Capitol Snags Dick Dale After Hot Bidding

FEBRUARY 23, 1963 . SIXTY-NINTH YEAR . 50 CENTS

The International Music-Record Newsweekly

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

Dean TV Will Open Door to Young Talent

NEW YORK — Bob Banner Productions has been set to handle the Jimmy Dean TV show next season. Banner's firm is one of TV's major production units, though this is the firm's first association with the ABC-TV network, which will carry the Dean show next season.

Jimmy Dean, who scored heavily on TV in stints on the old Jack Paar show and the Johnny Carson show on NBC-TV over the past six months, will be doing a comedy variety net TV show out of New York starting in the fall. The show is expected to be a prime showcase for both new and vet tal-



PAUL AND PAULA, whose "Hey Paula" has been sitting in the No. 1 spot on Billboard's Hot 100 for three weeks now, says hello and thanks to Morris Diamond, newly named national promotion chief for Mercury, during Chicago stopover. As national promotion head for Philips, Diamond was largely responsible for disk taking off. The folk-singing duo, who came north from the warm climate of their native Dallas, weren't prepared for Chicago

Victor Throws Weight Behind Caruso Revival

NEW YORK-A Caruso revival is in the offing on the occasion of the 90th anniversary of the singer's birth. RCA Victor Records, MGM films and publisher Simon & Schuster are sparking the co-operative campaign through release of an electrically processed stereophonic version of the Mario Lanza album "The Great Caruso," the' re-issue of the Lanza film "The Great Caruso," and the publication of a new paperback called "Enrico Caruso: His Life and Death," by the tenor's wife, Dorothy Caruso.

The Victor album was issued this month and has a flock of point-of-sale merchandise and special dealer advertisements for its promotion of the album. The LP itself has been shipped to more than 1,500 disk jockeys around the country. MGM has a major campaign scheduled on the flick, at the local theater level, and has set special screenings for deejays, and dealers and Victor distribs in various cities. The picture will play in 4,000 theaters by the end of the year. The S. & S. paperback of Dorothy's Caruso's biography of her husband is a re-issue of the book originally published in 1945. It has been sent to every paperback reviewer in the U.S., with a special set of photographs from the book. The publishing firm, too, has launched

Will Put Out Coast LP Under Del-Tone

By LEE ZHITO

HOLLYWOOD—Capitol Records has signed Dick Dale, thereby winning one of the hottest battles for talent in recent disk history. As part of the deal, Capitol has acquired the Del-Tone record master of "Surfer's Choice" and masters to his Del-Tone singles, "Peppermint Man" and "Miserlou." The LP as well as the two singles have been this area's dominating chart entry and have grabbed much station play. Capitol will issue the LP immediately. It already has sold about 75,000 copies.

Unique part of the arrangement is that Capitol will distribute

"Surfer's Choice" under the Del-Tone label, the first time in the firm's history that it is handling an outside label.

Dale grabbed national attention on the strength of his sales record around Southern California. His "Peppermint Lounge" was this area's No. 1 singles seller. "Miserlou" was in No. 2 position. "Surfer's Choice" was the No. 2 best selling album, second only to "The First Family." It was one of the rare times that one artist rode the crest of the singles and LP charts here.

Promised Promotion

In wooing Dale into the fold, Capitol beat out virtually all the major and the top indies. Capitol won Dale on the basis of offering strong promotion to place him in full orbit as a national and international artist, as opposed to the heavy guarantees which have been the norm recently. Guarantee was estimated to be about \$25,000.

Deal was concluded last week between Capitol and Jim Monsour, Dale's father - manager, who also owns Del-Tone Records. Terms call for Monsour to serve as producer of Dale's Capitol records, with all future diskings to be owned by Capitol and to appear on its label.

New Approach Giving Zip to Juke Box Play

By NICK BIRO

CHICAGO — Following a five-year period of adjustment, juke box industry sales again appear headed up.

The biggest factor appears to be a broadening—or more accurately a realignment—of the industry's market. Operators have found new customers and new locations to take the place of those which have gradually been dwindling.

Manufacturers have also opened new doors with the introduction of the "album concept" in juke box programming. This has opened the door for acceptance of the juke box in adlult and certain "class" locations heretofore closed to the industry. In an effort to get an inside look at the industry's future a manufacturer's look, if you will—Billboard has for the past several months conducted an in-(Continued on page 49)

Continued on page 8 freeze.



* NATIONAL BREAKOUTS

No Breakouts This Week.

* 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.

THE BIRD . . .

Dutones, Columbia 42657 (Paliro, BMI) (Baltimore, San Francisco)

MAMA DIDN'T LIE . . .

Fascinations, ABC-Paramount 10387 (Curtom, BMI) (Atlanta, Houston)

COOL WATER . . .

Blue Belles, Newfown 5009 (American, BMI) (Philadelphia)

(THE ITALIAN PUSSY-CAT)

Lou Monte, Reprise 20146 (Romance-Sal, Songs, BMI) (New York)

MARLENE . . .

Concords, Herald 576 (Wemar, BMI) (Detroit)

ALBUMS

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

Viceroys, Bethlehem 3045 (Sonlo, BMI) (Chicago)

BABY DOLL . . .

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

CLOSER TO HEAVEN . . .

Nick Noble, Liberty 55534 (Knollwood, ASCAP) (Chicago)

BOSSA NOVA WATUSI TWIST . . .

Freddy King, Federal 12482 (Sonlo, BMI) (Dallas-Fort Worth)

DON'T MENTION MY NAME . . .

Shepherd Sisters, Atlantic 2176 (Bobob, ASCAP) (Detroit)

I'M JUST & COUNTRY BOY . . .

George McCurn, A&M 705 (Folkways, BMI) (Seattle)

AM I THAT EASY TO FORGET . . . "Little Esther" Phillips, Lenox 5560

(Four Star, BMI) (Houston)

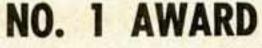
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Continued on page 8

BENNY FOUR TAKES A RIDE LIKE OLD DAYS

NEW YORK - Nostalgia filled the studio at the RCA Victor 24th Street building last week. Benny Goodman, Lionel Hampton, Gene Krupa and Teddy Wilson recorded as a quartet for the first time in some 25 years. For the jazz collector it was a misty-eye moment. The sessions were held at the end of last week (13 and 14) and BG and his ex-sideman stars cut a good many of the standards they used to play as well as some new tunes. Besides such well-remembered tunes as "East of the Sun," the BG quartet played modern jazz-type ones such as "Bernie's Tune."

New Firm Agreement is between a newly Continued on page 8





FIRST AWARD: From Editor-in-Chief Sam Chase to British Decca's Sir Edward Ted Lewis for "Telstar."

BILLBOARD SETS UP AWARD FOR NO. 1 HITS

NEW YORK — Billboard is presenting a special citation the Billboard No. 1 Award—to every record hitting the No. 1 slot on the "Hot 100" chart. The award has been set up in recognition of achieving the top slot on the "Hot 100." an honor won among the thousands of releases by no more than 30 or 40 records a year.

The award has been won this

year by the Tornadoes on London for "Telstar," Steve Lawrence on Columbia for "Go Away Little Girl," the Rooftop Singers on Vanguard for "Walk Right In" and Paul and Paula's record of "Hey Paula" on Philips. The citations, in the form of framed hand-lettered scrolls, will be mailed or presented to the winning artists by the publication.

LOVE: SERGIO FRANCED Two hits on this single! "The Good Life" %

"The Good Life" % "Bella Nina." Watch the brilliant new tenor take off as America returns his love!

FROM





FEBRUARY 23, 1963



NEW YORK—As a public service to the record industry, Billboard passes along the following list of handy phrases collected by industry veteran Frank Holland of Mutual Distributors, Boston. The phrases, according to Holland, are sure-fire persuaders when a record promoter or artists' rep is meeting with a deejay or music librarian who's convinced the record is a dog. Here's Holland's hypes:

"You gotta play this record, sweetie, because it-

.. has a blue dart in the Christian Science Monitor."

. is selling on the West Coast (of Africa)."

. was bought by Randy Wood."

is being considered by Archie Bleyer's babysitter."

. actually came out before the original."

. has a teen sound with adult appeal."

. has been re-mastered with strings and bongos."

. is yours exclusive (until I can get to the station down the street).

was written by King-Goffin, Nevins-Kirshner and Rodgers-Hart."

sold 5,000,000 in the first three days."

. is the pick of the week at every station in America, except one."

. is a big hop record with Murray the K (see below)."

- .. was written, recorded and published by Murray the K."
- . has had 110 exposures on 'Bandstand' (1957)."
- ... is another "Roses Are Red" (see below)."

"... is titled, "Another Roses Are Red." "... is a record I have faith in and believe in more than any other record I've handled in my career because you know I always level with you, sweetie, and if I don't make it with this I'm dead with the label, but with your help it can't miss and I wouldn't hype you on a dog, plus the national man is in town and I've gotta show him some lists.'

Columbia to Scout Teenage Talent in Weekly Auditions

NEW YORK-Columbia Records is planning weekly teen talent auditions, beginning March 4. Dave Kapralik, East Coast pop a.&r. chief, said the auditions will be held for teen artists who have applied to and been approved by the label's newly created "Teen Talent Audition Department," of which Tom Scott is auditions director. Young artists are advised to make application, including a photo, to Scott, who will handle initial screening. The actual auditions, which will be held on behalf of Columbia as well as its subsidiary labels, Epic and Okeh, will be attended by Kapralik and members of the a.&r., sales and publicity staffs, who will act as judges.

Kapralik said: "We believe there is more new talent in the country than ever before and we hope to bring it to light. The purpose of the live auditions is to evaluate talent in a recording studio."

Initial auditions will be in New York but future plans call

FTC Legal Roadshow Shoves Off to Chi for 3-Day Stand

By REN GREVATT

PHILADELPHIA-Mercury Records is the only licensor of product to the Columbia Record Club which finds itself in a directly competitive position with Columbia on the pressing plant level. Despite the firm's own manufacturing facilities in Richmond, Ind., the great bulk of its product destined for club release is pressed by Columbia. These were key points brought out in testimony here by Irving Green, Mercury president, during the final days of the Quaker City phase of hearings on a Federal Trade Commission complaint against the Columbia club.

Other witnesses heard during the six days of hearings held here included Alan Cohen of Cameo-Parkway Records, Sanford Wartell, owner of Allentown Records, an indie pressing plant in Allentown, Pa., and various dealers from the greater Philadelphia area. The Philadelphia sessions were concluded Wednesday (13). The legal caravan forthwith moved on to the next stop, Chicago, where three

days of hearings were to begin Monday (18) in the FTC offices on West Jackson Boulevard.

In questioning by Commission counsel, Mort Needelman, Green said that the entire Mercury catalog is available to Columbia for club release. About 200 selections from the catalog have already been offered. Product on the related Philips label is on a "choose as you like" basis, Green noted.

He said that all product involving substantial quantities were, as in the case of most licensers, pressed by Columbia plants, though Mercury itself does the covers. Where only small quantities are needed, Mercury presses the disks, prepares jackets and delivers finished product to Columbia at 55 cents per unit.

Asked how this figure was arrived at, Green noted that the billings price includes cost of pressing, jacket and a fair markup," to which no tax or royalties are attached." The excise tax, according to Green, was not applicable (to Mercury) in this case.

Sharp Exchanges

Green's testimony was marked by frequent exchanges between Paul Kern, Mercury general



KEELY SMITH returned to the wax scene last week with her first slicing for Reprise, "Going Through the Motions." It's grabbing a lot of deejay action and the Sinatra label is leaning on it with vigor.

Columbia, and hearing examiner Moore. This reached sharp proportions during Government counsel's attempt to pinpoint the actual corporate relationship between Mercury, the firm known as Consolidated Electronic Industries, and Philips Photographic Industries of Baarn,

resent its repertoire in the United States.

BILLBOARD 3

Alan Cohen, representing Cameo-Parkway, said his firm made its first deal with the Columbia club in December 1961 for certain twist records. Initially the deal was nonexclusive with no guarantee. Later, he said, the contract was amended to provide exclusivity and a \$40,000 guarantee. Cohen said the club deal was made to hit an adult market and to reach new areas of the country for sales.

The club has full choice of C-P product, he noted, but only after a given record has been in general release for at least

(Continued on page 4)

Little Richard **Back to Sing**

NEW YORK-Atlantic Records has signed Little Richard, onetime top-selling rock and roll artist. The singer has been inked to a long-term deal. Richard has returned to the pop recording scene after some years in ministry work. The artist had a string of hits in the mid-fifties, among them "Tutti - Frutti," "Slippin' and Slidin'," "Good Golly Miss Molly," "Long Tall Sally" and "Lucille," all on the Specialty label.

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for auditons in the Chicago studios as well.

counsel, who represented Green, counsel for the Commission and

CAROLINE'S PONY SONG CORRALLED BY DECCA

NEW YORK-Decca Records acquired the original version of a new instrumental tied to the topical tune, "My Pony, Macaroni," written and played by Bill Snyder. The label has also had a change of West Coast a.&r. directors.

The "Macaroni" single, which is already being rushed to deejays across the nation, got initial impetus in Washington. The Navy Band premiered the tune which brought widespread coverage from the wire services and local newspapers in the nation's capital. The tune, written and recorded as an instrumental by pianist Snyder, was inspired by and is dedicated to Caroline Kennedy and is published by B. F. Woods, a subsidiary of Mills Music.

On the West Coast, Charles (Bud) Dant has replaced Sonny Burke as West Coast a.&r. director. Burke, a composer with such tunes as "Midnight Sun" and "Black Coffee" to his credit, is retiring from the Decca post to concentrate on composing assignments. He has recently composed the score for the Jackie Cooper "Hennesey" TV show.

Dant is a veteran composer, arranger and conductor who has been on Coral's recording staff since 1955. For the past five years he has been chief of the Coral a.&r. set up on the Coast, and also has had specific assignments recording Decca Artists. He also recorded as an artist. As chief of the Decca-Coral operation on the West Coast, Dant will supervise the recording of

such Decca artists as Rick Nelson, Pete Fountain, Earl Grant, Vince Edwards and Tiny Little.

The label has also introduced the second number in its Good Housekeeping Library of Recorded Classics. The one features readings from Alfred Lord Tennyson by Raymond Massey.

How to Build a **Hit: Toss Rocks** At the Big Boss

NEW YORK-Lloyd Leipzig, vet personal manager and press agent, man about town and aid to Mitch Miller on TV's "Sing Along With Mitch Show" has come up with an ace in his efforts to publicize his chief. His gag idea song, called "The Man Who Wouldn't Sing Along With Mitch," not only is grabbing action with deejays as recorded by the Halifax Three on Epic, but is getting some sales action as well. All of this is a pleasant surprise to the debonair flack.

Leipzig originally dreamed up the idea for the song when Mitch appeared on the Merv Griffin daytime TV show over NBC two weeks ago. Writers Fred Hertz and Charlie Greon were commissioned to write the anti-Mitch saga to surprise the affable Miller. The audience re-

Continued on page 8

Holland.

This was not clarified beyond the point, made by Green, that Mercury has a cross-license agreement with Philips to rep-

Billboard BACKSTAGE--

The Jerry Dodson Award

The Jerry Dodson Award was presented recently to Bob Rolontz, our music editor, for his excellent in-depth reporting on the story behind Cadence Records' "The First Family" album.

The Award read as follows:--"To Bob Rolontz: ... A medal is in order! This is the 'Time and Effort' Award you so richly deserve for your coverage of 'The First Family Story.' This is by far the most interesting (my lack of adjectives here leaves me at a loss) story I have ever read in my 11 years at Billboard. I read this last evening on my way home from work, missed my bus stop and finally came back to reality a mile beyond my home (I'm a slow reader). I insisted, when I finally did get home, that my wife and two oldest children read the story. They also agreed that it's a pulsating documentary on a fabulous record. My oldest boy (seventh grade) is going to write a report on your story to his English class, and hopes it will be printed in the school paper. All in all, Bob, it became apparent to me I had to show my enthusiasm in the story, to present to you this layout. The caliber of this story makes me proud to be a member of Billboard's staff. Well done! . . . Jerry Dodson."

Who is Jerry Dodson? He is one of the three staff artists who work "under the North light" here at Billboard to create advertising layouts, promotion pieces and other visual material required to produce a good newspaper.

This is another tangible demonstration of the interdepartment strength and spirit that enables our book to emerge as the industry's leading international music-record newsweekly.

Wal B. Coole PUBLISHER

FEBRUARY 23, 1963

BILLBOARD

Most Disk Execs Swear By (Not at) Chi's Dick Biondi

By NICK BIRO

CHICAGO - "If I had my choice of having a record played on one radio station in the country, and one station only, it would have to be Chicago's WLS. And the key jockey to me would be Dick Biondi."

The comment was made by a highly placed executive with one of the largest record companies in the country. In the room were officials of at least two other record companies, all majors, and promotion men that represented coverage for some two dozen labels around the U.S.

Everyone in the room agreed with the observation.

Reaches Far

"WLS, and particularly Biondi's show, reaches down as far as Texas and even Florida. It goes north to the Dakotas, west to the Rockies and east into Pennsylvania. This man (Biondi) puts on a fantastic show. He's a real disk jockey and he has a real following," were the follow-up remarks.

With this sort of sentiment supporting Biondi, it's not too surprising that a mention of his name should create interest, and often controversy.

And controversy is just a mild term for the explosive reaction that took place in the record industry, and among jockeys, here last week.

Pot Boiling

A week ago (Billboard, February 16) it was noted that the "pot was boiling between several record manufacturers and Dick Biondi" over the latter's alleged reluctance to play a new record if it had previously "broken" on



GOOD BET to repeat as Academy Award song winner is Henry Mancini's "Days of Wine and Roses" score, Hollywood insiders say, and here Mancini, who won last year with his "Breakfast at Tiffany's" score, gets words of encouragement from RCA Victor's Harry E. Jenkins, right. Jenkins has just been named vice-president of marketing for the label.

WLS plays primarily the hitsit's their policy. But the station has not infrequently broken brand-new material. And besides, Biondi doesn't pick records. WLS' program director, Gene Taylor, makes up the play

in Dallas. WLS got on the record immediately and Biondi played it."

Other examples cited by Diamond that first broke on WYNR and were picked up immediately by WLS and Biondi were "Hercules," by Frankie Vaughn on Continued on page 8

FTC Legal Roadshow Shoves Off

Continued from page 3

three months. There was some discussion of such dance items as the so-called limbo rock and the mashed potato. Cohen said one current C-P club selection sold 175,000 copies through the club.

Questions asked of Wartell, of the Allentown Records pressing firms, were designed to elicit information on the going rates for LP pressings. An 86 per cent pure vinyl 12-inch platter costs about 29 cents today, Wartell said. Adding another 8 cents for jacket and laminated front cover, the figure comes to 37 cents for a finished product. An extra 2 cents should be figured for stereo, he added.

In further testimony, Wartell said the Columbia club had affected his business, because of the fact that the club wants its labels to press with Columbia. Under cross-examination by Columbia counsel Asa Sokolow, Wartell confirmed that he had hired as a New York sales representative, one Harold L. Friedman, indie disk consultant and one-time disk manufacturing exec and consultant to ARMADA. Sokolow produced a letter written by Friedman in the name of the Allentown firm to a number of indie manufacturers exhorting them to "cease pressing with RCA, Columbia and MGM."

"It makes sense to stop feeding the monster that's competing with you," Friedman's letter went on. "Work with Allentown or any independent presser."

Wartell said the letter went out without his knowledge but that he was aware of it "after the fact." He indicated, however, that he did not disassociate himself from the letter.

Questioning of Philadelphia dealers followed a pattern similar to that used with earlier dealer witnesses both here and in New York. Two of these, however, were dealers who had thrown in the sponge during the past year. Bill Barwis, who formerly operated a store bearing his name, said Columbia's club was "a factor but not the only factor," in his giving up the business. Barwis singled out classical sales as one of the greatest losses suffered, owing to the clubs. "In my opinion, classical customers bought through the club and shopped the stores only for what they could not get through the clubs," he said. In cross-examination, Sokolow traced the advent of Gimbels, Lit Brothers and E. J. Korvette as discount factors in the local scene and alluded to a late 1961 price war between Gimbels and Korvette's. Barwis admitted that these too were unfavorable developments for the small dealer. Alan H. March of the S. H. March Center City store, said that "Music for Trumpet and Orchestra," a classical LP which Kapp Records acquired from the defunct Unicorn label, and later licensed to the club, used to be one of the best-selling classical records he ever had. March said he no longer handled much Columbia or Kapp product in depth. Herman C. Sonnheim, who described himself as a factory representative, said he formerly operated the Newman Record Shop here. In his last three years of business, leading up to last year, he noted, his volume decreased annually. He detailed Columbia's earlier explanation of what the club was designed to do, as explained by "my local salesmen, Joe Lyons" (now with Columbia headquarters in New York), to the effect that the club would produce more retail cus-

tomers. "They took customers rather than bringing them in," he added.

Morris Wilk of Penn Records, complained about Mercury's Maria Callas record of "Medea." made available through the club. He said that Callas was actually under contract to EMI (Angel Records) but that the Mercury release was a one-shot recording deal.

He discussed what he called "the artist monopoly" concept in which a label builds an artist to a point of great acceptance, under which each recording is a distinct performance and thus, in a sense, is a monopoly. The dealer does well with a product like this until a company comes along with one release and puts it right in the club while "the dealer sits on his haunches and looks at the records on his shelves."

Other dealer witnesses here included Leroy Freedman, Premier Records; Jack Rosen, the Record Shop; Sam Balaity, Mad's Discount Store, and J. W. Scathard, of J. W. Scathard Company.



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

Publisher

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competitive WYNR here.

If such a reluctance does exist, and if the "pot is boiling" between Biondi and "some" manufacturers, it obviously doesn't exist with a majority.

In any event, support for Biondi was spontaneous and overwhelming.

Plays Hits

General consensus among promotion men here was that "sure

CORRECTION Through an error, the Lou Monte Spotlight Single on Page

26, "Pepino's Friend Pasqual (the Italian Pussy Cat)" is under the Cadence label. Actually, the disk is on Reprise, as was its illustrious h i t predecessor, "Pepino (the Italian Mouse)."

list and Biondi plays whatever is on it."

Over-all consensus is that some record manufacturers may have an axe to grind; most others don't

Typical a mong comments from promotion men who rose to defend Biondi, was that of Morris Diamond, a 20-year veteran of the business, newly named national promotion director for Mercury.

No Trouble

Said Diamond: "I've never had any trouble with Biondi or WLS dragging their heels on a record. One example is Paul and Paula's "Hey Paula" on Philips. (Diamond had been national promotion director for Philips for a year before joining Mercury.)

"Dick Kemp (WYNR) was the first to play the record. In fact, Dick already knew about the group since his sister goes to school with Paul and Paula

Liberty Bringing Out Slatkin LP

HOLLYWOOD - Liberty Records is bringing out "Our Winter Love," the Felix Slatkin album which was prepared for release prior to the artist's sudden death. According to national sales manager Don Bohanan, the new album will be added to Liberty's February dealer program, now under way, with the same program terms applying. Liberty's national promotion director Bob Skaff has dispatched a complete promotional mailing of the album to all radio stations, while the publicity department is blanketing national newspaper and magazines in behalf of the release.

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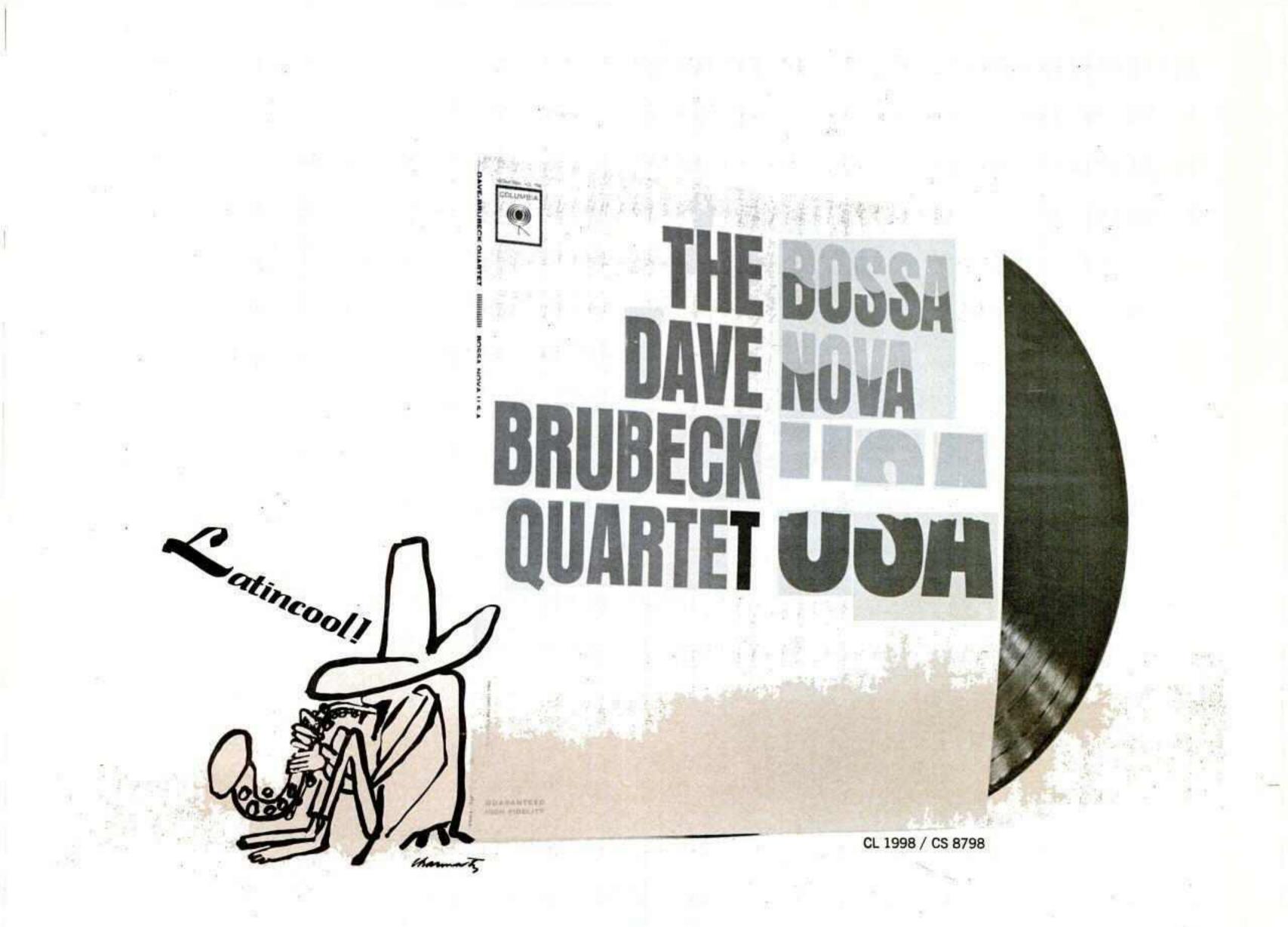
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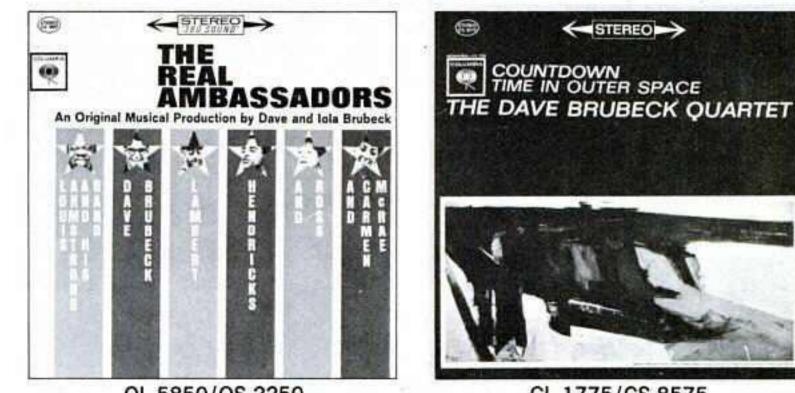


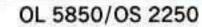


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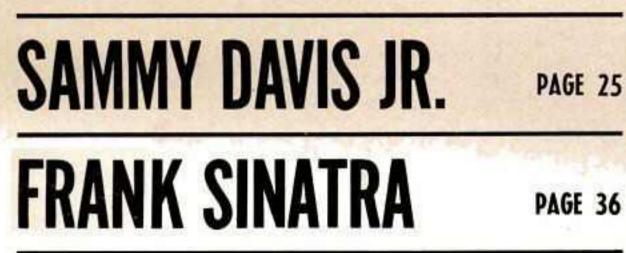
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COLUMBIA RECORDS



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Panel Kicks Around Indies' Role

By JACK MAHER

NEW YORK — The second seminar in "The Art of Recording" once again continued the exploratory discussions instituted earlier on the use and development of talent. This second number in the course co-sponsored by New York University and the National Academy of Recording Arts and Sciences (NARAS) held Tuesday (12), covered three phases of the repertoire and producers.

The panel was composed of Joe Csida, Trinity Music executive, as moderator; Archie Bleyer, chief of Cadence Records, and Jerry Lieber, independent producer with Mike Stoller of disks by the Drifters, the Exciters, Mike Clifford, Ben E. King and other acts.

The points covered varied

from composition and material and a discussion of the singles selling problem. Both Lieber and Bleyer concurred on the importance of material as the backbone of a recording. They both felt that the composer should avoid rules and regulations, and should not imitate current hits when creating material for recordings.

Shakes 'Em Up

Jerry Lieber said that he thought independent producers made it much easier for everyone in the recording business. Lieber noted that the independent producer has brought wider diversity and prosperity to a great many musicians, composers, and publishers, as well as artists, because the indie producer broke up the tightly controlled cliques of talent and material users within major and

LATE SINGLE SPOTLIGHTS

- Pop

JIMMY RODGERS

FACE IN A CROWD (Saloon Songs, BMI) (2:50)—Here's 'a fine new ballad in the heartbreak school, delivered meaningfully by Rodgers. Tune has a nice simplicity and it's performed to a lush arrangement with strings and chorus. Watch it. Flip is "Lonely Hearts" (Honeycomb, ASCAP) (2:55). Dot 16450

BOBBY VINTON

OVER THE MOUNTAIN (ACROSS THE SEA) (Arc, BMI) (2:26) FADED PICTURES (Sherman-DeVorzon, BMI) (2:45)—Two standout new sides for Vinton. First up is a finely waxed reprise of an old hit for Johnny and Joe, while the flip is a delightful, mediumpaced ballad, warmly delivered. Take your pick here. Epic 9577

PAUL PETERSEN

AMY (Aldon, BMI) (2:20)—Young TV star Paul Petersen is just coming off a solid hit, "My Dad," and he can repeat here. It's a good ballad, lushly arranged, with an impressive performance by the lad. Watch this. Flip is "Goody Goody" (Henderson, ASCAP) (1:49). Colpix 676

large independent companies. Eventually, Jerry believes, those indie producers that want to grow as a business, must have their own labels, much the way Nevins and Kirschner have.

In explaining what an indie producer does for a label, Lieber outlined some of his firm's own operations with labels. With Atlantic, for instance, Lieber and Stoller have arranged and recorded for specific artists on the Atlantic roster. With UA, however, the producers have built a line of artists, as well as fitting their talents to specific artists. They have produced new artists such as the Exciters as well as doing dates with Jay and the Americans and Ferrante and Teicher.

Bleyer noted that he has been particularly unsuccessful with independent producers. Even his "First Family" LP hit, he said, was more an idea than an independently produced disk ready for pressing and distribution.

Nothing Wrong

On the so-called singles problem, both execs stated that there's nothing wrong with singles sales that a smash couldn't cure—the oft repeated saw of the trade.

Bleyer did point out the nebulous quality of the disk industry, where product is produced not for utility but for emotional impact. He also outlined a particular phenomenon of the business in which an artist's value is continually changing. In general, Bleyer noted, an artist works on two levels, the group or night club level, and the intimate or disk level.

It is his experience, Bleyer said, that as an artist gains popularity on the night club or group circuit he changes his act to a point where he loses popularity on the intimate or disk level.

ROSEMARY CLOONEY PAGE 38

KEELY SMITH

BARNEY KESSEL

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EDDIE CANO

LOU MONTE Nancy Sinatra Ral Donner

DEPENDENT P

PAGE 16

the label of singles significance



MARTY ROBBINS

CIGARETTES AND COFFEE BLUES (Marty, BMI) (2:41)—Robbins could click easily with this top-notch, country-styled tragedy ballad. He packs a lot of emotional punch into the tune, which he also wrote, and it has a chance to move out fast. Flip is "Teen-Ager's Dad" (Maricana, BMI) (1:49). Columbia 42701

Vee Jay Gets Free A.&R. Rein On Ifield in Paramor Deal

CHICAGO — Vee Jay will have complete a.&r. freedom with its English ace Frank Ifield, following a deal completed last week with Norrie Paramor, chief a.&r. director of EMI in London, Ifield's parent firm.

Vee Jay will be able to call the shots on Ifield's new recordings,

Mercury Puts On Consumer Deal For LP Classics

CHICAGO—Mercury is featuring a classical album consumer sale, offering one album free with every two purchased, in its new "Three-Ring Circus" sales plan.

The classical sale, dubbed "Ring One," covers the entire Mercury and Mercury-Wing classical catalog as well as the new February 15 release of 10 albums (six Mercury and four Mercury-Wing).

Mercury-Wing). "Ring Two" of the plan covers pop albums by the Smothers Brothers, Brook Benton and David Carroll, and jazz albums by Shirley Horn, Phil Moore and the Three Sounds.

"Ring Three" covers a Mercury Hootenanny collection of folk music. Rings two and three will both be sold on a 15 free type material, arrangements and the like, an unusual deal in that the a.&r. activity would normally be directed out of England.

Vee Jay is also releasing this week Ifield's newest disk, "The Wayward Wind," currently No. 1 in England. The English artist is due for a promotion trip here next fall.

Paramor spent the week here in negotiations with Vee Jay. The English a.&r. chief was responsible for Ifield's "I Remember You" and has also guided the success of England's bigname pop singer Cliff Richard.

with 100 bought basis. The plan runs from February 15 through March 31.

Merchandising aids are being provided with each of the three rings. For the classical sale, a dayglo counter card and banner announce "Get an Album Free When You Buy Two Mercury LP's."

A light and motion rotating display features the Smothers Brothers' three albums. The display is operated by a heat motor and is compactly designed to fit in a window, counter or shelf.

For the Mercury Hootenanny collection there are six die-cut easel jackets with three header cards with copy such as "Mercury Hootenanny—A Real Folk Fest," and a brochure covering the entire Mercury folk music catalog.

Felix Slatkin Dies at 47

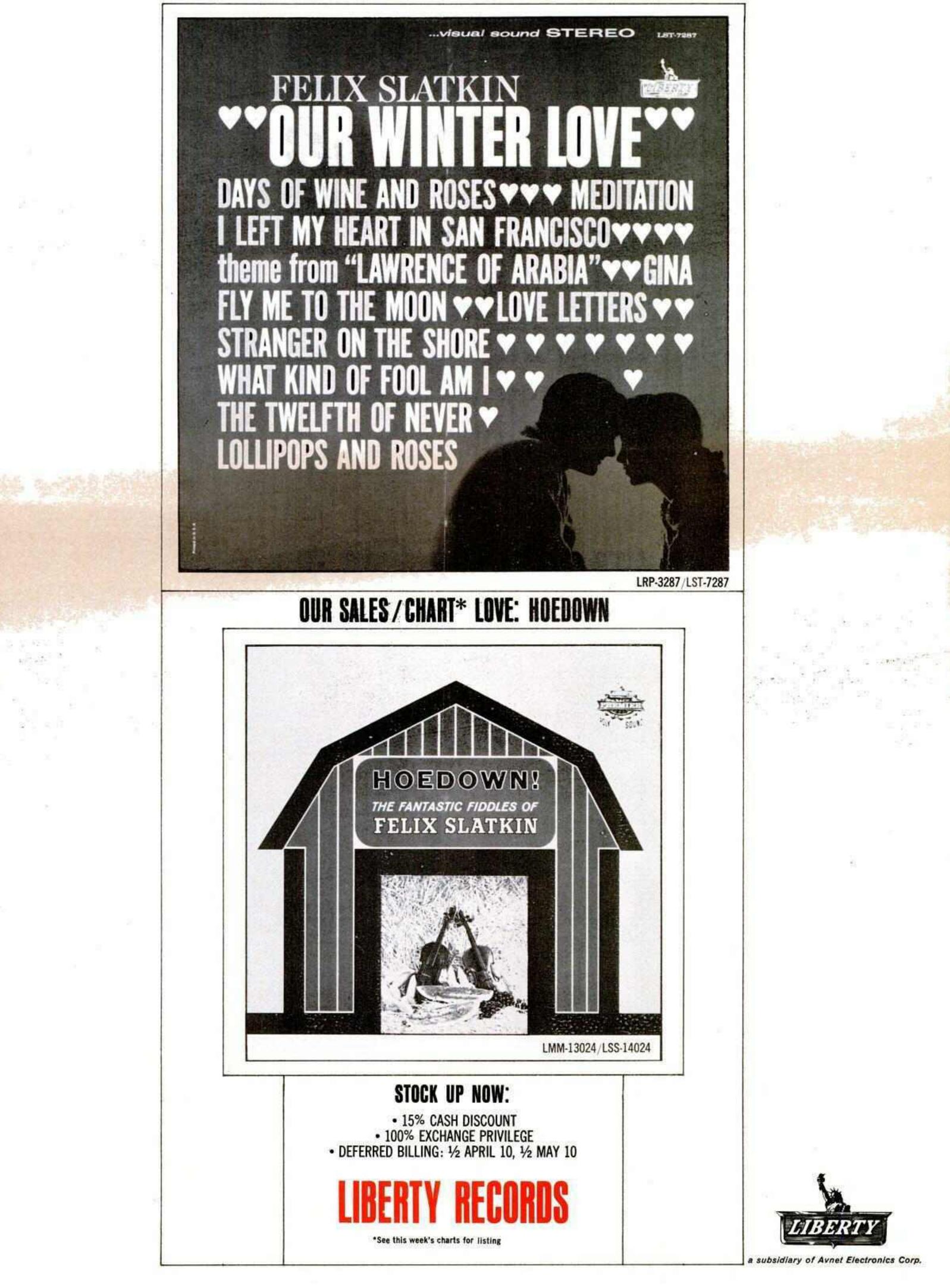
HOLLYWOOD—Death came last week to Felix Slatkin, 47, virtuoso violinist, conductor, composer, arranger and Liberty Records artist. He died suddenly of a heart attack on Saturday (9). There had been no previous indication of a heart ailment.

Slatkin is remembered for his "Fantastic Strings" series of LP's for Liberty, and while at Capitol Records had founded the Hollywood String Quartet. He was presented with the Grammy award three years ago by the National Academy of Recording Arts and Sciences for a Hollywood String Quartet recording as a top classical album for the year.

At Liberty Slatkin had re-corded more than 10 albums, of which his latest, "Hoe down" is currently among the top-selling LP's. Slatkin was a prodigy concert violinist, entering the Curtis Institute of Music at the age of 13. He later returned to his native St. Louis where he performed with the St. Louis Symphony Orchestra under Vladimir Golschmann for several years. He came to Hollywood where he served as concert master at 20th Century-Fox studios and later served with the Air Force Orchestra.

He is survived by his widow, Eleanor, a virtuoso cellist with whom he has appeared many times on records and in concert; two sons, Leonard, 18, and Freddy, 16; his mother, and a sister. Services were held on Sunday at the Hollywood Cemetery.

OUR FEBRUARY LOVE: BIG HIT INSTRUMENTALS



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

FOR WEEK ENDING FEBRUARY 23

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 Last Week Week Tune Composer-Publisher	Weeks on Chart (RECORDINGS AVAILABLE Best Selling Record Listed in Bold Face)
1 HEY PAULA By Hildebrand-Published by LeBill-Marbill (H	6 -	1. HEY PAULA—Paul & Paula Philips 35017.
2 4 RUBY BABY		 RUBY BABY — Dion, Columbia 42662; Drifters, Atlantic 1089.
3 3 WALK LIKE A MAN By Crewe-Gaudio-Published by Saturday-Gavadema (ASC	4	3. WALK LIKE A MAN — Four Seasons, Vee Jay 485.
2 WALK RIGHT IN By Darling-Svanoe—Published by Ryerson (I	6	 WALK RIGHT IN — Moments, Era 3099; Rooftop Singers, Van- guard 35017.
5 RHYTHM OF THE RAIN By Gummoe—Published by Sherman-DeVorzon (I	4	 5. RHYTHM OF THE RAIN — Cascades, Valiant 6026. 6. FROM A JACK TO A KING—
6 7 FROM A JACK TO A KING	5	Ned Miller, Fabor 114. 7. YOU'RE THE REASON I'M
By Miller-Published by Dandelion (I	022	LIVING—Bobby Darin, Capitol 4897. 8. YOU'VE REALLY GOT A
By Darin-Published by Adaris (E	BMI)	HOLD ON ME — Miracles, Tamia 54073.
By Robinson-Published by Jobete (I	BMI)	9. THE NIGHT HAS A THOU- SAND EYES—Bobby Vee, Lib- erty 55521.
9 6 THE NIGHT HAS A THOUSAND EYES. By Weisman-Wayne-Garrett—Published by Blen-Mabs (ASC	CAP)	0. HE'S SURE THE BOY I LOVE -Crystals, Philles 109.
10 11 HE'S SURE THE BOY I LOVE. By Mann-Weil-Published by Aldon (E	4	1. BLAME IT ON THE BOSSA NOVA—Eydie Gorme, Columbia 42661.
1 20 BLAME IT ON THE BOSSA NOVA By Mann-Weil-Published by Aldon (1	Z BMI)	 WILD WEEKEND — Rebels, Swan 4125. LITTLE TOWN FLIRT — Del
15 WILD WEEKEND By Shannon-Todaro—Published by Shan-Todd & Tupper (I	3	Shannon, Big Top 3131. 4. FLY ME TO THE MOON
13 14 LITTLE TOWN FLIRT	6	BOSSA NOVA — Eydie Gorme, ABC-Paramount 10383; Joe Har- nell & His Ork, Kapp 497; Tony Martin, Dot 16361; Mark Mur-

Most Disk Execs Swear by Biondi

Continued from page 4

Philips, and a current disk, "Yellow Bandana," by Faron Young on Mercury.

Picked Up

Dick Gassen, now with Columbia and formerly with Summit Distributing Company here, cited "The Bird," by the Dutones, as an example of a disk to break on WYNR and immediately picked up by WLS.

Harvey Goldstein, Liberty, cited three records that recently broke for him on WYNR and were picked up by WLS and played by Biondi: "Closer to Heaven," Nick Noble; "Two Thousand Pound Bee," the Ventures, and "The Night Has a Thousand Eyes," Bobby Vee.

Artist Rude

One promotion man cited an example where he had had dinner with Biondi and an artist. "The artist was unbelievably rude to Dick. I don't know how he kept his composure. Yet that evening he played the artist's record as if nothing had happened."

He went on to say that "a lot of guys who don't get their records played take it personally. If you cream out the cry babies, the poor promotion men, I think you'd eliminate any criticism of WLS or Dick. They play anything they feel is worthwhile." More Comments

Other sample comments: "WLS plays proved hits, WYNR plays what they think will be a hit, the Chicago scene couldn't be better."

Biondi is ". . . one of the really great record personalities

Cap Snags Dale

Continued from page 1

formed corporation, Dick Dale Enterprises, Inc., and Capitol. Capitol wasted no time getting

on the air, he identifies with people, makes his audience a part of the show, reads letters and cards and takes phone calls."

Still more names to support Biondi: Howard Budno, Allstate Distributors (conceded among experts as one of the "outstanding promotion men in the city"); Danny Driscoll, Mercury Eastern promotion man formerly in Chicago; Bill McCloud, Summit Distributing Company.



Continued from page 1

KILLER JOE . . .

Rocky Fellers, Scepter 1246 (Mellin-White Castle, BMI) (Detroif)

I'M QUALIFIED . . .

Jimmy Hughes, Guyden 2075 (Fame-Dandelion, BMI) (Houston)

LIKE LOCOMOTION . . .

Tornadoes, London 9579 (Laurence-lvy (PRS) ASCAP) (Hartford)

CAN'T GET USED TO LOSING YOU . . .

