original albums of waltz music have been prepared to introduce a new custom-built Austrian phonograph, the Musikbar, which is manufactured by the firm Automatic, with headquarters in Vienna. The full repertoire of famed Viennese waltzes is offered Musikbar patrons in line with the firm's promotion of the machine as playing "concert hall music in a coffee house setting."

The cabinet is tailored to individual locations, each cabinet being designed to give the appearance of expensive furniture. Dialing selector boxes are installed discreetly in recesses at each table. The patron inserts the coin into the selector box, dials his title, and sets the volume control. The sales slogan is, "An instrument that Johann Strauss would acclaim."

Spanish Pinball Plant

BARCELONA — A West German concern has representatives in Spain investigating proposed establishment of a pinball manufacturing company in the Barcelona or Madrid areas. Spanish interests would put up part of the capital and the Germans the rest, and the joint German-Spanish company would produce a U. S.-model pinball on license from an American firm.

Pinballs are enjoying a tremendous vogue in Spain now. Spain's improving economic situation is putting more money into the mass pocket for amusement. The Germans have larger economic interests in Spain than any other Western European country, and therefore more experience with the Spanish market. U. S. pinball machines are without a peer, however, and the Spanish insist that the proposed plant produce a U. S.-designed machine.

No Payout Co-Exhibit

HAMBURG — West Germany's phonograph trade is considering a ban on participation in trade fairs with joint exhibition of phonographs and payouts.

The German trade's "horrible example" in this respect is the British Amusement Trade Exhibition fair held in London in February. The large German delegation returned home flabbergasted at the proliferation of payouts, which, according to German trade opinion, completely overshadowed phonographs and reduced them to a supporting role.

German manufacturers, horrified by reports from the New

the latter's efforts to reverse the trend to location ownership of equipment.

Assisted by the Germans, Austrian operators are mounting pressure on distributors to concentrate on operator ownership. Operators complain that distributors have helped fashion their current dilemma in this country by giving extravagant credit to locations. Operators complain they have received nothing from distributors but the back of their hand.

The Austrian phonograph trade has stagnated alarmingly. Even the location market is no longer responding to easy credit terms. The number of locations is dwindling and the sale of replacement equipment declining

apace. For Austrian operators, the current stagnation spells opportunity, and they are demanding that distributors dedicate themselves to developing operator ownership.

Seek Pre-Play Hike

COPENHAGEN — Danish juke box operators are negotiating with KODA, the Danish copyright society, for an increase in the juke box per-play price. Operators would like to hike the per-play price to about 7 cents in Danish currency, but are seeking agreement from KODA to hold the performing rights royalty at the present level. Operators are willing to consider an increase based on an

increase in collections at a future date. But the trade is balking at increasing KODA's royalty fee without a sliding-scale formula geared to collections.

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INCLUDING NEW THRILLING RAILROAD BONUS



Shave the shot close to miss a Strike and score a 7-10 Leave for a juicy 90 points! Either a 7 or 10 solo is good for 60, while a Strike chalks up only 30. New Railroad Bonus, plus 7 other popular ways to score, offer biggest play variety in shuffle-alley history, insure top earnings, extra long life on location.

**NEW
EXTRA LARGE
COIN BOX**
(DIME MODEL ONLY)
**FULL LENGTH
STAINLESS STEEL
CABINET RAILS**
**HIGH SPEED
TOTALIZERS**
**ROTARY
PLAYER & FRAME
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**OFFICIAL
HANDICAP
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See your distributor.. BALLY MANUFACTURING COMPANY

2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

BULK VENDING

Western Ops to Cite Abbott

HOLLYWOOD — Sam Abbott, veteran Billboard executive staff member headquartered here, will be saluted by the Western Vending Machine Operators Association with a testimonial banquet called Sam Abbott Night Sunday, May 5, at the Seven Seas Restaurant, 6904 Hollywood Boulevard.

Festivities will start with cocktails at 7 p.m., followed by dinner at 8 o'clock. In addition to the dinner, two floorshows are scheduled. The Association will charge \$10 per person. Proceeds will go to bolstering the treasury of the WVMOA in helping to finance its various activities. Uppermost among these is the Association's continuing fight to bring about more equitable tax legislation for bulk vendors in communities surrounding Los Angeles.

This is the first event of its kind staged by the Association in its history. The WVMOA is



SAM ABBOTT

the oldest in the nation and was founded in 1926. It is significant that the Association chose Abbott for its first testimonial.