Andy Williams, Columbia 42674 (Brenner, BMI) (Dallas-Fort Worth)

I'LL RELEASE YOU

Ted Taylor, Okeh 7165 (Four Star, BMI) (Houston)



	By Shannon-McKenzie-Published by Vicki-McLaughlin (BMI)	<u> </u>	Martin, Dot 16361; Mark Mur- phy, Riverside 4526; Susan Rafey,
14 17	FLY ME TO THE MOON_BOSSA NOVA. By Howard-Published by Almanac (ASCAP)	4	Kapp 382; Felicia Sanders, Decca 31335; Rhoda Scott Trio, Tru Sound 418; April Stevens, Im- perial 5907.
(15) 10	UP ON THE ROOF By Goffin-King-Published by Aldon (BMI)	9	15. UP ON THE ROOF - Drifters, Atlantic 2162.
16 21	SEND ME SOME LOVIN' By Price-Marascalco-Published by Venice (BMI)	3	16. SEND ME SOME LOVIN [®]
17 18	MAMA DIDN'T LIE By Mayfield—Published by Curtom (BMI)	3	 MAMA DIDN'T LIE—Jan Brad- ley, Chess 1845; Fascinations, ABC-Paramount 10387.
(18) 9	LOOP DE LOOP By Vann-Dong-Published by Tobi-Ann & Vann (BMI)	7	18. LOOP DE LOOP-Johnny Thun- der, Diamond 129.
(19) 16	GO AWAY LITTLE GIRL	12	19. GO AWAY LITTLE GIRL - Steve Lawrence, Columbia 42601.
$\frac{\vee}{2}$	WILLY WILL MADY CAY	-	 WHAT WILL MARY SAY — Johnny Mathis, Columbia 42666.
20 26	By Vance-Snyder-Published by Elm Drive (ASCAP)	4	21. MY COLORING BOOK-George Chakiris, Capitol 4892; Kitty
21 12	MY COLORING BOOK By Ebb-Kander—Published by Sunbeam (BMI)	6	Kallen, RCA Victor 8124; Sandy Stewart, Colpix 669; Barbara Streisand, Columbia 42648.
(22) -	END OF THE WORLD By Dee-Kent-Published by Summit (ASCAP)	1	22. END OF THE WORLD - Skeeter Davis, RCA Victor 8098.
(23) 30	CAST YOUR FATE TO THE WIND By Guaraldi—Published by Friendship (BMI)	2	23. CAST YOUR FATE TO THE WIND-Martin Denny, Liberty 55514; Vince Guaraldi Trio, Fan- tasy 563.
(24) -	ONE BROKEN HEART FOR SALE	1	24. ONE BROKEN HEART FOR SALE-Elvis Presley, RCA Vic-
(25) -	IN DREAMS By Orbison-Published by Acuff-Rose (BMI)	1	tor 8134. 25. IN DREAMS — Roy Orbison, Monument 806.
26 22	CALL ON ME	3	26. CALL ON ME — Bobby Bland, Duke 360.
27) 28	LOVE (Makes the World Go 'Round)	3	27. LOVE (Makes the World Go 'Round)—Paul Anka, RCA Vic- tor 8115.
28 -	ALICE IN WONDERLAND By Sedaka-Greenfield—Published by Aldon (BMI)	1	28. ALICE IN WONDERLAND
29 -	OUR DAY WILL COME By Hilliard-Carson—Published by Rosewood (ASCAP)	1	29. OUR DAY WILL COME - Rudy and the Romantics, Kapp 501,
30 -	I WANNA BE AROUND By Vimmerstedt-Mercer—Published by Commander (ASCAP)	1	30. I WANNA BE AROUND - Tony Bennett, Columbia 42634.
	WARNING—The title 'HONOR ROLL OF HITS' is a regis the hits has been copyrighted by Billboard. Use of ei Billboard's consent. Requests for such consent should be sub of Billboard at 1564 Broadway, New York 36, N. Y.	ther	may not be made without

behind Dale. It sent a recording crew to the Harmony Park Ballroom in Anaheim last Friday (15) for an on-the-spot recording of Dale and Del-Tones. Idea was to test sound at the location, but another possibility was release of the on-the-spot recording.

Monsour plans to keep his Del-Tone label active, using it to introduce new artists.

Toss Rocks at Boss

Continued from page 3

action was strong enough to cause a record to be made.

At the moment, Leipzig is sitting back happily hoping the platter will turn into a hit. "Shows what a press agent will do when he hasn't any newspapers in New York to read," he says.

Caruso Revival

Continued from page 1

an extensive ad campaign for the Caruso book.

Caruso's original records, which have now been issued and re-issued many times, still continue to rack up steady sales, with about a dozen of his RCA Victor recordings currently available on LP's. These original Victor recordings date back to 1904.

Jimmy Dean

Continued from page 1

ent. Dean's solid record success last year helped him win the coveted Billboard Man of the Year award at the Nashville WSM -- "Grand Ol' Opry" --Country Music Convention a few months ago.

By SAM'L STEINMAN

ROME — Reduced personal and TV appearances by foreign artists and lessened importation of foreign-made tapes are two of the seven points in the program of the newly organized Association of Light Music Artists which is affiliated with FULS-CISL, the Christian Democratic Union. Demands have already been served on RAI-TV and on AGIS, theater owners organization, and will most likely be demanded from SEDRIM, the disk group.

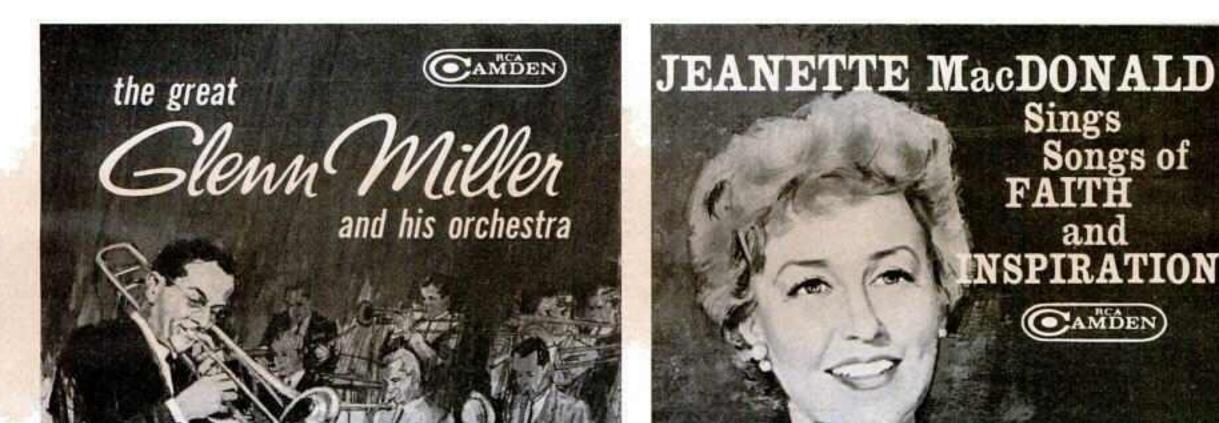
The entire program is hinged on the following points: (1) better treatment economically and personally for singing artists on television; (2) fixed minimum compensation on TV for singers and for arrangements made by orchestra conductors; (3) a national contract by AGIS to cover all areas of personal appearances; (4) reduction of number of personal appearances by foreign artists; (5) lowered importation of foreign tapes and increased emphasis on national artists instead of foreigners on phonograph records; (6) more Italian songs and recordings on Italian TV and radio; (7) a new pension fund with various fringe benebits.



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A POEM OF PROFIT FOR FEBRUARY

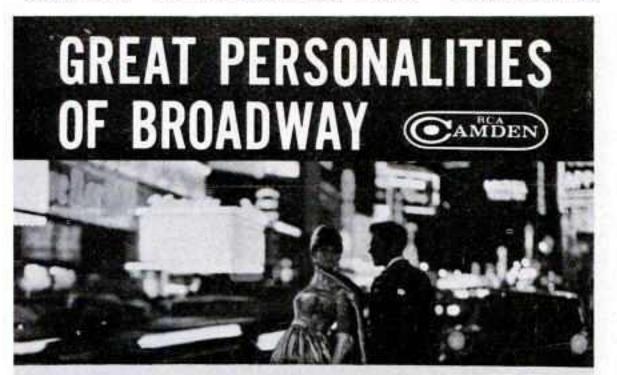
The Great Glenn Miller Miss MacDonald sings A Broadway galaxy More "Living Strings"





A fine group of favorite hymns including "Battle Hymn of the Republ

Top collection of great Miller (electronically reprocessed in stereo). "Moon Love," "That Old Black Magic," 8 more. CAL/CAS-751 (e) A fine group of favorite hymns including "Battle Hymn of the Republic," "Ave Maria," "Songs My Mother Taught Me," 7 more. CAL-750



AL JOLSON GEORGE M. COHAN ETHEL MERMAN BEATRICE LILLIE SIR HARRY LAUDER HELEN MORGAN EZIO PINZA FANNY BRICE RUDY VALLEE

Broadway's most unforgettable personalities. Helen Morgan sings "Bill"; Rudy Vallee sings "My Time Is Your Time"; 8 more. CAL-745 WHERE DID THE NIGHT GO with the wing things

More of the great "Living Strings" sound and excitement. "Restless Heart," "One of These Fine Days," "Fanny," 7 more. CAL/CAS-738

RCA CAMDEN

10 BILLBOARD

FOLK MASS All Right, Mill Around Everybody!

TALENT

By JACK MAHER

If you like a spectale, the Bitter End is the place for you. This non-alchoholic, Greenwich Village coffee house currently has an entertainment miracle on stage that rivals the best C. B. De Mille ever put on film. With a cast of what seems to be thousands, the Robert DeCormier Folksingers are making their first-time-ever night spot appearance and will continue to hold forth through February 25.

The DeCormier singers are 17 souls strong: eight of them are men, five of them are women, and four of them are musicians. On stage at the downtown mocca mansion, this group looks and sounds like a cross between the Mormon Tabernacle Choir and the Mitch Miller Sing-Along gang. When they move on the compact Bitter End stage it's like the chariot race from "Ben-Hur." But they really fracture the people.

On the night reviewed, Monday (11), the audience roared, chanted and applauded the group with obvious glee: Their robust, if not always exact, arrangements scored with the folk fanciers, and an "A" for effort goes to all members of the entourage.

Robert DeCormier was musical director and personal conductor for Harry Belafonte and the Belafonte Singers before forming this widly enthusiastic band of revelers of his own. He chose David Tihmar, a confederate with the Belafonte Singers, for the staging of this new folk yodeling group. Columbia Artists Management, Inc., has the Folksingers ready for a cross-country tour after the Bitter End date.

Material for the organization is folk in the broadest sense of the word. It stretches from "The Cuckoo Waltz" (a Polish folk song) to "Amen," the stylized Negro spiritual. This latter number wrapped up the group's half-hour on

Robert DeCormier Signals the Troops

stage neatly and had the audience clapping and stomping, on the threshold of salvation.

It is reported that the DeCormier Folksingers had only 30 hours of rehearsal prior to opening Thursday (7) and this might account for the few obvious goofs in arrangement and step. But this group is well on the way toward impact on the folk market—by sheer weight of numbers at the very least.

TV GUEST APPEARANCES BY RECORD TALENT

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

FEBRUARY 18-24 (All Times Eastern Standard)

- MONDAY 18-CLANCY BROTHERS AND TOMMY MAKEM The boys are guests on the Tonight show (NBC-TV, 11:15 p.m.-1 a.m.). Their latest Columbia LP is "The Boys Won't Leave the Girls Alone."
- TUESDAY 19-SANDY STEWART

The Colpix songstress guests again on the Merv Griffin show (Monday-Friday, 2-2:55 p.m.). Her version of "My Coloring Book" is still scoring on the Hot 100.

TUESDAY 19-THE LETTERMEN Trio entertains on Red Skelton's show (CBS-TV, 8:30-9:30 p.m.). Their

Trio entertains on Red Skelton's show (CBS-IV, 8:30-9:30 p.m.). Ineir current Capitol LP is titled "Jim, Tony and Bob."

TUESDAY 19-CONNIE FRANCIS

The MGM thrush visits the Jack Benny show (CBS-TV, 9:30-10 p.m.). Her current chart single is "I'm Gonna Be Warm This Winter" b.w. "Al Di La."

TUESDAY 19-CAROL LAWRENCE, JONATHAN WINTERS

Both perform on the Garry Moore show (CBS-TV, 10-11 p.m.). Miss Lawrence can be heard on the Choreo LP "This Heart of Mine." Comedian Winters is busily plugging his new Verve album titled "Humor Through the Eyes of Jonathan Winters."

WEDNESDAY 20-CAROL CHANNING

Miss Channing guests on the Andy Williams show (NBC-TV, 10-11 p.m.). Caedmon has recorded a "Gentleman Prefer Blondes" LP with the comedienne.

FRIDAY 22-MAURICE CHEVALIER

The veteran entertainer is showcased in a special titled "The World of Maurice Chevalier" (NBC-TV, 8:30-9:30 p.m.). Chevalier has many recordings available on MGM, but his most recent LP is "In Search of the Castaways" on the Disneyland label from his picture of the same name.

FRIDAY 22-SHELLEY BERMAN, FLORENCE HENDERSON

Both play the Jack Paar program (NBC-TV, 10-11 p.m.). Berman is still selling his "Personal Appearance" LP on Verve and Miss Henderson has numerous show albums available on RCA Victor.

SUNDAY 24-CAROL LAWRENCE

Choreo's Carol Lawrence is before the cameras for the second time this week. This time on the Ed Sullivan show.

SUNDAY 24-MISCHA ELMAN, GABRIELLA TUCCI

Violinist Mischa Elman and Metropolitan Opera soprano Gabriella Tucci perform on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.). Elman has numerous recordings on the Vanguard label and Miss Tucci is represented on the London label with "I Pagliacci."

SUNDAY 24-CAROL BURNETT, ROBERT PRESTON

Preston makes a rare TV appearance as a guest on the special, "An Evening With Carol Burnett" (CBS-TV, 10-11 p.m.). Preston is heard on the sound track (on Warner Bros.) and original cast (on Capitol) LP's of "The Music Man." Miss Burnett's recent album is "Julie and Carol at Carnegie Hall" on Columbia.

LIVE REVIEWS

NIGHT CLUB

on February 6 and is proving that his term in office has not sidering material for a second album, but neither he, his manager nor his writers have determined just what it should be about Excent it will not deal

Meader Polls Well at the 'i'

By GODFREY LEHMAN

SAN FRANCISCO—Everything is wine and roses at the hungry i in San Francisco these days. Vaughn Meader has actually appeared, albeit about nine days late, and impresario Enrico Banducci is content.

The President's alter ego came into the theater night club yet ended. No lame duck he, Meader has taken on a myriad of other lesser political lights with short sketches of almost all of the male members of the Kennedy family.

Wary of the possibility of an equally meteoric fall as well as a rise, Meader is preparing himself. At worst, he told Billboard during an exclusive post-act interview: "I'd become a wealthy bum instead of the poor bum I was before."

But perhaps this won't happen. Meader is currently con-

about. Except it will not deal with the Kennedys again.

During his engagement at the hungary i, scheduled through March 2, Meader is introducing fresh material and personalities. He does a sketch of "Famous Quotations of the 1962 Congressional Campaign," lampooning both winners and losers; he mimics a press conference or two by a cabinet secretary; he parodies an encounter between an ex-mayor of a small western town, one Dwight Dee, and a brash young man named Jack.

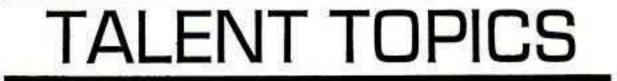
Meader also poked his satirical finger at Senator Keating, Secretary McNamara and their disagreement on whether Cuba is or is not armed. He tied in television shows with politics, and demonstrated a new children's feature with Uncle Welchy and all his little Birchers.

The recording artist's threeand-a-half-week stint is netting him a mere \$750 a week, according to the contract written before that album. When he concludes, he will fly to Milwaukee (missing the NARM convention scheduled to begin in San Francisco that very weekend) to play for two weeks during another old commitment at the Holiday House there. Meader will not say what his salary will be, confessing only that "it is at the old figure."

On March 22 he will be in Los Angeles to tape a television show with Andy Williams, and on April 2 goes to the Sahara at Las Vegas for a four-week engagement paid for at a healthy figure.

When this ends on April 30, he comes back to the hungry i to fill out the balance of his original eight-week contract, but this time at a generous increase in salary to \$1,250 per week.

That engaging RCA Victor recording "folk singing" four-(Continued on page 12)



NEW YORK

Frank Sinatra Jr. in dramatic debut in "Sam Benedict" TV episode.... Roy Conniff, back from European tour, now hopping Eastward on in-person trip pushing his single "Popsy." Winds up in New York February 23.... Singer Al Martino off on tour of European Army bases through March 12.... Mike Clifford winding up at LaConcha Club, Puerto Rico. ... Night club debut for Johnny Tillotson: Mardi Gras, Baltimore, thence to Washington and Syracuse next month.

Peggy Lee at Latin Casino, Camden, N. J., for two weeks before her annual New York visit at Basin Street East, March 14.... Caedmon Records has signed Rex Harrison and Rachel Roberts (Mrs. Rex Harrison) for

(Continued on page 12)

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.

THE CASCADES (Warner Bros.)

PERSONAL MANAGER: Andrew F. DiMartino Jr. BOOKING OFFICE: William Morris. HOME TOWN: San Diego, Calif. AGES: Teens and early 20's. HOB-BIES: Mountain climbing, skin diving. BACK-GROUND: The voices of five young men combine to produce the smooth sound of the Cascades: John Gummoe, Eddie Snyder, Dave Stevens, Dave Wilson and



Dave Zabo. Until their hot single, "Rhythm of the Rain," brought them to national attention, the boys had been featured at night spots in the Southern California area, chiefly at a local club called the Peppermint Stick. They're now planning a national tour to promote their record.

LATEST SINGLE: "Rhythm of the Rain" is high on the Hot 100 chart.

LATEST ALBUM: An album featuring, of course, "Rhythm of the Rain" will soon be released.

TALENT ON TOUR

(Top Record Talent in Top Record Towns This Week.)

EAST

Neil Sedaka in at the Copa, New York, February 23. . . . Gerry Mulligan back at the Village Gate, New York, for three days starting February 21. . . . The Lettermen play a campus date at St. Bonaventure College, Oleon, N. Y., February 23. . . . Gene Pitney, on a series of onenighters, stops at the Sports Arena, Syracuse, February 21; George S. Pavilion, Binghamton, N. Y., February 22; St. John's Church, Hudson, N. H., February 23.

SOUTH

Eddie Fisher headlines show at the Eden Roc Hotel, Miami Beach, February 22-March 3. ... Brook Benton at Clemson College, Clemson, S. C., on February 22 and the Royal Peacock Club in Atlanta, February 23-25. ... Count Basie continues his series of one-nighters: Maryville, Mo., February 20; Kansas City, Mo., February 21.

MIDWEST

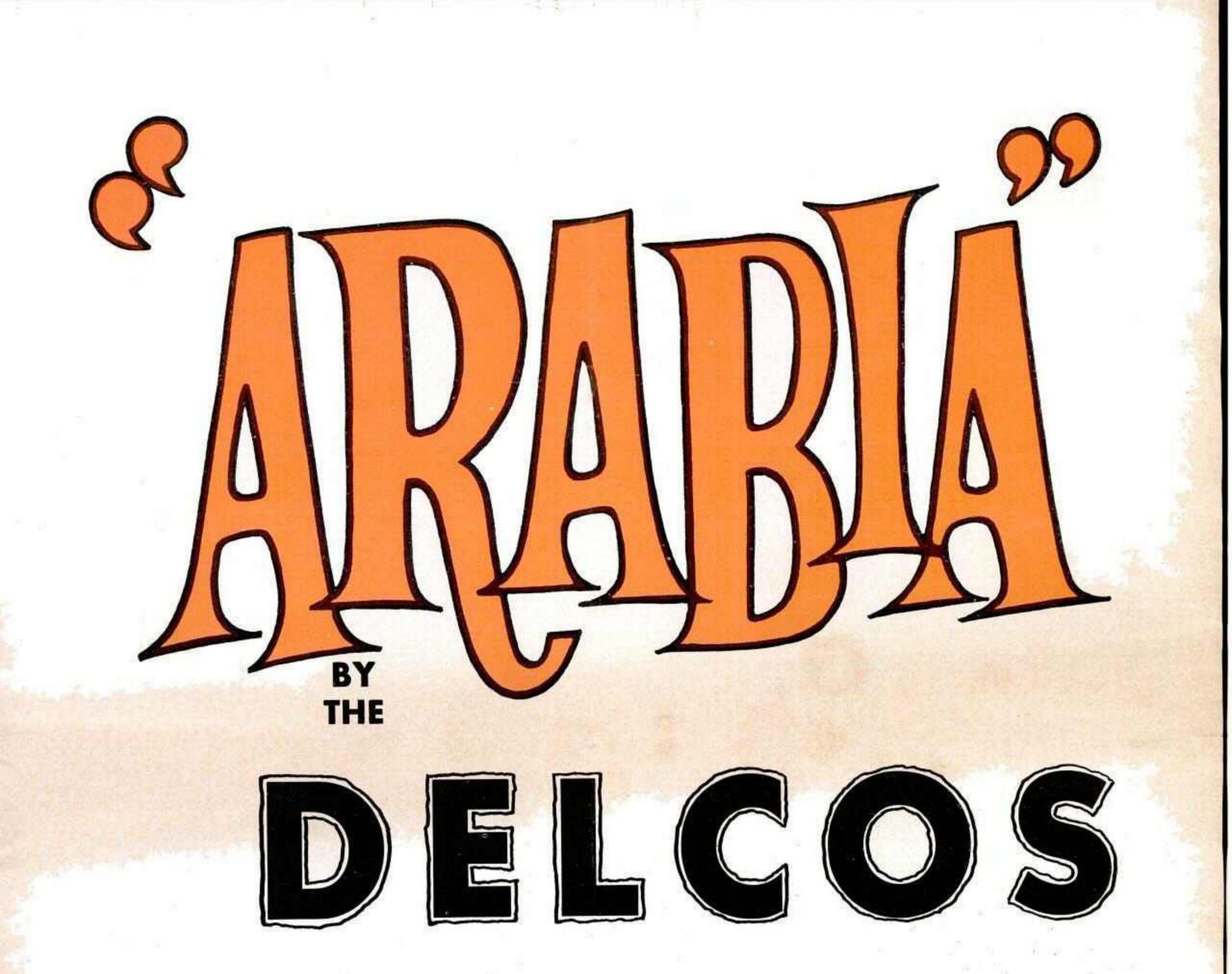
Damita Jo at Sahara Inn, Chicago, February 22 through March 2. . . . La Vern Baker plays the Regal Theater, same city, February 22. . . . Count Basie stops in Cincinnati same night for a one-nighter. . . . Stan Getz at the Missouri School of Mines in Rolla, Mo., on February 18.

WEST

Brook Benton at the Riverside Ballroom, Phoenix, Ariz., February 18. . . The Chad Mitchell Trio makes first appearance at The Terrace, Salt Lake City, on February 23. . . . The Four Freshmen entertain the campus crowds at the Intercollegiate Winter Carnival in Bend, Ore., on February 23; Western Washington State College, Bellingham, Wash., February 26, and Sacramento State College, Sacramento, February 28.

CANADA

Gene Pitney plays two dates in the Dominion this week: February 24 at the Royal Hall, Montreal, and February 25 at the Quebec Coliseum, Quebec.



Showcase 45-2501

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TALENT TOPICS

Continued from page 10

"Much Ado About Nothing" recording.... Lionel Hampton to take band on six-week tour of Japan April 8.... Tony Lawrence, West Indies-born bright new light, is back on home grounds this week, working Montego Bay and Ocho Rio, Jamaica, before shooting to Montreal for a hotel date.... Patachou, who may be greatest cabaret entertainer in France today, makes first U. S. concert stage appearance at Carnegie March 3. She'll be accompanied by Jo Basile, one of world's fine accordionists.... Izumi Yukimura, the Japanese television, picture and recording star currently at the Persian Room, comes in at 89 pounds.

In addition to being welcome at the Attorney General's house, **Crofutt and Addiss** are set for concert dates with **Stan Getz:** February 20, Ford Auditorium, Detroit; February 21, Carlton College, Northfield, Minn.; March 5, St. Joseph's College, Collegeville, Ind., and March 15, Symphony Hall, Boston.

Pitcher Don Drysdale signed with Frank Sinatra's Reprise firm to do four singles, two new tunes and two standards. He thus follows Dodger teammate Maury Wills, the football Giant's Rosy Grier and Wilt Chamberlain from playing arena to recording studio-but since the Dodgers, the Giants and Chamberlain's San Francisco Warriors all are having troubles, some record people are asking: When do the winners get to make JACK ORR records?

Telephone Hour Gets Expanded Fall Schedule

NEW YORK — The "Bell Telephone Hour," long a showcase for record performers, will go on an every-other-week basis for a full year next season on NBC. The show was on eight times this season.

The program has an 18-year history of presenting celebrated instrumentalists and singers on radio. Since it turned to television in 1959, scores of performers, including Birgit Nilsson, Carol Lawrence, Joan Sutherland, Robert Goulet, Leontyne Price, Fred Waring, Harry Belafonte, Rise Stevens, Pat Boone, Mischa Elman, Jane Powell and Margot Fonteyn, have appeared.

The programs, to be in color, will be presented on alternate Tuesdays, 10 to 11 p.m., Eastern time, beginning September 24 and continuing until the following fall. It will mark the first time the show has been on during the summer.

Meader at the 'i' • Continued from page 10

some, the Wayfarers, bring their own youthful vigor to the program, though they seem a little immature and still to be developed. And French diseuse Ondine completes the current bill with somewhat pedestrian talk-singing about shallow young lovers both requited and un.

<u>NIGHT CLUB</u> Mann a Credit To Bossa Race

Max Gordon and the Village





Vanguard obviously believe the bossa nova will live a long, long time — at least another three weeks—for he has Herbie Mann, Bola Sete and Sergio Recardo as his current show.

The Greenwich Village nitery had a healthy house opening night (12) for the Brazilian sounds, which would indicate that the bossa continues to catch the capricious public taste.

No small credit for the turnout was the excellent work of Atlantic Records' Herbie Mann. Mann has built an enviable sales track record over the past year and his solid, well-paced show holds the audience's attention throughout a set. Herb pipes the bossa, blues and down-home swingers on flute. Tight, explosive support comes from his quintet, which features light swingy solos from Dave Pike, vibes, and Attila Zoller, guitar. Zoller's work is deft and to the point. He's Hungarian-born, spends months at a time in Austria and Germany and plops into the Brazilian groove with calm delight. The UN should be so lucky.

Bola Sete is a displaced Brazilian. His work gleams with a hard, skilled and most expressive sound. On Spanish guitar he swings easily from Bach to bossa. His tight rhythm combination of bass and drums support him most skillfully. Rounding out the show is singer Sergio Ricardo who, like so many others from the South American bossa-land, sings with the Gilberto inflection. His work was adequate though undistinguished. JACK MAHER

SITUATION WANTED Promotional or Field Representative. 12 years' experience with major labels. Willing to travel but with many contacts in the Pennsylvania-New Jersey territory it would be mutually beneficial if I remained in the area. FREDDIE WHITE 2730 Finlaw Ave., Pennsauken 8, N. J. 609-NO 3-5430

SINGLES ARE SWINGING!



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BILLBOARD POP SPOTLIGHT

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THE HIGHWAYMEN "PRETORIA"

UA 568

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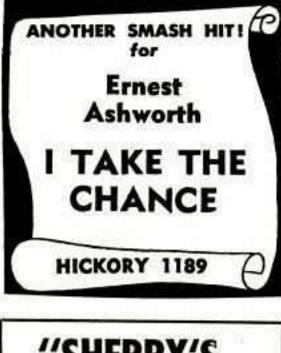
14 BILLBOARD

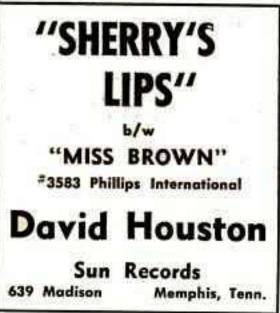
FEBRUARY 23, 1963

Bob Ferguson Goes Into Sheet Music

NASHVILLE — Bob Ferguson, president of Backwoods Music, has announced the printing and distribution of sheet music featuring the first of an autograph series on Chet Atkins guitar numbers.

Ferguson said the first sheet printed is "Trambone," and is to be followed with "Wildwood Flower" and "Hot Mockingbird."





4-



"OPRY" SINGER: Ott Devine, general manager of "Grand Ole Opry," locates hit waxing of Marion Worth, "Shake Me, I Rattle," on chart which provides a preview peek as special service for the many "Opry" stars who gather in Nashville every Saturday. Marion, who records for Columbia, has been signed as a regular with the "Opry" unit.

COUNTRY MUSIC CORNER

By BILL SACHS

Webb Pierce made his first personal appearance in Houston in three years recently when he headlined Clyde Chesser's "Go Texan" show, along with Lefty Frizzell, Faron Young, Loretta Lynn, Cowboy Copas and Orville Couch. The SRO sign was up before show time, according to disk promoter Slick Norris. The show was booked by Chesser through Leroy Gloger, of Station KIKK, Pasadena, Tex.

COUNTRY MUSIC

Wade Ray's new one, cut on a recent session in Los Angeles. Sides are "Have Yourself a Party" and "Country Boy." ... Slick Norris recently produced sessions for Glenn Barber and Adrian Roland at the Gulf Coast Studio, Beaumont, Tex. ... Bud Crowder and his combo are holding forth six nights a week at the Maverick Club, Las Vegas. Bud now has his own platter show five hours daily on KTOO, Las Vegas.

HOT COUNTRY SINGLES

		Billboard SPECIAL SURVEY
This	Last	FOR WEEK ENDING 2/23/63
Week 1	Week 1	Title, Artist, Label & No. Chart DON'T LET ME CROSS OVER
2	2	Carl Butler, Columbia 42593 BALLAD OF JED CLAMPETT
3	4	Lester Flatt & Earl Scruggs, Columbia 42606 SECOND HAND ROSE
4	3	Roy Drusky, Decca 31443 RUBY ANN
30.00	-50	Marty Robbins, Columbia 42614
5	5	FROM A JACK TO A KING 9 Ned Miller, Fabor 114
6	6	T FOR TEXAS 1 Grandpa Jones, Monument 801
7	9	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND
8	11	Porter Wagoner, RCA Victor 8105 END OF THE WORLD
9	8	Sing A LITTLE SONG OF HEARTACHE 16 Rose Maddox, Capitol 4845
10	10	I TAKE THE CHANCE
11	7	DOES HE MEAN THAT MUCH TO YOU?. 12 Eddy Arnold, RCA Victor 8102
12	12	HELLO TROUBLE
13	16	CAN'T HANG UP THE PHONE 5 Stonewall Jackson, Columbia 42628
14	20	SHAKE ME I RATTLE (Squeeze Me I Cry). 3 Marion Worth, Columbia 42640
15	17	ROBERT E. LEE
16	19	NOT WHAT I HAD IN MIND 3 George Jones, United Artists 528
18	13	YOU'RE FOR ME 9 Buck Owens, Capitol 4872
17	18	THE WAY IT FEELS TO DIE 5 Vernon Stewart, Chart 501
19	21	MR. HEARTACHE, MOVE ON 6 Coleman O'Neal, Chancellor 108
20	28	BETTER TIMES A COMIN' 5 Ray Godfrey, Sims 130
21	25	BAYOU TALK
22	24	IS THIS ME?
23	23	FADED LOVE
24	-	I WANNA GO HOME 4 Billy Grammer, Decca 31449
25	30 — 6 3	A STRANGER WAS HERE 4 Darrell McCall, Philips 40079
26	30	LEAVIN' ON YOUR MIND 2 Patsy Cline, Decca 31455
27	3 11 27	WALK RIGHT IN
28	15	I'VE GOT THE WORLD BY THE TAIL 8 Claude King, Columbia 42630
29	-	STILL
30	14	DOWN BY THE RIVER

NANCY SINATRA'S NEWEST

TO KNOW HIM

No. 20,045



Rose Maddox opened February 14 at the Golden Nugget, Las Vegas, for a two-week stand, following an 18-day run at the Commercial Hotel, Elko, Nev., ended February 10. . . . Jenny Jamison is back in her native St. Louis following a promotional tour with her newest Gateway release, "What Good Does It Do to Pretend," from the pen of Bill Anderson. . . . A new weekly c.&w. jamboree show, "Bar-None Ranch Party," made its bow at Klamath Auditorium, Klamath Falls, Ore., February 15, with Columbia Records artist Skeets McDonald heading a cast of area talent. The show will be a regular Friday night feature. Gordon Terry heads the February 22 layout, with Johnny Bond inked for the March 1 feature slot. Producer of "Bar-None Ranch Party" are Eddie Wise, c.&w. deejay at KLAD, Klamath Falls, and his partner, Claude Shields. Wise was formerly for 21 years at WEBO. Harrisburg, Ill.

Claude King plugged his new Columbia release, "Sheepskin

'OPRY' A SMASH IN COAST DATE

OAKLAND, Calif.—Concrete evidence of the resurgent popularity of country and western music was demonstrated recently by gate receipts at the one-night presentation of "Grand Ole Opry" at the Oakland Auditorium, sponsored locally by country and western music Station KSAY, San Francisco.

Whereas the last local live appearance of the production in 1957 brought a gross of only \$1,600, the 1963 show attracted more than 5,000 persons with a gross of \$10,342.

Valley," on "Grand Ole Opry" in Nashville Saturday (16). Tune was penned by Claude in Collaboration with Merle Kilgore. King stops off in Charlotte, N. C., for a personal this Saturday (23), and March 2 is skedded for a return on "Big D Jamboree," Dallas. . . . Marty Rob-bins heads up Station KRAK's third country music spectacular at Memorial Auditorium, Sacramento, Calif., March 28. . . . Durwood Haddock and band have been set for March 15-16 at the Sport Show and Exhibit at Ector County Coliseum, Odessa, Tex. Event is sponsored annually by the Odessa Jaycees. Last year's feature attraction was Roy Acuff and His Smoky Mountain Boys. Haddock is currently sporting his initial release on the United Artists label, "Big Night at My House."

The Ferlin Husky troupe played to an S.R.O. crowd at Joe Freeman Coliseum, San Antonio, February 8, in the first of five performances as a feature of the 14th annual San Antonio Livestock Show, according to word from Hubert Long, Nashville booker. Husky has a new Capitol release in "You Hurt Me."

CMA Officials Heavy for Plan

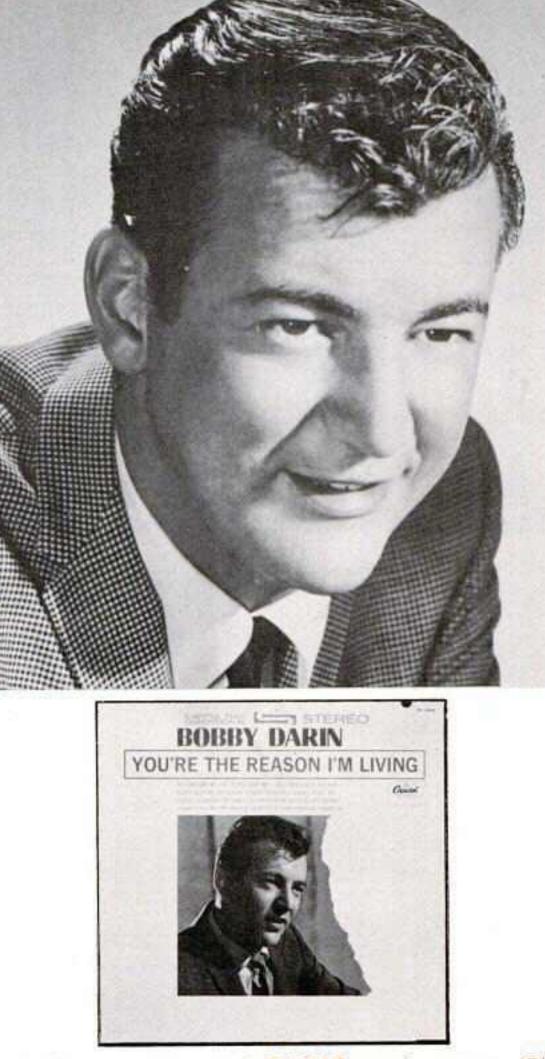
NASHVILLE — Officers and directors of the Country Music Association are almost 100 per cent in the association's new Accidental Death and Dismemberment Insurance program, Jo Walker, CMA executive director, announced this week.

The accidental death and dismemberment insurance of the CMA Group Insurance Plan becomes effective March 1, 1963. CMA members under age 65 who submit their application and check this month will be insured at savings of 40 per cent or more.

Details on the plan may be obtained by writing Jo Walker, Country Music Association, 801 16th Avenue South, Nashville.

Next Stop...No.1

6 weeks on the charts... and already in the top 10 Bobby Darin's YOURE THE REASON IN LUNG



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RHYTHM & BLUES

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By NICK BIRO (Chicago Office)

Dick Gregory is branching out in his material more than ever beofer. His new album, recorded live at Mr. Kelly's in Chicago for Vee Jay, still deals with Gregory's trade-mark-the racial issue-but there's an even greater emphasis on national and international topics. Interesting thing about the Vee Jay-Gregory relationship. It's all a handshake between the comedian and E. J. Abner, the label's topper. The pair are good friends and work without a contract. Abner says there's still another album in the works after this. . . . Vee Jay's Barbara Gardner, newly named director of international product, made it back from her overseas trip in time to attend the Vee Jay-Big Town (Vee Jay's Chicago distributor) party to announce the new LP. . . . Tamla-Motown is readying a pair of LP's on two of its big names, Marvin Gaye and Mary Wells. Gaye's will feature his two single hits, "Stubborn Kind of Fellow" and "Hitch Hike," while Mary's will carry her currently hot singles, "Two Loves" and "Laughin' Boy." . . . United Artists' singing stars, Jay and the Americans, are set for a series of college dates in the East during the next two months. The group, whose latest single is "Strangers Tomorrow," will appear at the big motion picture industry's Communion Breakfast at the Waldorf-Astoria Hotel in New York Sunday (24).

Stations needing a rhythm and blues scrapbook to be used for internal promotion, giveaways,

and the like, can contact Thurston Moore, of Heather Publications in Denver. The firm is putting out a special edition that can also be personalized. Each station can have its own deejay personalities featured on the inside front cover. . . . Tony Von, of KTAE, Taylor, Tex., writes: "Have the only r.&b. show in this Central Texas area and receiving most of the major labels. A lot of new labels and artists showing up, however, and having some trouble getting material on them. Don't know any way to remedy this situation and thought you may." We can, Tony, by printing your request. Good luck. . . . Nashboro topper Ernie Young has high hopes for "I'm a King Bee" by Jimmy Anderson, now getting good play in Atlanta. . . . Ted Adams, manager of Ernie's Record Mart, Nashville, says steady sales continue for Lightnin' Slim's "Winter Time Blues" on Excello.

K-ZAM's (FM) Seattle, Larry Braxton and Frank Barrow both pick "Laughing Boy" by Mary Wells as a hit. Chart toppers at the station are "Hitch Hike," by Marvin Gaye, and "Jive Samba," by Cannonball Adderley. K-ZAM is the only 24-hour r.&b. format station in the area. Kent Beauchamp's Big Town Distributing Company in Chicago picked up the Prestige label. Kent had the line. Big Town also has United Artists and Vee Jay.

More news from Chicago: Al (Mr. Zeke) Durham lost his sponsors on WSBC and is looking for a new spot. . . . Also looking is Richard Stamz, who left WOPA. . . . Ditto David Williams who quit WSBC. He had the "In the Kitchen With the Baron of Swing" show. Big man at WSBC is Jimmy Dunlap, who hosts both a spiritual and r.&b. show. . . . Louise Watson, formerly with Vee Jay, has joined Potter Distributing Company.... Jim Reece, who hosts the Jim Dandy Show on WBEE, is starting back to college to pick up an engineering degree. Jim is one of the top Negro jockeys in the city and his station is one of the top Negro stations in the area. Other names at the outlet include Larry Lynn, Enoch Gregory, Lon Dyson, Mike McClelland, and last, but not least, Program Director Bill German. . . . John and Ann Muse are expecting a new family addition in June. John is head of promotion for Potter Distributing Company. Ann works for Cosnat. And her maiden name is Leaner. That's

HOT R&B SINGLES

Billboard SPECIAL SURVEY

		DIIIDUUIU JECIAL JUKACI
	12201243	FOR WEEK ENDING 2/23/63
This Week	Last Week	Title, Artist, Label & No. Chart
1	3	HEY PAULA
~		Paul & Paula, Philips 40084
2		YOU'VE REALLY GOT A HOLD ON ME. 9 Miracles, Tamia 54073
3	4	THAT'S THE WAY LOVE IS
	80072	Bobby Bland, Duke 360
4	5	WALK RIGHT IN
		Rooftop Singers, Vanguard 35017
5	2	TWO LOVERS
		Mary Wells, Motown 1035
6	8	CALL ON ME 4
	000040	Bobby Bland, Duke 360
7	12	SEND ME SOME LOVIN' 3
11/227	00000	Sam Cooke, RCA Victor 8129
8	17	WALK LIKE A MAN 3
0.225	523	Four Seasons, Vee Jay 485
9	6	LOOP DE LOOP 6
12102		Johnny Thunder, Diamond 129 UP ON THE ROOF
10	10	
11	16	RUBY BABY
	10	Dion, Columbia 42662
12	9	MAMA DIDN'T LIE
14		Jan Bradley, Chess 1845
13	14	DON'T MAKE ME OVER
1. W. CC	11.1	Dionne Warwick, Scepter 1239
14	7	HOTEL HAPPINESS
1000	0	Brook Benton, Mercury 72055
15	11	TELL HIM
		Exciters, United Artists 544
16	-	RHYTHM OF THE RAIN 1
		Cascades, Valiant 6026
17	15	RAINBOW
		Gene Chandler, Vee Jay 468
18	22	НІТСН НІКЕ 3
	1	Marvin Gaye, Tamla 54075
19	13	THE NIGHT HAS A THOUSAND EYES. 8
1000	Notest -	Bobby Vee, Liberty 55521
20	18	STRANGE I KNOW 9
		ALL ABOUT MY GIRL
21	20	
0.000-0		Jimmy McGriff, Sue 777

RAL	
DONNER'S	
NEWEST	
I GOT	No. 10
BURNED	
ATEAR	
IN MY EYE	

reprise ... TO PLAY AND PLAY AGAIN a significant single from reprise

22	-	THE DOG
23	28	YOU'RE THE REASON I'M LIVING 3 Bobby Darin, Capitol 4897
24	24	IT'S UP TO YOU
25	<u>077</u> 8	TELL HIM I'M NOT HOME 1 Chuck Jackson, Wand 132
26	29	GO AWAY LITTLE GIRL
27	-	LET'S TURKEY TROT 1 Little Eva, Dimension 1006
28	-	BOSS GUITAR 1 Duane Eddy, RCA Victor 8131
29	21	SHAKE SHERRY 4 Contours, Gordy 7012
30	27	YOU'RE GONNA NEED ME

right, she's the daughter of George Leaner, head of One-Derful Records here. . . . Potter, incidentally, is running with a Chicago product: "Autumn

Leaves" b/w "Love Is a Many-Splendored Thing," by **Pat and** the Empires. The label is owned by Stan Zucker, former owner of the Fickle Pickle here. . . .

EXTRA INDUSTRY SERVICE

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

Special Pre- and Post-Convention Editorial Coverage. More information for readers. Extra opportunities for advertisers.

Billboard The International Music-Record Newsweekly



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EXCITEMENT !!

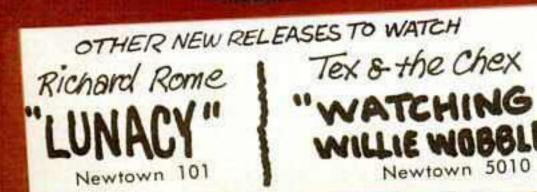
First time on Newtown

BILL HALEY AND THE COMETS UP GOES TENOR NY LOVE TENOR MAN

Newtown #5013

"COOL WATER" THE BLUE BELLES Newtown 5009

"MSH MASH" CARRIE GRANT Newtown 5011



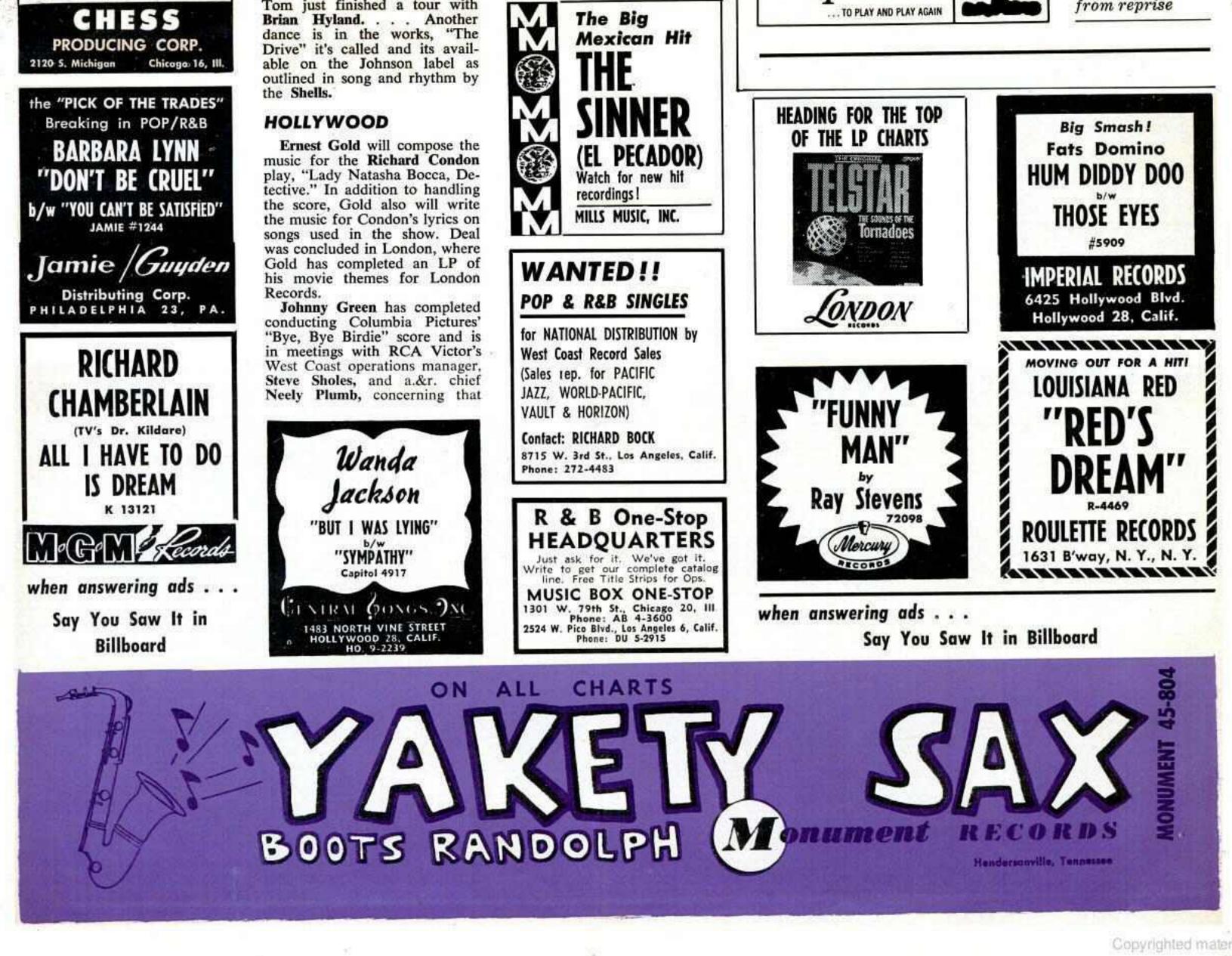
Please submit all Music Material and Masters to our A&R man: GEORGE MOTTOLA 6335 North Broad St. Philadelphia, Pa., or call: CApitol 4-6300 or LI 8-5000

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20 BILLBOARD

Classical Record Hunter Prowls Both in Special & General Shops

CLASSICAL MUSIC

NEW YORK-If the average record collector wants a copy of Vladimir Horowitz' strongselling new piano recital on the Columbia label, chances seem to be about even that he'll head either for a record dealer stocking a selection of classical wax in addition to pop albums, or for the dealer who specializes in carrying large stocks of classical records.

On the other hand, if the collector is a fancier of such composers as Mahler, he's more likely to go to the dealer handling special lines. But, if he's looking for the "war horse" classics, such as the Tchaikovsky "1812 Overture," the balance swings toward the "general" dealer.

All this may seem obvious. However, one notable point for record merchandisers emerged in a recent nationwide study of classical-album sales conducted by the research department of Billboard: "general" dealers and "specialty" dealers are often closer than they are apart in terms of what classical platters are best sellers. A study of the charts on this page makes this point clear.

For example, the best-selling



VLADIMIR HOROWITZ

single-record albums are the same in both types of storesthe Horowitz-Columbia set. In the multiple-LP packages, the story's the same - Klemperer's "Brahms German Requiem" on Angel is the topper. The same conductor's "St. Matthew Passion" of Bach on Angel-a fiverecord package, by the way-does well in both "general" record shops and in those carrying extensive stocks of classical wax.

Differences occur mainly in classics which have a more-orless popular flavor about them. such as the perennial Richard Rodgers "Victory at Sea" albums (now in Vol. III issue). Such items do better at the "general" record retailers, whereas buyers shopping in a store heavily stocked with classics tend more toward "straight" serious music.

Twist on 'Oldies'

Collectors also go for "oldiesbut-goodies" in the classical field, but again with interesting differences. Mercury's waxing of "Overture 1812," a hi-fi staple (complete with real cannon roar) for several years now, sells so well in most "general" record shops that it's in second place among single-unit packages (see charts). It doesn't even make the chart reflecting specialized buyers.

On the other hand, the reissued (it was originally recorded in the 1930's) "Vladimir Horowitz Program" sells well in classically oriented shops, but not at the general-stock retailers.

Store Concerts Paying Off

CHICAGO-One way retailers can boost the sale of classical recordings is to turn the store into a concert hall.

This, in essence, is the policy being followed by Chicago's Carson Pirie Scott & Company,

which has been staging a series of concerts by the Chicago Chamber Orchestra, conducted by Dieter Kober, in the store's eighth-floor auditorium.

The concerts vary in content

FLASH: RUSSIA LIKES WESTERN

MOSCOW — A Western is a Western, and the popularity of this American "art form" is international - including the Soviet Union. During the recent tour of the New York City Ballet in Russia, one of the most popular items in the ballet's repertoire was Hershey Kay's "Western Symphony," written for the company. The ballet, which is based on well-known musical themes of the Dodge City era, was per-formed more than 32 times in Moscow, Kiev, Leningrad, Baku and Tiflis. It's available on U.S. wax on the Kapp and Vox labels.

BEST SELLING CLASSICAL ALBUMS

Billboard SPECIAL SURVEY for Week Ending 2/16/63

GENERAL STORES

Dealers Carrying a General Record Stock

- 1. VLADIMIR HOROWITZ, Columbia KL 5771
- 2. TCHAIKOVSKY: Overfure 1812, Minneapolis Symphony Orchestra (Antol Dorati, Cond.), Mercury 50054
- 3. BARTOK: Concerto for Orchestra, Boston Symphony Orchestra (Erich Leinsdorf, Cond.), RCA Victor LM 2643 (M) - LSC 2643 (S)
- 4. SERGIO FRANCHI, RCA Victor LM 2640

ONE UNIT LP'S

More LP's)

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- 5. TCHAIKOVSKY: Concerto for Piano and Orchestra, No. 1, in B-flat minor, Op. 23, Sviatoslav Richter (piano), Herbert von Karajan, Cond., Deutsche Grammophon LPM 18822
- 6. MY FAVORITE CHOPIN: Van Cliburn, Piano, RCA Victor LM 2576
- 7. GERSHWIN: Rhapsody in Blue/American in Paris, New York Philharmonic, Leonard Bernstein, Cond., Columbia ML 5413/ MS 6091
- 8. RODGERS: VICTORY AT SEA, Vol. III, Robert Russell Bennett, RCA Victor LM 2523
- 9. PROKOFIEV: Concerto for Piano and Orchestra, No. 3, in C, Op. 26, Byron Janis, Piano; Moscow Philharmonic, Kyril Kondrashin, Cond., Mercury MG 50300
- 10. RACHMANINOFF: Concerto for Piano and Orchestra, No. 2, in C minor, Op. 18, Van Cliburn, Piano, Chicago Symphony Orchestra, Fritz Reiner, Cond., RCA Victor LM 2601
- 1. BRAHMS: A German Requiem (2), Philharmonic Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3624 B/L
- 2. BEETHOVEN: Symphony No. 9 (2), Philharmonic Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3577-B
- 3. FRITZ KREISLER IN IMMORTAL PERFORMANCES (2), RCA Victor LM 6099
- 4. BACH: St. Matthew Passion (5), Philharmonic Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3599 E/L
- 5. FIRST PERFORMANCE LINCOLN CENTER FOR THE PERFORMING ARTS, PHILHARMONIC HALL, SEPTEMBER 23, 1962 (2), New York Philharmonic, Leonard Bernstein, Cond., Columbia L2S 1008

Epic Tags '63 Year for Szell

NEW YORK-Epic Records has called 1963 Cleveland Orchestra conductor George Szell's Golden Jubilee Year and has planned a major promotion ef-fort based on this theme. Special advertising, promotion and merchandising aids are a part of the campaign, according to Epic sales chief, Len Levy.

from Bach's "Brandenburg Concerto No. 3" to Portuguese composer Sousa de Caravalho's "Overture to L'Amore Industrioso." For the benefit of music lovers with busy schedules (and with something of an eye on store hours), CPS has been holding the concerts at 6 p.m. and 7:45 p.m.

"In presenting these concerts," said store officials, "Carson Pirie Scott & Company aims to assist the Chamber Orchestra in accomplishing its goal of becoming a permanent part of the cultural life of Chicago."

Ivory Scouts Eye Young Pianists

By CHARLES SINCLAIR

NEW YORK-Concert managers and classical recording executives traditionally view the discovery of talented new pianists much as the manager of a big league ball club might view finding another Mickey Mantel in the minors. Pianists rank with (and often out-rank) violinists as top serious-music attractions on the concert stage or at record counters.

The longhair field has therefore lately begun to generate considerable excitement around a pair of talented keyboard artists who seem, on the basis of early reaction, to be headed for the musical big leagues.

One of these newcomers is Ivan Moravec, a young Czech pianist who's due for a Carnegie Hall showcase with the Cleveland Orchestra under George Szell next year. Brought to the U. S. by Alan Silver, head of the new Connoisseur Society label, Moravec has been hailed as "a new Hofmann" and even "another Horowitz" by knowledgeable insiders.

Moravec (see photo) is al-

ready on wax for Connoisseur, with a pair of albums of solo piano works by such composers as Beethoven, Mozart and Cesar Franck.

Not for the casual buyer, the albums are 12-inch, 45 r.p.m. LP's, made from two-track, halfinch high-speed tapes. For the serious music lover, they're quite a package.

George Szell, who is a major Moravec booster, didn't dig the Czech pianist at all when Con-

noisseur first sent Szell a test pressing of Moravec's new 45 r.p.m. albums. The music "sounded all much too slow and down in pitch," Szell fired back. Horrified, Connoisseur executives realized that Szell had played the 45-speed LP's at 33 r.p.m. the only speed on his super-fi turntable, and quickly cut 12-inch acetates at 33 and rushed them airmail to Cleveland. This time, with the speed (Continued on page 38)

A new Czech pianist stirs trade.

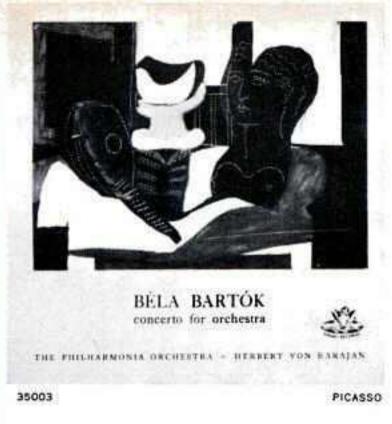
CLASSICAL STORES

Dealers Carrying Large Classical Stock

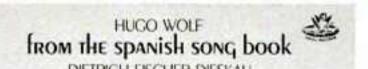
- 1. VLADIMIR HOROWITZ, Columbia KL 5771
- 2. A WAGNER PROGRAM, Philharmonic Orchestra (Otto Klemperer, Cond.), Angel 5 35947
- 3. BEETHOVEN: Sonatas, Artur Rubinstein, RCA Victor LM 2654 (M), LSC 2654 (S)
- 4. BARTOK: Concerto for Orchestra, Boston Symphony Orchestra (Erich Leinsdorf, Cond.), RCA Victor LM 2643 (M) - LSC 2643 (S)
- 5. TCHAIKOVSKY: Concerto for Piano and Orchestra, No. 1, in B-flat minor, Op. 23, Sviatoslav Richter (Piano), Herbert von Karajan, Cond., Duetsche Grammophon LPM 18822
- 6. CANTOS DE ESPANA, Victoria De Los Angeles, Angel 35937 (S)
- 7. MAHLER: Symphony No. 1 in D Major ("The Titan"), Columbia Symphony Orchestra (Bruno Walter, Cond.), Columbia ML 5794 (M) - MS 6394 (S)
- 8. MY FAVORITE CHOPIN, Van Cliburn, Piano, RCA Victor LM 2576
- 9. A VLADIMIR HOROWITZ PROGRAM, Angel COLH 72 (M)
- 10. SPANISH SONG OF THE RENAISSANCE, Victoria De Los Angeles, Soprano, Angel 35888
- 1. BRAHMS: A German Requiem (2), Philharmonia Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3624 B/L
- 2. PUCCINI: IL TRITTICO (II Tabarro, Suor Angelica, Gianni Schicchi) (3), Renata Tebaldi and Various Artists, London OSA 1364 (S)
- 3. BEETHOVEN: Fidelio (3), Philharmonia Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3625 (S)
- 4. SCHUBERT: Die schone Mullerin, Op. 25 (2), Dietrich Fischer-Dieskau, Baritone; Gerald Moore, Piano, Angel 3628
- 5. ART OF THE PRIMA DONNA (2), Joan Sutherland, London A-4241
- 6. VERDI: Aida (3), Leontyne Price, RCA Victor LM 6158
- 7. WAGNER: Die Walkure (5), Birgit Nilsson, Erich Leinsdorf, Cond., RCA Victor LD 6706
- 8. BACH: St. Matthew Passion (5), Philharmonia Orchestra, Soloists and Chorus (Otto Klemperer, Cond.), Angel 3599 E/L
- 9. BEETHOVEN: The Late Quartets (5), The Budapest String Quartette, Columbia M5L 277
- 10. GILBERT AND SULLIVAN: The Mikado (2), The D'Oyly Carte Opera Company (Isidore Godfrey, Cond.), Richmond RS 62004

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35310



THIS ANGEL AD APPEARS IN FEBRUARY 16TH NEW YORKER MAGAZINE AND IN MARCH 2ND SATURDAY REVIEW.

22 BILLBOARD

FEBRUARY 23, 1963



ARGENTINA

(Courtesy "Escalera a la fama," **Buenos** Aires) This Last Week Week 4 LIMBO ROCK-Chubby Checker (Fermata); Jackie (CBS)-Mann-Fermata 1 DAME FELICIDAD-Enrique 2 Guzman (CBS); Siro San

- Roman (Music Hall)-Korn **2 SPEEDY GONZALES—Pat** 3 Boone (Dot-Music Hall); David Dante (Victor); Jackie (CBS)-Pepino di Capri (Odeon)-Budd-Fermata
- 3 DARLIN'-Paul Evans (Kapp-Tonodisc)-Fermata 5 5 DI PAPA-Luis Ordonez
- (CBS); Siro San Roman (Music Hall)-Korn 6 6 EL BARQUITO-Joao
- Gilberto (Odeon) 7 7 PORQUE LA QUISE TANTO
- -Miguel Montero-Mariano Mores (Odeon)-Newman 10
- ESO BESO-Paul Anka (Victor) - Spanka-Fermata 9 9 PORQUE ME DEJAS-
- Gilbert Becaud (Odeon); Lucho Gatica (Odeon); Los Cinco Latinos (CBS); Los Abriles (Philips)-Smart
- **BABY ELEPHANT WALK-**10 Lawrence Welk (Dot-Music Hall); Henry Mancini (Victor)-Newman

AUSTRALIA

(Courtesy Music Maker, Sydney) *Denotes local origin

This Last Week Week

- 4 WALK RIGHT IN-The Rooftoppers (Astor)-Davis 2 FROM A JACK TO A KING
- Ned Miller (W & G) -Alberts **3 THE BOYS-The Shadows** 3
- (Columbia)-Belinda 7 **RETURN TO SENDER**-
- Elvis Presley (RCA)-Belinda
- **5 THE NIGHT HAS A** 5 THOUSAND EYES-Bobby Vee (Liberty)-Belinda
- HALF HEAVEN, HALF
- HEARTACHE—Gene Pitney (United Artists)-No -

- 20 ISLAND OF DREAMS-14 *Springfields (Philips)-Chappell
- 15 14 BIG GIRLS DON'T CRY-Four Seasons (Stateside)-Ardmore & Beechwood
- 26 SUKIYAKI-*Kenny Ball 15 (Pye)-Welbeck Music
- THE NIGHT HAS A 17 THOUSAND EYES-Bobby Vee (Liberty)-Aberbach
- 8 RETURN TO SENDER-Elvis 18 Presley (RCA)-Manor Music
- 19 19 A TASTE OF HONEY-*Acker Bilk (Columbia)-Ambassador Music
- 16 SOME KINDA OF FUN-20 Chris Montez (London)-E. H. Morris
- 21 21 LOO-BE-LOO-*Chucks (Decca)-Peter Maurice
- 22 12 UP ON THE ROOF-*Kenny Lynch (HMV)-Aldon Music
- 11 COMIN' HOME BABY-23 Mel Torme (London)-Meltone
- 13 GO AWAY LITTLE GIRL-24 *Mark Wynter (Pye)-Aldon Music
- 23 MY LITTLE GIRL-25 Crickets (Liberty)-Crickets Music
- 26 HAVA NAGILA-*Spotnicks (Oriole)-Leeds Music
- 27 TELL HIM-Billie Davis ----(Decca)-Mellin Music
- 28 CHARMAINE-*Bachelors 24 (Decca)-Keith Prowse 29 WHAT NOW-*Adam
- Faith (Parlophone)-Downbeat Music 30 IT'S UP TO YOU-Rick
- Nelson (London)-Sydney Bron

DENMARK

- (Courtesy Quan's Musikbureau, Copenhagen)
- *Denotes local origin This Last

Week Week

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3

- 1 RETURN TO SENDER-Elvis Presley (RCA)-Belinda
- 2 MONSIEUR-Petula Clark (Vogue)
- PARADISO-*Katy Bodtker

- 6 THE NEXT TIME/ 5 BACHELOR BOY-Cliff Richard (Columbia)-Leeds Music
 - 5 LET'S DANCE-Chris Montez (London)-Chappell
 - 9 ALL ALONE AM I-Brenda Lee (Brunswick)-Bens
 - 7 LIMBO ROCK-Chubby Checker (Cameo-Parkway)-Belinda
 - **10 BUONA NOTTE BAMBINO** -*Angelo Biondi (Moonglow)-Class
- 10 9 TELSTAR-The Tornadoes (Decca)

FRANCE

This Last Week Week

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- 1 TOUS LES GARCONS ET LES FILLES/J'SUIS D'ACCORD-Francoise Hardy (Vogue) TELSTAR-The Tornadoes (Decca)-Colette Dereal (Polydor) ORANGE BLOSSOM 3 ----SPECIAL-The Spotnicks (President) J'ENTENDS SIFFLER LE TRAIN-Richard Anthony (Columbia) L'IDOLE DES JEUNES-Johnny Hallyday (Philips) CHARIOT-Petula Clark (Vogue) - LE BOSSA NOVA-Sacha Distel (RCA)
 - LOCOMOTION-Sylvie Vartan (RCA); Little Eva (Decca)
- SHERRY-Henri Salvador _ (Salvador-Philips)-Les Chats Sauvages (Pathe) 10 ----SHEILA-Lucky Blondo
- (Fontana)-Sheila (Philips)

FRENCH (WALLOON) BELGIUM

- (Courtesy Juke Box Magazine) *Denotes local origin
- Two This Weeks
- Week Ago

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1 COEUR BLESSE-Petula 1

6 THE NEXT TIME-Cliff Richard (Columbia)

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- 10 GO AWAY LITTLE GIRL-5 Steve Lawrence (UA) MEXICAN JOE-Pat Boone
 - (Dot) IT'S UP TO YOU-Rick 8
- Nelson (Imperial) RIDE-Dee Dee Sharp
- (Cameo) A TRUE TRUE LOVE-9 3 Bobby Darin (Capitol)
- I'M SO LONESOME 1 10 COULD CRY-Johnny Tillotson (Cadence)

HUNGARY

- (All recordings on the Qualitone label) *Denotes local origin Two This Weeks Week Ago SPEEDY GONZALES - Ines 1 Taddio-Budd, N. Y.
- 3 KIT ERDEKEL-*Janos 2 Koos-Editio Musica
- RITMUS 1963-*Koltai-3 Papp Combo
- 2 UGYE TE IS AKAROD- Katalin Sarosi—Editio Musica
- SZERELMED LASSU VIZ-5 Committee of the *Lehel Nemeth-Editio Musica
- TWIST-*Thomas Balassa 6 1 and his Band
- **RAJTA OREGEK-*Katalin** Sarosi-Editio Musica
- MICSODA NO—*Erzsi 8 Szanto-Editio Musica
- 8 AVE MARIA NO MORRO-9 Lehel Nemeth-Southern
- PETITE FLEUR-Kormendy 7 and his Band-Caroussel

ISRAEL

(C	*Denotes local origin
This Week	
1	1 RETURN TO SENDER- Elvis Presley (RCA)- Presley/BMI

4 IT'S UP TO YOU-

MEXICO

(Courtesy Audiomusica, Mexico City) *Denotes local origin

This Last

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- Week Week
- 1 EL LADRON-*Sonora 1 Santanera (CBS)-Mundo Musical
- 10 AL DI LA-Pericoli (Warner 2 Bros.)-Ricordi 3
 - 3 AY CARINO-+Javier Solis (CBS); *M. A. Muniz (RCA) -Pham
 - 5 COSAS (Things)-*Oscar Madrigal (Gamma)-Publication Pending
 - **BEYOND THE SEA-Ray** 7 Conniff (CBS)-Mills Music
- ESO BESO-*Paul Anka (RCA)-Brambila
- 8 CORRE SANSON- (Run, Samson Run)-*Rebeldes del Rock (Orfeon)-Brambila
- 2 EL NIDO-Sonora Santanera (CBS)—Pham 4 PA TODO EL ANO—
- •J. A. Jimenez (RCA)-Pham
- 6 UN SUENO DE TANTOS-10 Amalia Mendoza and J. A. Jimenez (RCA)-Brambila

NEW ZEALAND

2 LOVESICK BLUES-

3 THE NEXT TIME-Cliff

Richard (Columbia)---

(Columbia)—Castle 1 BIG GIRLS DON'T CRY—

7 GO AWAY LITTLE GIRL-

BOBBY'S GIRL-Marcie

The Orlons (Cameo-La

DON'T HANG UP-

Gloria)-Cop Con

LIMBO ROCK-Chubby

9 TELL HIM-The Exciters

The Four Seasons (Allied)-

Steve Lawrence (Coronet-

Brook Benton (Mercury)-

Blaine (London)-Cop Con

Davis

Cop Con

Cop Con

CBS)-Tucon

(UA)-Mellin

Alberts

10 HOTEL HAPPINESS

3 4 SUN ARISE-Rolf Harris

Frank Ifield (Columbia)-

This Last Week Week

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(Chinese	*********	to pac
lichar		
lisher		
*		

- I SAW LINDA YESTERDAY -Dickey Lee (Philips)-No publisher
- 9 BOBBY'S GIRL-Marcie Blaine (London)-Alberts 1 SURFSIDE-*Digger Revelli's
- Denvermen (HMV)-Johnny Devlin Music
- 6 HE'S A REBEL-Vicki Carr 10 (Liberty)-Johnny Devlin Music
- BALLAD OF LOVER'S 11 HILL-Teresa Brewer (Philips)-No publisher
- WORKING FOR THE MAN 12 10 -Roy Orbison (London)-Acuff-Rose
- 2 TELSTAR-The Tornadoes 13 (Decca)-Reg Connelly
- ALLEY CAT-Bent Fabric 14 (Columbia)-Chappell
- THE LONELY BULL-15 11 Tijuana Brass (Festival)-Alberts

BRITAIN

(Courtesy New Musical Express, London) *Denotes local origin This Last Week Week 1 DIAMONDS-+Jet Harris-1 Tony Meehan (Decca)-Francis Day & Hunter 2 9 THE WAYWARD WIND-*Frank Ifield (Columbia)-Lafleur 3 2 GLOBETROTTER-*Tornadoes (Decca)-Ivy Music 7 LITTLE TOWN FLIRT-Del Shannon (London)-Vicki Music 5 17 PLEASE PLEASE ME-Beatles (Parlophone)-Dick James Music BACHELOR BOY-*Cliff -4 Richard (Columbia)-Elstree Music 18 LOOP DE LOOP-Frankie 7 Vaughan (Philips)-Chappell DON'T YOU THINK IT'S 6 TIME-*Mike Berry (HMV) -Southern Music 3 DANCE ON-Shadows (Columbia)-Sydney Bron LIKE I DO-*Maureen Evans 10 5 (Oriole)-Bourne Music 15 ALL ALONE AM I-11 Brenda Lee (Brunswick)-

- Leeds Music 10 THE NEXT TIME-*Cliff 12 Richard (Columbia)-Elstree
- Music WALK RIGHT IN-Rooftop 13 29 Singers (Fontana)-Southern Music

- (Polyphon); *Grete Klitgard (Tono)-Multitone - LOVERS LANE-Pat Boone 4 (Dot) BACHELOR BOY-5 9 Cliff Richard (Columbia)-Decapo KING OF THE WHOLE 6 -WIDE WORLD-Elvis Presley (RCA)-Belinda LESSON ONE-Russ Conway 7 (Columbia) 8 **BOBBY'S GIRL-Marcie** 6 Blaine (London)-Winckler 9 3 BABY TWIST-*Buster Larsen (Polyphon)-Multitone
- DANCE ON-The Shadows 10 -(Columbia)

EIRE

(Courtesy Irish Times Ltd., Dublin) This Last Week Week 1 THE NEXT TIME-Cliff 1 Richard (Columbia)-Elstree 6 DIAMONDS-Jet Harris & Tony Meehan (Decca)-2

- 3 2 GLOBETROTTER—The
- Music 4 3 DANCE ON-The Shadows (Columbia)-Sydney Bron LITTLE TOWN FLIRT-Del 5 Shannon (London)-Vicki
 - Music **RETURN TO SENDER-**-4 Elvis Presley (RCA Victor) -Manor
- 5 GO AWAY LITTLE GIRL-7 Mark Wynter (Pye)-Aldon ISLAND OF DREAMS-The
- Springfields (Philips)-Chappell 9 8 **RUBY ANN-Marty Robbins**
- (CBS)-Acuff-Rose 7 IT ONLY TOOK A MINUTE 10
 - -Joe Brown (Piccadilly)-Shapiro-Bernstein

FLEMISH BELGIUM

- (Courtesy Juke Box Magazine) *Denotes local origin
- Two This Weeks
- Week Ago

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- 1 COEUR BLESSE-Petula Clark (Vogue)-Acuff-Rose 2 RETURN TO SENDER-Elvis Presley (RCA)-Belinda ESO BESO-Paul Anka (RCA) 3
- -Spanka Music EENZAAM ZONDER JOU-4 4 *Will Tura (Palette)-Top Music

- Clark (Vogue)-Acuff-Rose 2 L'IDOLE DES JEUNES 2 Johnny Hallyday (Philips)-Tutti **4 FAITS POUR S'AIMER** 3 (DESAFINADO)-Richard Anthony (Columbia) 4 3 TELSTAR—The Tornadoes (Decca) 5 7 TOUS LES GARCONS ET LES FILLES-Francoise Hardy (Vogue)-Vogue Music 5 LET'S DANCE-Chris Montez 6 (London)-Chappell 7 8 PARDONNEZ-MOI
 - SEIGNEUR-*Robert Cogoi (Philips)-World/Primavera CHARIOT-Petula Clark 6
 - (Vogue)-Bens LOIN-Richard Anthony 10
 - (Columbia) LE JOUR LE PLUS LONG 9 (THE LONGEST DAY)-Various versions-F. Day

HOLLAND

(Court	esy Platennieuws, Amersfoort)
This	_	
Wee	ek W	cek
1	1	PARADISO-Anneke Gronloh (Philips)-Editions Altona
2	-	LIMBO ROCK- Chubby Checker (Cameo/ Parkway)-Bens
3	9	LET'S DANCE-Chris Montez
4	2	(London)—Chappell LAND OF HOPE AND GLORY—Vera Lynn (HMV) —Melodia
5	10	RETURN TO SENDER— Elvis Presley (RCA)— Belinda
6	4	IT'LL BE ME— Cliff Richard (Columbia) Belinda
7	3	THE LOCO-MOTION-Little Eva (London)-Basart L. C.
8	8	Eva (London)-Basart L. C. TELSTAR-The Tornadoes (Decca)-Basart L. C.,
9		MONSIEUR-Petula Clark (Imperial)-Basart L. C.
10	-	DESAFINADO-Rita Reys (Philips)
		HONG KONG
This		
	ek W	20.5.5.5.2.2.2.2.1 ~ 2.2.1 ~ 2.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2
1	1	A LITTLE BIT OF SOAP- The Fabulous Echoes (Diamond)
2	7	I'M GONNA BE WARM

THIS WINTER-Connie Francis (MGM) 3 5 DANCE ON-The Shadows (Columbia)

- RICK Nelson (Imperial)-Four Star Sales THE NEXT TIME-Cliff 6 Richard (Columbia)-Elstree, M., Ltd. 2 BIG GIRLS DON'T CRY-
- The Four Seasons (Vee Jay) -Bobob Music 5
- DANCE ON-The Shadows 7 (Columbia)-S. Bron NCB
- ALL ALONE AM I-Brenda Lee (Decca)-Duchess Music
- 8 FLOWERS AND GIRLS-*The Nahal Group (Kol
- Israel)-ACUM COMIN' HOME BABY-9 Mel Torme (London-
- Atlantic))-Meltone IT ONLY TOOK A MINUTE 9 -Joe Brown (Piccadilly)-Shapiro-Bernstein
- SHEILA-Tommy Roe (ABC-10 5 Paramount)-Eager Music/ Nitetime Music

ITALY

10		esy Musica e Dischi, Milan) *Denotes local origin
This	La	ist
Weel		
1	3	CHARIOT-Franck Pourcel (VdP); Petula Clark (Vogue)
2	1	*Betty Curtis (CGD) ADDIO MONDO CRUDELH (DON'T PLAY THAT SONG)*Peppino Di Capr (Carisch)
3	5	LA PARTITA DI PALLONI —*Rita Pavone (RCA); Cocki Mazzetti (Primary)
4	2	LA TERZA LUNA- Neil Sedaka (RCA)
5	6	SPEEDY GONZALES-Pat Boone (London); *Pepping
6	7	Di Capri (Carisch) SI E' SPENTO IL SOLE- *Adriano Celentano (Jolly
7	4	PREGHERO' (STAND BY ME)—*Adriano Celentano (Clan); Ben E. King (Atlantic)
8	11	CHIHUAHUA-Mina (Italdisc)
9	10	IL GIORNO PIU' LUNGO- Robert Pray (Durium); Mitch Miller (CBS)
10	8	ABAT-JOUR-Henry Wrigh (GC)
11	9	<pre>CONCERTO DISPERATO- *Nini Rosso (Sprint)</pre>
12	14	*Pino Donaggio (Columbia
54791	15	*Henry Wright (GC)
14	-	IL RAGAZZO COL CIUFFO -*Little Tony (Durium)
15	13	QUANDO, QUANDO, QUANDO—*Tony Renis (VdP)

Checker (Cameo-La Gloria) -Allen

NORWAY

(Courtesy Verdens Gang) *Denotes local origin

This Last Week Week

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- **1 RETURN TO SENDER-**Elvis Presley (RCA)-Belinda
- **3 DANCE ON-The Shadows** (Columbia)-Bens Music
- 3 4 JEG VIL HA EN BLA BALLONG-*Arne Bendiksen (Triola)-Egil Monn Iversen
- 5 FJERNE LAND-The Key 4 Brothers (Triola)-Egil Monn Iversen
 - 2 THE NEXT TIME-Cliff Richard (Columbia)-Musikk-Huset
 - 8 MIDNATTSTANGO-Lars Lonndahl (RCA)-Musikkhuset
 - 7 MIDNATTSTANGO-*Ase Wentzel/Jan Hoiland (Odeon)-Musikkhuset
- REGNIGA NATT-Anna-Lena 8
- Lofgren (Metronone)-Manu 9 TANZE MIT MIR IN DEN MORGEN-Botho Timber
- (Polydor)-Musikk-Huset 6 GUITAR MAN-Duane Eddy 10 (RCA)-Egil Monn Iversen

PERU

(Courtesy La Prensa, Lima) *Denotes local origin

This Last

Week Week

- 4 EL TWIST DE LOS OJOS NEGROS-Tulio Gallo (Philips)
- 2 5 PERDONAME-Duo Dinamico (La Voz) 3
 - 1 LA TOMBOLA-Mirla (Velvet); Luchio Macedo (MAG); Niko Estrada (Odeon); Anabella (Sono Radio); Enzo Roldan (Virrey)
- 2 SPEEDY GONZALES-Manolo Munoz (Musart); Jorge Conty (Sono Radio); Los Gorrioncitos (MAG); Los Campeones (Primary) 5
- EL BARQUITO-Gustavo 3 (Hit) Moreno (Sono Radio); Joao Gilberto (Odeon); Andre (Philips)
- ALBRICIAS-Anamelba 6 (Virrey)
 - (Continued on page 38)

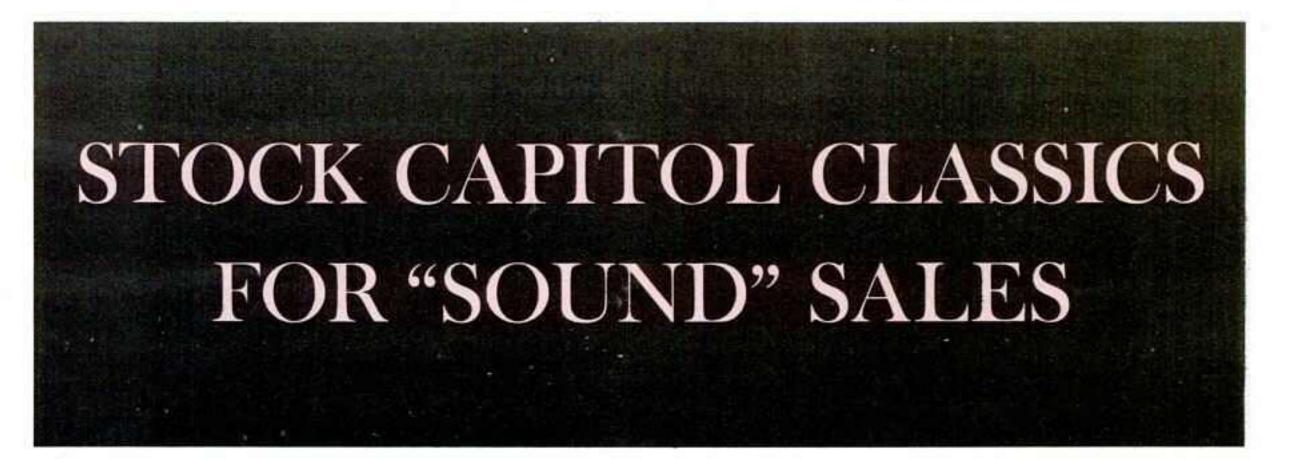
Frances Day & Hunter Tornadoes (Decca)-Ivy



REMEMBER... Remember "SAL 9020"? (Every salesman does!) This Capitol album, issued in the first days of "Hi-Fi", demonstrated and explained Capitol's Full Dimensional Sound. At a premium price, dealers sold over a hundred thousand copies in a few short months...and "FDS" became the symbol of SOUND with Hi-Fi enthusiasts.

NOW...The sound of Capitol Classics is the sound of Full Dimensional <u>Stereo</u>. Albums like Pennario's "Gershwin by Starlight" and Roger Wagner's "Belshazzar's Feast" continue to demonstrate to countless record buyers the excitement of great classics, performed by foremost artists, <u>recorded by</u> Capitol.

SOON...New Capitol Classics, showcasing the great FDS quality, in packages that will have unique appeal...designed for "Sound" sales, yet completely consistent with the finest traditions of classical recording. Your Capitol salesman will help you stock and sell this world-famous line molto vivace!



International **NEWS REPORTS**

Tony Renis' 'One for All' Wins 1st Place at San Remo

By SAM'L STEINMAN

SAN REMO-Tony Renis affirmed his position as Italian light music's "Golden Boy" by winning first place with his own song, "One for All" (Uno Per Tutte) which he wrote with Testa and Mogol. The other rendition of the winning song at the San Remo Festival at the Casino was by Emilio Pericoli.

Only a month ago Renis won the television competition, "Canzonissima," with his song "When, When, When" (Quando, Quando, Quando) which turned out to be the hit of 1962 after placing only fourth with the old week-long public voting system. This method was discarded this year in favor of the original system used during the first 10 San Remo festivals.

Second place was won by the trilingual titled song, "Amor, Mon Amour, My Love," written by Malgoni, Pallesi and Pinchi and sung by Claudio Villa, three-time winner of the as the probable winner. The festival, and Eugenia Foligatti, one of the two new voices of the

AUSTRALIA

Miller, Spotnicks **Moving Up Fast** By GEORGE HILDER 19 Todman Ave., Kensington Sydney, N.S.W.

event. This tune had been tipped only twist tune in competition, "Young People, Young People" (Giovane, Giovane) sung by Pino Donaggio, one of the authors along Testa, and Cocky Mazzetti, took third place.

Wilma DeAngelis and Johnny Dorelli sang "It Doesn't Cost Anything" (Non Costa Niente) of Sciorilli and Calcagno to fourth with 48, while three less were cast for the fifth-place number "Remember." This was sung by Milva and Luciano Tajoli.

The final evening was televised on the Eurovision network and thus made available to 35,400,000 viewers throughout Europe.

Charity Payoff

Proceeds from the 13th San Remo Festival will be used for a show business charity to go toward the building of a rest home for veterans of theater, opera and light music. The home will be erected in San Remo. Tickets, which were sold out for this year's event well in advance, were priced at \$48 each, a record sum for an Italian event equaled only by opening nights at the La Scala and Rome operas.

PALMEN DUTCH PRIX CHOICE

AMSTERDAM - Vocalist Annie Palmen will represent Holland in the London showing of the Eurovision Song Festival. The "Grand Prix" test will feature the singer performing the entry from this country, "Speeldoos." There are three recorded versions of the tune on the Dutch market by Miss Palmen (Philips-Phonogram), Ellen Craamer (Imperial-Bovema), and Sandy Fort (MMP/C.N. Rood, L.C.).

Greatest Hits," at the price of 225 fr. (\$4.50), instead of the usual 295 fr. (\$6). The record is available at the dealer shops. . . . S.A. Ardmoore and Beechwood report that they have the publishing rights for the following records in Belgium: "Mon copain" recorded by Les Chats Sauvages on Pathe, the Flemish version of Acker Bilk's "Lonely" entitled "Eenzaam" and recorded by Rita Dee on V.S.M., the Flemish version of "Sioux Serenade," also recorded by Rita Dee on V.S.M., but here entitled "Oh, Grote Totem." Ardmoore and Beechwood also have the rights to "Crier ton nom," sung by Adamo, which will be distributed throughout the world. Finally, they are taking care of the distributing rights in Belgium and Luxemburg for a Dutch record, "Venus," recorded by the Hurricane Strings.

Robert Cogoi is going to record the French version of Will Tura's big smash "Eenzaam zonder jou." Johnny Tillotson may also record it. . . . Cliff Richard's latest album, "Summer Holiday," has just been released through Gramophone.

'Lady,' Other Notes



JUST FOR LAUGHS: Mina and Tony Renis break up prior to scene in forthcoming Italian movie, "Appointment on the Riviera," which stars the two hit disk acts. Renis had even more reason for joy; he won the San Remo Festival last week. (See separate story).

make of the old Esterella success, now some 10 years ago, "Voor een kusje van jou." . . . Two big releases this week. The Tornadoes and Chris Montez with "Globetrotter" and "Some Kinda Fun."

Paul Anka's latest recordings "Love Makes the World Go Round" and "Crying in the Wind" have been released this week.



BRITAIN

poration here. They take over from the Grade Organization, GAC's long-term affiliate.

In London with an act which he manages, Johnny and the Hurricanes, Irving Micahnik set up an April tour for another client, Del Shannon. Both artists record for Micahnik's Twirl Records, being leased to Big Top Records (in turn to Decca's London label here). Micahnik said that his current world distribution pacts end in the fall and he was having preliminary discussions about his future disk outlets here.

Visitors

Frank Chalmers of EMI's overseas division flew to Amsterdam for meetings with Geery **Oord** of Bovema, EMI's Dutch licensee; they were being joined by John Kirsch of S.A. Grammophon (EMI Belgium). . . . Harvey Schein, of CBS Records' international department, was coming into London for talks with EMI following the French launching of CBS; Schein was joining other CBS execs here. . . . Shapiro Bernstein's British topper, Cyril Shane, left for Germany and talks with affiliates there. Helen Shapiro, EMI-Columbia artist, returned to America February 12. She will be recording in Nashville for Epic, the U. S. label to which she is assigned. Al Kasha of Epic will produce the sessions with her British recording manager Nor-rie Paramor. Before going to Nashville, Shapiro was visiting Canada for more television. Shapiro has a host of overseas commitments ahead of her. On March 8 she will be in Holland for radio and television. She televises in Paris on March 11 and broadcasts for Europe No. 1 from Paris Olympia the next day. She will probably visit South Africa from April 1. On May 3 she begins a series of concerts with Edith Piaf, Frank Pourcel, etc., in Austria and Germany. Frankie Vaughan (Philips) plays a session at the Tivoli Gardens, Copenhagen, from May 16. Afterwards he visits Sweden. . . . Arthur Lewis, newly appointed managing director of Dorchester Productions, the firm which controls EMI's theatrical and show interests in partnership with Cy Feuer and Ernest Martin, has now taken up his post in London.

W & G, Melbourne, reports widespread reaction to the Fabor disk of Ned Miller's "From a Jack to a King" and the Spotnicks album "Out of Space" licensed by W & G from Oriole Records of London.

Strong action to albums by the late Al Jolson released by Decca Records through Festival, through re-runs on TV of "The Jolson Story" and "Jolson Sings Again" Festival, has compiled two albums using the movie titles as a package sound-track deal with numbers arranged in the same sequence as in the flicks.

Jim Sutton, ARC sales manager, has planned a blockbuster release of 13 albums for February which include four from CBS, three from Warner Bros.,



MARILYN MONROE lives on in the 20th Fox album "Marilyn" (FXG-5000). The late artist sings songs from motion pictures in which she starred. Her album currently is enjoying tremendous success in Germany (Ariola). The 20th Century Fox Films firm will release the motion picture "Marilyn" in March, with a strong promotional tie-in campaign with the new album. (Advertisement)

two from Epic and United Artist and one each from Chess and Kapp.

Castle Music has the Australiasian rights to the new Patsy Ann Noble single "Don't You Ever Change Your Mind," recorded recently in London. . . . Slim Dusty's "Sweet Talkin' Gal," composed by Joy McKean, is controlled by Castle.

One of the biggest surprises of 1963 is the success of the HMV single, "Surfside," written by music publisher Johnny Devlin and played by the instrumental group the Denvermen. EMI has arranged for its release in England.

BELGIUM

By JAN TORFS

Stuivenbergvaart 37, Mechelen

how it is possible to announce

an increase of 10 per cent with

the year-end sales, while they

have lost at least 10 per cent

compared to last year. It seems

we have taken an exceptionally

sponsored by S.A. Polygram, is

offering all its members the al-

bum, "Cannonball Adderley's

The Polyjazz club magazine,

good record dealer.

A couple of Belgian record companies phoned us wondering

Success Story

Not Typical

"My Fair Lady" is currently playing in Antwerp. Polygram S.A. has recorded the Flemish version of this musical under the Philips label. This recording is the original cast set with all the stars appearing in the show, including Denise De Weerdt, Alex Van Royen and Johan Kaart. More than three million copies have been sold of the English version and the German as well as the Dutch recordings have reached high sales records in these countries.

Rocco Granata has made his first Flemish recording: a re-



The Gramophone Record Retailers Association holds its annual meeting and convention in London April 21 and 22. There will be an associated trade fair with many record firms and fringe organizations expected.

In an important talent agency move, Vic Lewis and Alan Blackburn have combined their interests in London and will represent General Artists Cor-



GOLD WATCH AWARD: EMI Chairman Sir Joseph Lockwood presented Miriam Wang with a gold watch in recognition of her 25 years' service with the firm's Shanghai and Hong Kong branches.

Paula Watson, American singer-pianist recorded by Oriole during a British visit, had her

first song "Love Me For Ever" on the label last month.

Record Industry

EMI acquired the British rights for its Stateside label of of the Earls' American hit, "Remember Then," in a deal with the Old Town label. Also acquired for Stateside is Roberta Sherwood's recording of "You Always Hurt the One You Love" from Harmon. . . . Though an official announcement is awaited, it is clear that world sales of Frank Ifield's "Lovesick Blues" now exceed one million. . . . Philips' label Fontana has issued Sue Thompson's latest hit "Willy Can"; earlier Hickory issued here on Polydor label of DGG which is now financially tied to the Philips Records group.