Abbott has covered the vend-

ing industry for the past 25 years. He started on the coin machine beat when he first joined Billboard in New York more than a quarter of a century ago. His affiliation with Billboard's editorial department dates back long before he joined it as a full-time staff member. He served Billboard as a correspondent, covering his native Natchez, Miss., in 1921. In 1937, when he moved to Asbury, N. J., he continued as a Billboard correspondent and covered the coin machine field there.

Abbott was transferred to Los Angeles in 1941 to open the Billboard's West Coast office as its general manager. With the formation of sister publications, Vend Magazine and Amusement Business, his area of operations was extended to embrace their activities as well.

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Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.64
Cashew, Butts	.61
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.30
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey's	.47
Rain-Bo Gum, 72 ct.	\$.32
Maltette, 100 ct., per 100	.35
Rain-Bo Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bo Ball Gum	.34
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
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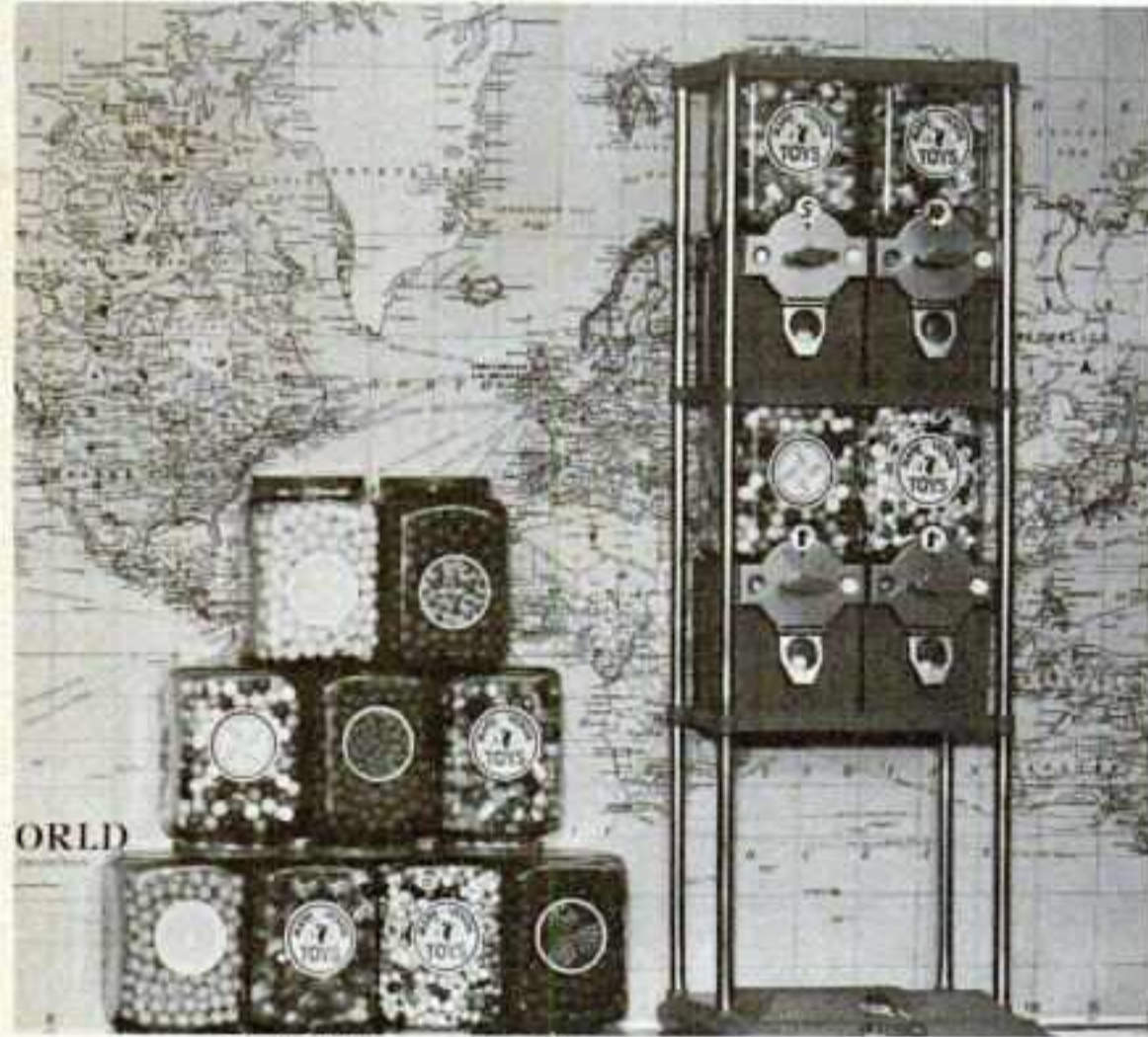
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Hungerford Cites Gains Of NAMA During 1962

CHICAGO—Thomas B. Hungerford, National Automatic Merchandising Association executive director, termed 1962 one of the busiest and most successful years in the association's history and cited four major accomplishments to back his point.