DENMARK

Grand Prix TV Finalists Chosen

By ARNE HANSEN 11 Malerbakken, Holte

The soloists to present the selected eight tunes for the Danish Eurovision TV Contest "Melody Grand Prix" finals February 24 have now been chosen. They are: Grethe and Jorgen Ingmann in this contest for the first time; Gitte Henning, HMV teen-age artist; newcomer Bjoern Tidmand, lately contracted to Odeon; Birthe Wilke, Philips artist, who represented Denmark at the European finals twice before; Grethe Soenck. Sonet artist and former Grand Prix participator; Dario Campeotto, Sonet artist whose career started rolling internationally

two years ago with Danish winner and best seller "Angelique"; the Melody Mixers, with a Polyphon contract, and finally Preben Mahrt, well-known comedy actor with only limited record activity.

Contrary to other countries, the tunes in the Danish contest are kept secret until the finals.

Duke Ellington and his orchestra had a most successful start of their Scandinavian tour. They played in Copenhagen February 8 after opening in Swedish university town of Lund. . . . British lark Petula Clark has a hit with "Monsieur," and the Tono company, representing Vogue, has now released her LP "Petula."

Singles, Albums Push for Ember

EIRE

By KEN STEWART Irish Times Ltd., Dublin.

Ember is giving greater concentration to single releases and using the full-color high-gloss lamination on all new albums. The label plans to rely on the development of teen-sound singles and will seek suitable material from leading indie producers. Some current Ember releases include sides by Gliss Anders, David Rose, Peggy Stuart, Earl Bostic and Benny Carter.

Patrick O'Hagan is thinking seriously of emigrating to Perth, Australia. He announced this shortly before leaving for a sixmonth U. S. tour during which he will give concerts and appear on TV.

HONG KONG

Pirates Crimp Legitimate Sales

By CARL MYATT 27, A Estoril Court

The effects of record piracy in the Southeast Asian area and the lengths to which people in the business have gone to hinder the legitimate dealers in the trade were clearly emphasized when the official government trade figures for the first 10 months of 1962 were released this week. In 1961 Hong Kong imported 10,900 records from Taiwan valued at \$29,323. Yet, although records originating in Taiwan are easily available here, government trade figures show that not a single record was imported from Taiwan during the first 10 months of 1962.

Government trade figures for the first 10 months of 1962 show a definite upward trend in import figures as compared with 1961. Up to October, 1962, Hong Kong had imported gramophone records valued at HK\$3,966,660, as compared to the HK\$4,213,416 which constituted the entire import figures for 1961.

Last year the United States was again the main importers, selling over HK\$1,912,744 worth of disks to Colony dealers in comparison to total imports from the U. S. in 1961 which were only HK\$1,857,256.

There was also an appreciable increase in the import of records from the United Kingdom. In 1961 Hong Kong purchased HK\$478,452 worth of disks. Up to October, 1962, the figures had already reached HK\$565,-944.

Export figures, however, have slumped badly. The total in Hong Kong currency in 1961 was \$1,662,933. Up to October, 1962, only HK\$364,172 worth of records had been re-exported. Malaya was again the biggest buyer, taking HK\$263,504 last year, This compares with the HK\$1,432,772 she purchased in 1961.

New Hit

A record featuring a Hong Kong group looks like it's turning into the first big hit of 1963 in the Southeast Asian area. The Fabulous Echoes, a very versatile combo, have made BILLBOARD 25

their own version of "Little Bit of Soap" into the hottest selling single here. In an area where singles sales never really reach astronomical proportions, "Little Bit of Soap" is selling fast for Diamonds.

Visitor

Sir Joseph Lockwood was in the Colony and met with top brass from EMI's representation here and presented Miriam Wang with an award for 25 years of service with the firm. She is much respected in this year and is repertoire and administration manager in recognition.

HUNGARY

Stravinsky Tops Concert Season

By PAUL GYONEY Devekutca 6, Budapest

The winter and spring concert season in Budapest will have three of its biggest highlights when the Wiener Symphoniker (Continued on page 36)



SAMMY DAVIS JR'S NEWEST AS LONG AS

SHE NEEDS ME



a significant

single

from reprise

RECORDS The most aggressive record com- pany in Argentina Representing • Audio Fidelity (U. S. A.) • Durium (Italy) • Supraphon (Czechoslovakia) AND NOW! Cadence - Coral - Brunswick - Everest - Chancellor - Canadian- American - Prestige.	MUSIC BOX and RECORD BUSINESS IN EUROPE contact AUTOMATEN-MARKT 14, Ekbertstrasse Braunschweig, Germany Phone: 22900/23115 Telex 09-52 604	RECORD LINE FOR GREECE, EGYPT & LEBANON With over 30 years' experience in handling records in this part of the world, we know you get a fair treatment only from the firm that concentrates on your label, not ten or twenty or thirty others. If you want experience and honest consideration, why not write now to MIDDLE EAST RECORDINGS Evans Plomaritis, President 4 Spartis, Athens, Greece
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PAUL SIEGEL (BERLIN-NEW YORK), producer of Telefunken-Decca (Teldec) Records. Disc Jockey: Radio Berlin (SFB). Music Publisher: Hi-Fi Musikver- lag GMBH. Cable: Symphnyrex, Berlin. Telephone: Berlin 247029. Address: Tauentzien str. 16, Berlin W30, Germany	Above prices are for one insertion is	one issue. Cash With Order, Please. nsertions in a one-year period.

FEBRUARY 23, 1963

26 BILLBOARD



(Continued on page 40)

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. Ratings of only the outstanding singles of the week are published, including all receiving a four-star review or better

www.americanradiohistow.com

on at least one side, thus focusing attention on singles with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks. All fourstar singles are listed within their respective categories. Flip sides are rated separately.

Sure bet for the charts

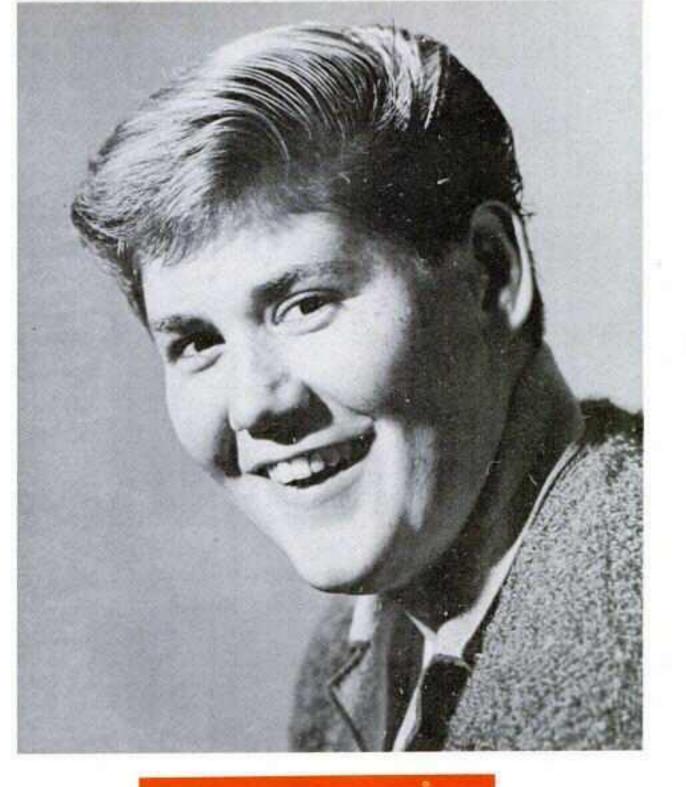
Capitol Records introduces Wayne Newton And The Newton Brothers

from their recent smash appearance on the Jackie Gleason show.

His first Capitol single

Hea

Copyrighted material



Regional action: Baltimore, Dallas, Philadelphia, Seattle, New Orleans, and Atlanta.

Billboard FLOJF 5LOCO FOR WEEK ENDING FEB. 23

-	STAR PERFORM	ERS-Selections register- ward progress this week.	D versi	tes that 45 r.p.m. stereo single n is available. Indicates that 331/3 r.p.m. mono single version is available. Indicates that 331/3 r.p.m. store version is available.	1
MARK	Wk. Ago Wks. Ago Wks. Ago	TITLE Arfist, Label & Number	Weeks On Chart	STATE Artist, Label & Humber Artist, Label & Humber Artist, Label & Humber	Weeks
1	112	HEY PAULA Paul & Paula, Phillips 40084	9	35 21 13 6 IT'S UP TO YOU	12
2)	4 7 12	RUBY BABY	△ 6	51 86 - BOSS GUITAR Dunne Eddy, RCA Victor 8131 A 3 68 72 61 52 STRANGE I KNOW	13
D	3 6 15	WALK LIKE A MAN.	5	52 74 - BUTTERFLY BABY	
D	221	WALK RIGHT IN	8	(38) 19 12 13 HALF HEAVEN_HALF HEARTACHE 11 (70) 31 15 9 TWO LOVERS	1
5	5 9 19	RHYTHM OF THE RAIN	7	(39) 45 38 60 THAT'S THE WAY LOVE IS	8
D	6 11 16	FROM A JACK TO A KING	9	Bobby Bland, Duke 360 Etta James, Argo 5430	
	12 20 30	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol 4897	6	Chubby Checker, Parkway 862	
87	18 34 47	BLAME IT ON THE BOSSA NOVA.	△ 6	(1) 27 25 25 CINNAMON CINDER Pastel Stz, Zeu 102 9 (73) 81 WHY DO LOVERS BREAK EACH OTHERS HEARTS Bob B. Soxx & the Blue Jeans, Philles 110	
9)	8 8 11	YOU'VE REALLY GOT & HOLD ON ME. Miracles, Tamia 54073	12	42 24 17 10 MY DAD	Δ
Û	15 23 35		9	54 55 70 HITCH HIKE	
i)	11 16 27	HE'S SURE THE BOY I LOVE.	9	(4) 37 27 20 MY COLORING BOOK	
12)	13 24 26	LITTLE TOWN FLIRT	10	45 25 19 14 I SAW LINDA YESTERDAY 12 12 TWENTY MILES	
	20 28 38	SEND ME SOME LOVIN'	△ 4	(15) 55 60 75 DAYS OF WINE AND ROSES	
4)	17 18 28	FLY ME TO THE MOON_BOSSA NOVA.	9	(79) 89 LET'S STOMP	
5)	7 3 3	THE NIGHT HAS A THOUSAND EYES	12	(41) Brenda Lee, Decca 31454 Bobby Comstock, Lawn 202 (43) 43 46 54 PUDDIN' N' TAIN 7 10 97 HI-LILI, HI-LO (48) 43 46 54 PUDDIN' N' TAIN 7 10 97 HI-LILI, HI-LO Alley Cats, Philles 108 7 10 13121 13121	
6)	16 21 36	Bobby Vee, Liberty 55521 MAMA DIDN'T LIE	8	56 50 68 EVERY DAY I HAVE TO CRY 8 01 82 93 93 AIN'T GONNA KISS YA	
-	23 33 36	Jan Bradley, Chees 1845 WHAT WILL MARY SAY	△ 5	A 76 FOUTH STREET 2 99 MR. BASS MAN	
8)	10 5 7	Johnny Mathis, Columbia 42666 UP ON THE ROOF	17	Orions, Cameo 243	
9	945	LOOP DE LOOP	10	(5) 27 14 0 HELL HIPT	
-		GO AWAY LITTLE GIRL		(52) 60 64 83 TELL HIM I'M NOT HOME	
-		THE END OF THE WORLD	200	(53) 33 22 18 MY COLORING BOOK	
		CAST YOUR FATE TO THE WIND	A COLOR	64 67 72 ALL ABOUT MY GIRL	
	47 81 -	Vince Guaraldi Trio, Fantasy 563	3	55 57 65 77 WHO STOLE THE KEESHKA	
		Roy Orbison, Monument 806 ALICE IN WONDERLAND	A 4	56 58 56 61 SETTLE DOWN	Δ
		Nell Sedaka, RCA Victor 8137 ONE BROKEN HEART FOR SALE	A 7	(57) 61 53 49 JAVA Floyd Cramer, RCA Victor \$116 △ 9 (200 LINDA Jan and Dean, Liberty 55531) Floyd Cramer, RCA Victor \$116	
		Elvis Presley, RCA Victor 81.34 LOVE (Makes the World Go 'Round)	A DAY		
2	and the second second	Paul Anka, RCA Victor 8115 OUR DAY WILL COME	∆ 6 3	Counte Francis, MGM 13116 (92) - 96 91 FROM THE BOTTOM OF MY HEART	
		Ruby and the Romantics, Kapp 501		Richard Chamberlain, MGM 13121	
2	2007 2007 / 2007 10	THE GYPSY CRIED Lou Christie, Roulette 4457	8	Johnny Crawford, Del-Fi 4193	
2	2727/272522 - 281 -2727/226276261 - 117	CALL ON ME Bobby Bland, Duke 360	8	$(61) \begin{array}{c} 63 \\ 73 \\ 84 \\ 816 \\ WIDE \\ WORLD \\ Teddy \\ Randazzo, \\ Colptx \\ 662 \\ 5 \\ 95 \\ \\ WHAT \\ DOES \\ A \\ GIRL \\ DOI \\ \\ Hoteletet \\ at a block \\ $	
		OUR WINTER LOVE Bill Pursell, Columbia 42619	△ 4	62 70 71 81 AS LONG AS SHE NEEDS ME. 5 Sammay Davis Jr., Reprise 20138 5 96) DON'T BE CRUEL.	
		GREENBACK DOLLAR Kingston Trio, Capitol 4898	5	63 68 72 - I REALLY DON'T WANT TO KNOW 3 "Little Esther" Phillips, Lenox 5560 3 (97) 98 JIVE SAMBA	
9		YOUR USED TO BE. Brenda Lee, Decca 31454	5	64 66 54 57 I'M A WOMAN	
3	40 49 63	I WANNA BE AROUND Tony Bennett, Columbia 42634	△ 7	65 77 94 99 LOVE FOR SALE	
br	44 62 82	LET'S TURKEY TROT	4	66 71 87 98 BABY, BABY, BABY	



HOT 100-A TO Z-(Publisher-Licensee)

Ain't Gonna Kiss Ya (Kavelin-Leib, BMI) 81 Alice in Wonderland (Aldon, BMI) 24 Ali About My Giri (Saturn-Jell, BMI) 54 Ali I Have to Do Is Dream (Acuff-Rese, BMI) 59 As Long as She Needs Me (Hollis, BMI) 62 Baby, Baby (Kags, BMI) 66 Big Wide World (South Meuntain, BMI) 61 Blame It on the Bossa Nova (Aldon, BMI) 89 Boss Guitar (Linduane, BMI) 36 Boss Guitar (Linduane, BMI) 36 Call on Me (Lion, BMI) 29 Cast Your Fate to the Wind (Friendship, BMI) 22 Chickan Feed (Meterien, BMI) 72 Cinnamon Cinder (Algrace, BMI) 41 Days of Wine and Roses (Witmark, ASCAP) 46 Den't Fence Me In (Harms, ASCAP) 67 Den't Set Me Free (Tee-Pee, ASCAP) 67 Den't Set Me Free (Tee-Pee, ASCAP) 67	Hi-Lili, Hi-Lo (Robbins, ASCAP) B0 Hirtch Hike (Jobete, BMI) 43 I Really Don't Want to Know (Hill & Range, BMI) 63 53 I Saw Linda Yesterday (Jack, BMI) 45 I Wanna Be Around (Commander, ASCAP) 33 I'm a Woman (Trio, BMI) 64 I'm Gonna Be Warm This Winter (Merna, BMI) 58 I'm in Love Again (Travis, BMI) 58 I'm the One Whe Loves You (Curtom, BMI) 76 In Dreams (Acuff-Rose, BMI) 35 Java (Rush, BMI) 57 Jive Samba (Artillery, BMI) 57 Java (Rush, BMI) 78 Leavin' on Your Mind (Cedarwood, BMI) 53 Let's Limbo Some More (Kalmann, ASCAP) 40 Let's Stomp (Roosevelt, BMI) 79 Let's Turkey Tret (Aldon, BMI) 34 Linda (Warock, ASCAP) 90 Little Town Filirt (Vicki-McLaughlin, BMI) 12	Proud (Aldon, BMI) 60 Puddin' n' Tain (Aldon, BMI) 48 Rainbow (Conrad-Curtom, BMI) 85 Rhythm of the Rain (Sherman-DeVorzon, BMI) 5 Ridin' the Wind (Ivy (PRS), ASCAP) 75 Ruby Baby (Tiger, BMI) 2 Send Me Some Lovin' (Venice, BMI) 13 Settle Down (Essex, ASCAP) 56 She'll Never Know (Fame, BMI) 47 South Street (Kalmann, ASCAP) 50 Strange I Know (Jobete, BMI) 51 Tell Him (Mellin, BMI) 51 Tell Him (Mellin, BMI) 52 That's the Way Love Is (Lion, BMI) 39 Theme From Lawrence of Arabia (Gower, BMI) 88 They Remind Me Too Much of You (Gladys, ASCAP) 74 Twenty Miles (Wyncate-Kalmann, ASCAP) 70 The 2,000 Pound Bee (Electron, BMI) 70
End of the World, The (Summit, ASCAP)	Love (Spanka, BMI) 26 Love for Sale (Harms, ASCAP) 65 Mama Didn't Lie (Curtom, BMI) 16 Meditacao (Moditation) (Leeds, ASCAP) 99 Mr. Bass Man (Jalo, BMI) 82 My Coloring Book—Kallen (Sunbeam, BMI) 53	Walk Like a Man (Saturday-Gavadema, ASCAP) 3 Walk Right In (Ryerson, BMI) 4 What Does a Girl Do (Ametrop, BMI) 95 What Will Mary Say (Elm Drive, ASCAP) 17 What Stole the Keeshka (Dana, BMI) 55 Why Do Lovers Break Each Others Hearts (January, BMI) 73
Dammi) (Laurel, ASCAP)	My Colorine Book—Stewart (Sunbeam, BMI) 44 My Dad (Aldon, BMI)	Wild Weekend (Shan-Todd & Tupper, BMI)
He's Sure the Boy I Love (Aldon, BMI) 11 Hey Paula (LeBill-Marbill, BMI)	Our Winter Love (Cramart, BMI)	You've Really Got a Hold on Me (Jobete, BMI) 9 Your Used to Be (Aldan, BMI)

BUBBLING UNDER THE HOT 100

TAL BAUT LEY US CROSS OVER Cart Bulles Calmable 49800
101. DON'T LET ME CROSS OVERCarl Butler, Columbia 42593 102. M.G. BLUES
103. IS THIS ME?
104. BABY, YOU'RE DRIVING ME CRAZY
The BAST, TOD RE ORIVING ME CRALT
105. THE BIRD 106. I WILL LIVE MY LIFE FOR YOU
toe. I will live at Live Pok too
TOY JELLT BREAD
107. JELLY BREAD 108. THE (Bossa Nova) BIRD 109. I'D RATHER BE HERE IN YOUR ARMS 110. IF MARY'S THERE Brian Hyland, ABC-Paramount 10400
TOT. I D RATHER BE HERE IN TOUR ARMS
The maker's intere
111. DO THE BIRD
112. EVERY BEAT OF MY HEART
113. FEELIN' SAD
114. AM I THAT EASY TO FORGET "Little Esther" Phillips, Lenox 5560
115. MY FOOLISH HEART
112 THAT'S ALL BEART CONTRACT OF ALL BLACK MALES
117 ANYTHING YOU CAN DO
116. TRAT'S ALL
119. LIKE LOCOMOTION
120 MEDITATION Pat Boune Dot 1643
120. MEDITATIONPat Boone, Dat 16439 121. FOUR LETTER MANFreddy Cannon, Swan 4132
122. DON'T MENTION MY NAME Shephard Sisters, Atlantic 2176
123. JUST & SIMPLE MELODY
124. DAYS OF WINE AND ROSES Andy Williams, Columbia 42674
125. SAX FIFTH AVENUE
126. BOSS
127. BRIGHTEST SMILE IN TOWN
128. LITTLE STAR
129 FACE IN THE CROWD
130. HE'S GOT THE POWER
130. HE'S GOT THE POWER
132. ANY OTHER WAY
133. SHIRLEY
134. I'LL RELEASE YOUTed Taylor, Okeh 7165

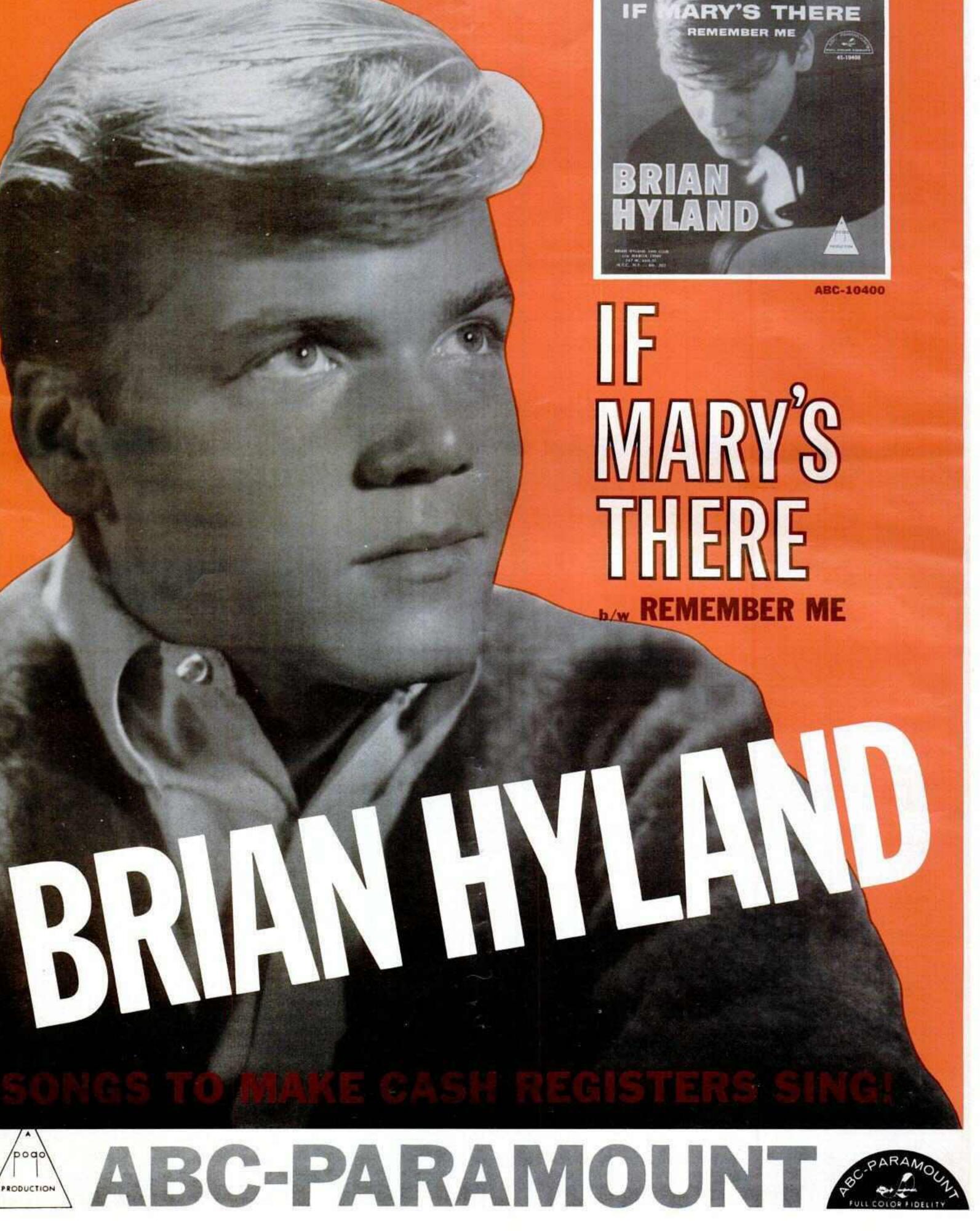
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DAYS	Pat	NE & ROSES Boone 3504	1962'S GREATEST H Billy Vaughn DLP 3497		Lawr	LTZ TIME Tence Welk IP 3499	FUNNY FONE CALLS Steve Alien DLP 3472
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			Vorld / Big City .				
16450	Fac	e in the Crowd	I/Lonely Tears				Jimmie Rodgers
			Stand In Your Way				
16393	^{Mat}	ilda					The String-A-Longs
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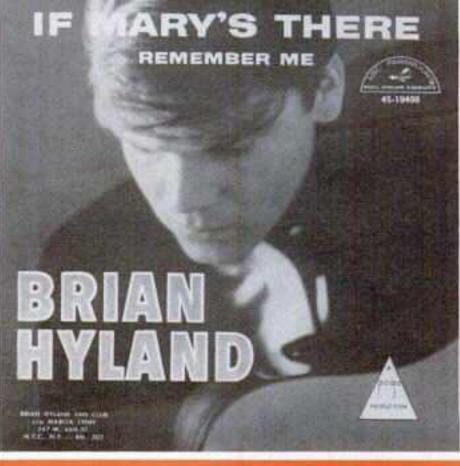
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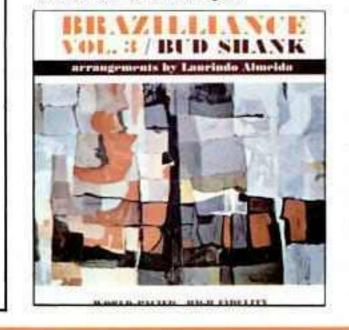
2673 (M); LSP 2673 (S)



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

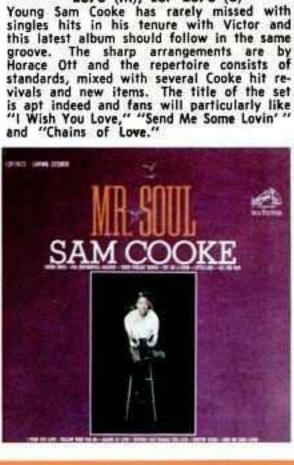
JAZZ SPOTLIGHT BRAIZILLIANCE, VOL. 3 Bud Shank. World Pacific WP 1425

The Shank-Almeida team has been a potent selling one in the jazz market and this, their third album under this title, should continue the string. Sides are all pretty much timed for pop as well as jazz programming; many timed below or just a bit over three minutes. Besides the few bossa nova tracks the album has some particularly lyric material from ballads to solid swingers.



POP SPOTLIGHT

MR. SOUL



Sam Cooke. RCA Victor LPM



1000

THE KEYS TO HER APARTMENT Ferrante & Teicher. United Artists UAL 3247 (M); UAS 6247 (S)

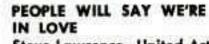
ferrante

leicher

awartwent

Dealers can't go wrong with this album; it's bound to become a favorite with the "Play-boy" set as well as F&T fans, for it contains a smoothly arranged dozen "mood" standards such as "Love Walked In" and "Embraceable You." The tune title, incidentally, suggests the storyline of a romantic evening, conclud-ing with "Goodnight Sweetheart." Sound is lush and dreamy . . . and successful.

POP SPOTLIGHT



Steve Lawrence. United Artists UAL 3265 (M); UAS 6265 (S)

Steve Lawrence has some mighty fine singing performances with his former label affiliation. The arrangements are geared to the Lawrence singing style. The tunes are standards, for the most part, with an accent on the swing-ing side. "What Is This Thing Called Love," "Temptation," and the bossa nova-like "Peo-ple Will Say" are strong sides.





CLASSICAL SPOTLIGHT BACH: THE WELL-TEMPERED



Glenn Gould. Columbia ML

5808 (M); MS 6408 (S) With the public fancy for both Canada's Glenn Gould and Bach on the ascendancy, this al-bum-first in a series which will cover Bach's entire "Well-Tempered Clavier"-is sure-fire fare for keyboard fanciers. Gould is in fine shows style throughout and prois in fine, showy style throughout, and pro-jects the baroque splendors of Bach's intri-



CLASSICAL SPOTLIGHT **BEETHOVEN: CONCERTO** NO. 1

Leonard Bernstein, Piano; New York Philharmonic (Bernstein). Columbia ML 5807 (M); MS 6407 (S)

As he has done during tours of the New York Philharmonic, Bernstein tackles the tricky task of conducting and performing a major piano work-and brings it off with style and authority, and a certain amount of the Bernstein briskness for which he's noted.

BOSSA NOVA U. S. A.

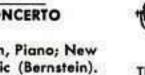
Dave Brubeck Quartet. Colum-

bia CL 1998 (M); CS 8798 (S)

POP SPOTLIGHT



POP SPOTLIGHT



WALTZING IN THE DARK Carmen Cavallaro. Decca DL 4356 (M); DL 74356 (S)

The old "poet of the piano" is as potent at the keyboard as ever. If anything, his style has taken on a few new dimensions. The new Carmen Cavallero collection features some of his finest and most imaginative solo work on such evergreen waltzes as "My Buddy," "Paradise," "That Naughty Waltz," and "When I Grow Too Old to Dream."



STEREO

POP SPOTLIGHT THE MAJESTIC SOUNDS OF SEMPRINI

Capitol T 1836 (M); ST 1836 (S)

HOW THE WEST WAS WON

Sound Track. MGM 1E5 (M);

Semprini is the British keyboard whiz who formerly was piano soloist with the Mela-chrino Strings. This LP jumps squarely into the U.S. pop piano competition with these brilliant and exciting tracks, backed by his own band. Included are a thriller titled "Mariachee," themes from "Exodus" and "War Lover," and even Semprini's own vari-





WANDERLUST

Frankie Laine. Columbia CL 1962 (M); CS 8762 (S)

Here's another solid set by Frankie Laine that should continue his best seller streak. The songs include "Wagon Wheels," "De Glory Road," "Serenade," and "Miserlou," all sung by Laine in his usual manful fashion. Strong wax, and strong ork work too.

cate musical designs in splendid fashion.

ANNIE GET YOUR GUN

This is a combination that has sales written

all over it. The singers are both hot, Miss Day and Bob Goulet, and the score is made to order for both of them. They do a fine job with the Berlin work, aided by sock ork and chorus work under Franz Allers. A natural.

Doris Day & Robert Goulet.

Columbia OL 5960 (M); OS

POP SPOTLIGHT

2360 (S)

Strong dance or mood set.

ations on Schubert's song, "The Trout."

This is a big picture and the score is big too. It's played here in hearty fashion just as

presented on the screen, spotlighting the large ork and chorus under Alfred Newman and the voice of Debbie Reynolds on some of

the tracks. It should make it big wherever

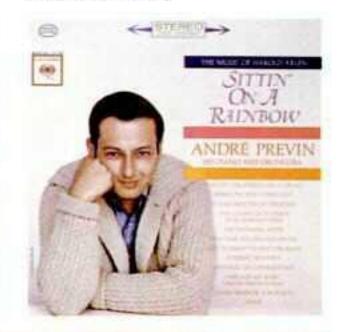
CHARLES COMPANY AND A CINERAM

THINK MELTERSON

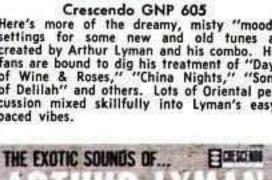


Andre Previn. Columbia CL 1933 (M); CS 8733 (S)

A dozen Harold Arlen tunes—some oldies (like "Stormy Weather") and some newies (like "Anya," written by Arlen for his wife) —are given the gently sophisticated Previn treatment, backed by well-arranged ork set-tings. A natural for Previn fans and deejays; strong wax for dealers.



STEREO



LAIS OF WHE AND RESES, PA PE SAND ISNO / CREATES OF ADDRESS SEADONES OF LESS AVERAGE / TE MANN PARAMENT / CAST YOUR FAIL

COMA NEWS/WALTZ LATING/SING OF DELEAS/

Crescendo GNP 605 Here's more of the dreamy, misty "mood" settings for some new and old tunes as created by Arthur Lyman and his combo. His fans are bound to dig his treatment of "Days of Wine & Roses," "China Nights," "Song of Delilah" and others. Lots of Oriental per-cussion mixed skillfully into Lyman's easy-paced vibes

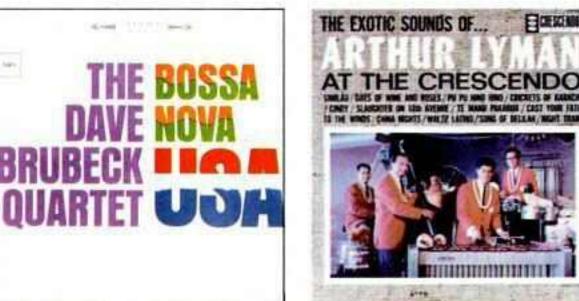
ARTHUR LYMAN AT THE CRESCENDO

paced vibes.

POP SPOTLIGHT THE EXOTIC SOUNDS OF

Dave Brubeck carries his current chart entry into the album field with this set destined to score on the pop LP charts. The album contains a good many bossa tracks as you might expect, but the "Trolley Song" a re-creation of a big jazz seller some time ago for the artist on another label, is a bright change of pace. First-class Brubeck all the way.





STEREO

YOU'RE THE REASON I'M LIVING

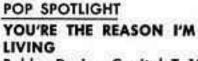
China

BOBBY DARIN









Bobby Darin. Capitol T 1866 (M); ST 1866 (S)

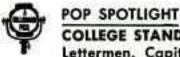
(M); SI 1866 (S) Darin's current winner leads off this power-house package. The album contains bright and soulful tunes sung with poignant back-ings, some containing chorus and ork with arrangements by leading jazz men. Country tunes carry the day with "Oh Lonesome Me," "Be Honest With Me," "Release Me" and the title tune just a few of the top items.



POP SPOTLIGHT THE HAPPY BEAT Ray Conniff, His Ork & Chorus. Columbia CL 1949 (M); CS 8749 (S)

-----THE SOL PROPERTY ADD. NALLA THE AMPT. THE WALK GLOBE NUCE OF SURG COMPANY OF MARKING BARBORN PER ----

Conniff seldom misses the album charts with his sock sets, and there's no reason why this one shouldn't follow all the rest. It's loaded with prime standard material played in that bright, bouncy style. Chorus of mixed voices make the most, with and without words, of "Volare," "I'll Walk Alone" and "Yellow Rose," among others.



COLLEGE STANDARDS Lettermen. Capitol T 1829 (M); ST 1829 (S)

The Lettermen have had their share of pop hits, some in the folk pop groove, and here they show another of their sides, a touch for the non-folk-oriented, college-associated ballad. The accent here is on smooth harmony and spare but effective arrangements. There are a number of fine tracks like "Halls of lvy," "The Whiffenpoof Song," "It's Dark on Observatory Hill," "Sweetheart of Sigma Chi," and "Dream."



(M); ST 1857 (S) This is one of Peggy's most entrancing al-burns. The thrush tackles a collection of current pop hits and shows how they should sound in the hands of a finished singer like Miss Lee. Here are songs like "A Taste of Honey," "Mack the Knife," "The Alley Cat Song," "One Note Samba," "There Ain't No Sweet Man That's Worth the Salt of My Tears," and "I'm Walkin," plus the title tune. A lovely set.

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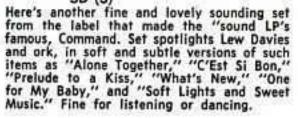
www.americanradiohistory.com



F

POP SPOTLIGHT DELICADO Lew Davies & His Ork. Command RS 846 (M); RS 846

SD (S)





POP SPOTLIGHT

1SE5 (S)

the pic plays.

Billboard THOLE TO THE STREET ST

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

150 BEST SELLERS-MONAURAL

This Week	Wee	ok Title, Artist, Label Chart	This	100	sk Title, Artist, Label Chart	This Week	52.7	ek Title, Artist, Label Chart
\odot	'	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	151	96	Rouftop Singers, Vanguard VRS 9123	(101)	74	Stan Getz, Verve V 8494
2		MY SON, THE FOLK SINGER 17 Allan Sherman, Warner Bros. W 1475	52	52	George Chakiris, Capitol T 1813	102	63	THE LONELY BULL Herb Alpert & the Tijoana Brass, A&M 10
3	3	MY SON, THE CELEBRITY	53	57	STEVE LAWRENCE WINNERS1	103	104	THEMES OF THE GREAT BANDS
4	4	MOVING Peter, Paul & Mary, Warner Bros. W 1473 6	54	49	THE "PRESIDENT" STRIKES BACK 7 Marc London, Kapp KL 1322	1047	2	BACK TO THE + BLUES Dinah Washington, Roulette R 25189
5	6	WEST SIDE STORY Sound Track, Columbia OL 5670 70	55	44	MY FAIR LADY Original Cast, Columbia OL 5090	(105)	105	LENA LOVELY AND ALIVE
6	5	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	56	53	THE NEW CHRISTY MINSTRELS 19 Columbia CL 1872	(106)	64	NEIL SEDAKA SINGS HIS GREATEST HITS. RCA Victor LPM 2627
1	1	PETER, PAUL AND MARY 44 Warner Bros. W 1449	(57)	51	BREAKFAST AT TIFFANY'S	(107)	65	알았다. 이 때 맛이 여러 쓴 것 않는 것이 다 들었다.
8	9	I LEFT MY HEART IN SAN FRANCISCO 34 Tony Bennett, Columbia CL 1869	(58)	76	MR. PRESIDENT	108	71	
9	8	GIRLSI GIRLSI GIRLSI Elvis Presley, RCA Victor LPM 2621	(59)	60	JOHNNY'S GREATEST HITS	-	170	Capitol T 1794
10	10	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS	60	54	A TASTE OF HONEY	(109)	130	ENCORE OF GOLDEN HITS
(11)	12	MOON RIVER & OTHER GREAT	(61)	42	SUGAR 'N' SPICE 15 Peggy Lee, Capitol T 1772	1	0.8	Columbia CL 1941 PAUL ANKA SINGS HIS BIG 15
-	55	Andy Williams, Columbia CL 1809 SONGS I SING ON THE	62	36	THE OTHER FAMILY 9 Larry Fester & Marty Brill, Laurie LC 5000	(1)		ABC-Paramount ABC 323
12	33	JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442		78	ANN CORIO PRESENTS HOW TO	(112)	110	Various Artists, Original Sound OSR 5005
13	15	OLIVER	-		STRIP FOR YOUR HUSBAND. 6 Scomy Lester and His Ork, Reuletty R 25186	(113)	113	Enoch Light & His Ork., Command R5 844
ŵ	29	RICHARD CHAMBERLAIN SINGS 4	1	79	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everat BR 5206	(114)		FOR THE NERO MINDED
(15)	17	SINCERELY YOURS	65	58	HATARII 37	(115)		I'LL WALK WITH GOD
16	16	JOAN BAEZ IN CONCERT	(65) (66)	47		(116)		ANDY WILLIAMS BEST 2 Cadence CLP 3054
	11		67)	87	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	(11)		BOBBY RYDELL'S GREATEST HITS, VOL. 2. 1 Cemeo C 1028
-	30	FLY ME TO THE MOON AND THE	68)	92	RAY CHARLES GREATEST HITS 28	(118)	121	JUMP UP CALYPSO
		BOSSA NOVA POPS Joe Harnell & Ork, Kapp KL 1218 THE VENTURES PLAY TELSTAR,	69	62	ABC-Paramount ABC 415	1		PHAEDRA Sound Track, United Artists UAL 4102
(19)	14	THE LONELY BULL AND OTHERS 8 Dolton BLP 2019	(03)		VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759	(120)	127	Tennessee Ernie Ford, Capitol T 758
20	13	LIMBO PARTY Chubby Checker, Parkway P 7020		75	BAD BOSSA NOVA Gene Ammons, Prestige PR 7257	(121)	73	A SONG FOR YOUNG LOVE
21	24	NEW FRONTIER		17	OLDIES BUT GOODIES, VOL. 1	W	107	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955
22		ALLEY CAT	12	68	ALWAYS YOU Robert Goulet, Columbia CL 1676	(123)		MR. PIANO
23	20	SHIRELLES GREATEST HITS 5 Scepter 507	13	103	BEYOND THE FRINGE Original Cast, Capitol W 1792	(124)	13	Coral CRL 57279
24	18	MODERN SOUNDS IN COUNTRY &	74	67	RAPTURE	125	174	PAUL & PAULA SING FOR YOUNG LOVERS. Philips PHM 200078
25	25	Ray Charles, ABC-Paramount ABC 410 GYPSY	75	109	The same of the second s	(126)	136	Cadence CLP 3061
26	19	SHERRY AND 11 OTHERS 18	76	69	NO STRINGS Original Cast, Capitol D 1695	W		BILL JUSTIS PLAYS 12 MORE BIG INSTRUMENTAL HITS Smash MGS 27030
Ŵ	34	CHUBBY CHECKER BIGGEST HITS	1	46	JUMBO Sound Track, Columbia OL 5860	(128)	90	THE BEST OF SAM COOKE 1 RCA Victor LPM 2625
28	27	Parkway P 7022 STOP THE WORLD-I WANT TO GET OFF. 14 Original Cast, London AM 58001	1	101	OUR MAN FROM ITALY Servio Franchi, RCA Victor LM 2657	面	-	JOSE JIMENEZ-OUR SECRET WEAPON.
29	22	I'VE GOT A WOMAN	79	94	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	(130)	112	SERGIO FRANCHI RCA Victor LM 2640
30		KNOCKERS UP	80	86		(131)	123	
3		THE SOUND OF MUSIC	(1)	84	SURFIN' SAFARI Beach Boys, Capitol T 1808	0		Sammy Davis Jr., Reprise R 6051
32	70	DION SINGS HIS GREATEST HITS 11	82	85		\sim		WHAT'D I SAY Ray Charles, Atlantic 8025 PAT BOONE'S GOLDEN HITS
33	28	CAMELOT	83	120	ALL THE HITS FOR YOUR DANCING PARTY 18 Chubby Checker, Parkway P 7014	(13)		Det DLP 3455 CONNIE FRANCIS SINGS MODERN
34)		THE TWO SIDES OF THE SMOTHERS	(84)	66	The second s	(134)		ITALIAN FAVORITES
~	35	BROTHERS	85	89	SURFER'S CHOICE	(135)	149	MARIA Roger Williams, Kapp KL 1266
35		ROY ORBISON'S GREATEST HITS	86		MUTINY ON THE BOUNTY	(136)	129	SOMETHING SPECIAL
36		THE MUSIC MAN	87	83	JUDY AT CARNEGIE HALL	(137)		A SWINGIN' SAFARI
	31	DEAR LONELY HEARTS 9 Nat King Cole, Capital T 1838	(88)	97	OHLY LOVE CAN BREAK & HEART 13 Guns Pitney, Musicar MM 2003	(138)		SOUTH PACIFIC
38)	-	Nat King Cole, Capitol T 1793	(89)	102	HEAVENLY	(139)		THE MUSIC MAN Original Cast, Capitol WAO 990
39	39	JOAN BAEZ, VOL. I	1	117	OUR MAN IN HOLLYWOOD	(140)		Original Cast, Capitol WAO 990 TRUMPET & STRINGS Al Hirt, RCA Victor LPM 2584
10	72	SINATRA-BASIE Frank Sinatra & Count Basie, Reprise R 1005	1	-	1962's GREATEST HITS BY	ž		Al Hirt, RCA Victor LPM 2584 DESAFINADO Si Zentmer & His Ork, Liberty LRP 3273
		TIME OUT			BILLY VAUGHN 1 Dot OLP 3497	(11)		
42	38	RUSTY WARREN IN ORBIT	92	99	BRENDA, THAT'S ALL 17 Brenda Lee, Decca DL 4326	-	137	I HAVE BUT ONE HEART
(43)	40	JOAN BAEZ, VOL. 11	93	118	WEST SIDE STORY Original Cast, Columbia OL 5230	(143)	190304 1107140	Booker T & the MG's, Stax 701
44	45	LITTLE ME 6 Original Cest, RCA Victor LOC 1078	94	116	MANY MOODS OF BELAFONTE	(144)		DEVIL WOMAN Merty Robbins, Columbia CL 1918
(45)		TELSTAR Tornadoes, London LL 3279	1	111	JAZZ IMPRESSIONS OF THE BLACK ORPHEUS Vince Guaraldi Trin, Fantasy 3337	(145)	144	THE RAY CHARLES STORY 2 Atlantic 2-990
46)		THE BEST OF THE KINGSTON TRID 38 Capitol T 1705		80	Vince Guaraldi Tris, Fantacy 3337 BELAFONTE AT CARNEGIE HALL	(146)	100	ALL ALONE Frank Simatra, Reprise R 1007
1	61	YOUNG MEN, SI-OLD MEN, NO 7 Moms Mabley, Chess LP 1477	96		Harry Belafonte, RCA Victor LOC 6006	(147)	138	THE COLORFUL PETER NERO
		WARM AND WILLING	97	125	SNOWBOUND 11 Ferrante & Teicher, United Artists UAL 3233 HERBIE MANN AT THE VILLAGE GATE. 31	(148)	91	YOUR TWIST PARTY
9		Andy Williams, Columbia CL 1879 BOBBY VEE'S GOLDEN GREATS	(98)	109764	Allantic 1380 THE BUTTON-DOWN MIND ON TV 25	(149)	124	JOSE JIMENEZ TALKS TO TEENAGERS
(49)		Liberty LRP 3245	99	10120	Bob Newhart, Warner Bros. W 1467			OF ALL AGES 2 Bill Dana, Kapp KL 1304
50)	41	TWO OF US	100	122	HELLO YOUNG LOVERS	(150)	126	DINO LATINO Dean Martin, Reprise R 6054

50 BEST SELLERS-

This Week	Last	ak Title, Artist, Label Chart
1	1	WEST SIDE STORY
2	2	JAZZ SAMBA 21 Stan Getz & Chartie Byrd, Verve V6-8432
Q	3	MOVING 6 Peter, Paul & Mary, Warner Bros. WS 1473
0	7	MOON RIVER & OTHER GREAT
0		MOVIE THEMES Andy Williams, Columbia CS 8609
5	5	MY SON, THE FOLK SINGER
6)	6	THE MUSIC MAN
0	4	MY SON, THE CELEBRITY
õ	9	PETER, PAUL & MARY
0	10	Warner Bros. WS 1449 SINCEDELY YOUDS
9		SINCERELY YOURS
1	8	FIRST FAMILY
	11	OLIVER
(12)	14	I LEFT MY HEART IN SAN FRANCISCO 23 Tony Bennett, Columbia CS 8669
1	20	GYPSY Sound Trock, Warner Bros. 85 1400
6	17	FLY ME TO THE MOON AND THE
9		BOSSA NOVA POPS
(15)	15	BIG BAND BOSSA NOVA
ter	19	THE VENTURES PLAY TELSTAR, THE LONELY BULL AND OTHERS 4
0	18	
(1)		Original Cast, Columbia KOS 2031
(18)		THE SOUND OF MUSIC
Ŵ	"	Sinalka-Dalic
20	12	STOP THE WORLD-I WANT TO GET OFF. 14 Original Cast, London AMS 88001
6	13	BIG BAND BOSSA NOVA
(21)	33	Enoch Light & His Ork, Command RS 844 SD GIRLSI GIRLSI GIRLSI
	23	Elvis Presley, RCA Victor LSP 2021 MY FAIR LADY
(23)	22	Original Cast, Columbia OS 2015
(24)	21	ALLEY CAT
面	40	1962's GREATEST HITS BY BILLY VAUGHN
26	26	VIVA BOSSA NOVA 12 Laurindo Almeida & the Bossa Nova All Stars, Capitol ST 1759
1	39	JOHNNY''S GREATEST HITS
0	28	NEW FRONTIER
0	29	Kingsten Trio, Capitel ST 1809 HATARI I Henry Mancini, RCA Victor LSP 2559
0	31	24467710000000000000000000000000000000000
30	34	PEAR LONELY HEARTS
(31)	23	Sound Track, MGM 15E4
32	43	Henry Mancini, RCA Victor LSP 2362
33	24	MR. PRESIDENT 13 Original Cast, Columbia KOS 2270
-	41	OUR MAN IN HOLLYWOOD. 2 Henry Mancini, RCA Victor LSP 2604
(35)	35	RAMBLIN' ROSE
36	42	WEST SIDE STORY
37	27	A TASTE OF HONEY 21
~	30	Martin Denny, Liberty LST 7237
(38)		WESTERN MUSIC, VOL. II
39	25	MODERN SOUNDS IN COUNTRY & 41 WESTERN MUSIC 41 Ray Charles, ABC-Paramount ABCS 410
1	-	SONGS I SING ON THE JACKIE GLEASON SHOW. 1 Frank Fontaine, ABC-Paramount ABCS 442
(41)	38	ЈИМВО 5
~	36	Sound Track, Columbia 05 2260 VLADIMIR HOROWITZ
(42)	37	Columbia KS 6371 THE LONELY BULL
(43)	45	Herb Alpert & the Tijuana Brass, A&M 101
(44)	10	THE COLORFUL PETER NERO
45	46	MR. PIANO
46	50	CAROUSEL 16 Alfred Drake & Roberta Peters, Command RS 843 SD
(47)	47	SOUTH PACIFIC 41 Sound Track, RCA Victor LSO 1032
(48)	44	JUDY AT CARNEGIE HALL
~	32	PEPINO, THE ITALIAN MOUSE 6 OTHER ITALIAN FUN SONGS
0		Contraction of the second s
0	49	LORD'S PRAYER, VOL. II

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		SA
A LITTLE BIT OF HEAVEN	00 CRL-757400	Si
	00 CRE-7 37 400	NC
THE IRISH WORLD OF		200
PATRICK O'HAGAN	CRL-57316	200
LITTLE BITS OF IRELAND		Sic
Mickey and Mary Carton	DL-8186	Sur
IRISH SING-A-LONG		SUC
The Bill Shepherd Singers	DL-4053	Na
FROM DONEGAL TO GALV	NAY BAY	25
The Little Gaelic Singers	DL-8435	SUUS
COME ALL YE'S AND OTH		Ň
	LK	Sin
IRISH SONGS	CRL-57367	20
Pat Harrington	CRE-57 507	S
PIPERS ON PARADE		Sar
Boston Caledonian Pipe Band and	DL-8554	SUC
Tyrone Piper's Band	DE-0554	SU
IRISH JIGS AND REELS	601 670/0	25
Michael Coleman	CRL-57369	CIU
NEW MUSIC FROM OLD E		N
Vol. I—Radio Eireann Symphony Or		Su
	DL-9843	20
NEW MUSIC FROM OLD E		S
Vol. II—Radio Eireann Symphony O	DL-9844	Za
THE LITTLE GAELIC SINGE		50
이 같아. 그는 것 같아. 아이들 것 같아. 그는 것 같아. 그는 것 않는 것 같아. 가지 않는 것 같아. 이 것 같아.		SI
COUNTY DERRY	DL-9876	25
IRISH SHOWBOAT		SID
The McNulty Family	CRL-57368	

DL 8262

And don't forget these single IRISH favorites on DECCA!