- Adoption of an amendment to the Federal Anti-Slug Law of 1962 which for the first time prohibits use of slugs and counterfeit or foreign currency in vending machines. Hungerford called this the greatest single legislative victory in the association's history."
- Development of a hot beverage safety program.
- Initiation of a program to alert cigaret operators to the tobacco-health controversy and its possible effect on vending.

Big Turnout Expected for May Shindig

NEW YORK—The joint annual outing of the New York Bulk Vendors Association and the New York Automatic Vending Association to be held at the Concord Hotel, Kiamesha Lake, N. Y., May 10-12, is expected to draw a heavy turnout of bulk vending operators from the New York metropolitan area.

Cost for the weekend to members of the two associations and their guests is \$96 a couple for Friday through Sunday. The tab includes all meals. Any operator interested in attending can make reservations through Roger Folz at Folz Vending, Oceanside, L. I., N. Y.

The NYBVA will meet May 6 at the Fraternal Club House here for its regular monthly meeting.

During the annual outing, NYBVA plans a business session and guest speaker.



- Completion of preparatory work for the country's first college-level school for vending machine repair in Los Angeles.
- Hungerford's remarks were carried in NAMA's 1962 annual report, second such issued by the association.

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Texas Court Upholds Ops

AUSTIN, Tex.—The Third Court of Civil Appeals held firm on its decision that cut State sales tax revenues \$1,500,000 annually.

The court refused a motion for rehearing filed by the State and left standing its February 20 ruling that four vending machine firms do not have to pay the sales tax on gross receipts from sales of less than 25 cents each.

The ruling clears the way for an appeal of the suit by the State to the State Supreme Court.

The suit was filed by Neely Vending Company, Austin; the Canteen Company, Dallas; Galvanneau Brothers, Amarillo, and B and N Vending Co., Lubbock, after the State comptroller began collecting 2 per cent on gross receipts from all sales.

Action in Denver Shows Varmints Ahead of Gum

DENVER—For the first time in many years sales of varmint and other novelties have outstepped volume on ball gum, jelly beans, and candy items, according to bulk route operators throughout Colorado.

Operators such as Frank Thorwald, Charles Flowers, Jay Shannon and Don Akins, have found that the non-edible vended products, including penny plastic items as well as 10-cent rubber

and plastic scare items are ranking high in youngster appeal. Probably the fact that the Denver School Board officially expressed disapproval of rubber worms, scorpions, snakes, etc., at the beginning of the school term had a lot to do with it, operators believe.

At any rate, Denver bulk operators, as well as those in Pueblo and Colorado Springs report that the novelty items amount to as much as 60 or 65 per cent of total sales, even where 5-cent and 10-cent items are being shown.

Another factor which is undoubtedly spurring the situation has been the increase in the collector's hobby with many grade school and junior high school youngsters attempting to make a complete collection of whatever items are being introduced in vending machines.

Some operators are encouraging their sub-teen customers to mount their collections on panels of pegboard and artboard, like an entomological collection, identifying each varmint by name and date purchased.

Two or three Denver schools have sanctioned this kind of collector's interest, infinitely preferable to thrusting a rubber scorpion down the neck of a girl schoolmate's sweater, or other rowdism.

Whereas six months ago, a large percentage of Denver operators were continuing to get along without 10-cent machines, every operator has now added 5 and 10-cent machines to capitalize on the heavier volume available.

World Wide Plays Host To Ill. Ops



HAROLD SCHWARTZ

CHICAGO — Preventative maintenance and trouble shooting were stressed in a Seeburg service school conducted by World Wide Distributors in Quincy, Ill., last week.

Harold Schwartz, who hosted the session for World Wide, reported excellent attendance and enthusiasm at the day-long meeting in the Lincoln-Douglas Hotel.

The service session was aimed at "speaker hookups." Instructors pointed out that almost any type speaker could properly be used with Seeburg machines, following proper procedures in pre-determining volume, wattage and distribution between phonograph and external speaker.