BING CROSBY

Dear Old Donegal c/w MacNamara's Band	23495
It's The Same Old Shillelagh c/w Who Threw The O	veralls In
Mrs. Murphy's Chowder	23786
Did Your Mother Come From Ireland c/w Where	The River
Shannon Flows	23787
Rose of Tralee c/w When Irish Eyes Are Smiling	23788
I'll Take You Home Again, Kathleen c/w Too-Ra-L	oo-Ra-Loo
Ral	23789
	24846
Eileen c/w How Can You Buy Killarney	Sales and Sales
Danny Boy c/w Dear Little Boy of Mine	25415
St. Patrick's Day Parade c/w With My Shillelagh Arm	Under My 27478
When You and I Were Young, Maggie (with Gary C	(roshy)
when too and I were toong, muggle (with out) o	27577
Two Shillelagh O'Sullivan c/w That Tumble Down	Shack In
Athlone	28048
	20105
Galway Bay c/w Isle of Innisfree.	28195

GUY LOMBARDO

Sweet Rosie O'Grady c/w Sidewalks of New York 23550 MacNamara's Band, c/w Irish Medley: Wearin' Of The Green

Harp That Once Thro' Tara's Halls, Irish Washerwoman 31213

JUDY GARLAND

It's A Great Day For The Irish c/w A Pretty Girl Milking Her Cow 25043

PHIL REGAN

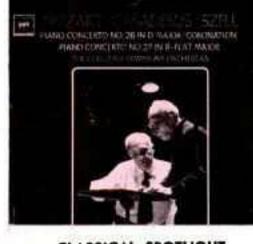
Little Bit Of Heaven c/w My Wild Irish Rose

23801

ALBUNG FREVIEWS (continued)



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



CLASSICAL SPOTLIGHT MOZART: CONCERTOS NO. 26 & 27 Robert Casadesus; Columbia Symphony Orchestra (Szell). Columbia ML 5803 (M); MS

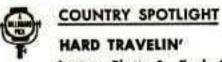
6403 (S) Robert Casadesus gets tasteful backing from the orchestra conducted by George Szell in beautifully performed versions of Mozart's last two piano concertos. They bring out fully the lightweight, cheerful quality of No. 26, and the noble, complex emotions of No. 27. Since these are among Mozart's most popular works, this is a solid classical pack-age





Yes, the "Merry Widow" waltzes again-this time in a stereo-planned performance which time in a stereo-planed performance which won't be topped for a long time, if ever. Under the baton of Lovro von Matacik, the production fairly glitters. Elisabeth Schwarz-kopf in the title role is well-nigh perfect, and Eberhard Wachter is a splendid "Danilo." It's a melodic delight from start to finish; packaging is de luxe; libretto and notes are comprehensive.





Lester Flatt & Earl Scruggs. Columbia CL 1951 (M); CS 8751 (5)

This fast-paced album is a natural for the current upbeat sales trend in bluegrass mu-sic. Several of the tunes—"Bound to Ride," "Wreck of the Old 97," etc.—are used by Flatt & Scruggs in recent or current stage appearances. Sure-fire material for country stations.



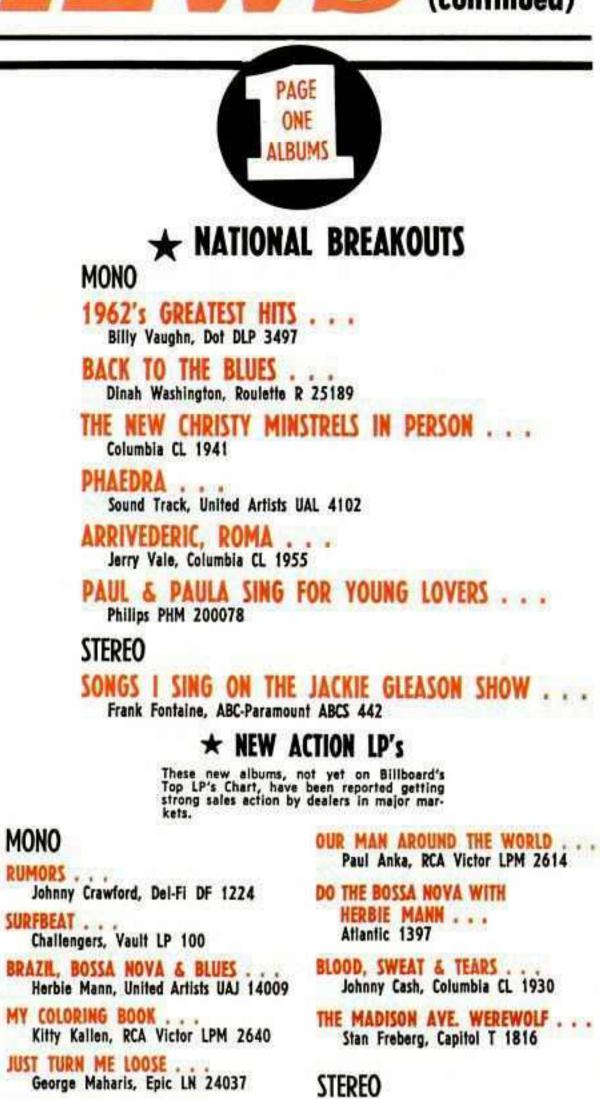
SACRED SPOTLIGHT **KEEP YOUR EYES ON JESUS** Louvin Brothers. Capitol T 1834 (M); ST 1834 (S)

Ira and Charlie are always at their best in their own favorite milieu, the sacred and gospel song, and this collection is true to that rule. They exhibit much faith and de-votion in these songs and they are neatly abetted by another outstanding group, the Jordonaires. The titles, five of which were penned by the boys themselves, include the title song, "Kneel at the Cross" and "He Set Me Free," among the dozen. Good set that's sure to please fans.



SACRED SPOTLIGHT THE MYSTERY OF HIS WAY The Statesmen Quartet with Hovie Lister. RCA Victor LPM

2546 (M); LSP 2546 (S) The wonderful, resounding basso of "Big Chief" Wetherington dominates this as most all the fine LP's by the Statesmen, a fact which should be enough to impel the buyers. The group is in top form, with director Hovie Lister holding forth on piano. An organ adds to the colorful accompaniment. Notable stereo effects are also created between the bass lead and the group itself. Selections include "God Can," "He Will Pilot Me," "What Love," and "Love So Divine."







A rousing set of polkas and a couple of ober-eks by Walter Solek, including an "original" version of "Who Stole the Keeshka?" Latter is a cutie for deejay spins, and the album should do nicely with the polka trade.





DWARFS

John Allen, Golden Ork & Chorus. Golden LP 93

The story of Snow White is one that never grows old. It's always a new thrill for a new crop of kiddies and this happy revival should be a real pleaser for that group. The overture and all the songs are here from the original Walt Disney score with a running narration of the tale by John Allen. Golden ork and chorus are fronted by vocal soloists Ray Charles and Rose Marie Jun. Wax can easily score.





Orchestra (Argenta). Richmond B 19085 (M); S 29085 (S) A really first-class performance of this stand-

of music.

POP SPECIAL MERIT

Deejay Alan Fredericks has been holding

forth on his "Nighttrain" Saturday night show of old rock group vocal hits for several years on New York's WADO Radio. These hits from the past have a special New York kind of sound, the kind that the Times Square record shop is famous for, and in the Man-hattan area, particularly, the set is likely to orab good action especially among Ereder

grab good action, especially among Freder-

icks' own disciples of old-time rock. Groups include the Shells, Elchords, Bonnevilles and Chantels.

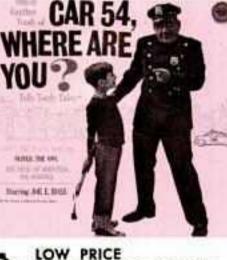
NIGHTTRAIN OF MELODIES

Various Artists. Arrawak LP 100

ard opus has been moved onto London's lowpriced Richmond line, making this one of the true bargain items in the classical cata-log. Campoli's unabashed romantic approach is certainly suited to the work. This disk stands up even to most regular-priced com-petitors technically, musically and sonically. As such, it becomes a real best buy.

SPECIAL MERIT

PICK



CHILDREN'S SPOTLIGHT OFFICER GUNTHER TOODY OF CAR 54, WHERE ARE YOU? TELLS TOODY TALES Golden LP 91

"Car 54, Where Are You?" is one of the more popular TV serials for the small fry set these days and Officer Gunther Toody (Joe E. Ross), a hero in the series, is fea-tured on this new album telling three tales that will be of interest to the moppets. "Oliver the Owl," "The Trial of Brewster the Rooster" and "Sidney the Flying Sailfish" are the titles and each is preceded by the familiar siren sound and the wailing intro, "Car 54, Where Are You?" A natural for sales.

POP SPECIAL MERIT

Various Artists. RCA Victor VPM 6011

A de luxe, two-LP sampler of Gershwin, pack-

aging the contributions of seven different

Victor artists into an attractive book-fold set. Frankie Carle, Morton Gould, Al Hirt, Hugo Winterhalter, Norman Luboff, Peter Nero and the Three Suns have all performed medians of Combusto

medleys of Gershwin's memorable pop tunes,

while inside are extensive liner notes by Edward Jablonski, author of several books on the composer, plus a group of photos

taken from various stages of the short but

productive career. Sales and spins indicated

A GERSHWIN HOLIDAY (2-12")

(M); VPS 6011 (S)

here.

Special Merit Picks are new releases of outstanding

merit which deserve exposure and which could have commercial success within their respective categories



MONO

POP SPECIAL MERIT

SURF CRAZY Bob Vaught & the Renegades.

Crescendo GNP 83

SAMMY DAVIS JR. AT THE

Reprise R 6063/2

Imperial LP 9218

FROM THE HEART . . .

Warner Bros. W 1490

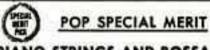
COCOANUT GROVE . . .

BEST SELLERS BY RICK NELSON

LET'S GO! WITH THE ROUTERS . . .

Hank Crawford, Atlantic 1387

The "surfer" tag on anything with an applicable beat seems to sell pretty well, es-pecially on the West Coast. This LP of solid teen dance instrumentals in the "surfer" groove can be expected to do a similar job, especially in the L. A. area. Good guitar, sax and drums sound comes across with "Surfin' Tragedy," "Delano Soul Beat," "Malibu Mash" and "Tor-chula."



PIANO STRINGS AND BOSSA NOVA Lalo Schifrin. MGM E 4110 (M); SE 4110 (S)

Lalo Schifrin's concept of bossa nova in this showcase of a dozen of his keyboard-againststrings arrangements is a fairly slick, com-mercial one, almost as if Victor Young had written bossa numbers. Lalo's jazz work with Gillespie shows through in some free-wheel-ing piano passages in "Lalo's Bossa Nova" and "Maria." Strong waxing for deejays.

() POP SPECIAL MERIT

STATION J

Al White Ork. Capitol T 1832 (M); ST 1832 (S)

This album can get a good deal of action on the Pacific Coast. It was recorded live in the former electric company substation and now popular night spot Station J. The sound of the Roaring '20's is carried off with excitement by the White Ork. "Yes, Sir, That's My Baby," "Tiger Rag," "Five Foot Two" and "Wabash Blues" are only a few of the nostalgia and humor-filled tunes included.

A LAWRENCE WELK SING-A-LONG PARTY ... Dot DLP 25432

OUR MEN IN SAN FRANCISCO . . . Limeliters, RCA Victor LSP 2609

ARRIVEDERCI, ROMA Jerry Vale, Columbia CS 8755

OUR MAN IN BOSTON . . . Arthur Fledler & Boston Pops, RCA Victor LSC 2599

RICHARD CHAMBERLAIN SINGS . . . **MGM SE 4088**

NCLLI HELLI NCL JAZZ SPECIAL MERIT

WILD ABOUT BASIE! Joe Bucci. Capitol T 1840 (M); ST 1840 (S)

Here's a new organist with a swing and a singleness of sound. The album showcases Bucci with drummer Joe Riddick in 12 tunes culled from the Basie book. Organ and Basie are a natural team and "Li'l Darlin'," "Shiny Stockings," "Topsy" and "Jumpin' at the Woodside" are some of the Basie standards included. A sharp, swinging debut.



BOSSA NOVA BACCHANAL

Charlie Rouse. Blue Note 4119 This album is probably one of the most marketable ever cut by tenor saxist Rouse. His playing is liquid and simple, the material very much in the syncopated, melodic bossa groove. The album also features strong guitar work from Kenny Burrell and Lord West-erbrock. "Back to the Tropics," "Samba de Orpheus" and "Aconteceu" are best for radio jazz and pop play.

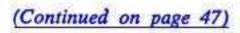


MILHAUD: LES CHOEPHORES

Leonard Bernstein, New York Philharmonic. Columbia ML 5796 (M);

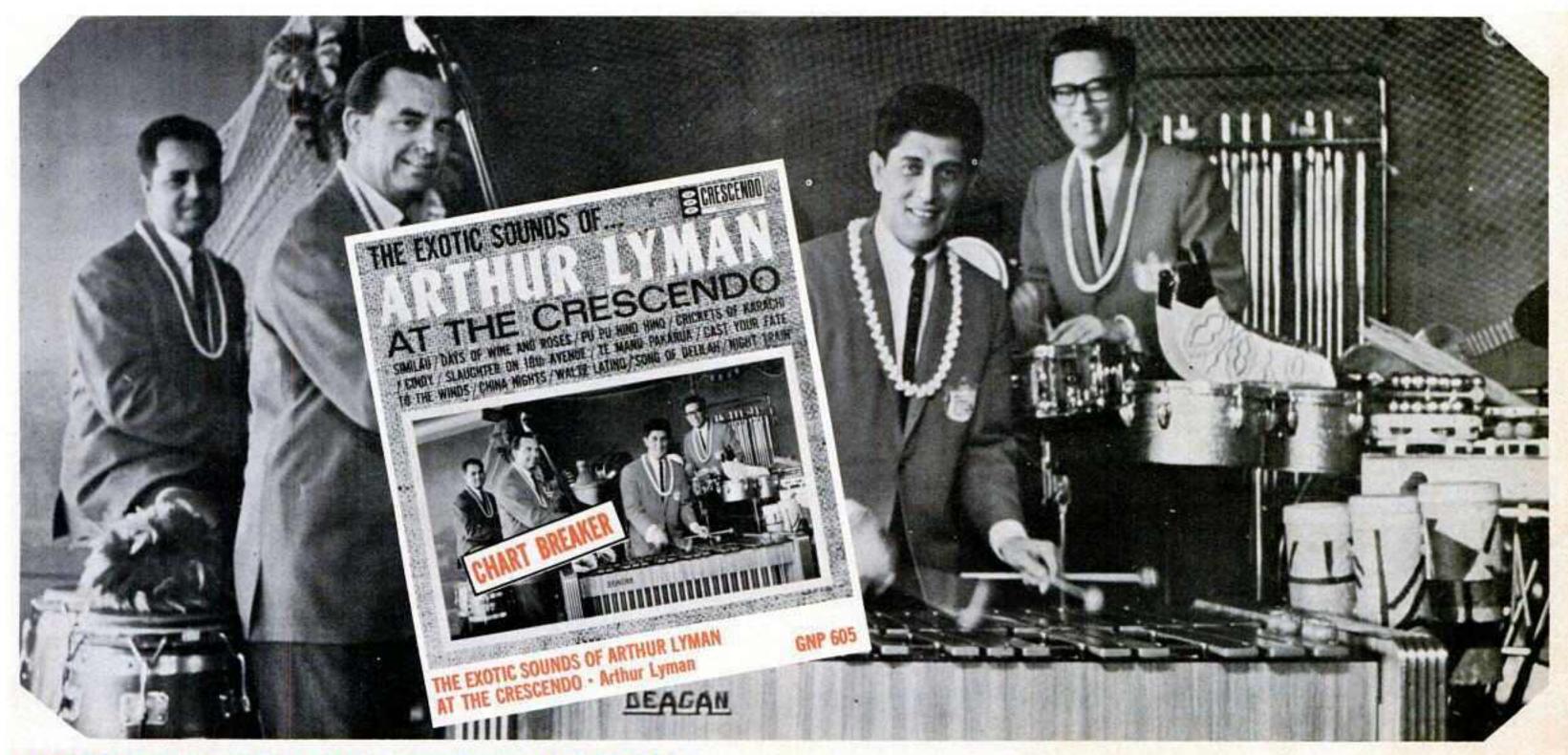
MS 6396 (S)

MS 0390 (S) Darius Milhaud's polytonal, emotion-driven adaptation of Aeschylus' "Oresteia" (a story more familiar to most Americans as the basis for O'Neill's "Mourning Becomes Elec-tra") is given an exciting, rapid-fire produc-tion under the baton of Leonard Bernstein. Vera Zorina narrates the last half of the work. For special tastes, but worthy of attention.



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SURF CRAZY · Bob Vaught & The Renegaids **GNP 83**

14 GREAT THEMES FROM HOLLYWOOD

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O CONCHESTRA

MARIA AND TONIGHT WEST SIDE STORY

ICHZEL GOES IN THE MOVIE

BABY ELEPHANT WALK

THE BEST OF OUR LATIN RELEASES

INVITATION

AV TOMANCE IS

FIRDH OON RIVER BEAMART AT THIMPT

NEVER ON SUNDAY

LES BROWN JR. • Wildest Drums Yet **GNP 79**

a taste of cano

A TASTE OF CANO · Eddie Cano, His Piano,

LESSONS IN LOVE – Helen Gurley Brown GNP 604



THE HEART OF TRINIDAD • Calimbo-Steel Band **GNP 62**



WORLD'S GREATEST LATIN BAND - Machito and His Famous Orch., featuring Graciella **GNP 72**

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MINNEAPOLIS



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RENE TOUZET "GOES TO THE MOVIES" GNP 81

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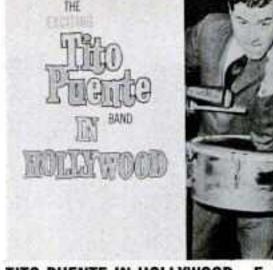
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SANDEL COMPANY, INC.

TITO PUENTE IN HOLLYWOOD · Exciting GNP 70 Big Band



GNP 77

International News

Continued from page 25

Orchestra conducted by Wolfgang Sawallisch appears in February. The Philadelphia Chamber Orchestra and the Hungarian State Concert Orchestra hold a Stravinsky Concert, conducted by Igor Stravinsky and Robert Craft. Both concerts will be in May.

The musical "Irma la Douce" (Irma Te Edes) scored in the Petofi Theater with Irene Psota in the leading role.... Paul Siegel, the West Berlin disk jockey-producer-publisher takes three Hungarian hits when he visits the USA in February. "The Wurlitzer Is No Barrel Organ" by M. Tamassy, "I Take Your Glance With Me" by M. Fenyes, and a waltz-ballad by Paul Gyongy.

Only six western songs have been published in Hungary in 1962 by the state publishing house Editio Musica: Celentano's "24,000 baci" Edizione Musicali E.A.R. Milano; Donida's "Al Di La" Fono Film Ricordi, Milano; Gietz' "Capitano d'Amore" Edizion Rialto Hans Gerig, Cologne, Libano's "Bambina Bambina" Edizoni Flaminia, Milano; Malgoni's "Tango Italiano" Edizioni Southern Music, Milano, and Wenrich's "Sail Along Silv'ry Moon" Francis-Day, Par-



Anka Recording Italian Sides

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

Having reached a sale figure of 508,000 disks with his Italian record, "Every Day," Paul Anka will do some 10 recordings in the language during a six-day visit here. Since he doesn't have a speaking knowledge of Italian, he will be given special coaching for it. While here, he will appear on RAI-TV's "Studio One" and tape a TV special for later showing. Robert York, who is here from RCA Victor to supervise the start of the recordings, will go to Brussels and London before returning to New York.

Paul Marshall, director of

Transglobal Music, Inc., visited with Francois Minchin, director of Voce del Padrone in Milan, for an exchange of views and plans. . . . The French Barclay label has joined RCA Italiana for its releases as of January 1. Ben E. King and Tony Dallara were featured on a special TV program this week. . . . Columbia has issued four records as a group, "Jazz Sounds of the Twenties." . . . Milva has received an offer to do the Leoncavallo opera, "French Serenade." . . . Arturo Benedetti Michelangeli, Italy's leading pianist, is being featured on a series of TV programs in his varied repertory. . . . CBS Records has come up with more releases than any other companies in an effort to build up its new catalog.

MEXICO

Peerless, D.G.G. Form Disk Firm

By OTTO MAYER-SERRA Apartado 8688, Mexico City

A new company, Discos Universales, has been formed by



Peerless Records, Mexico, and Deutsche Grammophon, Hamburg. Beginning July 1, the new company will press locally and distribute the catalogs of DGG, Archive, Polydor, Philips, Fontana and later on possibly Verve and MGM.

Discos Universales will also build up a catalog of Mexican music and promote recordings in the world through the Polydor organization. Sales and promotional manager for the firm is Guillermo Burckle, up to now co-ordinator and promotional manager of Peerless Records. In connection with the plans for the new company, Constantin Th.Metaxas, manager of DGG's Berlin office and the company's liaison officer with Eastern Europe, spent 10 days in Mexico and studied the potentialities of the local market.

Disk News

Mexican drummer Leo Acosta, who was active for eight years in the U.S. with different orchestras, made an RCA Victor Mexicana LP with a newly formed orchestra. . . . Audiomex issued six LP's from the Decca catalog. . . . In view of the big success of Pericoli's "Al di la," Musart Records will issue two LP's from the Warner Bros.' catalog: the sound track of the film "Roman Adventure" and "Golden Hits of Italy," starring Pericoli. The same company will also locally press Martin Denny and Ernie Freeman, Liberty; LP's and sets by Pepe Jaramillo on English Parlophone, and the Brazilian orchestra of Irany, Odeon.

Michel Stillman, director of Monitor Records, signed a contract for distribution of his catalog with Disco Importadora. ... David Crump, general man-

FEBRUARY 23, 1963

ager of RCA Victor Mexicana, visited his Puerto Rican distributors, Splendid, Inc., in San Juan.

NEW ZEALAND

Chances Against Viking-Roulette

By FRED GEBBIE Box 5051, Auckland, N. Z.

Viking Records probably will not get the Roulette franchise for Australia and New Zealand. Viking director Ron Dalton told Billboard that the bid for the label when he was in the U. S. last year was successful, but his company could not economically release material in Australia. They felt, however, that the New Zealand side of the deal would have paid off.

New Zealand's own internationally famous show band the **Hi-Fives** will return to their native land to tour for the Kerridge Odeon organization, in Auckland March 2. They left their latest record in No. 7 spot in the Swedish hit parade.

A Jazz Festival which could be of interest to overseas artists in the future will take place shortly in the tourist town of Tauranga. ... Chubby Checker packed them in here and could be the biggest yet act for Harry Miller. ... Many New Zealand artists are flying to New Caledonia for night club appearances, and local boy Ricky May is making a name for himself in Sydney and has appeared in the well-known night spot, the Latin Quarter.

American music)

But they do not confine their interest to their own musicthey go for American jazz

and rock and roll in a big way. The rising sales of American recordings demonstrate this.

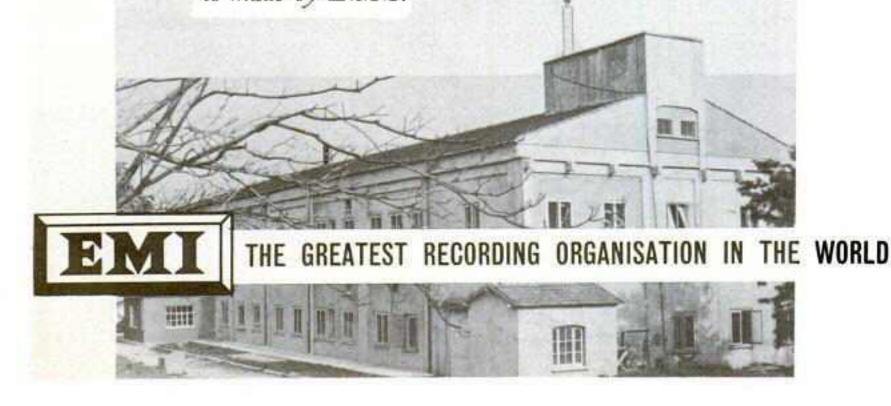
We know-

we have been selling records there for many years.

The E.M.I. company in Istanbul is called Gramofon Limitet Sirketi,

and it operates a factory (pictured below) to cope with the ever-growing demand for records in that part of the world. Many of the records that it sells are recordings of other than Turkish origin and a surprisingly high proportion of these are from America.

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





Simply stated—the dynamic new Del-Fi records explode with excitement!

OVER 70,000 ORDERED IN 4 DAYS THE NEWEST COMEDY BONANZA

... my son the copy cat ...

FE'S REALLY BUCH & MICE BOY-



MY SON THE COPYCAT -

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Proud; Rumors; Cindy's Birthday; Your Nose Is Gonna Grow; Daydreams; Patti Ann; Sittin' And A Watchin'; Mr. Blue; Moon River; Donna; We Belong Together; Debbie DFLP 1229 DFST 1229

THE ALBUM EVERY KID IN AMERICA HAS WANTED BY THE BOY WITH FOUR SMASH SINGLES IN A ROW

BORLPI

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HIS GREATEST HITS

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CINDY'S BIRTHDAY

YOUR NOSE IS GONNA GROW

DAYDREAMS

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SITTIN' AND WATCHIN'

DEBRIG



16 ALL TIME GREAT ORIGINAL RARE OLDIES



VERY BEST OF THE OLDIES • Jesse Belvin, Goodnight My Love; Rochell & The Candles, Once Upon A Time; Ritchie Valens, La Bamba; Etta James, Dance With Me Henry; Ritchie Valens, Come On Let's Go; Ron Holden, Love You So; Marvin & Johnny, Cherry Pie; Big Jay McNeely, Something On Your Mind; Ritchie Valens, Donna; The Pentagons, To Be Loved: Jesse Belvin, Girl Of My Dreams; The Cadets, Stranded In The Jungle; **B B King, Sweet Sixteen; Little** Caesar & The Romans, Those Oldies But Goodies; The Teen Queens, Eddie My Love; The Jacks, Why Don't You Write Me **DFLP 1227**

RITCHIE VALENS – HIS GREATEST HITS • Donna; La Bamba; Come On Let's Go; We Belong Together; Bluebirds Over The Mountain; In A Turkish Town; Stay Beside Me; Cry, Cry, Cry; Hurry Up; Rockin' All Night; From Beyond; Malaguena DFLP 1225

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HIS INCOMPARABLE NEVER TO BE FORGOTTEN PERFORMANCES

RITCHIE BAMBA GREATEST HITS BOWNA - LA BAMBA COME ON LETS GO WE DELONG TOGETHEB BLUEBHRDS OVER THE MOUNTAN IN A TUBNISH TOWN STAY DESIDE ME CRY, CRY HUBRY UP - ROCKIN' ALL NUBHT FROM BEYOND MAI AGUIFNA

OF THIS PROMOTION DESIGNED FOR YOU BY THE NEW

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OUT & OUT HITS! /CHECK CHESSS FIRST

Busting Out in Washington & Baltimore /'GOODIES'' by THE FOUR JEWELS

START RECORDS

Distributed by Checker #1039

Taking Off in New Orleans & Shreveport

/"GOT YOU ON MY MIND" by COOKIE & HIS CUPCAKES Chess #1848

NORWAY

'Midnight Tango' Registers Three

By ESPEN ERIKSEN Verdens Gang, Oslo

Three versions of the same tune have for the second time in record history reached the Norwegian Top 10 as compiled by the newspaper Verdens Gang. The tune is "Midnight's Tango," and the three renditions are sung by Swedish singer Lasse Lonndahl on RCA, Norwegian Ase Wentzel and Jan Hoiland on Odeon and by German Botho Timber on Polydor.

Best selling LP in Norway is still "West Side Story," the sound track, on Philips, with another sound track, Elvis Presley's "Girls! Girls! Girls!" on RCA runner-up. Third is "Jazz Samba" by Byrd/Getz on Verve, fourth "Hi-Fi Companion" by Ray Conniff on Philips.

The Storyville Jazz club in the coastal Norwegian town of Molde will arrange the third international jazz festival during August 1-4 this year. The club celebrates its 10th anniversary February 26. . . . Rondo, the municipal non-alcoholic youth restaurant in Oslo, will stage a large amateur talent competition during the spring with a big final early summer this year.



Cultural Life In Full Bloom

miles), the Spanish version of "J'entends sifler le train," can be named as a new hit in Spain. . . . Marpar, the only Paraguayan label, is trying to sign local agreements for release of its material. . . . Jorge Closas, deejay in Buenos Aires, visited. . . . Gilbert Becaud did a special show before flying to America.

SWEDEN

Dellert, Larson In Top Roles

By HENRY FOX Kungsgatan 56, Stockholm

"Lock Up Your Daughters" opens at Oscars on February 20 and the leading roles are played by **Kjerstin Dellert** and **Egon Larson.** Miss Dellert, who once sang pop songs, is now in the Royal Opera.

A new group, Gals and Pals, made their first record "Va e de" (What's That). . . Siv Malmkvist's latest r e l e a s e is "Happy Oscar," a song written many years ago by Anders Burman and then called "Smorgasbord Rag." . . . Merit Hemmingson returned from U. S. A. . . . Visitor in town of Gyllene Cirkeln has been Coleman Hawkins, sold out every night.

In the Columbia picture "Just for Fun," Little Gerhard will appear and he has now recorded the song he sings in the picture "Dankeschon, Bitteschon Wiedersen'n." The title is in German, but the lyric is in Swedish. ... Bibi Johns will return this summer from Germany to make a tour in the Swedish Folkets Parker. ... Alice Babs is up in the list again with "En Herrskapstrall" and old Swedish song

HITS OF THE WORLD

3

4

5

6

Continued from page 22

7	7	ESO BESO—Paul Anka (RCA); Alberto Cortes (Virrey); Jorge Botteri (MAG)
8	6	EL AMOR ES LA FUERZA MAS PODEROSA— Dean Reed (Philip)
9	10	TU PERDICION- Los Morunos (Sono Radio)
10	9	EL PECADOR-Antonio Prieto (RCA)

PHILIPPINES

This Last Week Week

- 1 FROM THE BOTTOM OF MY HEART—Jerry Vale (Columbia)—Mareco
- 2 2 TELL HIM—The Exciters (UA)—Mareco 3 8 RETURN TO SENDER—
- 3 8 RETURN TO SENDER-Elvis Presley (RCA)-Filipinas
- 4 4 LIMBO MAN—Ivy Pete and His Limbomaniacs (Pioneer)
- 5 5 WISHING IT WAS YOU-Anita Bryant (Columbia)-Mareco
- 6 10 GINA—Johnny Mathis (Columbia)—Mareco
- 7 7 RED RIVER TWANG-The Strings-a-Longs (Pioneer Records)
- 9 WIGGLE WOBBLE (Watusi) —Les Coopers (Alpro Records)
- POCKETFUL OF MONEY— Little Cheryl Williams (Kapp)—Mareco
- 10 GUITAR MAN—Duane Eddy (RCA)—Filipinas

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.) This Last Week Week 1 1 BACHELOR BOY-Cliff Richard (Columbia)-Elstree Music 2 2 RETURN TO SENDER-

2 RETURN TO SENDER-Elvis Presley (RCA)-Belinda Music

- 3 PATCHES—Dickey Lee (Philips)—Aldon Music
- 6 DANCE ON-The Shadows (Columbia)-Sidney Bron Music
- 3 MIDNIGHT SNACK—Bert Kaempfert (Polydor)— Gema-Belinda Music
- 4 THE LOCO-MOTION-Little Eva (London)-Aldon Music
- 7 TELSTAR—The Tornadoes (Decca)—Ivy Music
- 5 LIMBO ROCK— Chubby Checker (Continental)—Sidney Bron Music
- 9 9 THEME FROM DR. NO-John Barry Seven (Columbia)-United Artists
- 10 8 SPANISH HARLEM— Jimmy Justice (Parlophone) —Progressive Music

SPAIN

(Courtesy Discomania, Madrid) *Denotes local origin

This Last Week Week

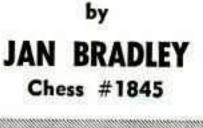
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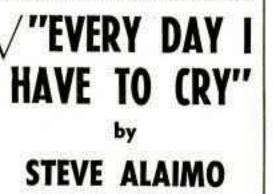
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9

- 1 1 BALADA GITANA-*Duo Dinamico (Voz Amo) —Del Sur
- 2 2 ESO BESO-Paul Anka (RCA) -Hispavox
 - 3 A STEEL GUITAR AND A GLASS OF WINE-Paul Anka (RCA)-Hispavox
- 7 SPEEDY GONZALES-Pat Boone (Columbia)
- 5 I CAN'T STOP LOVING YOU-Ray Charles (Hispavox)-Hispavox
- 9 PERDONAME—•Duo Dinamico (Voz Amo)—Del Sur
- 8 ET MAINTENANT—Becaud (Voz Amo)—Armonico
- 4 CUANDO CALIENTA EL SOL—Hnos. Rigual (RCA)— Del Sur
- 6 EL DIA MAS LARGO— Orq. Barclay (Columbia)— Del Mundo
- 10 MARIA—Andy Williams (Hispavox)







Checker #1032



By LUIS M.A. TRINIDAD 264 Escolta, Manila

The Korean conductor Won Sik Lim was guest conductor of the National Philharmonic orchestra February 5. In another cultural move, the Philippines plan to create a permanent ballet company. Any qualified teacher of classical ballet in the Philippines who wants to help the organization is requested to contact either of the two chairmen: Anita Kane or Totoy de Otyey-

za.

The Munchner Nonett was presented here by the German Cultural Center (Goethe House) January 27. . . . Mrs. Evangelina Macapagal and her daughter headed the list of social guests at the "Work a Year With the People" committee's repeat performance of Jazz for a Cause. The second such jazz presentation for charity was held at the Philamlife Auditorium Sunday (3). Special dance numbers choreographed by the country's leading dance troupes interpreted the story of jazz through dance.



Soap Opera Hero Records for RCA

By RAUL MATAS 32 Av. Jose Antonio, Madrid 13

A 15-year veteran of soap opera is the new singing star of RCA. Pedro Pablo Ayuso, several times cited as the best radio actor in Spain, cut his first EP for the label. Ayuso sings four tangos, the Argentinian beat making a great comeback in Europe.

"Quinientas millas" (500

published by Lunquist Musikforlag.

Many years ago Lasse Dahlqvist wrote "Skank en slant till en fattig speleman" (Give a Penny to a Poor Musician). Carli Tornehave has recorded the song and dressed it in a new rhythm. . . There will be an exchange between England and Sweden of singers. Jerry Williams will go to England and Michael Cox will come here.

Young Pianists

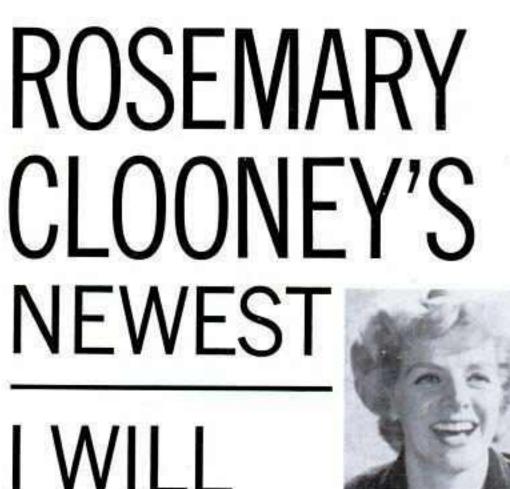
Continued from page 20

problem solved, Moravec hit the jackpot.

In addition to next-season appearances with the Cleveland Orchestra in its home city, on tour, and in New York, Moravec is, at last report, being eyed by both Hurok and Columbia Artists Management.

On another keyboard front, Leonard Bernstein's new discovery, 16 - year - old Andre Watts, is making news. When Glenn Gould fell ill just before the January 31 and February 1 Philharmonic concerts at Lincoln Center, Bernstein — who once got a comparable break when he replaced Bruno Walter —picked Watts as a replacement.

Watts was an overnight sensation, with nationwide audiences able to hear Watts during the CBS Radio network coverage of the February 1 concert playing the Liszt Piano Concerto No. 1 in E Flat. Watts, who hails from Philadelphia, had previously played the same work, also to enthusiastic reviews, in a CBS-TV, "Young People's Concert" January 15 with Bernstein conducting. Now, it's due shortly from Watts and Bernstein as an album on the Columbia label.



FOLLOW YOU



No. 20,145

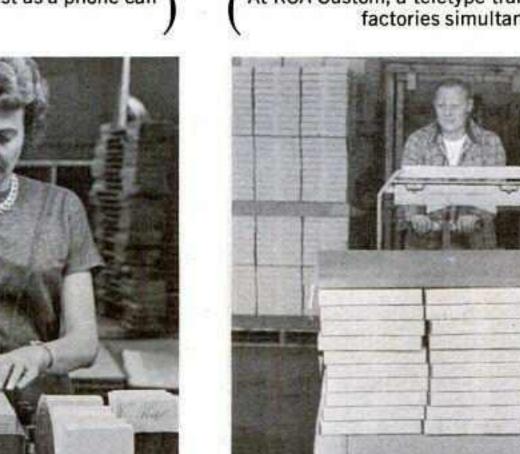
What makes a distributor smile?



FAST RE-ORDERS At RCA Custom a re-order is as fast as a phone call to a salesman.



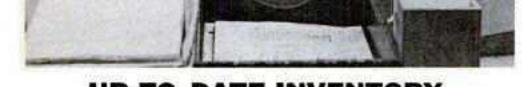
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RCA Custom has set up a special department to speed the delivery of your records.



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A-1 QUALITY Annoyance and costly returns are cut by RCA Custom's highest quality standards.



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In-between steps are eliminated! RCA Custom ships direct to distributor by the best carrier.



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service helps distributors pocket more of it!
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No wonder, for anything in recorded sound, distributors everywhere recommend RCA Custom.