Operators in attendance included: Bernard Lansdown and Harold Hillert, L & M Music; Don Heck and Robert D. Watson, G & W Novelty; William Carroll, Quincy Music; A. M. Dunn, Dunn's Amusement; Charles Hoyt and Clyde Schaeffer, all of Quincy; Harold Kelly, Clayton, Ill., and L. R. Carr, Wendell Fugati, Gail Dickey and Nelson Haskins, all of Macomb Ill.

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Report From Britain

Continued from page 46

of several other catering enterprises. He was a member of the Amusement Caterers' Association which was represented at cremation services.

New Volt-Ohmeter

LONDON — A new volt-ohmeter from Hong Kong has caught on with juke box service representatives in the United Kingdom.

Reason is, the low price for good value. It's a CABY product, selling to the trade at around \$15. Other name instruments sell at double the price. Ditchburn technicians are us-

ing it, and it is reported to have full-range calibrations of volts-ohms-amps.

Green Stamps Now

LONDON — Ditchburn Equipment, Ltd., Wurlitzer sole distributors for the United Kingdom, is giving away green stamps with each purchase of juke box disks.

Operator get these gift-buying stamps with every order of six or more disks.

The bonus-stamp gimmick has already caught fire in U.K. retail goods outlets.

Open Welsh Branch

CROYDON—Auto-Slot Sales, Ltd., of Croydon, has opened a branch in Abbey Street, Rhyl, North Wales. The branch serves a resort area there, plus Liverpool and Blackpool. The firm handles the Fanfare Silver Stereo 100 console.

Golding Auto Moves

COLCHESTER — Golding Automatics, Ltd., Colchester, has moved into new premises at neighboring Marks Tey. The firm, East Anglia agency for Ruffler & Walker, Ltd. (Rock-Ola), has converted a two-story grain mill into plush administration and workshop facilities. A large showroom occupies the ground floor.

California Firm Breaks Ground

OAKLAND, Calif.—The Associated Coin Amusement Company, Inc., has broken ground for a 5,000 square foot addition to its recently acquired branch in Los Angeles, at 1122 East 14th Street.

The addition will almost double the size of the Southern California division. The existing area will be used for work rooms and storage, while offices and showrooms will be moved into the new wing. The company has purchased the existing building, but will rent the newer section.

Henry Leyser, of the Oakland office, is president of the company, and Herman Bied is vice-president and manager of the Los Angeles division.

Discuss Trainees

COLUMBUS, O.—The possibility of a training program which would replenish Ohio's need for vending machine servicemen and at the same time aid in the rehabilitation program at Ohio Boys' Industrial School was discussed at the fourth annual conference of the Ohio Automatic Merchandising Association here recently.

Ark. Extends 3% Sales Tax To Game & Juke Box Ops

By ELTON WHISENHUNT

LITTLE ROCK—The Arkansas Legislature, in the last hour of the last day of its 1963 session, extended the 3 per cent sales tax to receipts from coin-operated machines. This includes phonographs and amusement games, but not cigaret vending machines.

Thus the State of Arkansas, in a move predicted in a report from Little Rock in Billboard on January 5, got a bill passed extending the tax coverage after suffering a defeat in court by a colorful operator from Lepanto, Ark., C. E. (Tuffy) Tolliver, owner of Tolliver Amusement Company.

Tolliver Case

The Legislature acted on request of the State Revenue Commissioner because under the court ruling in the Tolliver case, which held that Tolliver did not have to pay the tax, all operators who had been paying the tax for years could sue the State for a refund.

The previous sales tax law did not specify that the tax was to be paid on receipts from phonographs and amusement machines.

Tolliver had paid a certain amount each month and wrote on the check "sales tax contribution." Some State employe in the Revenue Department decided to send an auditor to see Tolliver.

Ruling Affirmed

The State agent audited Tolliver's books and contended he owed several thousand dollars. Tolliver contended he didn't and refused to pay. The State sued and Tolliver won in a significant case in which the ruling was that the sales tax law did not apply to receipts from phonographs and games. The Supreme Court of Arkansas affirmed the ruling.

Having suffered a humiliating defeat, and facing a dilemma in the possible refund of hundreds of thousands of dollars, or dozens of lawsuits, the State then sought relief from the Legislature and got the bill passed at the last minute.

The Arkansas operator is already heavily taxed. He pays \$250 for a license to operate, a one-time tax; he pays the premium to make a \$3,000 bond to insure "faithful performance"; \$5 city, \$5 county and \$5 State tax on each machine, and a \$10 federal tax on each machine.

Class Action

But the fight is not yet over. It may be that Tolliver and other operators, if they band together

in a class action, can get the new law held unconstitutional.