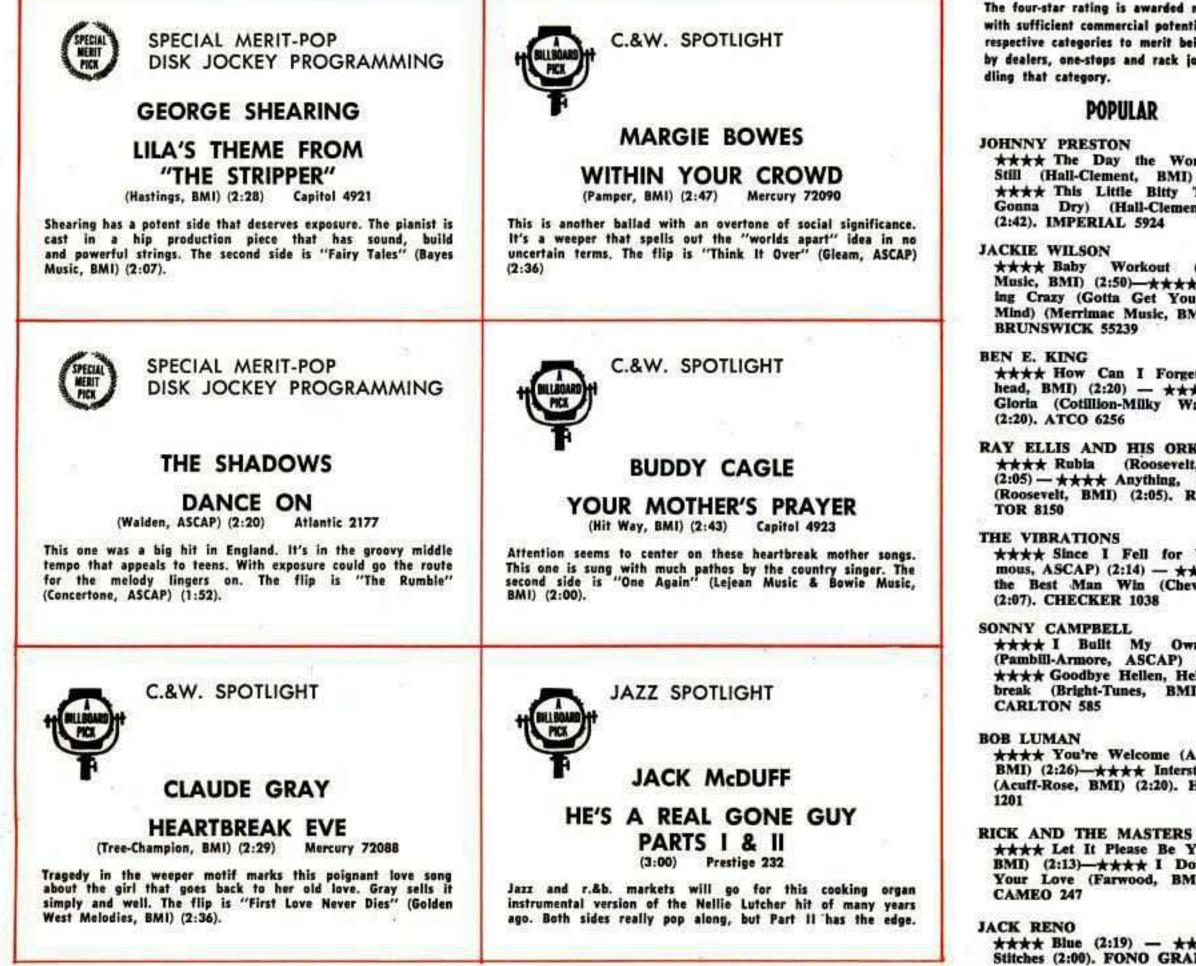
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BILLBOARD 40

SINGLES REVIEWS

Continued from page 26



**** 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 han-

**** The Day the World Stood Still (Hall-Clement, BMI) (2:20)-**** This Little Bitty Tear (It's Gonna Dry) (Hall-Clement, BMI)

**** Baby Workout (Merrimac Music, BMI) (2:50)-**** I'm Going Crazy (Gotta Get You Off My Mind) (Merrimac Music, BMI) (2:35).

**** How Can I Forget (Arrowhead, BMI) (2:20) - **** Gloria Gloria (Cotillion-Milky Way, BMI)

RAY ELLIS AND HIS ORK **** Rubia (Roosevelt, BMD (2:05) - *** Anything, Anywhere (Roosevelt, BMI) (2:05), RCA VIC-

**** Since I Fell for You (Famous, ASCAP) (2:14) - **** May the Best Man Win (Chevis, BMI)

**** I Built My Own Prison (Pambill-Armore, ASCAP) (2:28) -**** Goodbye Hellen, Hello Heartbreak (Bright-Tunes, BMI) (2:02).

**** You're Welcome (Acuff-Rose, BMI) (2:26)-*** Interstate Forty (Acuff-Rose, BMI) (2:20). HICKORY

**** Let It Please Be You (Keel. BMI) (2:13)-*** I Don't Want Your Love (Farwood, BMI) (2:29).

**** Blue (2:19) - **** Nine Stitches (2:00), FONO GRAF 1243

FEBRUARY 23, 1963

LLOYD PRICE

*** Who's Sorry Now (Mills, ASCAP) (2:17) - *** Hello Bill (Lloyd-Logan, BMI) (2:26). (ABC-PARAMOUNT 10412

DIANE JORDAN

**** Set 'Em Up Pop (Aldon, BMI) (2:17)-*** Come on and Dance With Me (Cedarwood, BMI) (2:39). ABC-PARAMOUNT 10396

INMAN AND IRA

**** Green Green Rocky Road (Cherry Lane, ASCAP) (1:58)-+++ Jimbo (Forster, ASCAP) (2:03). MER-CURY 72093

WEE GARRY AND HIS PIPER CUBS ★★★★ Bagpipe Bomp (Burlington, ASCAP) (2:18)-** The Journey (Burlington, ASCAP) (2:30). LONDON 4501

THE BACHELORS

**** Charmaine (Miller, ASCAP) (2:35) - *** Old Bill (Piccadilly, BMI) (2:40). LONDON 9584

CHARLES PENNYWELL

**** Web of Love (Heads Up, BMI) (2:02)-*** It's So Funny I Could Cry (Marks, BMI) (2:05). **SMASH 1794**

VINCE HOWARD AND THE VIN-ETTES

**** The Wayward Wind (Bamboo-Hillary, BMI) (2:04)-+++ Return to Me (Southern Music) (2:30). **BIG R RECORDS 340**

THE DELCOS

**** Arabia (Combine, BMI) (2:23) - *** Those Three Little Words (Mishawaka, BMI) (2:43). SHOWCASE 2501

THE TARRIERS

**** Casey Jones - *** Mary Anny (Ludlow, BMI) (2:37). DECCA 31470

NINO AND THE EBB TIDES

**** Nursery Rhymes (Monument, BMI) (2:17)-+++ Tonight (I'll Be Lonely) (Monument, BMI) (2:23). MR. PEEK RECORDS 9093

IMPERIALS

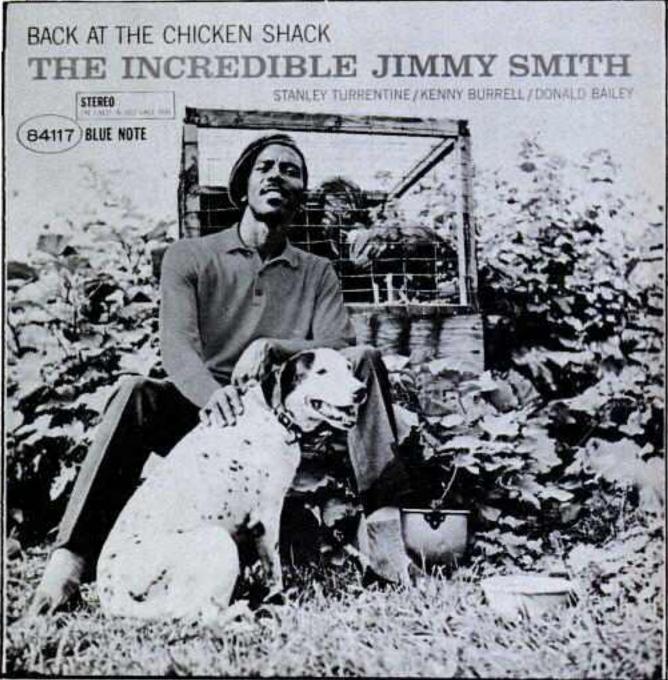
**** Bermuda Wonderful (Spectorious Ludik, BMI) (2:47) - *** I'm Still Dancing (Vogue, BMI) (2:25). CAPITOL 9424

ROD BERNARD

**** Wedding Bells (E. H. Morris ASCAP) (2:32)-** I Had a Girl (Hall-Clement, BMI) (2:18). HALL-WAY 1806

(Continued on page 47)

the groovy sound that sells JIMMY SMITH on BLUE NOTE



HIS NEWEST HIT ALBUM

BILLBOARD JAZZ SPOTLIGHT OF THE WEEK BACK AT THE CHICKEN SHACK

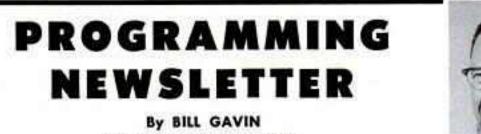
WITH STANLEY TURRENTINE, KENNY BURRELL AND DONALD BAILEY

BLP 4117 (Stereo BST 84117)

(From the same down to earth session as the hit album "Midnight Special!")

THE BIG SINGLE FROM THIS ALBUM-BACK AT THE CHICKEN SHACK **BILLBOARD PICK OF THE WEEK BLUE NOTE 45 x 1877**





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

"BEST SIDE STORY" ...

New Orleans (Ken Elliot-WNOE): Much excitement over "Goodnight My Love" from the Fleetwoods' new LP "Lovers by Night" has resulted from WNOE plays. There's also growing interest in "Half a Man" (Willie Nelson-Liberty) and in "How Can I Forget?" (Jimmy Holiday-Everest).

Seattle (Pat O'Day-KJR): Pick—"Face in the Crowd" (Dean Martin-Reprise). Gaining fast—"So Long Lucy" (Wayne Newton-Capitol). Taking off—"Brightest Smile in Town" (Ray Charles-ABC-Paramount), "Preacherman" (Charlie Russo-Diamond), "Puff the Magic Dragon" (Peter, Paul & Mary-Warner Bros.), "Mr. Bass Man" (Johnny Cymbal-Kapp). Pat says that WB will release "Puff" as a PP&M single from the album.

Minneapolis (Red Jones-WDGY): Top request—"Young Lovers" (Paul and Paula-Philips), from the duo's new LP. Good phone response—"I Don't Wanna Think About Paula" (Dickey Dee-Smash) and "Don't Be Afraid Little Darlin'" (Steve Lawrence-Columbia). Battle winner—"Here I Stand" (The Rip Chords-Columbia).

Milwaukee (George Michael-WRIT): Instant discovery—"Pins and Needles" (Dean and Mark-May). Big phone response—"Sandy" (Dion-Laurie) A pick-the-side vote on the new Marty Robbins Columbia release gave a slim victory to "Cigarettes and Coffee" over "Teen-Ager's Dad."

Chicago (Gene Taylor-WLS): Picks: "Sun Arise" (Rolf Harris-Epic) and "Yellow Bandana" (Faron Young-Mercury).

Miami (Dick Stambaugh-WFUN): Battle winner — "Little Orphan Girl" (Carlo-Laurie).

Washington (Larry Justice-WPGC): Pick—"It Had to Be You" (Gary Paxton-Garpax) Taking off—"Our Love Will Last" (Arthur Prysock-Old Town) Big Sales — "Yakety Sax" (Boots Randolph-Monument).

Top Tips Around the Nation: "Baby Workout" (Jackie Wilson-Brunswick), "Tonight I Met an Angel" (Tokens-RCA Victor), "I Can't Get Used to Losing You" (Andy Williams-Columbia), "Follow the Boys" (Connie Francis-MGM) and "Heart" (Kenny Chandler-Laurie).

SMALL-TOWN DEEJAYS: The problems of radio station personalities in smaller cities are in many ways quite different from those of their big brothers in metropolitan areas. DJ's work long hours for small pay. Record companies and distributors often neglect to furnish them free records. They are frequently in competition with 50-kw powerhouses from a neighboring city. They log few, if any, national advertisers. The manager is frequently in social contact with most of his local advertisers; thus he is exposed to constant criticism of his programming.



'OTHER BOBBY' SHOWS HEART & WALKS 50 MILES

BOSTON — Cross - country hikes, for the benefit of charity, are the latest deejay promotion stunt in the wake of Attorney General Robert Kennedy's forward-with-vigah 50-miler not long ago.

In fact, air personality Bob Kennedy (known as "the other Bob Kennedy") of WBZ, Boston is one of the pioneers in this new field. On February 16, for the benefit of the Heart Fund, Kennedy hiked 50 miles from the Framingham Shopper's World, via Wayland, Dorchester and Roxbury to the WBZ transmitter, arriving footsore but fit.

Local civic and Heart Fund officials and loyal fans turned out to cheer him on.

Hot FM Interest Delays Comment Deadline Again

WASHINGTON—The whitehot interest in the future of the FM service and FM stereo broadcasting has prompted the Federal Communications Commission to delay the deadline for comment on revamp of the service to March 18, 1963. Original due date for comment was February 15. Reply comment will be due April 17, under the change.

The FCC is particularly anxious to get fullest comment in the area of allocation and technical standards in its proposed revision of the FM broadcast rules. The agency's own proposed table of allocations, assigned on a market by market basis, for the FM service, and its original proposal to limit all stations to certain power and antenna height was the source of anguished outcry from FM broadcasters. The high-power FM stations already in existence will be grandfathered under any changes in the rules, FCC has promised.



<u>VETERAN SAYS:</u> Ask Not If DJ Popular; Ask If He Sells Product

By CHARLES SINCLAIR

NEW YORK—Too often, there's too little contact between Madison Avenue strategists who spend millions annually in spot radio billings in deejay shows and the deejays themselves. In fact, if agency men and advertisers took the time to listen to demo tapes or unedited airchecks of deejays in all major markets, the process would take only about three

weeks, and be well worth it.

And, according to Dan Ingram, air personality and platter-spinner at network - owned WABC, New York, "this investment in time would give the advertiser at least twice the ad impact he is presently getting, if the listening is done objectively and the criterion is not 'Do I like him?' but rather 'Can he sell'?"

Ingram, who's had a decade of big-city radio salesmanship to backstop his opinions, voiced a number of suggestions to Billboard which deejays, broadcasters and admen would do well to consider.

Contradiction Here are a few: "If there is any secret ingre-(Continued on page 42)



DAN INGRAM

TURNTABLE TIPS

A letter from Darryl Davison, deejay and music director of WIGM, Medford, Wis., underlines some of the characteristics of small market operation. He writes:

"I have been in radio as announcer, salesman, copywriter and p.d. for four years. I have always had an air shift and included popular music in it. I've always gone by the Hot 100, plus, of course, a few records that do well when nobody else is playing them. Yet I have never been able to get the records the listeners want without having to buy many of them out of my own pocket.

"We don't print a Top 40 sheet, because we don't have time. I now work 44 hours a week on the air, and so it's hard to tell distribs what's happening here. We play at least a few times almost every single we receive. I also run record hops. I think we give very good exposure for any record.

"I work from 12:30 p.m. 'til 7 p.m., Monday through Friday, two nights a week until 10 p.m., plus every other weekend. We try to do our best even on these long shifts, and the station shows a good profit. Maybe it sounds as if we are really 'in the sticks,' but that's where a lot of stations are."

MEDFORD is a city of about 8,000 in north central Wisconsin, a little more than 100 miles northeast of Eau Claire. It's near the Chequamegon National Forest—good farming and dairy country and, as I recall, some pretty good fishing, too. WIGM is 1,000 watts at 1490 kc. Programming includes five-minute news on the hour, headlines at the half hour, sports news at 5:45, religion 6:45 to 7:00. The rest is mostly recorded music, including pop singles and albums, polkas and country music.

There are hundreds of similar operations all across the country. Their problems vary, but most of them voice the same complaint: We need records.

The fact that the need for records exists is not entirely the fault of the record companies and distributors. I personally don't know of a single distributor who refuses to service any station in his territory where he is reasonably certain to receive favorable consideration and consistent play for the best of his wares.

PROBLEM: The main trouble seems to be lack of communication between station and distributor. Like Darryl Davison, most of the music directors are just too busy to put out charts and news letters and otherwise to keep the record world informed of what they're playing.

There are, of course, programming services that offer regular shipments of top pop singles and LP's for a reasonable charge. Most major labels offer special subscriptions for their LP's. Trouble is, the necessity for a low overhead in the small station often precludes a budget for records. Some managers have found, however, that by spending enough money to obtain a regular supply of records, their competitive position has prospered.

Some day the smaller stations are going to get together and realize that jointly their audience greatly outnumbers that available in any big city. Then, if they can adopt some continuity of programming policy, they'll get all the records they can use.

Can Those Days Be as Remote As All That?

CLEVELAND — Remember those wonderful old radio days of the "live band remote," when announcers t o s s e d around phrases like: "and now, coming to you from the beautiful Pomegranate Room in the Hotel Whoosis only 45 minutes from downtown Oshkosh, for your listening or dancing pleasure, here's our genial maestro ...?"

Well, those days are back—at least in Cleveland. Currently renewed and running its second 13-week cycle on WJW is "Saturday Night at the Green Tree," a real, genuine, live, late-night remote band show.

The series originates in the Green Tree Restaurant and Lounge in nearby Parma, Ohio, and is featuring dance music of the Harry Hershey orchestra, with Ed Fisher as announcer.

WWRL Talent Hunt Will Air 300 Acts

NEW YORK—Starting February 23, listeners to WWRL will be hearing the first contestants in a major musical talent hunt being sponsored by Ward Tip-Top Bakers and (Continued on page 43)

By MIKE TURNTABLE

CLASSIC LINES YOU HEAR ON RECORD ROW—"Was business bad this week?" "It was so bad I had to lay myself off"—"Are things tough?" "So tough I have to save up to weigh myself." ... A West Coast promoter is crying "The Surfers Blues." Seems that for the past year he's been the man promoting all the dances where **Dick Dale** has been the big hit of the ball. Now it seems that Dale is about to make that big \$\$\$. This poor promoter should have had a piece of Dale—or so he had been promised. He has nothing to show for his effort except broken promises.

Attention promotion men: In Detroit something new has been added—Lee Allen and Joel Sebastian are doing a teen-age dance party on Sundays from 3 to 4. The affair is turning out to be like BIG BIG BIG with the kids in the Detroit area. . . . In New York City this week Tamla Records said good-by to Superior and hello to Alpha as their distrib. . . . Ray Charles is due to make a series of one-night stands in the East in April. Promoter will be the genial West Coaster, Hal Zeiger. . . . A memo to Mickey: Please leave a note on my desk to write an editorial directed to radio stations. It came from a line we heard a New York City promotion man use: "You're selling news on your air—good news. News records are news—play 'em!"—I like that line as a title for an editorial.

The other evening at the Six Happiness we were discussing the fact that payola is an old, old way of life. We were talking about a well-known late night orchestra leader of recent vintage. Back in the old days when he played the Park Sheraton, it was a great thing to get your tune on the network. One fellow told how he finally reached the piano-playing leader through a \$6 bottle of perfume for his wife. . . . Look who is about to go into the record biz-none other than Lucille Ball. She's conducting confidential talks with people on the Coast to determine which gentleman in the trade shall receive an appointment as general manager of said company. . . . We hear that 20th Century Records does not yet have a firm commitment to the sound-track album of that very, very famous lady called "Cleopatra," Elizabeth, that is. . . . Is it true that there will be a private showing for the trade of the uncensored, uncut version of "Cleo"-if so we hope that we're lucky enough to get an invitation.

Memo to the front office: Please look into the story that one of the major record companies has ordered a complete report on two top-taping deejays and the effect that their taped shows are having in the markets where they are exposed. (Confidentially, **Dick Clark** and **Hound Dog)...** By the way, if you listen to the new **Solomon Burke** recording of "Words" you might notice there is a real strong drum beat and playing those drums is none other than Atlantic exec Jerry Wexler.

Speaking of odd things that happen at recording sessions, there's a new release due out by the **Drifters** called "On Broadway." Some of the guitar work, which is pretty wild, is by none other than **Phil Spector**, who heads up a record company of his own. Could this be a trend in the biz—card-carrying execs acting as sidemen on the big sessions? Or another thought—perhaps things are a little tough and they need the spare change for coffee money?

Ask Deejay If He Sells Product

Continued from page 41

dient that the good radio sales personality has," said Ingram, "it is that he doesn't obviously sound like a salesman. The golden-throated voice of yore usually sounds too artificial, too lacking in feeling to be believable. That's one reason so many character actors are being used in transcriptions today. They sound 'for real'."

A deejay who has learned the art of selling a sponsor's product without seeming to do so "has the ability to relate the product to the audience at the moment he is selling, whether it be references to the weather, the housewife's preparations for lunch, the traffic situation, or some other common denominator."

Adds Ingram: "Sometimes he will tie in the commercial with the news or some event that occurred that day. When you listen to tapes, you'll be sur-



Say You Saw It in Billboard

prized how many radio salesmen do not use them."

Live Copy

One way to couple the selling power of local personalities with the production facilities available in major centers like New York is through the use of transcriptions plus live copy. Such tactics work well. Ingram feels, when the e. t. uses "music and sound devices to attract attention and/or graphically tell something about the product," and when it allows "the personality to relate the product to the audience." Ingram's favorite example of such a campaign: Schaeffer Beer's jingle plus live announcer spots.

Ad-lib live commercials also have an important place in selling via a well-rated deejay, Ingram believes. From his own experience, however, he cautions that "many advertisers who would not think of placing a salesman on the road without completely familiarizing him with the product and the market, send a fact sheet which is poory prepared, overlong, confusing or does not include vital data.'

What's the best route an ad man planning to use ad-lib radio commercials should follow? "Ideally, a representative of the advertiser should meet with the personality to discuss the commercial," Ingram told Billboard. "There is nothing equal to personal contact for establishing a good working relationship and making clear what you want to accomplish through, and expect of, the personality. Remember the importance of giving the personality enough time to prepare his commercial."

READY-TO-GO PROGRAMMING

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

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

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

POPULAR

MR. SOUL-Sam Cooke (RCA Victor LPM 2673, LSP 2673) "Chains of Love" (BMI) (2:46)

PEOPLE WILL SAY WE'RE IN LOVE -Steve Lawrence (United Artists UAL 3265, UAS 6265) "People Will Say We're in Love" (ASCAP) (2:27)

THE KEYS TO HER APARTMENT -Ferrante & Teicher (United Artists UAL 3247, UAS 6247) "What More Can I Say" (Arlou, ASCAP) (2:57)

ANNIE GET YOUR GUN-Doris Day & Robert Goulet (Columbia OL 5960) OS 2360) "I Got Lost in His Arms" (Irving Berlin, ASCAP) (2:35)

I'M A WOMAN-Peggy Lee (Capitol T 1857, ST 1857) "Mack the Knife" (ASCAP) (2:42)

BOSSA NOVA U. S. A .- Dave Brubeck Quartet (Columbia CL 1998, CS 8798) "Trolley Song" (Leo Feist, ASCAP) (3:04)

THE HAPPY BEAT-Ray Conniff, His Ork & Chorus (Columbia CL 1949, CS 8749 "Volare" (Robbins, ASCAP) (2:44)

YOU'RE THE REASON I'M LIVING -Bobby Darin (Capitol, T 1866, ST 1866) "Oh Lonesome Me" (2:29)

WANDERLUST - Frankie Laine (Columbla CL 1962, CS 8762 "Wagon Wheels" (Harms, ASCAP) (2:37)

HOW THE WEST WAS WON-Sound Track (MGM 1E5, 1SE5) "Home in the Meadow"

SITTIN' ON A RAINBOW - Andre Previn (Columbia CL 1933, CS 8733) "One for My Baby" (Morris, ASCAP) 3:52)

COLLEGE STANDARDS - Lettermen (Capitol T 1829, ST 1829) "Dream" (ASCAP) (2:18)

THE EXOTIC SOUND OF ARTHUR LYMAN AT THE CRESCENDO-(Crescendo GNP 605) "Days of Wine and Roses" (Witmark, ASCAP) (2:30)

WALTZING IN THE DARK-Carmen Cavallaro (Decca DL 4356, DL 74356) "When I Grow Too Old to Dream, (ASCAP) (3:30)

THE MAJESTIC SOUNDS OF SEM-PRINI-(Capitol T 1836, ST 1836) "Mariachee"

DELICADO-Lew Davies & his Ork. (Command RS 846, RS 846 SD) "C'est Si Bon" (2:46)

JAZZ

BRAZILLIANCE VOL. 3-Bud Shank (World Pacific WP 1425) "Sunset Baion" (2:04)

COUNTRY

HARD TRAVELIN'-Lester Flatt & Earl Scruggs (Columbia CL 1951, CS 8751) "Hard Travelin'" (Ludlow, BMI) (2:39)

SACRED

KEEP YOUR EYES ON JESUS-Louvin Brothers (Capitol T 1834, ST 1834) "He Set Me Free" (2:24)

THE MYSTERY OF HIS WAY-The Statesmen Quartet with Hovie Lister (RCA Victor LPM 2546, LSP 2546) "I've Got the Corners Turned Down (In That Hymn Book of Mine)" (SESAC) (2:11)

POLKA

THE PLE PAIR ALLAINA

WHO STOLE THE KEESHKA? -Walter Solek & his Ork. (Dana DLP 1226) "Who Stole the Keeshka?"

Adler to ASCAP Post

NEW YORK-Richard Adler has been named to the seat on the ASCAP board left vacant by the recent death of Otto Harbach. Adler is writer or cowriter of "The Pajama Game," "Damn Yankees" and "Kwamina," and has such hit tunes to his credit as "Hey There," "Heart," "Hernando's Hideaway" and "Rags to Riches."



BARNEY
KESSEL'S
NEWEST
DIAMONDS
TV
COMMERCIALS

No. 20,152



This Week	Last Week	From this TITLE, ARTIST, LABE	week's Hot 100 L	Weeks on Hot 100
;	1 ;	WALK RIGHT IN, Rooftop Sing	ers, Vanguard 35017 es, Valiant 6026	
234567890	3	FROM A JACK TO A KING, Ned	Miller, Fabor 114	
\$	4	THE NIGHT HAS & THOUSAND	NOVA, Joe Harnell and Ork, I EYES, Bobby Vee, Liberty 555	21
67	85		y Mathis, Columbia 42666 Lawrence, Columbia 42601	
8	13 10	THE END OF THE WORLD, Skee	ter Davis, RCA Victor 8098 D, Vince Guaraldi Trio, Fantas	**********
	15	OUR WINTER LOVE, Bill Purs	ell, Columbia 42619	
1	12	GREENBACK DOLLAR, Kingston YOUR USED TO BE, Brenda Le	Trio, Capitol 4898	
2345	16	I WANNA BE AROUND, Tony E	e, Decca 31454. Sennett, Columbia 42634 Imperial 5901	
5	9	MY DAD, Paul Petersen, Colni	x 663 ewart, Colplx 669	A
7	14	DAYS OF WINE AND ROSES, H	enry Mancini, RCA Victor 812	0
89	17	MY COLORING BOOK, Kitty Kal	Lee, Decca 31454 len, RCA Victor 8124	
0	19	SETTLE DOWN, Peter, Paul and	Mary, Warner Bros. 5334	
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Focus on the Deejay Scene . . .



CANADIAN SPINNER: David B. Simmons, known to listeners of CHED, Edmonton, Alta., as "Jolly David B.," has taken the teen audience in that city of 300,000 by storm with his Sunday afternoon "Teenville" show. A former WPGC, Washington, deejay, he also holds down a daily 4-8 p.m. record segment on CHED. Station's format has been revised and ratings are climbing. Special promotions for record artists like the Brothers Four, Earl Grant, Ray Price, et al., are frequently staged at CHED.

VOX JOX

By CHARLES SINCLAIR

VERSATILITY: Spinning records is only part of a deejay's routine around a station, to judge from recent Vox Jox mail. Here are a few examples of the versatility of the country's platter spinners:

In Phoenix, Ariz., what started off as a sand-lot gridiron grapple between staffers at the KPHO radio and TV stations has ballooned into a big-time charity bash. The players' roster for the event now includes a few semi-ringers like **Tiny Putnam**, formerly of the Chicago Cardinals, and **Dick Curran** formerly of the Green Bay Packers. KPHO staffers still set for the game may well be wondering if it isn't safer behind the turntables.

In Cincinnati, WSAI staffers have formed a swinging basketball squad known as "The Freakish Five" and are tackling all kinds of tough opposition, such as faculty members of local high schools and a group of gals from the "Operation Prom" group. Such WSAI-ites as **Dusty Rhodes, Ron Britain** and **Mike Sherman** are involved in the project.

In Ogden, Utah, KLO's morning deejay, **Bruce Holland**, donned track shoes and walked from Brigham City (about 30 miles away) to Ogden, as part of a fund-raising promotion for the March of Dimes. Listeners were offered prizes for guessing his correct time for the event, and nearby Weber College sent a contingent of cute pompon girls to cheer him across the finish line.

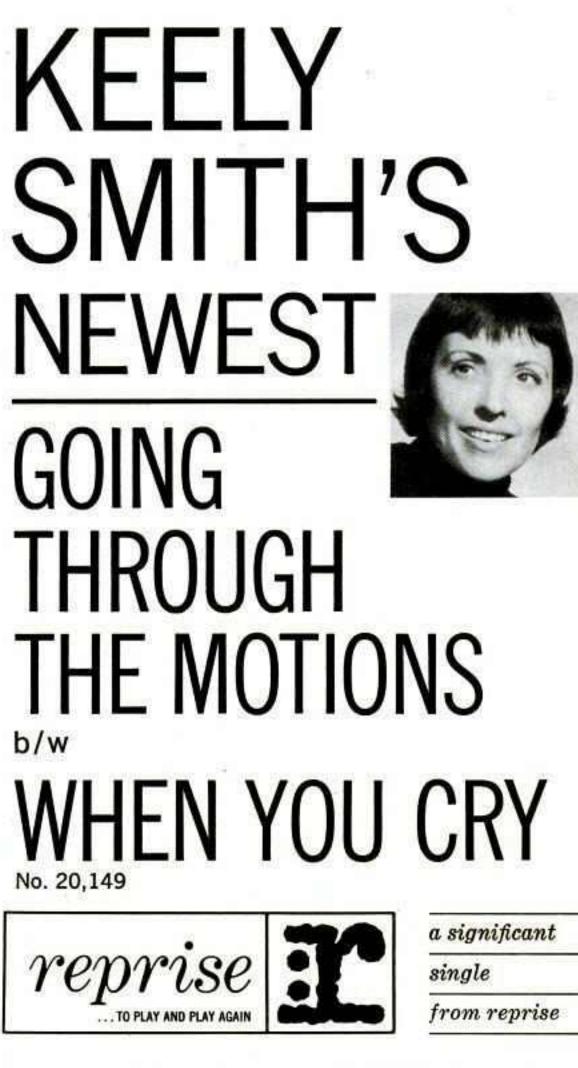
In Middletown, N. Y., Bud Robinson, evening air personality on WALL, joined 100 students and 50 civic officials and adults in spending the night in the dusty labyrinth of the subbasement of the local high school.

WWRL Talent Hunt

• Continued from page 41

hosted by Hal (Dr. Jive) Jackson. The contest will run for 13 weeks on the New York area independent, with an expected 300 acts to be aired in two 15-minute daily segments of Jackson's afternoon show.

Finals will be conducted early in June at the Apollo Theater, with contestants drawn from all parts of the metropolitan area. The talent contest is open to amateur singers and musicians, groups or singles. An engagement at the Apollo and a recording contract is offered as top prize.



MR. DICK McMICHAEL, Program Manager Radio Station WRBL, Columbus, Georgia

is a

pleased programmer

"WRBL 'Refreshing' Radio recognizes the necessity of being alertly select in programming music which is in good taste and has universal appeal. We have a music policy of playing bright familiar selections. We find that Record Source International's pop album service gives us the variety of bright selections that keeps our station sounding fresh and up to date even when we are playing some thirty-year-old songs."

Thank you, Mr. McMichael. While more than 750 radio stations utilize RSI services, there are still many who probably have programming problems with which RSI can help. This message is directed to them.



from RSI for broadcasters, write: MISS CAROLINA COLLETT, General Manager



RECORD SOURCE INTERNATIONAL 1564 Broadway New Yor

New York City 36

one in a serie



BEST SELLING PHONOS . DISK DEALS EQUIPMENT NEWSLETTER

Variety of Approaches **Often Clinches the Sale**

By BOB LATIMER

DENVER-Having several different approaches ready for clinching a tape recorder sale has skyrocketed volume at Fan Fair Discount City here, according to department manager Gene Rouse.

No two prospects have the same needs in mind when they shop for a recorder, according to Rouse. One, for example, may want top-level music and the ability to record stereo as well as monaural. He's not as much interested in price as in what the recorder can do. By displaying top-quality units in the \$450 to \$650 bracket, capable of stereo recording and playback and keeping stereo input equipment available for recording, such customers can be sold quickly. This has meant keeping a handy list of true FM stereo programs being broadcast in the area, and being ready to record and play back the results at any time.

Fan Fair uses a high-quality tuner to pick up FM stereo and to pipe it into the stereo recorder while the customer listens. Playing the same music back after a sufficient amount has been recorded to illustrate its capability has actually sold customers "on the spot" on stereo recorders.

Selling Tools

Phono Sales Hit All-Time Peak in '62

WASHINGTON - Factory and distributor sales of phonos hit a boom level last year according to final 1962 sales tallies prepared by the Electronics Industry Association. Total sales moved close to the 5,000,000 units mark.

Factory sales hit a record 4,-954,434 units, close to a million above the 1961 figure of 3,988,-680. Distributor sales hit 4,841,-810 units as against 3,981,651 the previous year.

Both stereo and monaural sales were well ahead of 1961 totals as well. December was the top month for distributor sales of both types, with monaural tabbed at 232,373 and stereo sales reaching 632,596.

STEREO WIT **Snappy Sayings** Lure Customers

PHOENIX, Ariz. — A rare combination of humor and information combined into a newspaper column under the heading, "Sound Enjoyment," is selling a lot of stereo phonographs, tape recorders and components for Hack Metz, of Audio Specialists, here.

Metz, who started out in the field with an old home as his showroom and office, becoming the city's biggest dealer in the process, uses a thoroughly different advertising approach to his market.

Each day, a five-inch by twoinch column space, similar to standard display ads, is occupied instead with a picture of Metz himself, and a witty discussion of the subject of stereo in general.

A typical column, devoted to the home fidelity enthusiast, points out:

"Stereo has shaken up not only the home hi-fi enthusiast but studio sound engineers as well. The disks which Whiteman recorded in Liederkranz Hall were great-then. Today? Liederkranz!

"No longer does it suffice to hang a couple of boom mikes over the musicians' heads and tell the maestro, 'Okay, George, wave your wand.' Maestroes know what stereo does for them.

"Stokowski once insisted that he wouldn't record the Philadelphia Orchestra anywhere but in the Academy of Music, known for its acoustics. Today, he records in a hotel ballroom. He knows stereo instrument separation polishes the Stokey legend."

Remaining copy points out how fine music is recorded with the musicians strung out in a straight line, then follows with the information "It's getting so that stereo won't hardly let a laurel rest any more!" Metz's comment is "Or record prices either-we take a buck off each album!" In this way, steadily cracking jokes, getting out an epigram or two in every column, and always making sure that the reader enjoys what he has perused. Metz has created a steady stream of visitors who want to meet him, suggest a gag or two for the column, and later become actual buying customers.



FILM STAR NATALIE WOOD is fairly stepping out of this frame as a living promotion for the Warner Bros. sound-track album of "Gypsy." The window was a highlight display at Saybette's store in Port Credit, Ont., a Toronto suburb, during the film's showing there. Display was arranged through Phil Rose of the Compo Company, Canadian Warner's distributor.

Product to Get Call Over Entertainers at Audio Show

SAN FRANCISCO-Live entertainment will get the soft pedal at the High Fidelity Music Show scheduled for March 5-7 at the Cow Palace here. The annual audio clambake, sponsored by the Magnetic Recording Association (MRIA), will stress product instead.

According to show manager James Logan, the people who come to the show will be there whether live entertainment is part of the program or not.

"In past years we felt names from the entertainment world had plenty of draw," Logan told Billboard. "In a sense, we were right. The trouble was the entertainment drew people from the exhibits themselves. It's not our function to entertain in the strict sense of that word. We do want to expose people to highfidelity sound reproduction."

The show will not be entirely devoid of live music, however. An a capella choir contest will be held with two choral groups from local high schools and colleges competing every day of the show. The winners will be broadcast over WPEN-FM, stereo-FM outlet in the Bay City, on the last day of the show. The prize, a complete stereo record/ playback unit donated by Ampex, will go to the director of the winning choir group. In addition to the choir contest, this year's MRIA show will feature a number of decorator (Continued on page 45)

RCA Posts For Pair of **Old Hands**

NEW YORK-Henry Bechtold and Ben French have been promoted to new positions within the Radio Corporation of America, according to Sid Robards, RCA staff vice-president for news and information.

For the customer interested in the versatility of a tape recorder, the store keeps a battery of useful selling tools in the form of a foot switch, which quickly converts a recorder into a handy dictating machine; "conference microphones" which make it possible for several people to record through several microphones at once, patch cords for undistorted pick-up of radio, television or phonograph music, and similar accessories. If the customer is interested in getting the most possible uses and enjoyment out of his machine, demonstrating each of these points simultaneously often pays off.

In selling from either of these approaches, salespeople point to to a huge mass display of raw tape, carried alongside the table display of recorders, ranging in price from \$2.48 up to \$4.98. Low prices on tape, combined with the appeal of being able to record from any source, registers solidly with music lovers.

Fan Fair also maintains a wide choice of demo tapes, all the way from stereo opera to "Everyday Sounds," many of them recorded right in the department. A teacher addressing her class, a motorcycle going by, the sound of a cash register and snatches of a party being recorded parade by, one after the other, to build appreciation of the all-round recording usefulness of the machine. If a music lover's wife is along, the playback of children's voices, the crying of a baby, and other homey sounds can easily win the distaff side's approval.

Show Differences

Carrying six well-known lines, plus many low-priced "starters," Fan Fair will cheerfully demonstrate them all, pointing out what the higher price of each successive model buys and demonstrat-

(Continued on page 46)

Webcor Ups Dwyer

CHICAGO - Charles Dwyer has been named sales manager of the Webcor Division of Webcor, Inc., according to Titus Haffa, board chairman of the firm. During his 15 years with Webcor, Dwyer has held various sales spots, most recently the post of sales manager of the Chicago branch.

Bechtold, formerly a staff writer in the RCA department of public affairs, will supervise and co-ordinate news and information of RCA's divisional product operations.

French, who joined the RCA firm in 1955 as a staff writer in the department of information, has risen successively to coordinator, RCA editorial and press services, Cherry Hill, and manager, press and information, RCA Sales Corporation. He will now supervise and co-ordinate all RCA news and information for the trade press.

equipment newsletter

By DAVID LACHENBRUCH . Billboard Contributing Editor . Managing Editor, Television Digest

WHITHER COMPONENT HI-FI? In case you missed it, there was a lively discussion of the future of the high fidelity component business January 24 at the convention of the Electronic Representa-

tives' Association in San Francisco. We weren't there, either, but we've read some excerpts from the panel on "Where Is the Audio Industry Going?" They contained some conflicting views, and quite a bit of harmony.

For example, there was general agreement that the market for audio components will continue to expand—by at least 12 per cent yearly. Since this was a meeting of reps, there was little indication that the hi-fi component business would forsake its traditional pattern of one-step distribution.

There was some disagreement on what types of retail outlet will provide the soundest basis for the industry's growth-for example, between San Jose, Calif., audio-TV retailer Al Limberatos (Alco-Paramount, Inc.) and Martin Borish, national high fidelity sales manager of H. H. Scott Company. Calling for all members of the audio component industry to recognize and fulfill their merchandising responsibilities, Limberatos said:

"The selling of high fidelity components to so-called mass merchandisers could deter the growth of our industry. If audio components are not presented and demonstrated properly, it could harm the public acceptance of these products and cause a loss of sales for the established dealers in the area. Price and price alone will not make this industry grow. Quality merchandise and quality merchandising will."

BORISH, ON THE OTHER HAND, pointed out that some



mass merchandisers are quite well versed in sales of components. As quoted in Electrical Merchandising Week, he made these predictions about the present and future of the ever-changing audio component market:

"The principle outlets for retailing audio components for the largest part of the market-the non-technical music lover, not the audiophile-will be the large dealers who have made significant inroads during recent years. These are department stores such as Korvette's, J. L. Hudson and Bamberger's. These merchants have either hired experienced audio salesmen to run their departments or they are leasing to experienced audio shop operators." These operators, he continued, "know how to set up a store, how to train salesmen, how to advertise, how to demonstrate, how to buy properly."

As to "the small specialty hi-fi shop," Borish believes it has had its day as a primary purveyor of audio components. Its principal hope, he stated, lies in specialization-carrying the latest and the most de luxe equipment, not carried by department stores and other large outlets.

It must appeal primarily to the perfectionists among audio purchasers, with top quality products and top quality service. It simply can't compete with discounters-and shouldn't try. Both the small hi-fi dealers and audio departments in large stores, he said, will continued to insist on 30 per cent mark-up on hi-fi components.

One of the major changes in components distribution was noted by Borish: "The wholesale parts jobber with little interest or ability for merchandising is out as a factor in audio component retailing. The electronic-hardware junk shop is becoming a relic."

Just as the day is past when consumers bought hi-fi components primarily in electronic parts depots, so the day is past when these components look like electronic parts. Said Borish: "Customers

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$151 and \$200

	POSITION	N. B.	
This Issue	11/24/62 Issue	8/25/62 Issue	BRAND % OF TOTAL POINT
1	1	1	Magnavox
2	6	4	Voice of Music (V-M) 9.8
3	3	-	Zenith 8.9
4		-	Phonola 7.6
5	3	3	Motorola 5.8
6	no d e la	5	Symphonic 5.3
7	7	-	Webcor 4.9
7	5	2	RCA Victor 4.9
9	2	-	Masterwork 4.4
9	-	-	Admiral 4.4
			Others

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.

11/24/63 Issue: All brands represented in current chart. 8/25/62 Issue: Philco (6); Curtis Mathes (7).

DISPLAY CAN WIN CASH IN MGM CONTEST

NEW YORK - MGM Records has initiated a national "Follow the Boys" window display contest for dealers, in connection with the forthcoming release of the film, starring thrush Connie Francis.

Dealers, according to MGM promotion chief Sol Handwerger, are urged to plan a co-op window display with local exhibitors featuring prominently the cover of the film sound-track album. Next the dealer should take a photo of the window or windows he puts together and send it to Handwerger. Contest will close next August 31.

First prize is an even split of \$200, \$100 each to the winning dealer and theater manager. Second and third prizes involve similar splits of \$100 an \$50. MGM albums of the track will also be distributed to 25 theater managers receiving honorable mentions.

Spelled-Out Quips Spell Out Patrons

MEDFORD, Ore. - A real sense of humor is helping Purucker Music House here to sell more stereo phonographs, tape recorders, records and tape.

Jack Strong, manager, takes advantage of a white lucite plastic billboard type sign, over the entrance of the store, to spell out catchy, attention-getting messages at every opportunity. During November, paraphrasing the popular Christmas message, he blandly posted a sign which read "Only 36 More Days To Beethoven's Birthday." Similar "birthday" signs have been used with Wagner, Johann Strauss, and others. There is always some such quip on the board, which helps to fix the location of the Purucker store in the passersby's mind. Another unique stunt involves the hiring of college boys to comb specific neighborhoods of the city. Purucker asks each to ring door bells, and ask the homeowner of the lady of the house what the next major purchase is going to be for the family. This is a completely disarming approach, and since nothing is immediately offered for sale, the person queried usually doesn't mind answering the question. If the item is something which Purucker's carries-ranging all the way from musical instruments to color TV-the prospect is sent a catalog on what the store carries in this line, a letter with some of the background of the Purucker store and its policies, and an invitation to call in for a salesman whenever the product is needed. This simple plan has produced a lot of extra volume in the stereo and high fidelity departments.

DISK DEALS FOR DEALERS

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

ANGEL—Expires February 28, 1963. Started January 31, 1963. Dealers are offered one free set of the new production of "The Merry Widow" for every two purchased. See page 8, February 16 issue, for details.

ATLANTIC-ATCO-Expires February 28, 1963. Started January 15, 1963. One-for-seven on catalog plus new releases.

CAMEO-PARKWAY-Expires February 28, 1963. Started February 7, 1963. Twelve and one-half per cent discount on new releases and catalog. See separate story, current issue, for details.

DECCA—Expires February 28, 1963. Started January 15, 1963. Label is offering distributors and dealers a "special incentive plan."

DELMAR—Expires February 28, 1963. Started January 15, 1963. Label is offering a 10 per cent discount to the distribs on all merchandise.

EPIC—Expires February 28, 1963. Started January 7, 1963. Label offers 15 per cent discount on all LP and tape product in the catalog as well as on all new releases.

CAPITOL—Expires February 28, 1963. Started January 1, 1963. Three programs for dealers: One LP for 61 cents for each one purchased at regular price on firm's Guy Lombardo catalog of 17 LP's; one-free-for-two purchased on the Capitol-of-the-World album series; a flat 20 per cent off the invoice on Capitol Classics series.

KING-Expires February 28, 1963. Started December 24, 1962. Label is offering a 15 per cent cash discount off the face of the invoice on the entire King, Bethlehem and Audio Lab LP catalogs.

STARDAY-Expires March 1, 1963. Started January 1, 1963. Label is offering distribs and dealers 3 for 10 on 120 specified items from catalog.

LIBERTY-DOLTON—Expires March 15, 1963. Started February 15, 1963. A 15 per cent discount on complete catalogs plus new releases.

SMASH-FONTANA-Expires March 15, 1963. Started January 15, 1963. A 10 per cent discount on both complete catalogs.

ORIGINAL SOUND—Expires March 15, 1963. Started February 1, 1963. Label is offering one-for-five on entire LP catalog plus new release.

DIAMOND—Expires March 31, 1963. Started January 25, 1963. One-on-seven on Johnny Thunder LP "Loop De Loop."

ABC-PARAMOUNT—Expires March 31, 1963. Started January 3, 1963. Label is offering 121/2 per cent discount on complete catalog plus new releases.

KAPP—Expires March 31, 1963. Started January 21, 1963. Ten per cent discount on catalog plus new releases.