For the Supreme Court said in the Tolliver case that a play on a juke box was an intangible thing a person paid for, as was a play on an amusement game, was not the purchase of merchandise and Tolliver was not selling a product on which a sales tax could be collected.

Melone a Father

UNION CITY, N. J.—Nick Melone, general manager of the American Shuffleboard Company here, last week became the father of a son, Nicholas John Melone Jr.

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- Exhibit Hi-Ball 95
- Cross Country Drive-mobile 250
- Cris Cross Hockey 195
- Goalee 110
- Hi-Fly Baseball Standard Metal Typer 125
- Horoscope Vendors 125
- Ingo Floor Grip 50
- Jack Rabbit 110
- Jet Pilot 195
- Kayo Champ 150
- License Bureau 95
- Card Vendors, 2 col. 65
- Love Meters 110
- MacLevy Ft. Vibrator Lord's Prayer 175
- Motorama 175
- Midway Red Ball 125
- Periscope 125
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- Ex. Space Gun 95
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- Genco Sky Gunner 110
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- Genco Circus Gun Rifle 275
- Gun Smoke 225
- Hercules 295
- Keeney Sportsman 150
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United Sky Raider	225
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Mutoscope Drivemobile \$125	
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Pollard Football	125
Field Goal	95
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Wms. '62 World Series	375
Keeney Sportsman	145
Exhibit Rifle Gallery	85
PUCK BOWLERS	
Bally Monarch	\$295
Bally DeLuxe Club	\$265
Bally ABC	145
Bally Congress, Reg.	150
Bally Lucky	145
United Handicap	175
Keeney Diamond	95
Keeney Bonus	95
United Mars	125
Chicago Coin Blinker	125
Chicago Coin Venus	125
Keeney Palisades	145
Chicago Score Line	125
United Shooting Stars	75

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Antwerp May Lose Role as European Coin Crossroads

By OMER ANDERSON

ANTWERP — A drastic re-orientation of coin machine trading patterns is under way in Europe, and its impact is greatest on this traditional trading center.

Since Europe's coin machine boom began after World War II, Antwerp has been the trading crossroads, some 75 per cent of Continental shipments clearing through this great commercial gateway.

Belgium, and particularly Antwerp, has become export-import headquarters for the trans-Atlantic coin machine trade. Ironically, in view of the fact that Brussels is the European Common Market capital, the coming of the trade super-market threatens Antwerp's demise as the coin equipment trading gateway.

Direct Shipments

There has been a month-by-month slackening of activity here as the impact of changing trading patterns becomes increasingly evident. What is taking place, briefly, is that U. S.-Europe shipments are clearing direct between the principal markets involved, instead of being channeled through Antwerp.

This re-orientation of trading patterns is strikingly apparent in the latest figures (for December) just issued by the U. S. Department of Commerce. These figures, which confirm the month-by-month trend and on-the-spot data, show that Belgium imported 369 new phonographs in December and no used machines, placing Belgium behind the United Kingdom, West Germany, and France in over-all imports from the U. S.

A veteran of the export-import trade here supplied this analysis of the Department of Commerce figures:

"Times change and trading patterns change with them. In this instance, the development of an integrated European market has the superficially reverse effect of decentralizing distribution.

Logical Distribution

"The more sophisticated the European market becomes the more logical it is to distribute direct from regional centers instead of channelling everything through Antwerp.

"Given the tremendous development since the war, there is no more reason any longer to ship everything through Antwerp than there would be for routing all shipments to the U. S. market through Chicago."

There are three reasons for Antwerp's decline

as a transit shipment center for coin machines:

1. The general development of the European coin machine market, which is emphasizing regional and local distribution directed from a national headquarters.

2. Improvement in European transportation and cargo handling, with special emphasis on air freight.

3. The European Common market, which is integrating distribution and centralizing it at the headquarters of the parent concern.

Point three is a refinement of point one. The European coin trade began after the war with only a handful of firms in the field. Export restrictions were general and hobbled the export-import trade. France, for example, has freed the trade of import restrictions only within recent years.

Gateway Cumbersome

As the trade boomed, the number of firms participating mushroomed, and development shifted from a Continental to a national distribution base. The export-import trade continued to flow through Antwerp, but as national distribution arrangements have been refined the Antwerp gateway has become increasingly cumbersome.

Steadily rising volume and steadily improving freight facilities have dictated direct shipment from the source to the importer's headquarters. Now, the European Common Market has added yet another dimension to this trend. By sweeping away national barriers, the Common Market is creating a single market for the six countries. This means that it is becoming logical—in fact, almost mandatory — for manufacturers to erect their own distribution organizations throughout the ECM, instead of distributing through various national sales agencies and distributorships.

As the markets of the six Common Market countries become integrated, manufacturers must integrate their distribution systems accordingly, or run the risk of losing out on the big market.

As concerns Antwerp, this means that it is cheaper and most efficient to ship to a single major distribution center, or, alternatively, to regional distribution centers; for example, Hamburg, Marseilles, Genoa and Trieste.

Moreover, this development is being accelerated by the tremendous expansion in the air freight traffic. German firms, for example, are shipping by air to England, and the volume of air freight coin machines to distant markets is rising steadily.

Tells Ops Not to Take Celler Bill Lightly

KINGSTON, N. Y. — Members of the New York State Operators Guild were warned by Millie McCarthy, newly elected director of the Music Operators of America, not to take the latest Celler Bill to remove the juke box performance royalty exemption lightly.

The Hurleyville operator who is also president of the New York State Coin Machine Association spoke to the NYSOG operators at their regular monthly meeting at the Governor Clinton Hotel here Wednesday night (17).

She said that the current bill has the best chance of passing any of the similar measures introduced in the last few sessions (Billboard, April 20).

She said that the current bill

has the best chance of passing of any of the similar measures introduced in the last few sessions (Billboard, April 20).

Members attending were President Mike Mulqueen, Jack Wilson, Les Smith, Tom Greco, Joe Reich, Dick Wenzel, Jim DeMare, Anne Koenig, Jack Roen, Mac Douglas, Steve Nekos, John Niccittelli and Lou Werner, counsel.

Guests were Bob Catlin, Bilotta Distributing, Albany, N. Y.; Gordon Howard, Atlantic-New York; Henry Knobloch, Glen Falls, N. Y.; Ogden Whitbeck, Schenectady, N. Y.; John Quinn, Troy, N. Y., and Paul Brock, Whitehall.

The members congratulated Joe Reich on his re-election as police magistrate in Tannersville, N. Y.

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Canipe Purchase Of W. Memphis Route Disclosed

WEST MEMPHIS, Ark. — West Memphis Music Company, owned by T. P. Aaron, was sold

by Jack Canipe Jr. of Memphis and Dan Levin of Little Rock before Levin's recent death, it was learned last week.

Canipe operates Canipe Amusement Company at West Memphis. Levin owned Standard Automatic Distributing Company, Wurlitzer distributor.

He left a wife and two teen-age daughters.

Aaron is reported to have sold about 125 pieces of equipment for approximately \$100,000. Aaron moved to Alexandria, La., and went into the music and game operating business there.

Status of the route Aaron sold to Canipe and Levin has not yet been decided because attorneys for Levin's estate have not completed legal matters on it.

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EUROPEAN NEWS BRIEFS

DWG Enters Vending

HUELLHORST, West Germany—Wurlitzer's German subsidiary, Deutsche Wurlitzer GmbH, is diversifying into the production of electrically operated cigaret vending machines.

The plant was built in 1960 to produce a European compact juke box, the Lyric. Aside from the Lyric, German Wurlitzer is also producing the Wurlitzer organ for the Continental market.

Wurlitzer's expansion into vending equipment production is in line with general German trade policy of hedging the phonograph business with a stake in vending.

The firm is understood to be contemplating an eventual further expansion into food vending equipment. Vending is registering tremendous growth in the labor-short German economy.

Seek Bingo Ruling

BRUSSELS—Belgian bingo operators are seeking a court ruling on the compatibility of bingo and music, as concerns royalty payments. The trend is to provide background music for Belgian bingo sessions, and operators have been under the impression that since bingo is the real business of the establishment, bingo operators are exempt from copyright royalty fees.

Belgium's copyright organization has hopped on a decision by a British court, however. The London court ruled that where music was provided at bingo sessions it constituted the "merchandising" of music and, hence, made the bingo operator liable for royalties.

Okay Seeburg Policy

FRANKFURT—German operator associations are acclaiming the assurance by Seeburg that its present LP Console models will be retained without substantial change for at least two years.

A spokesman for the operator associations said, "There is rising resistance on the part of German operators to frequent changing of models merely for the sake of change—what is called "planned obsolescence. We welcome Seeburg's assurance that they intend staying with their new models for at least two years."

German operators have protested to German manufacturers against frequent model changes, and the associations have been counseling their members to buy only equipment guaranteed against "planned obsolescence."

Film Production Set

PARIS—C.A.M.C.A., the big French electronics company which produces the Scopitone film juke box is preparing to establish a film production center for the coin-cinema market.