NEW DEALER PRODUCTS

All-Transistor **Teletone Phono**

Teletone Corporation of America has introduced a line of all-transistor portable phonos. Feature unit of the new group is model 9592, a stereo automatic portable with a swingdown changer design. Unit contains eight transistors and four speakers and lists at \$129.95.



want equipment that looks good in their homes and doesn't occupy a lot of space. They want integrated, compact component systems that are in or can easily be put in cabinets. They will still buy kits, but these now have to be easy to build and practically foolproof."

EXPRESSING THE AUDIO DEALER'S VIEWPOINT, Limberatos told how he felt manufacturers, dealers and reps can contribute to the growth of the component industry. The manufacturer, he said, has the responsibility for producing a quality product, appointing qualified reps, promoting and advertising "and spending more money at the local level through dealers who have the know-how to promote wisely,". avoiding spiffs and other incentives to dealers' salesmen without the dealer's consent, helping dealers stimulate sagging sales through occasional special buys, getting out of the service business and setting up dealer-oriented warranty programs, familiarizing himself with his dealers and their problems.

The dealer, in turn, has the responsibility to stock merchandise in depth without "cherry-picking," display and demonstrate equip-ment properly, hire experienced personnel and hold regular sales meetings, maintain an expert service department, keep adequate records and set up proper credit facilities, and "remain flexible-be able to diversify intelligently if necessary."

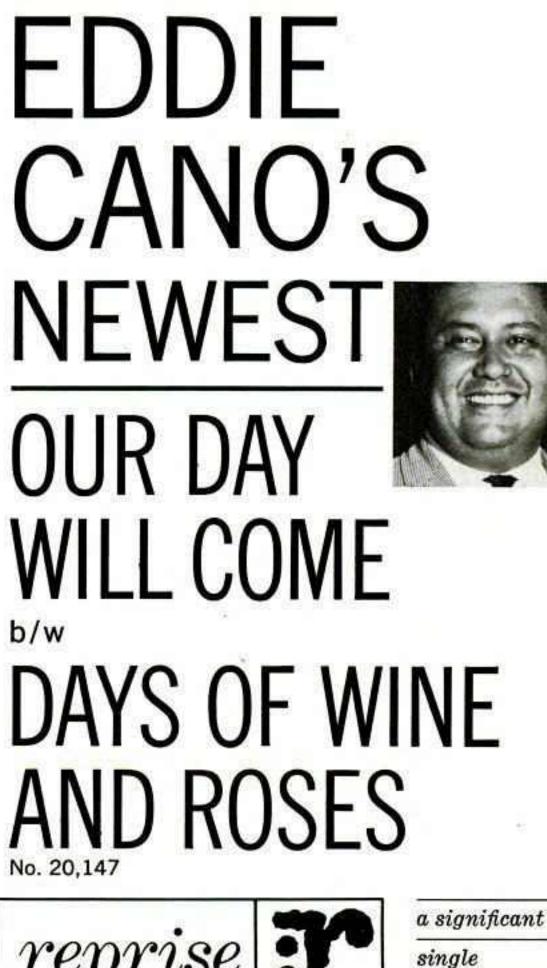
The rep's duty to the industry, he said, is to create better liaison between factory and dealer, fight for more ad dollars to be spent at the local level, hire men who are qualified for their representative job, keep his line out of every retail store in the area, arrange with dealers for product knowledge" meetings for retail salesmen, keep cost sheets out of the hands of the dealer's personnel and avoid overloading his dealers.

Product Gets Call

Continued from page 44

rooms. Participating in this aspect of the show will be about 15 of the area's leading interior designers and their suppliers.

From an exhibitor point of view, this year's show will be bigger and better. There will be more exhibitors-at least 10 per cent more by Logan's countthan last year. Some of these exhibitors are major firms who never exhibited before. Others are firms that haven't participated in the past two or three years but who believe it desirable in 1963.



from reprise

D.C. Hi-Fi Show **Breaks Records**

WASHINGTON-The seventh Washington High-Fidelity Music show broke all records here during its three-day showing at the Shoreham Hotel, according to Teresa Rodgers, producer of the show. Attendance was in excess "crowded to capacity throughout

The caliber of the attendance was high-buy, in this city which has been called the No. 1 market in the world for per-capita sales of home hi-fi equipment. Industry representatives said they were delighted with the length of time the visitors took in studying the equipment exhibited by manufacturers and local dealers.

Clinches the Sale

• Continued from page 44

ing the difference rather than merely talking about it.

Often a prospect whose appearance indicates that he is looking for economy will wind up buying an expensive model because good music turns out to be his all-consuming interest.

A highly unusual feature which permits the sort of extensive demonstration which Rouse feels is essential to sell better priced recorders, are "Sunday appointments." Where the prospect or the salesperson is simply too occupied with every-day operations to devote sufficient time to the

FEBRUARY 23, 1963

subject, Fan Fair sets up an appointment for Sunday, at the customer's choice, when, of course, the store will be much more lightly trafficked and a fullscale demonstration can be carried out. About 90 per cent of such later demonstrations, which began with a contact at the recorder display, result in the desired sale.



ALBUM REVIEWS

Continued from page 34



BARTOK: SYMPHONY NO. 1; **PROKOFIEV: CONCERTO NO. 4**

Rudolf Serkin; Philadelphia Orchestra (Ormandy). Columbia ML 5805 (M); MS 6405 (S)

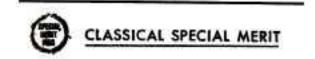
Two unusual and practically off-beat piano works are given firm-but-understanding readings by Serkin, who shows his versatility in the percussive, jagged Bartok work and the little-known Prokofiev work written for the one-armed, left-handed pianist Paul Wittgenstein.

Ē CLASSICAL SPECIAL MERIT

STRAUSS: DEATH AND TRANSFIGURA-TION; METAMORPHOSEN

Philharmonic Orchestra (Klemperer). Angel S 35976 (S)

The moody Strauss tone poem has been a frequently recorded work, and by some of the biggest names, yet this new version, sporting above average sound and the name of the beloved maestro, Otto Klemperer, on the podium, also must be reckoned with. The cover, incidentally, sports an eye-catching ornamentation in the form of a reproduction of Rubens' painting, "The Fall of the Damned." The package certainly has merit.



ROSSINI: LA SCALA DI SETA (2-12") Graziella Sciutti. RCA Victor LM 7020

Opera buffs looking for an interesting addition to their collections may savor this two-LP package. The opera is one of the composers least known works and has actually had a checkered career since it was written in the early 19th century, languishing in obscurity for most of the years since. The plot is comic farce in content and the music is tuneful if not notable. This version is from a sound-track performance of the Cine Lirica Italiana.



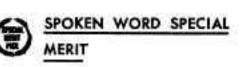
MUSIC OF OLD RUSSIA Nathan Milstein. Angel S 36002 (S)

Short, popular elections by five Russian composers provide Milstein with material for a fine disk. He makes more than most fiddlers of the compositions by Rachmaninoff, Mous-



STEVE ALLEN'S FUNNY FONE-CALLS Dot DLP 3472 (M)

One of the highlights of Steve Allen's syndicated TV show is the segment in which he calls numbers of people who don't expect the call, as in answering classified ads, and then commencing some outrageous conversation. Eight such calls are preserved on this LP, and these include some truly hilarious moments. Will certainly appeal to fans of the show, and has a chance of spilling over into a much broader audience.



GOETHE: URFAUST (2-12") Various Artists. Folkways FL 9571

Goethe's dramatic and poetic version of the Faust legend is rendered here in the original German in a two-LP set. Students of German as well as those fluent in the language will enjoy the fine performances, especially by Walter Reyer as the tortured prothat tagonist. The set is released in the U.S. by Folkways in a deal set with the original producer, Amadeo Records of Vienna.



CABBAGE GREENS Champion Jack Dupree. Okeh OKM 12103 (M)

These records were made in 1940 and 1941 when Jack Dupree had just started his career. Here are his early hits, like "Chain Gang Blues," "Cabbage Greens #1," "Big Time Mama," "Bad Health Blues," "Heavy Heart Blues," and "Cabbage Greens #2." Blues fans should be interested in these early waxings by Champion Jack Dupree, one of the last of the barrelhouse pianists.



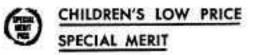
IRISH (and proud of it) Ruby Murray. Capitol T 10327 (M); ST 10327 (5)

The attractive Irish thrush, Ruby Murray, has enjoyed her share of big pop singles hits in the British best seller charts in recent years. Here, however, she turns her eyes toward home, in a manner of speaking, with good results. These are the tunes of her native Ireland and in her clear, light voice, she hands them the kind of appealing treatment that will please the Irish and win her pop fans as well. "Peggy O'Neill," "Cockles and Mussels," and "Forty Shades of Green" are samples.



RHYTHMS OF CHILDHOOD Ella Jenkins. Folkways FC 7653

Ella Jenkins' album is a dandy for parents with small youngsters, or teachers who are conducting classes in which the moppets can join in the singing or simply make rhythmical noise. Aided by a trio of singer-instrumentalists, Ella sings simple songs about trees, birds, the Old West and far-away lands. She has infectious charm and the album is praiseworthy.



A GOLDEN TREASURY OF POETRY Alexander Scourby. Golden LP 84

An outstanding "first record" of poetry, read convincingly and dramatically by Alexander Scourby. It is apt to arouse the interest of youngsters in poetry, what with such colorful standards included as "Paul Revere's Ride," "Gunga Din," "The Highway-man," "Annabel Lee" and "I Hear America Singing." A brief introduction written by Louis Untermeyer aptly explains the close relation between poetry and daily speech.



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

POPULAR

**** TONY MARTIN SINGS DAYS OF WINE AND ROSES AND OTHER GREAT THEMES CRC CLM 100

**** FOLK SONGS Jimmie Rodgers, Roulette R 25199 (M); SR 25199 (S)

**** GUITAR SPECTACULAR Speedy West, Capitol T 1835 (M); ST 1835 (S)

**** ROMANTIC THEMES FOR PIANO & ORCHESTRA Various Orks. Capitol T 1833 (M); ST 1833 (S)

**** SAVOY STOMP Van Alexander. Capitol T 1712 (M); ST 1712 (S)

**** LENNY DEE DOWN SOUTH Decca DL 4365 (M); DL 74365 (S)

CLASSICAL

**** BRAHMS: SYMPHONY NO. 2 Berlin Philharmonic (Keilberth). Telefunken TC 8054 (M); TCS 18054 (S)

******** DVORAK: SYMPHONY NO. 5 Bamberg Symphony Orchestra (Keilberth), Telefunken TC 8053 (M); TCS 18053 (S)

**** KODALY-GOTOVAK-TCHAI-KOVSKY Vienna Philharmonic Orchestra

(Kempe). Angel S 35975 (S)

**** BIZET: SYMPHONY NO 1 IN C MAJOR L'Orchestre de la Suisse Romande (Ansermet), Richmond B 19088

**** MUSIC FOR THE VIRGINAL Stewart Robb. Folkways FM 3321

**** HELGE ROSWAENGE IN OPERA

Telefunken TY 97014

**** ROMANTIC MASTERPIECES FOR THE KEYBOARD Ivan Davis. Columbia ML 5806 (M); MS 6406 (S)

**** FRANCK: THREE CHORALES PASTORALE

Frenando Germani, Angel S 35962 (S)

**** BRAILOWSKY PLAYS CHOPIN MAZURKAS Columbia ML 5802 (M); MS 6402 (S)

INTERNATIONAL

**** PECADO DE AMOR Sarita Montiel, Columbia EX 5092 (M)

**** MEXICAN MARIACHI Padodobles. Capitol T 10331 (M); ST 10331 (S)

**** IRELAND'S BIRDIE GALLAGHER Capitol T 10332 (M); ST 10332 (S)

**** RARE SONGS OF OLD IRELAND Leo McCaffrey, RCA Victor FPM

112 (M); FSP 112 (S)

COMEDY

**** DAVE TURNER THE FUNNIEST NEW COMIC SINCE THE LAST NEW COMIC Roulette R 25201 (M); SR 25201 (S)

**** THE LUSTY TRUSTY BUSTER

Peggy Lord. Stereoddities C 1903

PFPINO'S

POLKA

**** ANOTHER ROUND OF POLKAS Lou Prohut. ABC-Paramount ABC 436 (M); ABCS 436 (S)

INSTRUCTIONAL

**** HOW TO WRITE AN **EFFECTIVE COMPOSITION** Folkways FL 9106

SPECIALTY

**** HERE AT THE WATERS' EDGE

Folkways FX 6161

SPOKEN WORD

**** OSCAR WILDE: THE HAPPY PRINCE AND THE DEVOTED FRIEND

Claire Luce. Folkways FC 7731

FOLK

**** THE LOWDOWN BACK PORCH BLUES Louisiana Red. Roulette 25200 (M); SR 25200 (S)

RELIGIOUS

**** FOREVER FAITHFUL Doris Akers. RCA Victor LPM 2644 (M); LSP 2644 (S)

LATIN AMERICAN

**** MACHITO PRESENTS FLUTA NOVA

Mauricio Smith. Tico LP 1089

CHILDREN'S

**** AMERICAN GAME AND ACTIVITY SONGS FOR CHILDREN Pete Seeger. Folkways FC 7002

LOW PRICE CLASSICAL

**** TITO SCHIPA SINGS NEAPOLITAN SONGS Richmond B 20111

LOW PRICE CLASSICAL

**** WINE, WOMEN AND STRAUSS Vienna Philharmonic Orchestra (Krauss). Richmond B 19090

LOW PRICE LATIN AMERICAN

**** TANGO MAGIC Frank Chacksfield & His Ork. Richmond B 20110 (M); S 30110 (S)

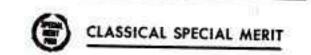
sourgsky, Glazounoff, Tchaikovsky and Rimsky-Korsakoff, which range in mood from exuberant thru happy to introspective. Milstein's attack and performance is more than equal to every mood and demand.



SONGS OF DEBUSSY

Maggie Teyte. Angel COLH 134

These are famous performances of Debussy songs by the great Maggie Teyte, accom-panied at the piano by Alfred Corto and Gerald Moore. Reissued by Angel from 78r.p.m. masters cut between 1936 and 1944, this LP is part of the "Great Recordings of the Century" series. It will have appeal to fans of the art song, of Debussy and of Dame Maggie Teyte. The sound, by the way, is exceptionally good.



FAURE: REQUIEM

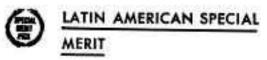
Victoria de los Angeles, Dietrich Fischer-Dieskau (Cluytens). Angel S 35974 (S)

The gentle and mysterious "Requiem" by Faure is poles apart from other such works in mood and music. Andre Cluytens is one of its foremost interpreters, and this new stereo version replaces his old but outstanding mono rendition on the same label. This time his soloists are Dietrich Fischer-Dieskau end Victoria de los Angeles, a formidable combine that gives this issue added commercial glamor.



AMERICAN FOLK SONGS Raun MacKinnon. Parkway P 7024 (M); SP 7024 (S)

Newcomer Raun MacKinnon has a gentle, sweet soprano and a sense of phrasing admirably suited to the folk idiom, and her album debut with this waxing is worth hearing. She plays her own guitar accompaniment, backed by bass and banjo. Most of the tunes are in the Anglo-Saxon folk vein, or are drawn from Negro spirituals.



BESOS BRUJOS-KISSES OF SORCERY Blanca Mooney, Columbia EX 5041 (M)

This is a debut, and an auspicious one, for Blanca Mooney, a velvet-voiced Latin-American thrush on the Columbia label. She's warm and fiery, but can slide into a gentle mood with ease. The album's bound to find admirers among Latin buyers and stations programming to Spanish-speaking listeners.

SINGLES REVIEWS

Continued from page 40

THE VALENTINES

**** Mama I Have Come Home (Ludix, BMI) (2:22) - *** Johnny One Heart (Ludix, BMI) (1:52). LU-**DIX 102**

PAT THOMAS

**** Where There's Love There's Hope (Hellos, BMI) (2:25)-*** Home in the Meadow (Hellos, BMI) (2:25). MGM 13124

COUNTRY

GOLDIE HILL

**** Baby Go Slow (Cedarwood, BMI) (2:11)-*** Pretending I'm a Fool (Cedarwood, BMI). DECCA 31466

JENNY JAMISON

*** What Good Does It Do to Pretend (Tree, BMI) (2:07)-*** Half a Mind (Tree, BMI) (2:17). **GOLDEN GATEWAY 1004**

CLYDE BEAVERS **** Still Loving You (Cole,

BMI) (2:30) - *** Happy Times (Moss-Rose, BMI) (2:08). TEMP-WOOD V 1039

JAZZ

KENNY BURELL **** Montuno Blues (Pres. Music, BMI) (3:05) — **** Out of This World (3:30). PRESTIGE 238

THE ROY HAYNES QUARTET

**** Fly Me to the Moon (In Other Words) (Almanac, ASCAP) (3:02). IMPULSE 213

POLKA

VERN MEISNER **** Sneeky Pete Polka (Kirchstein, BMI) (2:12)-+++ My Wife Has Gone and Left Me (BMI) (2:52). **CUCA 1116**

- **** PARADISE VILLAGE Al Caiola & His Islanders. United Artists UAL 3263 (M); UAS 6263 (S)
- **** DIAMONDS BY THE DOZEN Various Artists. RCA Victor LPM 2632 (M); LSP 2632 (S)
- **** THAT RIGHTEOUS FEELIN' Jonah Jones. Capitol T 1839 (M); ST 1839 (S)

**** BILLY BARNES' L. A. ORIGINAL CAST Original Cast. BB 2001

**** KINDA GROOVY! Jimmie Rowles. Capitol T 1831 (M); ST 1831 (S)

**** BILL JUSTIS PLAYS 12 SMASH INSTRUMENTAL HITS Smash MGS 27031 (M); SRS 67031 (S)

**** THE GOLDEN WALTZES OF BROADWAY

The Broadway Strings Ork. United Artists UAL 3253 (M); UAS 6253 (S)

**** ALL ABOUT GOOD LITTLE **GIRLS & BAD LITTLE BOYS** Pearl Balley. Roulette R 25195 (M); SR 25195 (S)

JAZZ

**** THE BEST OF BIRDLAND VOLUME I

John Coltrane, Lee Morgan & Various Artists. Roulette R 52084 (M); SR 52094 (S)

**** GEORGE WEIN & THE NEWPORT ALL-STARS Impulse A-31 (M); AS-31 (S)

**** COLUMBIA-THE GEM OF THE OCEAN Muggsy Spanler & His Huge Dixle-

land Band, AVA A 12 (M); AS 12 (S)

- **** REACHING FOURTH McCoy Tyner Trio. Impulse A-33 (M); AS-33 (S)
- **** MAYNARD '63

Maynard Ferguson & His Ork. Roulette R 52090 (M); SR 52090 (S) **** SINGLETON PALMER AND HIS DIXIELAND BAND AT THE

OPERA HOUSE

Norman NL 106 (M); NS 206 (S) **** JOHNNY SMITH PLAYS THE SONGBOOK OF JIMMY VAN HEU-SEN

Roost LP 2250





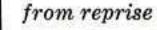
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WHAT

FAL



KITCHEN FRESH

17

22

CIGARETTES

MODEL 77 CANDY VENDOR MORE CAPACITY FOR BIGGER PROFITS 11 selections. Vends 340 items—190 candy, 150 gum and mints. Lighted display panel, quarter changer standard equipment.

To Witter

MODEL 86 CIGARETTE VENDOR MORE CAPACITY FOR BIGGER PROFITS 14 selections. Vends 510 packs—regular, kingsize, soft-pack or box-type cigarettes. Automatic match dispenser.

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Standard Rowe vendors—not stripped-down models. Both vendors have all the features found on more expensive machines. The Model 77 Candy Vendor has 11 columns; the Model 86 Cigarette Vendor has 14 columns. Both are up-to-the-minute in blue-and-white Celebrity colors.

Look, shop, compare—then ask your Rowe AC Services distributor for his new, low combination price. You'll be pleasantly surprised. Ask him, too, about his special discounts for quantity purchases. He's got a profit-making opportunity here for you.



BILLBOARD 49



EUROPEAN NEWS BRIEFS

Citation Push On-

HANOVER, W. Germany-The Hanover firm of Hermann R. Volbracht Nachf. is beginning intensive promotion of Chicago Coin's new pin game Citation, with six play variations. Volbracht believes Citation will win a bigger share of the German market than did even the highly successful Chicago Coin game Starlite. Citation's chrome and neon is popular with German taverns, which are engaged in a campaign to brighten their normally drab premises. Volbracht is aiming Citation at the West German mini-bowling boom which has come to encompass any game with bowling pins.

Eye German Market

PARIS—French juke box and disk producers are gearing for stepped-up sales efforts in the German market, aimed at exploiting the just-signed Franco-German friendship pact. This treaty pledges the two governments to promote cultural and trade links between their countries.

French disk producers anticipate a big jump in the demand for French music in Germany, from juke box operators as well as disk retail trade outlets. French phonograph producers, long dissatisfied with their almost invisible share of the German market, will drive for increased German purchasing of French phonographs.

The French hope to work out a reciprocity arrangement, whereby the Bonn government will facilitate the entry of French phonographs into West Germany in return for relaxation of restrictions on the export of German phonographs to France. Since the German market is substantially larger than the French market, such a reciprocity agreement would work to French advantage.

GEMA Suit Denied

WEST BERLIN-The Federal Cartel Court in West Berlin has rejected a suit brought by GEMA, the German ASCAP counterpart, to have the Central Organization of German Coin Machine Operators declared a monopoly and made subject to federal regulation. GEMA's suit was a tactical move in the legal war being waged by the copyright society and the phonograph operators. ZOA, the operator organization, has a suit pending against the copyright society for "abuse of monopolistic power." ZOA claims GEMA has clamped a stranglehold on the juke box trade and is making unreasonable royalty demands on the trade. GEMA's tit-for-tat suit charged ZOA has organized operators into what amounts to a monopoly in restraint of trade.

New Patrons, Stops Give Zip to Juke Box Action

Continued from page 1

formal poll among key industry leaders.

The talks have of necessity all been off the record. Figures have been kept to a minimum. Those received must necessarily remain confidential.

But the use of totals is permissable and these give an insight into the revolution the industry has undergone.

To resort to advertising terminology, the best "guestimate" for total domestic juke box production during 1962 is 29,000 phonographs.

48,000 Production

Add to this an export total of some 19,000 and you have a total U. S. production of 48,000 iuke boxes.

The 29,000 domestic machines are bought annually by an estimated 6,000 juke box operators who serve some 375,000 to 425,000 locations. It should be noted that the largest discrepancy among industry leader estimates was in the area of juke box locations, thus accounting for the 50,000 spread.

Comparing these figures to

Reverse Twist On Marbles Is Bally Feature

five years ago, we come up with a definite drop all the way around. In 1957, best estimates place domestic juke box production at some 45,000.

(One difficulty is that in that period several manufacturers lumped export shipments in with their domestic production so the 45,000 figure should be cut slightly-though not enough to cause too much of a variance.)

Large Variance

In that same year, there were an estimated 7,500 operators serving 450,000 to 500,000 locations. Again a large variance exists in the estimate of locations and the feeling of this reporter is that the 50,000 figure tends to be high.

In any event a comparison of the figures in the five-year period shows that domestic production dropped to roughly twothirds of what it had been. The number of operators is down by one-fifth. The number of locations is down by about oneninth.

The drop in locations appears to be slight in comparison to the drop in juke box production and the lesser, though still substantial, drop in number of operators.

Urban Renewal

The significant thing, though, is that the locations that disappeared were the so-called big money or hot locations. These in many cases were the lowerclass honky-tonk spots, many of which disappeared in the face of slum clearance and other urportant-the juke box was sold to the more affluent adult.

Album Sales

Since some 85 per cent of the record industry's sales were going into albums, why shouldn't this fact be utilized by the juke box operator, reasoned the industry.

The concept of album programming was introduced and a new market was tapped. Today, all four major U. S. juke box manufacturers utilize some form of album programming appeal.

But a still more important factor accounts for the optimism voiced by manufacturers and other industry leaders for an expected growth in juke box sales in the future.

The drop in cream juke box locations was accomplished almost simultaneously by the introduction of higher priced equipment. First there was the 100-selection machine, later the stereo concept.

Higher Expenditure

Each, though very worthwhile, necessitated a higher expenditure than operators had been accustomed to making. In the face of a dwindling market, it was an

(Continued on page 60)

UJA COINMEN CARD MEETING

NEW YORK-The Coin Machine Division of the 1962

Drop Targets Win 'Specials' In New Game



BIG DEAL

CHICAGO-Players shoot at four drop targets to win "special" games in Williams' new Big Deal pinball game.

Hitting all four drop targets lights a joker and a playing card in the "Royal Flush" on the backglass. When both jokers are lit, the center lane gives "specials."

Big Deal has a carryover feature in that cards in the Royal Flush remain lit from game to game until completed.

Completing the Royal Flush also registers "specials," as does hitting all four drop targets after completing the Royal Flush. Big Deal has five rollover lanes, three jet bumpers, two flippers, two rebound kickers and features Williams' Plasticote finish on the playfield.

Favor French Disks

FULDA, W. Germany - The Army is encouraging juke box operators with locations near Army barracks to program more French music as a contribution to Franco-German understanding. A key section of the recently signed Franco-German treaty provides for increased military co-operation between the two countries.

The Army is taking a series of (Continued on page 58)

SPELLMAN CLUB GETS A PHONO

NEW YORK-The Atlantic-New York Corporation recently donated a new Seeburg juke box to the Cardinal Spellman Servicemen's Club here, replacing one which had been previously donated by Meyer Parkoff, Atlantic-New York president. For the last five years juke boxes at the USO center have been serviced free of charge by Frank Brehenney of the La-Salle Music Company. In a letter to Parkoff this week the Very Rev. Msgr. John P. Kelly, executive director of the club, cited the distributor for his "great spirit of patriotism and charity on behalf of the Armed Forces of the United States."



SPINNER

CHICAGO - According to Bally's Bill O'Donnell, players have been trying to put marbles into pockets for years. With Bally's newest amusement game, Spinner, the object is to get them out.

O'Donnell described Spinner as the "first basic innovation in skill-appeal in many long years." Marbles are propelled into pockets in the Spinner playfield by a rapidly revolving rotor. Each player controls a bank of five pockets, pressing buttons to kick out marbles not wanted in order to clear pockets for mar-

score. Players may play for high score or for poker hands. The marbles are colored red, orange, blue and purple to represent the four suits and each marble is numbered from A (ace) down to nine in six places on the surface.

bles which will improve the

Each game takes about one minute, and two, three or four may play for a dime. The game occupies 291/2 inches of floor space.

ban renewal projects.

Operators were forced to find new locations to augment their revenues and this is where the "new juke box look" comes in.

The better taverns and cocktail lounges felt that the juke box was anathema to their type operation. The juke box industry felt something had to change, and change it did.

Machines were streamlined, modernized, stereo was introduced, and perhaps most im-

United Jewish Appeal's drive holds its organizational dinner meeting Wednesday (20), 6 p.m., at the UJA headquarters, 220 W. 58th St. here, Irving Holzman, local United distributor, is chairman of the event. The meeting will be held to discuss possible dates for the annual banquet, the 1963 quota and the guest of honor. All coinmen in the New York area are invited to attend.

Top Continent & U.S.Execs Met During British Show

LONDON-While the recent Amusement Trades Exhibition here was billed as primarily an English coin show with the accent on payout machines, some of the top Continental and U.S. coin machine executives held conferences here during the trade show.

Wurlitzer and Seeburg, while not exhibiting at the New Royal Horticultural Hall, maintained hospitality suites at a nearby hotel and provided transportation to tradesters between the hall and the hotel.

Heading the Seeburg contingent was William C. Prutting, recently named export sales director. Until recently, Prutting had been in charge of Seeburg sales in the Eastern U.S.

Seeburg Personnel

John B. Henderson, general manager of Seeburg (Great Britain), was host at the suite. Other Seeburg personnel there included Michael Kogan, Taito Trading Company, Ltd., the firm's Tokyo distributor, and Thomas Tapala, manager of Nordator Company, Finland, the Helsinki distributor.

Henri Herbosch, director gen-

eral of Seeben S. A., the firm's European subsidiary, played host to many of the Continental operators present.

Wurlitzer's Hans Scheidigger flew in from Zurich, and another Swiss visitor, Paul Hunger, who directs Automatic Canteen's European subsidiary from Geneva, was also on hand.

Rock-Ola Brass

Rock-Ola's key European distributor, Al Adickes, of Hamburg, spent considerable time with British and European operators, and Bob Fisher, Spanish Rock-Ola distributor, was also in evidence. Fisher, who is a major operator as well as a distributor, is opening up offices in Paris.

J. H. Keeney was well represented, with Harold T. Baker coming in from Chicago and Sid Fellman flying up from Frankfort.

Maurice Sykes, a native of Baltimore, who operates a factory in Bermuda, was on hand with his new European general sales manager, Jim Cherry.

Cherry left after the show to set up permanent headquarters on the Continent, probably in Antwerp.

LOCATIONS COAST TO COAST ALL REPORT MORE PLAY! MORE EARNINGS! MORE PROFIT! WITH Chicago Coin's 2 PLAYER ANIMATED "all Star" BASEBAL The Game That's Got Everything! **SKILL - APPEAL - COMPETITION!** THE FIRST AND ONLY BASEBALL GAME WITH CHICOIN'S ORIGINAL "CANCEL-AN-OUT"* FEATURE!



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MUSIC MACHINE PROGRAMMING

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.



Take Chance, Hub Op Says

By CAMERON DEWAR

SOMERVILLE, Mass .- "You have to live a little dangerously to run a successful music route," says Sam Baker, who manages a route of some 400 juke boxes in the Greater Boston area. In other words, you have to take some chances, asserts the man who has for 15 years operated successfully the music end of Melo-Tone Vending, Inc., with headquarters in this Boston suburb.

Baker's idea of taking chances means going on personal judgment to the extent of buying 300 copies of one record at a time. He listens to the radio a lot, follows the Billboard charts and does pay some attention to what is being sold in onestops, but he feels that the final choice must necessarily be up to the manager.

Moment of Truth

At the same time he is not unmindful of the fact that the operator today gets a great deal more help than ever before, but to Baker it's still the moment of truth when he puts down his money for a big order.

This personal judgment system isn't quite as hit or miss as it might seem at first glance. He believes in making close friends with the location

owner and is not averse to reminding them that they'll make more money if they'll go along with his method.

In certain locations he leaves a request from which gets attention both from the location owner and the customer. This has rarely failed to boost the gross.

Baker's route has an abundance of locations frequented by young people. "You might think kids don't know their own minds," he says. "But they sure know the records they want."

Quite a few locations are good for old r.&b. numbers, and he often has requests to sell some of the all-time favorites that have gone out of print. He occasionally throws in one of these in unlikely locations and has been surprised at the mounting play they get.

Popularity Meter

But the final answer is the popularity meter and in these days when a hit can fade in two or three weeks the meter is the key to successful programming, according to Baker.

But most of all, Baker has faith in the music business and believes that if an operator is willing to give it his full attention and work hard he can't fail.

If Take Dips, Do You Cut Buying?

By NICK BIRO

CHICAGO-An age-old programming argument is again being waged here: When collections are down, do you buy more and attempt to boost play or do you buy less and keep your costs in line?

Juke box play has been off for some weeks in the Windy City and environs. Bad weather seems to finally have taken its toll and operators are reporting drops anywhere from 10 to 25 per cent from the same period last year.

As a result, two different things are happening. Some operators are putting more money into records than they would normally. The theory is to spur play by having some interesting new merchandise to offer.

ferent results. "We tried everything - new records, different records, album displays, even tent-cards. Nothing worked. Collections are just off, and there's nothing to be done. The taverns are having a slow period and the juke boxes suffer along."

A large West Side operator said he had cut back his record purchases because of the drop in collections and felt it was the only way to handle his route. "You can't boost collections when the people aren't out. We have to cut our buying to keep our costs in line."

new Columbia ballad, "Can't Get Used to Losing You." Ballad-type standards by a hot artist like Williams are usually a prime operator item in that they're almost universally acceptable in all types of locations. Operators feel they receive maximum exposure.

Some other hot operator sides from Singer include: "Blame It on the Bossa Nova," Eydie Gorme, Columbia and Western type tune that is now going pop, and "Who Stole the Keeshka," Matys Brothers on Select.

Operator Action

At Music Box, DiAngelo



SEEBURG ARTIST OF THE WEEK

JIMMY McGRIFF—I've Got A Woman

Sue (Rhythm and Blues)

M. G. Blues/That's the Way I Feel . I've Got a Woman/On the Street Where You Live . Satin Doll/After Hours . All About My Girl/Flying Home . Sermon/ **'Round Midnight**

All titles listed above are custom 331/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

Cutting Back

Other operators are pulling in their horns and cutting back on record purchases. Many route men are governed by a flat percentage figure for their record expenditures. Thus when collections improve, they have more to spend-when they're off, less.

A spot check of operators shows that the results are far from conclusive. One North Side operator reported he was able to boost collections in several sluggish stops by putting a variety of new merchandise on the machine.

"The location normally prefers slower, adult type music," he noted, "but I tried some novelty tunes, some polkas and some twists, and it was surprising how the people responded. They thought it was fun for a change and played the juke box much more than they normally do."

Slow Period

Another operator - on Chicago's Southwest Side-had dif-

OLDIES PROVE GOLDEN IDEA

NEWARK, N. Y. - Jim Bilotta, who operates in the Lake Ontario region here, recently adopted a policy of programming old favorites of the 1930's, 1940's and 1950's in groups of 10 sides (Billboard, January 26). Bilotta has now come up with a name for this nostalgic programming-"Golden Oldies From the Golden Bar." The bar refers to the selection bar on the Wurlitzer which allows the patron to get 10 tunes for 50 cents.

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Another large North Side operator, however, said that he was keeping his record buying up, even though collections are off. "It's the only way I know to spur business and if I drop off on buying new records, I'm afraid collections would be even worse."

Whatever the operators' philosophy-more new records or less-there were a lot of hot new sides around.

Williams Ballad

Both Fred Sipiora of Singer One Stop and Russ DiAngelo of Music Box reported good operator reaction to Andy Williams' noted a lot of operator action on a large number of teen-ageoriented records. (Evidently the youngsters are getting out while their parents stay home.)

Among these are: "Linda," Jan and Dean, Liberty; "South Street," the Orlons, Cameo; "Let's Turkey Trot," Little Eva on Dimension, and "What Does a Girl Do," Marcie Blane, Seville.

Two more records are going well with both kids and adults, DiAngelo said: "Our Day Will Come," Ruby and the Romantics, Kapp, and "Out of My (Continued on page 58)

Elvis' Single_Runs Away in Home Town

MEMPHIS — Hottest selling single to phonograph operators in Memphis and the Mid-South last week was "One Broken Heart for Sale" and "They Remind Me Too Much of You," with Elvis Presley.

One of the biggest attractions for an Elvis Presley record in Memphis, of course, is that he lives here and comes home for visits between films.

A check of one-stop and operators showed that another fast breaking seller is by another old pro at selling a song-Fats Domino's "Hum Diddy Doo" and "Those Eyes."

Local Releases

Two new local releases are also beginning to break good in this market and have a chance for national chart recognition.

They are Ace Cannon's newe single on the Hi label, "Love Letters," backed with "Since I Met You, Baby," and "Carroll County Blues" and "Ballad of Jed Clamplett" on the MOK label. Both are distributed by London Records.

Cannon, a local saxophone artist who made good when "Tuff" hit high on the charts a year or so ago, has a big following in the South. The MOK single is by a new instrumental group called the Beverly Hotshots.

Another Winner

Another single climbing real good here is one which has been out several weeks - Joe Harnell's "Fly Me to the Moon Bossa Nova" on Kapp.

A survey of Poplar Tunes Record Shop, one-stop, and key operators Drew Canale, Canale Enterprises, Inc.; Parker Henderson, Rainbow Amusement Company; Charles McDowell, general manager of Southern Amusement Distributing Company, and Robert Harbin, Harbin Amusement, disclosed these singles were going best at this time.

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4 Space Ships	225.00
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1 Stratoscout	225.00
1 Rocket Patrol	
2 Tanks	and the second se
3 Seesaws	
1 Sports Car	195.00
1 Round the World Trainer	and the second se
1 Pony Horse	295.00
1 Donald Duck	
1 Midget Racing Car	
2 Turnpike Cruisers, Single	and an
2 Auto Tests, Old Style	295.00
1 Jr. Auto Test	
1 Trigger Horse	295.00
1 Choo Choo	295.00
2 Lancer Horses	225.00
2 Reindeers	195.00
3 Merry-Go-Round	245.00
2 Test Pilots	295.00
1 Sea Skate Boat	195.00
4 Ocean Liners	195.00
3 Super Camera	
2 Ferris Wheel	895.00

Euromat Revival To Include U.S. By OMER ANDERSON

BRUSSELS-European Common Market coin machine trade leaders are reviving the "Euromat" scheme as a formula for extending Common Market benefits to the "Anglo-Saxon"-as General de Gaulle phrases is-trade. The plan is to add the U.S. and Canadian trade to the original Euromat concept, which embraced Britain (in the assumption-mistaken, as event proved) that Britain would be admitted to the Common Market.

Under the expanded concept, Euromat would be not a European grouping but primarily an Atlantic trade orgainization. It would bring together the trade on both sides of the Atlantic, and would seek to promote the coin machine trade's welfare on the basis of an "Atlantic Community."

It would necessarily lack official character, but trade leaders here tend to regard this as a blessing in view of the political bickering which has come to encase the Common Market.

Uniform Tariffs

The reborn Euromat project would work to promote uniform tariffs on coin machine exports throughout the "Atlantic area"the six Common Market states (Germany, France, Italy, Belgium, Holland, and Luxembourg) plus Britain, the U. S. and Canada. It would strive for uniform trading regulations and uniform regulatory legislation throughout the area.

It would embrace free trade (of coin machine equipment and products) within the area, and would oppose vigorously any national discrimination against a member of the community.

In practice, this would mean:

The Common Market Six would oppose restrictions affecting the trade in Britain, the U.S. or Canada, and would work for the free competition of United Kingdom and North American firms in the Common Market area.

Equal Basis

In return, U. S., British and

basis to Common Market producers.

Euromat would view the trade in the Atlantic area "as a single trade, indivisible in all respects."

There would be increased exchange of technical information and co-operation and an organized exchange of visits by the various national trade groups.

The German trade, a strong backer of the original Euromat plan, visualizes an Atlantic coin machine community dedicated "to promoting trade throughout the area by co-operation and healthy competition."

Euromat is based on the premise that protectionist practices and restrictive legislation produce stagnation, whereas wide-area co-operation develops markets and expands trade.

Develop Markets

A principal aim of Euromat would be co-operation among European and North American producers to develop markets in the underdeveloped countries. These areas require considerable technological assistance before they can absorb substantial phonograph imports.

The French believe there is a tremendous potential market in the former French colonies. West Germany is already doing moderately well in Africa and the Middle East, and Belgium has hopes for a large future market in the former Belgian territories in Africa. West Germany and the United States are dueling for the South American trade, but the Germans believe both countries could do better in Latin America by co-operating to expand the entire market rather than engaging in knife-edge competition for the present restricted market.

State Att'y Thinks He Can **Convict After Test Decision**

WASHINGTON - A case lost against three Maryland gaming pinball machine operators recently was trumpeted as a victory in principle by State's Attorney Arthur A. Marshal Jr. A technicality canceled out conviction for the three, but the trial determined, in Marshal's view, that "convictions could be made under the (State) law without evidence of actual pay-offs. We now know we can convict."

People's Court Judge William H. McGrath freed the three operators of the Tick Tock Restaurant after a recent trial here, on the grounds that although they had violated the law, the warrant in question was for the wrong date.

The pick-up of the three operators was part of Marshal's crusade to rid Prince George's County of multiple-odds pinball machines. Prince George's is not one of the four Maryland coun-

Wurlitzer Ups **Alfred Dietrich**



ties which permit gambling devices. Presumably, the Wheatley law forbidding the machines per se, regardless of evidence of pay-off, applies in this county. However, previous court tests have all failed to obtain convictions under the Wheatley Law, which has been been termed too loose by previous Maryland State's attorneys. (Marshal's predecessor, William Kahler, incidentally, now represents the pinball operators.)

Now, however, the State's Attorney's office says the law has been shown to have a full set of teeth, and its validity has been upheld by the court. The technicality which cost the legal victory in this case was a failure to prove that the pay-off cards given out for free games on the machines in question were given out on the day of the warrant, when the raiding party arrests were made, January 7.

The Prince George's legislative delegation is working for a stronger State anti-gambling bill which will outlaw all machines requiring a \$250 Federal gaming stamp. They hope for passage in the near future.

LARGE MIDWEST

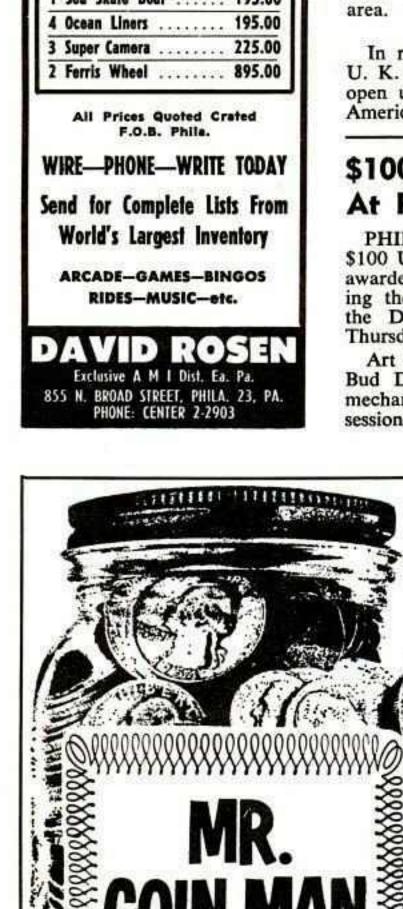
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Ameri	can	ma	arke	ts o	n a	an	equ	lal

\$100 Bonds Prizes At Rosen's Session

PHILADELPHIA-Some five \$100 U. S. Savings Bonds were awarded to operators attending the service school held in the David Rosen showrooms, Thursday (14).

Art Seglin, Rowe AMI, and Bud Dahl, Rosen head music mechanic, was in charge of the session.



A. F. DIETRICH

NORTH TONAWANDA. N. Y .- Alfred F. Dietrich, former credit manager for the automatic phonograph division of the Wurlitzer Company, has been named assistant manager of sales. He will report to Robert H. Bear, manager of sales.

Dietrich has been with the sales department since August 1961, after several years as credit manager.

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JUKE BOX PROFIT JUMPS

LAWRENCE, KANSAS-Color-it amber plastic tabs to cover title strips on new records ups the take from 15 to 25%-Amber \$2.00 per 100-\$15.00 per thousand. Send check or money order in advance for Postpaid delivery. For colors-red, yellow, green or blue, add 10%. 33-inch plastic covers-same colors-for fluorescent tubes, 12 for \$5.00 Postpaid. FREE WITH EACH OR-DER: 6 easy ways to up your profits and save money on your programming. JOHN'S NOVELTY CO., 1014 Mass. St., Lawrence, Kansas.

(Advertisement)

unouncing INTERNATIONAL COIN

INTERNATIONAL COIN MACHINE DIRECTORY and WHO'S WHO IN THE COIN MACHINE WORLD

- ★ A Separate Publication
- ★ To Be Published April 20, 1963, by Billboard
- ★ An International Directory of Countries,
 - Companies, People and Places including:
 - Manufacturers
 Distributors
 Exporters
 - Importers Trade Organizations
- The Ultimate Buying Guide and Reference for the Coin Machine Industry–Internationally
- ★ Handy 8¹/₂" x 11" Size

Here is a partial list of features to be included in this vital reference work:

Current appraisal of the state of the international music machine and amusement machine industries.

Country by Country Reports. Summary of juke box and game operating conditions throughout the world. Machines in operation by type and numbers. Legal Restrictions. Import regulations, duties, tariffs. Top juke box record hits. Programming trends. Prospects for expansion.

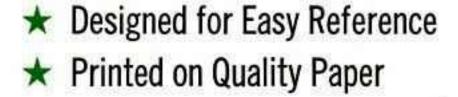
Country by Country listing of U.S. and International juke box and amusement machine manufacturers and distributors. Sources for parts, supplies and services.

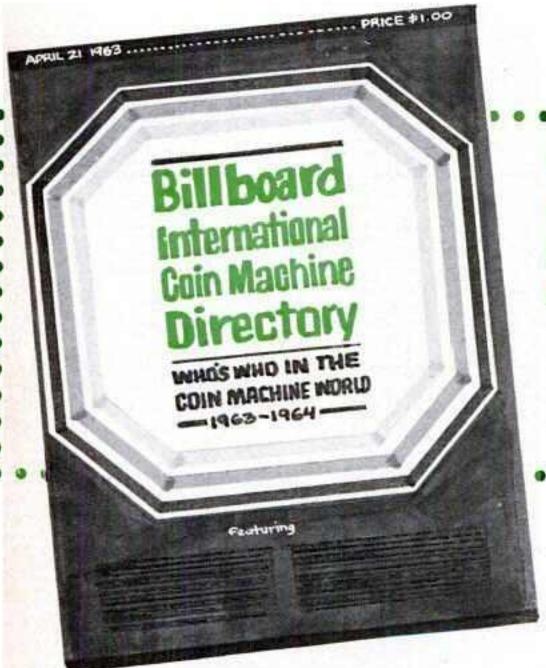
Coin Machine Trade Associations, by country, for the world.