Company officials said that if C.A.M.C.A. goes into film production, it will produce for the general film phonograph market, including the competing Cinebox, Telebox Caravelle, and other competing machines.

The company is also studying the possibility of producing advertising films for showing on U. S. boxes. The company would specialize in films—both for advertising and entertainment—with a strongly Continental slant, emphasizing primarily French glamor.

"We believe Paris offers probably the best world location for a film production venture of this type. We believe, too, that there is a vast potential market for film advertising," the officials

MOA Breakthru

Continued from page 45

said that "as of this moment we have no plans to attend, but we may change our mind." A United spokesman was not available for comment.

Full Co-Operation

Adair's announcement of Seeburg's entry noted that "we would like it known that our full co-operation is behind the current effort to breath new life into MOA.

"As a former distributor in Philadelphia for many years, I am personally very familiar with operators' problems and have always felt that our industry needs an active and strong trade association.

"I would like to demonstrate this personal conviction and at the same time give tangible evidence to our industry of the extent of our goodwill towards MOA's new management," said Adair.

He said that Seeburg would show its present LP Console and Consolette with a special display illustrating the company's merchandising philosophy and results generated by its "Break through" program. The company will also show "such vending equipment as is appropriate to the show."

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The **ULTIMATE** in shuffleboards
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1963-1964

Date of Issue: May 20, 1963
FINAL ADVERTISING DEADLINE: MAY 1, 1963

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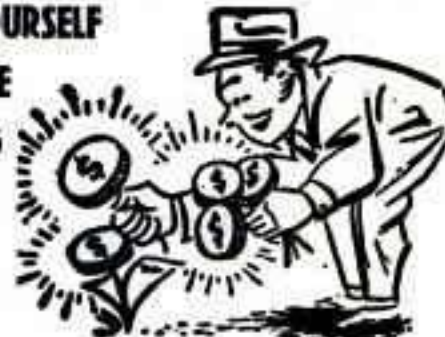


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Say You Saw It in **Billboard**

MOA Has Eye on Diskery Support

• *Continued from page 45*

record companies were willing to make the effort and convince operators to stray from chart disks.

To date, MOA has made no solicitation—formal or informal—to record companies. But a spot check of diskeries in New York, Chicago and Los Angeles indicates that most of the leaders will be represented if all the juke manufacturers show up and if the major record companies take exhibit space.

Most replies were guarded, as no one has actually been approached.

Will Consider

At Columbia, Bill Gallagher, marketing vice-president, said, "We'll consider the invitation when we get it. It will depend on the format of the convention. If we like it, we'll be in."

RCA Victor's Irwin Tarr said he couldn't come to any decision before an invitation was extended, but that he was "open minded" and that RCA's participation was a "possibility."

Len Salidor at Decca said his firm "probably would be there," and MGM's Sol Handwerker gave two qualifications for his company's participation—if the juke box manufacturers all exhibit and if the major record companies are there.

OLDER THAN A NICKELODEON

MEDINA, Ohio—Patrons at the Steak House, which during the stagecoach days was known as the Miller House, receive a real surprise when they play the juke box. In the first place, the machine requires only a penny and the tunes, recorded on metal discs, are of the 1880 vintage.

The restaurant is now owned by Rossell Roepner, former Goodyear aircraft worker at Akron, who closes the place down Saturdays and Sundays because he says he enjoys "long weekends."

Sam Gortikov, head of the Capitol distributor organization, said his firm exhibited in 1961 and "bombed out." However, he added, "when we find out who else is exhibiting, and if it looks like a good turnout, we'll be there."

Reprise won't be exhibiting, but Mo Osten, executive vice-president, said that Jack Mac-

Graw, national promotion manager, will be at the show.

Liberty won't exhibit either, according to Don Bohanan, national sales manager. Bohanan added that the firm would be represented at the show by Bob Fead, in charge of one-stop sales, and Ric Frio, Midwest sales manager.

Won't Be There

Dot doesn't plan to take exhibit space, but will send Pete Vescovo and Larry Welk to the show. Neither Warner Bros. nor Disneyland plan to

be represented.

Atlantic's Jerry Wexler said that participation in MOA couldn't do his firm much good. He explained that this "label image theory" doesn't mean much to operators—they buy hits and artists.

If the record companies turn out in force, they'll generally bring some of their top artists with them. This exposure has proved a plus for the diskeries; operators will favor artists they know, have met, or have heard sing live.

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DEAR SIR, YOU CUR

Man Here Wants Our Nose Out of His Biz

NEW YORK—Statisticians at Billboard's Market Research Division run across many unusual replies in the course of analyzing completed questionnaires, but one received from a Texas

juke box operator this week sets a record of some sort or other. The operator received the standard questionnaire which is being sent to some 6,000 juke box men throughout the country

for Billboard's 15th Annual Juke Box Survey.

On the back of the envelope the man who got the questionnaire wrote: "We are fed up with inquiries."

He answered the question "How many juke boxes do you operate?" in the following manner: "This is none of your business what I buy and operate."

And he added as a post script his opinion of surveys in general and his political phil-

osophy. We quote verbatim:

"Save your postage. Save my time opening your inquiries. I will not answer these questions until there is a law to force me to in this neo-dictatorship that this country is sliding into."

The operator signed his name, though those being surveyed are asked not to do so. Survey information is used to compile national averages on operating conditions. Researchers do not know the identities of those operators sending in replies.

Fortunately the attitude of the Texas operator is a rare one. Based on the number of replies that have already been received, most operators want to know what trends are developing in their industry and are willing to sit down and spend 10 minutes to make their contribution.

Results of the 1963 survey will appear in Billboard's First Annual International Coin Machine Directory and Who's Who in the Coin Machine World. It will be published on May 1 as a separate publication. Distribution will be 10,000 copies.

BOZO ADDS ZIP TO BALLY KID FUN ON PHONE

CHICAGO — Anecdotes by Bozo the Clown are featured in Bally's second story-tape released last week for its Fun Phone kid's amusement device. The tape consists of 12 different anecdotes narrated by Larry Harmon (Bozo), with bits by his friends Butch and Elvis the talking dog.

Bill O'Donnell, Bally general sales manager, said that other tapes will be released shortly.

Wurlitzer Service School Set by Jones

FORT WAYNE, Ind. — A service school on the new Wurlitzer 2700 is to be held here Tuesday (23) and in Mishawaka, Ind., Wednesday (24). Both will be conducted by Lou Jones, distributor, and Clarence Ross, Wurlitzer factory engineer.

The all-day sessions will be held in Fort Wayne in the quarters of Felix Novelty Company, 1732 High Street, and in Mishawaka in the offices of Carl Zimmer, 130 North Ironwood Drive.

Date of Issue: May 20, 1963

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WURLITZER 2700

**ONLY PHONOGRAPH TO OFFER THE
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Billboard PHOTO GALLERY OF Newsmakers



THAT FINE ITALIAN HAND: Vino Donaggio contemplates one of the spiritual beauties of life. She's unidentified, while the lira pile up in the bank from the success of his current hit, "Giovane, Giovane," which also was a front-runner in the San Remo derby.



OPRY CANADA STYLE: Shown at the recent "Grand Ole Opry" show in Winnipeg, Man., are, left to right: Reg Ayres, Quality Records, Ltd., distributor for Mercury; Faron Young; Bill Grogan, c.&w. deejay at CKY, Winnipeg, and Leroy Van Dyke.



SMASH RESEARCHER: Checking on chart status of his Smash single, "I'm Movin' On," is Matt Lucas.



HELLO FROM HOLLYWOOD: Ray Conniff, recently voted best selling American artist in Peru, tapes bilingual interview with Peruvian deejay Pepe Ludmir in Hollywood.



LATIN IN ORIENT: Perez Prado scored again during recent trip to Far East. He's pictured in Tokyo, where his orchestra and records are tops in this Latin-music-mad land.



SPEECHLESS: Patty Duke, awed over winning Best Supporting Actress Oscar, poses with last year's winner, George Chakiris, who made presentation.



BROADWAY BOUND: Rehearsing the forthcoming Broadway production of "The Beat in Me" are composer Don Elliott, at piano, and, left to right: Lyricist James Costigan, and two of the show's stars, Kaye Ballard and Richard Hayes.



COUNT'S HONOR: Mrs. Katherine Basie accepts Christmas Seal Award on behalf of her husband from Dr. J. A. Perkins, managing director, National Tuberculosis Association.



PICCADILLY PYE: At press conference in Dublin to launch Piccadilly Heather series of Scottish-Irish disks are, left to right: Michael O'Duffy; Derek, of Derek and Elaine team; John Woods, Pye Records, Eire; Maureen Miller, and Elaine. Scene: Gresham Hotel.



HERE'S HOW: Eli Wallach, who is one of the dozens of stars in MGM's production of "How the West Was Won," is presented with the first copy of the MGM soundtrack album. Presentation was made during special ceremonies at Loew's Cinerama, New York, by Beverly Halm, secretary to Sol Handwerger.