Who's Who Internationally. Pictures and biographies of U.S. and foreign coin machine industry leaders, manufacturing executives, heads of associations.

This is just a partial listing of the informative, vital reference and buying information that will be covered in this publication.

AND . . . FOR YOUR FREE LISTING IN THE DIRECTORY—Manufacturers, Distributors, Suppliers and Officers in Operator Associations — send the following information:





Date of I	ssue:
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Final Adv	vertising Deadline:
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Early space	reservations recommended.
Advertising	deadline is for all
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1564 Broadway, N.Y.C. 36 Cables: Musicweek From manufacturers we want a brief description of the plant, products made, list of officers with photographs and a complete list of distributors, with addresses and telephone numbers.

From distributors we want the complete address and telephone number, names of the principals, lines carried and branch office listings. From operator associations we want photographs of officers and current addresses.

From suppliers we want a list of products carried. Please mail all information to-Billboard Coin Machine Directory, 1564 Broadway, New York 36, N. Y.

10,000 copies will be distributed to those whose direct interest is coin machines:

U.S. and International juke box and amusement machine manufacturers.

U.S. and International juke box and amusement machine distributors, exporters and importers.

U.S. and International juke box and amusement machine operators.

U.S. and International phonograph record manufacturers.

U.S. and International vending machine manufacturers.

Trade Associations, U.S. & International.

Distribution at trade conventions, U.S. and Internationally.

Commercial Attaches of foreign governments throughout the world.

This is just a partial listing of the important buying influences that will automatically receive copies of this publication.

54 BILLBOARD

FEBRUARY 23, 1963

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Midway Shooting Gallery	
Deluxe	\$195.00
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Congress Shuffle	85.00

PHONOS

Wurlitzer 2400, 2404, 2410.5	\$545.00
Wurlitzer 2500, 2504, 2510.	645.00
Wurlitzer 2300	445.00
AMI G200	145.00
Rock-Ola Hide-A-Way 1440	75.00
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New Antwerp

Headquarters For Game Firm

ANTWERP - The Belgian Amusement Company will move into its new headquarters at Lange Leem Straat 187 here in two weeks.

The building, a remodeled furniture factory, has indoor parking for customers, a show room, personnel offices, spray room, music machine and game repair rooms, and a spare parts department.

Belgian Amusement is affiliated with the International Amusement Company in Philadelphia, with Sam Froenteman in charge of the Antwerp operation and Hank Grant running the U.S. office.

Grant left Monday (18) for a seven-month stay in Antwerp and will attend the Antwerp Fair March 8-12. BAC will exhibit at the coin machine show.

The firm intends to set up a game manufacturing operation in the Antwerp plant in the near future.

DeGarmo Switches

DENVER - Ben DeGarmo, who recently sold his route in Boulder, Colo., to Elton Deines, has purchased a phonograph, amusement machine and cigarette vending route from Carl Duton, who operated as Duton Cigarette Company in Limon,

Shaffer Ohio School to Draw 40



"YOU MUST KNOW COMPONENTS," said Seeburg Field Service Engineer Bob Zeising (left) to Willard Krouse of L. & N. Music Company and Bill Miller of J. B. Music Company at a service school held at Shaffer Music Company, Cleveland.

CLEVELAND — About 40 servicemen representing nearly 20 Ohio operators are expected at Shaffer Music Company's night school course conducted on the Seeburg SC-1 Consolette Thursday (21) at 7 p.m.

Shaffer Music's meeting this week is the second session delving into the functional aspects of this unit, according to Shaffer manager Larry Hornbeck.

Bob Zeising, Seeburg field service engineer, will conduct the session which is a follow-up from a school conducted Thursday (7). At the earlier session, 40 servicemen from 18 companies attended from as far away as Toledo and Youngstown.

Officials present were Al Gange, regional vice-president for Seeburg; Larry Hornbeck; Joe Stone, Shaffer salesman; Walter Demeduk, service director; Clarence Sorber, service manager for Shaffer; Ernst Boles, of Shaffer's service department, and John Rothman, of Shaffer's parts department.

Firms to be represented this



CENTER OF ATTENTION is Seeburg Field Service Engineer Bob Zeising at service school held at Shaffer Music Company of Cleveland (7). The first of two schools on the Seeburg LP Console drew 40 servicemen from nearly 20 Ohio firms.

> week are Acme Music Systems, Niles, Ohio; Roy George Music, Painesville; Alco Music, Youngstown; Bell Music, Akron; Western Music, Lakewood; Gordon Music, Williard; Elum Music, Massillion; Swartz Music, Wellington; Castle Music, Akron; Cleveland-Chicago Amusement, Elyria.

> Attending from this city will be J. B. Music, L & N Music, Cadillac Music, American Automatic Vending, Advance Music, J & W Music and J.C. Music.



LATE MODEL SEEBURG HIDEAWAYS **AVAILABLE FOR THE FIRST TIME!**

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	IN	HHF100R MONAURAL, 100 Selections
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Ops Fret at Tax-Policing Duty

CHICAGO-The Internal Revenue Service's new stand on compulsory filing of form 1099's has produced an unhappy situation among operators here-if not throughout the country.

The new regulations were a prime topic of discussion as some 75 operators turned out for the regular quarterly meeting of Recorded Music Service Association, the local juke box operator group.

Briefly, the government regulation states that operators must file an informational return on any location that earns \$600 or more per year (location's share).

Verbal Opinion

Though a law since 1957, operators had up to now been exempt through a verbal opinion given by the government.

This year, however, the government indicated that it would consider juke box operators covered under the regulation.

Recorded Music Service Association is one of the largest coin machine associations in the country with 115 members representing some 7,000 juke boxes in Chicago.

Embarrassing Position

Operators feel the regulation puts them in an embarrassing position both with the government and their locations. As one operator said, "We file our own taxes. Why shouldn't the locations take care of their own?"

Though no one would say so in so many words, operators feel they are put in a position of being a watchdog for the government. They feel it's up to the location to report its income if it goes over \$600.

Another problem is the additional bookkeeping involved. Operators have to list not only the location, but the name of the owner (licensee) and the owner's social security number.

No Actual Contact

As a practical matter, operators often have no idea who the location owner is and care less. They may deal with a manager or official of the firm and have no actual contact with the licensee.

In many cases, locations resent giving the name and social security number of the licensee. Operators report this has created an awkward situation in more than one case.

Another provision in the regulation states that the individual licensee is liable, not the location itself. In other words, if a tavern or restaurant changes hands during the year, each licensee -the buyer and the seller-must have had to earn over \$600 from the juke box before the operator has to file a 1099 form.

The provision is particularly cumbersome in a city like Chicago with a large number of turnovers during a year.

Though an operator would ordinarly keep just one set of records for the location, he now has to start a new record if the location changes hands.

Penalty for failure to file a 1099 form is \$1 per unit (location) with a maximum fine of \$1,000. However, willful intent to evade is punishable by a jail sentence.

35-Cent-a-Pack Era Looms For Cigaret Venders in Philly

PHILADELPHIA-If a proposal by the Board of Education for new taxes is approved by the State Legislature, it appears that local operators will have to start charging 35 cents for cigarets.

The school district is in dire need of new revenue-and has turned to cigarets to help provide it. A plan being offered by school officials would add a

penny to the tax on each pack of smokes sold in this city.

The five-year program would also add another cent-for a total of two-to the cigaret levy in 1966.

At present, a pack of cigarets sells here in machines for 30 cents and across the counter for 27. It is apparent that the operator will not pay the extra 2 cents tax per package out of his share. He will have no other

course than to raise the selling price.

But such a new tax could be a blessing in disguise. The operator would be taking in an extra 5 cents a pack but paying out only two of these pennies for taxes. He would net three more cents a pack. And the "blame" could be passed along to the school board - without any mention of the extra three pennies.

Not many operators would look favorably upon the old method of inserting change in each pack vended. This is said to be too time-consuming and costly.

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SPINNER is extremely simple mechanically and electrically, moderately priced to permit wide coverage of territory.

SPINNER is the "get-well" game you need. Get SPINNER busy for you now.

New "Keep or Kickout" Play Appeal!

Rapidly revolving Rotor propels 30 multi-color marbles into scoring pockets. Each player skill-controls a bank of 5 pockets, pressing Kickout Buttons to kickout marbles not desired, constantly clearing pockets for marbles which improve score. "Keep or Kickout" is the first really new style of skill play in years . . . refreshingly simple, exciting and packed with "beat you next game" repeat play appeal that insures top earnings, long life on location.

BALLY MANUFACTURING COMPANY 2640 Belmont Avenue, Chicago 18, Illinois

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NVA Gears for Parley

BULK VENDING

CHICAGO — National Vendors Association appears headed for one of the most successful conventions in its history mirroring a banner year for the bulk vending industry.

Some 17 exhibitors have already been signed for the NVA conclave to be held March

Introverse A SUPER 60 • NO BREAKING • NO CRUSHING • NO MISSING

Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender. Getting the Northwesterner? It's a newsy magazine. Ask to get on our mailing list. It's free! WIRE, WRITE OR PHONE.

CORPORATION

28-30 in Chicago's Sheraton Hotel. Jane Mason, executive secretary, said that the association will have more than 30 on the roles by convention time.

Rolfe Lobell, convention chairman, said that reservations to date indicate that the association may well set a new attendance mark.

Biggest Event

The annual NVA conclave, which features machine and supplier exhibits plus business sessions and an active social program, is the bulk industry's biggest annual event.

It traditionally attracts around 400 operators plus a strong representation of distributors, and virtually every manufacturer and supplier of importance.

In addition to the formal sessions, much of the business is conducted at informal meetings, talks, cocktail hours and other gatherings. Much of the groundwork for what happens in the bulk vending industry next year will be settled at the March meeting.

This year, the NVA convention will have particular significance in that the bulk vending industry enjoyed one of the best—possibly the best—years in its history.

Dime Capsule

The advent of the dime capsule plus the opening of new locations has broadened the horizons for bulk operators. Where before bulk machines were placed singly or in pairs in small stores and on street corners, today, operators think in terms of large batteries of eight or more machines and in such new marketing centers as super markets, shopping centers and large

Sal Basis Par

discount-vending-type establishments.

Diversification is another bulk vending byword. Operators of candy, nut, ball gum and charm machines are now exploring the use of packaged candy vending, cigaret vending, and even major equipment like hot and cold drinks and food.

Bulk vending operators are more cognizant now than ever before about such problems as public relations, legislation, health measures, and the necessity of conducting their operation along modern business lines.

Large Operations

Where previously bulk vending operators had small, haphazard routes, today's business is marked by large operations that go into numerous states. Routes of several thousand or more machines are not common.

Where operators before seldom knew one another, today they are members of city and State associations and of course the national association, NVA.

Strides have been made in getting public acceptance of the bulk industry as one efficiently operated by legitimate, enterprising businessmen.

In effect, bulk vending has become big business. So have bulk vending operators, distributors, and NVA's national convention.

House Organ Celebrates 10th

Seeks Cough Drop OK

HARTFORD, Conn. — State Senator Miller, has issued a measure into the Legislature to authorize sale of cough drops in vending machines. Public hearing on the submitted bill is yet to be designated.



MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢\$14. N.W. Deluxe, 1¢ or 5¢ Comb12. N.W. 10-Col. 1¢ Tab Gum Mach. 18. N.W. Model #33, 1¢ Porc. Con- verted for 100 ct. B.G	.00 .00 50 50
Mills 1¢ Tab Gum	00 50
Pistachio Nuts, Large Tulip Pistachio Nuts, Vendor's Mix Pistachio Nuts, Sheik, Red Cashew, Whole Cashew, Butts	77 70 75 68 63 63 63

Spanish	.45
Mixed Nuts	.57
BADY CRICKS	.32
Rainbow Peanuts	.32
Bridge Mix Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47
Rain-Blo Gum, 72 ct\$.32
Malt-ette, 100 ct., per 100 Rain-Blo Ball Gum, 140 ct.,	.35
170 ct. 210 ct.	.32
170 ct., 210 ct Rain-Blo Ball Gum, 100 ct	34
300 lb. minimum prepaid on al	1
Rain-Blo Ball Gum	04
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct. Hershey's Choc late, 200 ct 1	-45
Minimum order 25 Boxes, assort	.30
Boxes, assort	eu.
Complete line of Parts, Suppli	
Stands, Globes, Brackets, Charr Everything for the operator.	me.
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IMMEDIATE DELIVERY	_
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VICTOR Globe Style TOPPER DELUXE





Anniversary

FREEPORT, L. I., N. Y.--Plastic Processes, Inc., manufacturer of charms for the bulk vending industry, this week began the 10th year of publication of its house organ, "Charming News."

The eight-page paper carries illustrations, descriptions and price listings of various charms available.

Among the new items listed in the periodical are a big series for 5-cent capsule vending and a jewelry and trick line for 10cent vending.

Other new items listed are boats, scooters and racing cars, with the two last-named charms having moving wheels.

Collector's Brother Killed in Fracas

COLUMBUS, Miss. — The brother of a juke box serviceman was killed by an airman who beat him about the head in a night spot fight last week.

Dead is James A. Thompson, 37, employee of Mississippi Highway Department.

Thompson's brother, Ollie Thompson, went to his brother's aid and was injured in the melee.

James A. Thompson had accompanied his brother, Ollie, serviceman for Fairway Amusement Company, owned by A. B. Fort, when Ollie went on a service call to the location.

County Prosecutor J. O. Sams Jr. said words were passed between Airman Albert J. Schroer Jr., 29, stationed at Columbus Air Force Base, and the Thompsons, which resulted in a fight. Schroer was charged with murder.

The biggest and best ring mix available 30.50 The biggest and best ring 30.50 The biggest files and 36.00 The biggest files and 38.00 The biggest files and 38.00 The biggest files are best 38.00 The biggest 38.00 The bigge	and Bulk Candies. Packed and sold 4 Date of a case. Stamp Folders, Lowest Prices, Write MEMBER MATIONAL VENDING MACHINE DISTRIBUTORS, Inc. NORTHOUSE DISTRIBUTORS, Inc. NORTHOUSE DISTRIBUTORS, Inc. SALES AND SERVICE CO MOE MANDELL MAY JOIN ST. New York 18, N.Y. LOngace 4,6467
The SUPER SI Capsule Vender The ultimate in quality Merchandising. Vends any item which can in a capsule. 5c, 10c and 25c. *With QUICK-TACH at slight	* Capsule be placed
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VICTOR 2000 New Victor 2 Holds 2,000 B Capsules Gum for 5c. Large Stock of	ING HEADQUARTERS VICTOR T COMPLETE and FINEST LINE of BULK VENDORS 2000 Vendor, Large Capacity falls 100-Count Gum or 600 10c Also Available 3 Balls 100-Count \$24.50 ea, of Vendors—Parts and Merchandise. Write for Prices.



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Write for beautiful color circular giving prices of machines and NEW Universal 4-6-8 Multiple Chrome Display Stand.

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COINMEN IN THE NEWS

DENVER DOINGS

This column was recently embarrassed when it identified **Pete Geritz**, of Mountain Distributing Company, as an AMI man. Pete was an AMI distributor for many years before switching over to Rock-Ola, his current banner.

Charlie Cousins, who owns the 715 Club in Denver's Five Points along with complete phonograph routes, is carrying out a complete remodeling program which will include stereo phono-





graph facilities. . . . Zoltan Gancz, Cheyenne operator, is enthusiastic over the completion of huge missile-firing facilities near Cheyenne, which brought a large number of new military personnel into the area. Collections on all routes, games and music alike, have been excellent.

An unusual brother act has developed in the southern border area, where Gene Bouche runs a complete phonograph and amusement route from Raton, N. M., while his brother Paul duplicates the same activities from Alamosa, Colo., just across the border. The Bouche brothers frequently run into each other in servicing locations in the same town. Both have expanded considerably now that the Colorado fishing season has been extended to a year-round proposition.

Modern Amusement Company has moved its offices in Colorado Springs to a new shopping center location. Since purchase by Acme Cigarette Service of Amarillo, Tex., the former **Pete Vandenberg** operation has become one of the biggest cigarette-vending companies in the world, with 20,000 machines on location in a broad band of States from Texas to Colorado.

A serious new problem has reared its head in early 1963, as Denver bowling alleys, faced with taxes, are being closed up right and left. The city was considerably overbuilt with bowling alleys a few years ago, with more than 30, where there had only been five before, and several of them operating in the red during all of 1962, may be forced out of the picture. Since bowling alleys are excellent locations for phonographs, amusement machines, and vending equipment of all types, some Denver operators face the loss of a dozen earning sources at once. Draco Sales Company is getting an interior face-lifting. New paint, new partitions, drapery backgrounds, etc., are being installed for the 1963 Wurlitzer showing, plus, of course, all-year displays.



GATHERED IN CONFERENCE at New York's Americana Hotel recently was this group of enthusiastic Rowe-AC distributors and sales executives (clockwise from left): Joseph Bendas, Herbert Karson and Bill Hendrix, of Rowe-AC; Arthur Frates, Irwin Marigold and Marshall Caras, of Trimount Automatic Sales Corporation, Boston; Art Seglin, of Rowe; Irving Kempner and Barnett Sugarman, of Runyon Sales Company, New York; Rowe-AC vice-presidents, Tom Sams and Fred Pollak; John Cooper and Leroy Bergman, of Sheldon Sales Distributing Corporation, Buffalo; Jerry Marcus, Richard Gluck, Sal Sparacino and Al Panuzzo, of Rowe-AC; David Bond, Trimount; Jack Harper, Rowe-AC president; David Rosen and Andy Chaplin, of David Rosen, Inc., Philadelphia, and Dean McMurdie, Rowe executive vice-presi-

a like number of games. Charles Turner has taken over management of the cigaret routes, which are under the subsidiary title of Acme Cigarette Service, through-Acme Vending Company. With the addition of Modern Music Company's cigaret machines to its established routes, Acme Cigarette Service, throughout the Rocky Mountain and Southwestern States reportedly has more than 20,000 venders in operation.

Roy and Don Kaiser, brother operators from Durango, Colo., narrowly escaped Denver's worst winter blizzard, with temperatures of 14 below zero, in mid-January, while buying equipment in Denver.

CHICAGO CHATTER . . .

Earl Kies, president of Apex Amusement C o m p a n y and board chairman of Recorded Music Service Association, left with his wife for a two-week trip to the Caribbean area. . . It was Florida bound for George Bernard, Ideal Coin Machine Distributors, and Stanley Mack,

(Continued on page 62)



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26¹/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25c or 50c coin mechanism. Wall hinge (pat, pend.) simplifies servicing.





Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise, EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. PResident 2-2900 **Bill Burbank,** Montrose, Colo., operator, invariably leaves a pleasant remembrance on his visits into Denver. Everybody gets several dozen apples from the big apple orchards which surround the city of Montrose and quite naturally they are Burbanks!

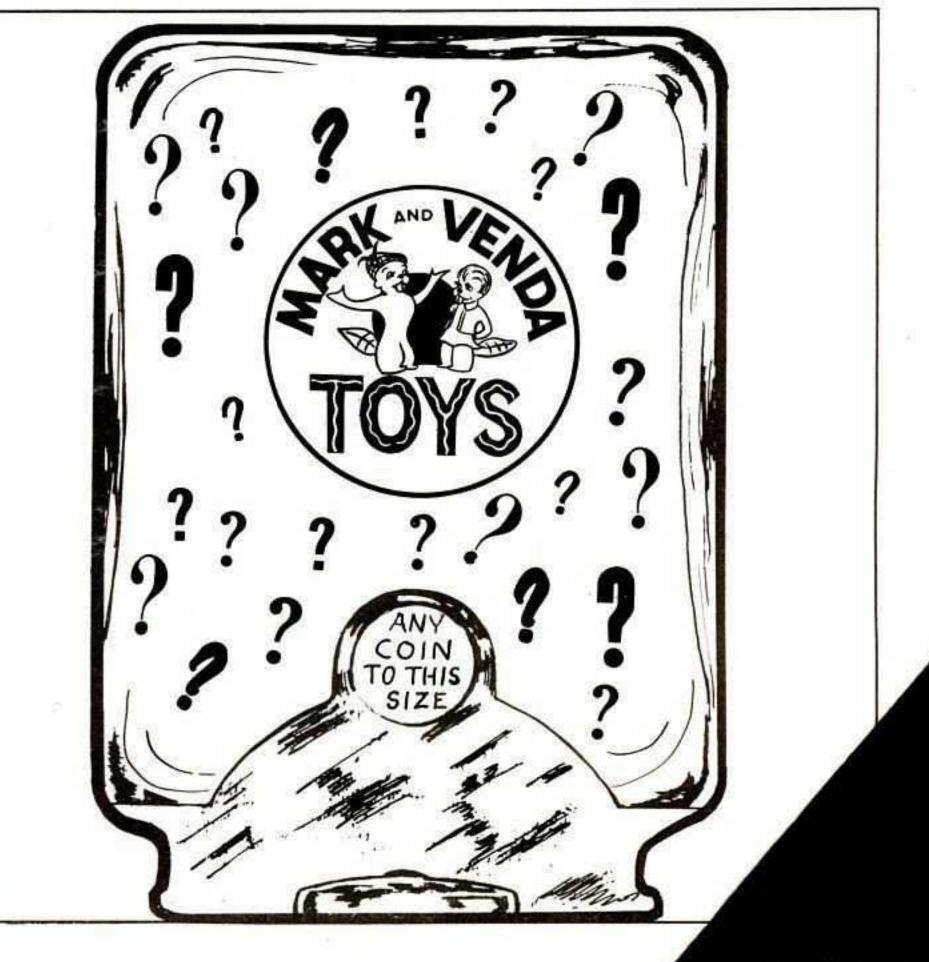
From Colorado Springs comes word of several changes at Acme Cigarette S e r v i c e, which was formerly Modern Music Company. Leo Marshall has been appointed manager of the Colorado Springs' office, including a music route of approximately 150 phonographs. There is also



Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.



The winter vacation season has started and Chicago operators are no exception in going south to escape the bitter cold weather that has been punishing the city for the past month.



Caravelle's Shuffle Alley Features Read-Out Scorer

CHICAGO - United's new Caravelle six-player shuffle alley features a new read-out scoring indicator that shows players how much they get on each frame.

The score per frame is flashed in a rectangle on the shuffle alley hood and then transferred to the player's total score.

Caravelle has five different games to choose from: Dual Flash, Flash, Regulation, Strikes and Spares. The Dual Flash

game gives the player flashing lights after each shot as opposed to Flash where the lights stop after the first shot.

Deliveries on Caravelle began last week. United's sales manager, Bill DeSelm, said that factory field tests showed the readout feature created an unusual amount of excitement in that it stimulated competition not only on the game total but on the frame total.



BARGAINS FOR THE WEEK GAMES GAMES 250 OF THEM Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED? United Mini-Bowl,

If Take Dips • Continued from page 51

Mind," Johnny Tillotson on Cadence, a country-flavored tune that's going pop.

"Hazel Mere" is a good Dixieland tune on Kapp by Kenny Ball, getting operator play according to DiAngelo. Other operator records include: "Let's Limbo Some More," Chubby Checker, Parkway, and a twosided record by Richard Chamberlain on MGM, "All I Have to Do Is Dream" b-w "Hi Lili-Hi Lo."

European News Briefs

Continued from page 49

measures to popularize France and the French military forces with German troops. It was pointed out to the operators that such programming can produce increased business as well as being a patriotic gesture. For example, the last war German pop hit "Lili Marlene" has become a French Army juke box favorite.

Spain in Hospital

MEMPHIS-Clarence Spain,

World Wide Sets Series of Schools

CHICAGO - World Wide Distributing Company held the first of a series of Statewide service schools in Rock Island's Fort Armstrong Hotel last week. World Wide President Nate Feinstein said that additional schools would be held around the State shortly. The next is scheduled for Springfield.

The session on the new Seeburg console was hosted by Feinstein, Newell Bellamy, World Wide's service engineer; Art Wood, district salesman for the distributorship, and Charles Gates, Seeburg field engineer.

Among the operators and servicemen to attend were L. R. Carr and Gail Dickey, Macomb, Ill.; Peter V. Langbehn and Floyd West, Moline, Ill.; Orma Johnson, Virgil Schnack, Virgil Johnson, Junios Myers an Ed Carlton, Rock Island, Ill.; Robert Stratman, Howard Harkins and Glenn Sears, Davenport, Ia.; R. W. Honts, Bettendorf, Ia.; Raymond (Red) Lucan and Richard Booth, Galesburg.

EDITORIAL

Death Not an Issue

In 1958 the Kenosha, Wis., Common Council rejected a proposed ordinance to license juke box operators. The city's juke box operators had argued that such an ordinance singled out one type of businessman. Among the operators who helped defeat the ordinance was Anthony J. Biernat.

Last month Biernat's body was found in an abandoned farmhouse. His murderers are unknown and still at large.

By some bizarre process of reasoning, Kenosha Alderman George Fitchett has charged that "Tony Biernat might still be alive today" if the licensing ordinance had passed.

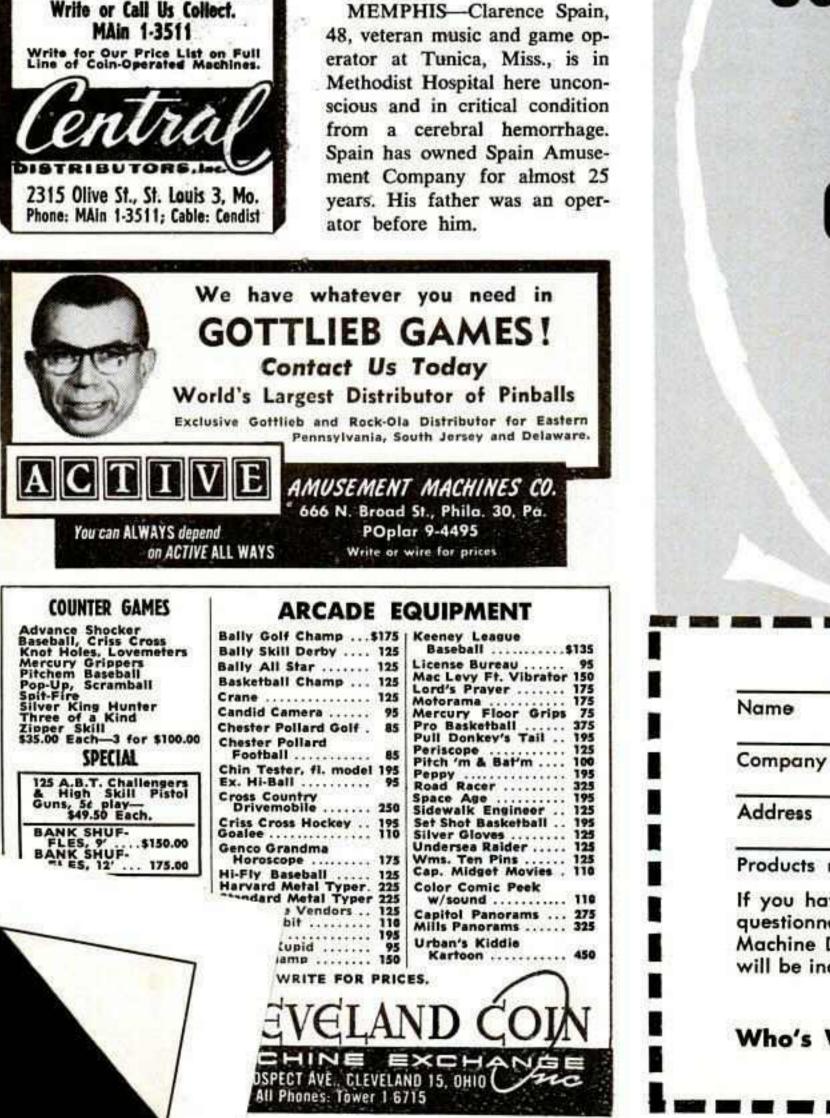
Fitchett is sponsoring a measure which would require the registration of every local juke box operator, with a \$5 annual fee for the operator and \$1 for each machine. In addition, the police would check on each applicant's background, and the Common Council Finance Committee would have to approve the application.

We hope that the passions aroused by Biernat's murder will not result in the passage of this ordinance. Biernat, a man with a clean record and a good reputation in his community, was abducted and killed. The fact that he was a juke box operator may or may not have played a role in the abduction and murder. We don't know.

But the registration of juke box operators will solve nothing and will prevent nothing. We don't think that any municipal agency has the right to make an arbitrary decision as to which citizens are entitled to enter a specific industry.

The Kenosha Common Council was right when it rejected the licensing ordinance in 1958. It will be right if it rejects the ordinance in 1963.

Billboard's 1963 INTERNATIONAL Coin Machine Directory



AND Who's Who in the **Coin Machine World**

will be ready for distribution early this spring. We'd like your help in making this publication the most comprehensive coin machine directory ever released.

So if you're a manufacturer, distributor, supplier or officer of a coin machine association, we'd like you to fill out the following questionnaire.

	Title
or Organization	
	Telephone numbe

If you have a photograph available, please send it along with the completed questionnaire. All information received will be included in the International Coin Machine Directory, and photographs of hundreds of coin machine personalities will be included in the Who's Who section.

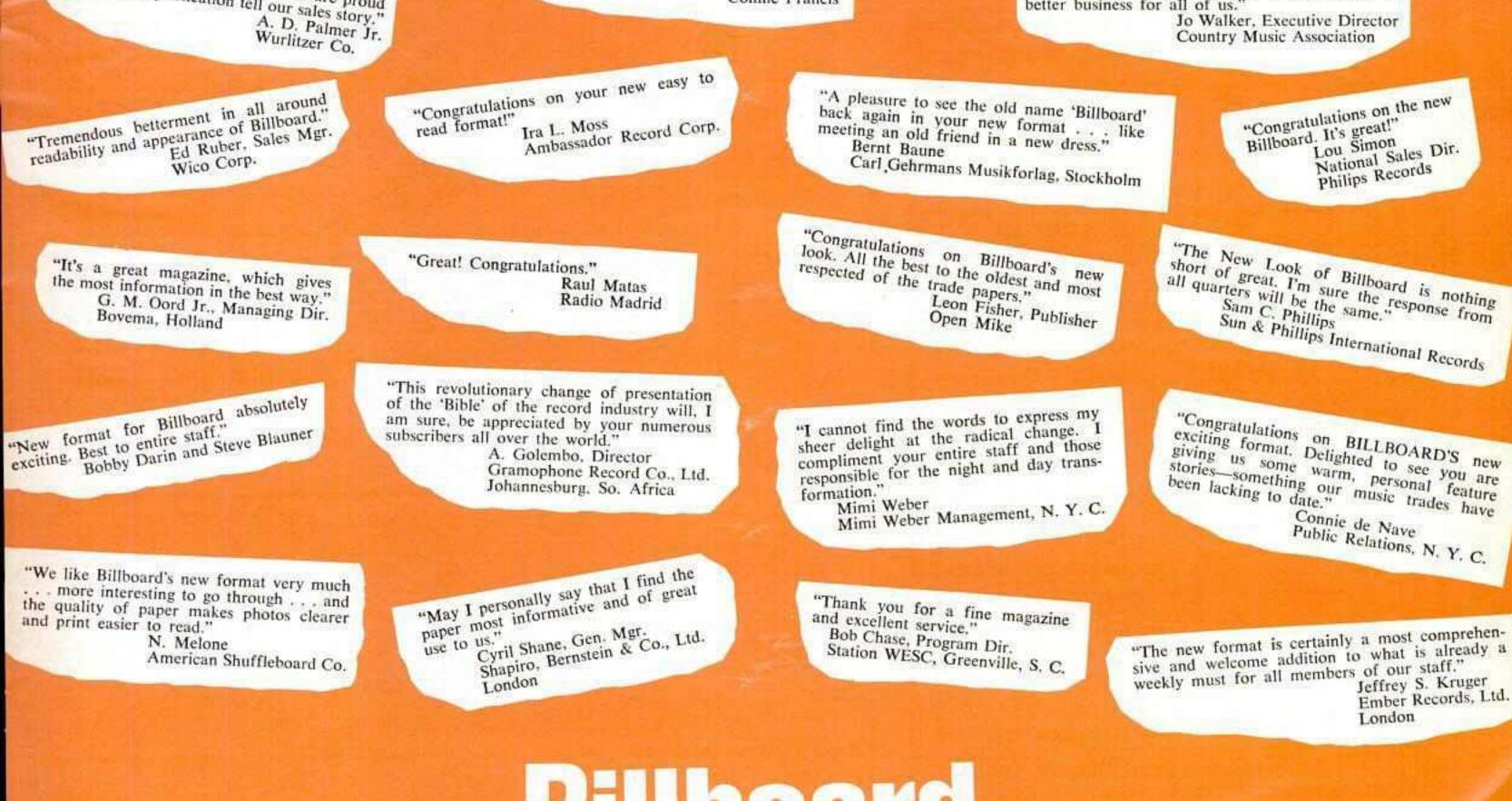
Mail replies to

Who's Who, Billboard, 1564 Broadway, New York 36, N. Y.

thanks everyone...

for your wonderful, enthusiastic reception of Billboard's "New Look"

"It was a real pleasure to receive my 1963 "I can think of no pleasanter way to greet the New Year than "Your new format and paper are excellent." Tom L. Herrick Vice-Pres. Marketing The Seeburg Corn. copy of Billboard. A tremendous improvement finding one of my favorite publications, Billboard, with a slick new face and streamlined makeup for 1963." Nat King Cole Fred Pollak Vice-Pres. Marketing Rowe AC Services "New Billboard is best face-lifting of a news "I am very enthusiastic about the new Billboard magazine, consumer or trade, that I have seen "I am very enthusiastic about the new Billboard format. It is a great improvement and reflects the dignity that our industry should have." Vice-Pres. and Gen. Mgr. RCA Victor Records "I like the 'new look' of Billboard. Reads easier, the ads look more attractive and the beautiful color throughout the book adds the final Jack Burgess Vice-Pres., Commercial Sales RCA Victor Records J. A. Weinand, Vice-Pres. touch." Williams Electronic Mfg. "Delighted with the changes. Artist bios and "The addition of color to all the other "Fabulous!" pictures will be a great deal more useful to us changes truly makes Billboard as visually Russell Sims as a result of the better quality." exciting as it is informative." Cimarron-Sims Records J. R. Johnson, President Southern Music, Ltd. (Juke Box Op.) Carl Haverlin President, BMI Calgary, Alberta, Canada "Congratulations on new format, styling and "Congratulations on Billboard's New Look. A color use in Billboard sets new standard "Billboard's 'New Look' is exciting and of readability and eye appeal. We are proud to have your publication tell our sales story." tremendous improvement, and I have heard many I congratulate you all on its appearance fine comments about the use of color and the and new features." extended use of photos. This should result in Connie Francis better business for all of us."



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60 BILLBOARD

FEBRUARY 23, 1963

New Patrons, Stops Hike Action

Continued from page 49

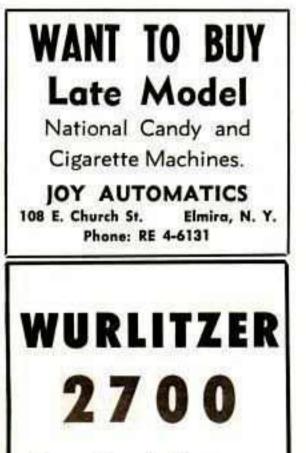
expenditure many made reluctantly, if at all.

The result was that a new technique of stepping down machines developed.

Many operators broke their locations into two categories Top machines were reserved for top locations. Cheaper machines —principally the 40 or so selection models—were retained on the second-class locations.

Where before operators stepped their machines down progressively, eventually trading their worst machines in on new models, they now had two tradein categories.

A 100- or 200-selection machine was never stepped all the way down to the second-class



Greatest Money-Maker of Them All spots. After a 100- or 200-selection machine was run through the top locations, it was traded in on a new model. But the big machines were kept for top locations and the second-class locations suffered along with the older, 40-selection-type equipment.

It is surprising, one coin machine industry executive noted, just how many 40 and even lessselection machines are still around.

The past five years, however, have seen the operator retrench his position. Many of the marginal operators were forced to get out. Mergers also accounted for a lot of belt-tightening.

Industry leaders now feel the operator is ready to go back to the one-category concept in stepping down his machines. They feel the top equipment is now on its way to being stepped all the way down and that the old-time 40-selection clunkers are being permanently retired.

The big question is: Will the introduction of 100 and 200selection machines with stereo improve the collections in the second-class spots?

Though strictly conjecture, consensus is in the affirmative.

Manufacturers feel their sales will be improved by the operators buying more new equipment. Distributors feel their position will be improved by the removal from the trading block of the 10-year clunkers.

Virtually the entire industry is betting that operators will also improve their position by way of increased collections.

If these factors all work, and the betting is that they are well started, the juke box industry is in for a rebirth.

California Operators View **New Seeburg** At AMCO



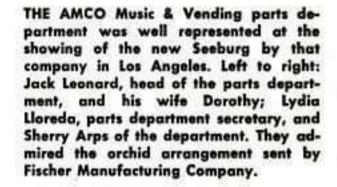
THE PREMIERE of the new Seeburg phonograph in Los Angeles at AMCO Music & Vending was an occasion for old friends to meet. William R. Happel Jr. (left), whose Badger Sales was bought by AMCO, chats with Jack Simon, of Simon Distributing Company, also Los Angeles.



ARNE SILVERMAN, left, is happy over the unveiling of the new Seeburg phonograph at AMCO Music & Vending in Los Angeles. Joining with him in the festivities were, left to right: Bill Adair, Seeburg vice-president in charge of sales; Don Ross, AMCO president; Nick Montt, Seeburg factory representative, and Stu Auer, Seeburg representative in charge of background music.







OPERATORS and recording artists joined AMCO Music & Vending to show the new Seeburg phonograph in Los Angeles. Among those on hand were, left to right: Henry Dunsing, Santa Ana operator; Norman Resnick, Los Angeles operator; Til Dieterle, whose new album release is "Til We Meet Again" on Strand, and Marshall Ames, AMCO sales.



BILL WEIKEL, of Fischer Manufacturing Company, center, is welcomed to California by Arne Silverman, left, and Don Ross, right, of AMCO Music & Vending in Los Angeles.



SAL CAPAGNA, center, Fontana, Calif., operator, chats with Dave Yates, of the parts department at AMCO Music & Vending, during the unveiling of the new Seeburg phonograph. Betty Yates listens with interest.

Photos by Sam Abbott

BILLBOARD 61

Lunday, Laird Named Regional Sales Managers for Rowe AC



DONALD A. LUNDAY

CHICAGO—Donald Lunday and Harry C. Laird were named to regional sales manager posts last week by Rowe AC Services. The move was a part of the firm's new decentralization program begun late last December.

Both men will be assigned to the national office and will cover the country. Lunday will handle music, concentrating in Rowe AC's Custom (background) music program. Laird will specialize in vending.

Rowe AC has regional sales managers for both music and vending in each of six regional sales districts in addition to its central executive staff.

In addition to Jack Harper,



HARRY C. LAIRD

president, and Dean McMurdie, executive vice-president, Rowe's AC's marketing set-up is as follows.

Fred Pollak is vice-president and marketing manager, Tom Sams is vice-president and sales manager, Jerry Marcus, controller, plus Laird and Lunday, regional men covering the country.

The six regions are broken down as follows: (1) George Klersey, music, and Dick Gluck, vending, covering Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island and New Jersey.

(2) Paul Huebsch, music, Robert Edinger, vending, covering Pennsylvania, Ohio, Indiana, Michigan, Kentucky, Virginia and West Virginia.

(3) Jack Dunwoody is in charge of vending and is temporarily handling music for North Carolina, South Carolina, Alabama, Georgia and Florida.

(4) Robert MacGregor, vending and Paul Huebsch, music, covering North Dakota, South Dakota, Minnesota, Wisconsin, Illinois, Kansas, Nebraska and Missouri.

(5) Hans Von Reydt, music. The vending post is temporarily open. States include Louisiana, Mississippi, Tennessee, Oklahoma, Texas and Arkansas.

(6) R. F. Jones, companyowned distributor, is acting as music and vending regional sales manager for the 12 Western States plus Alaska and Hawaii.

Other national posts include Richard Ross, director of field services, and Louis Ribel, distribution manager.

Harper had previously explained that the Rowe AC decentralization program is aimed at having the various regional men work directly with operators and distributors.

He noted the present appointments of Lunday and Laird "are yet another step in Rowe's ambitious new program of supplying direct aid. By working out of the national office, they will both be in an excellent position to provide valuable sales, services and equipment assistance to field operations."

Lunday joined Rowe AC in



BETTY DAVIDSON GARVER, president of DAV-MAR Films, puts one of the Technicolor Magi film cartridges in the storage compartment of one of the company's 8m.m. Cine Fun coin operated machines, as Joe Valenti, chief engineer, lower right, inserts a cartridge in the Technicolor projector. Sam Martin, vice-president and general manager, stands by to watch the operation at the company's plant in Los Angeles.

-Photo by Sam Abbott

1961 and most recently was general manager in charge of background music. He is recognized in the industry for his widespread experience in background music.

Laird, who was formerly gen-

eral manager of Rowe's Canadian operation and before that general sales manager of Vendomatic, Ltd., Rowe's Canadian distributor, has had wide experience in vending sales and marketing.





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62 BILLBOARD

One Way to Beat Shipping Strike



THE RECENT EAST COAST dock strike forced Puerto Rico's Borinquen Music (Casa Wurlitzer) to ship by air. Mario Criscuolo, right, Borinquen sales manager, gives delivery instructions to his crew.



SIX BORINQUEN MUSIC trucks are ready to leave from Isla Verde Airport, San Juan, for Ponce, Mayaquez, Arecibo and Caguas with late-model Wurlitzers.

Draco Turnout Good

DENVER — Despite heavy snow, and subzero temperatures which kept thousands of automobiles stalled through the entire week, Draco Sales Company enjoyed excellent turnout for its

1963 Wurlitzer showing. Draco president Mike Savio put spice into the demonstration program with a Polaroid camera, shooting a 10-second picture of every guest, which went into a huge bulletin board display on the wall.

MOA Enroll Drive Clicks In New York

NEW YORK - The Music Operators of New York's drive to enroll game operators to date has resulted in 10 amusement machines operators joining the association, according to Nash Gordon, executive secretary of the group.

They are Apex Amusement Corporation, Automatic Operator, B&R Amusement, Inc., C&S Amusements, Capitol Amusement Corporation, Chipson Amusement Company, Clover Amusement Corporation, Empire Automatic Corporation, Jay Vending Corporation and M.J.L. Operating Corporation.

Originally founded as an association for music machine operators, MONY has recently adopted a policy of accepting for membership game operators as well.

In the late 1950's a New York game association was active, but this group was disdisbanded several years ago. MONY is currently the only music machine and game association in the city.

Guilty in Tax Case

NASHVILLE-A local pinball machine and juke box operator was found guilty by a federal jury here last week of filing a false income tax return for 1956.

Federal Judge Frank Gray Jr. has set February 11 as the time for sentencing of Allen E. Northern Jr., the operator.



FRED SIPIORA (right), head of Singer One-Stop, Chicago, chats with Dick Gregory following the latter's announcement that he will have a forthcoming album on Vee Jay, "Dick Gregory at Mr. Kelly's." Looking on are Billboard's Nick Biro and Jean Meredith, ardent Gregory fan.

EUROPEAN NEWS BRIEFS

Continued from page 57

Arrow Sales, both from Chicago. . . . Out-of-town visitors recently included Irving Kaye, New York pool table manufacturer, and Earl Feddick, Valley Sales, Bay City, Mich. Both were in town to exhibit at the National Sporting Goods Show. . . . Williams vice-president, Art Weinand, is off this week on a visit to his Canadian Distributor, Laniel Distributing Company. Art informs us he has no intention of getting involved in the governmental crisis up there; he's just interested in coin machine sales. . . . Dave Gottlieb continues with what he hopes will be a six-month vacation in Florida. His brother, Nate, and

son, Alvin, are back home tending to the Gottlieb plant and administering to the needs of the Gottlieb Memorial Hospital, one of the city's newest and finest. Knowing Dave, however, we doubt if he'll be able to take six months away from his business. . . . With the weather turning warmer, Chicago Coin's Harry Biedenkap is again checking conditions at private airports here. Harry is a licensed pilot and an avid flyer. NICK BIRO

when answering ads . . . Say You Saw It in Billboard

COIN

NEW

NEW

MAXIMUM



SEE THE MAGIC OF THESE PLAY-MAKING, **PROFIT-MAKING FEATURES:**

Extra ball feature made by hitting Roto-Star

Making rollovers advances Roto-Target value

Hitting Roto-Target scores indicated value; re-sets target values

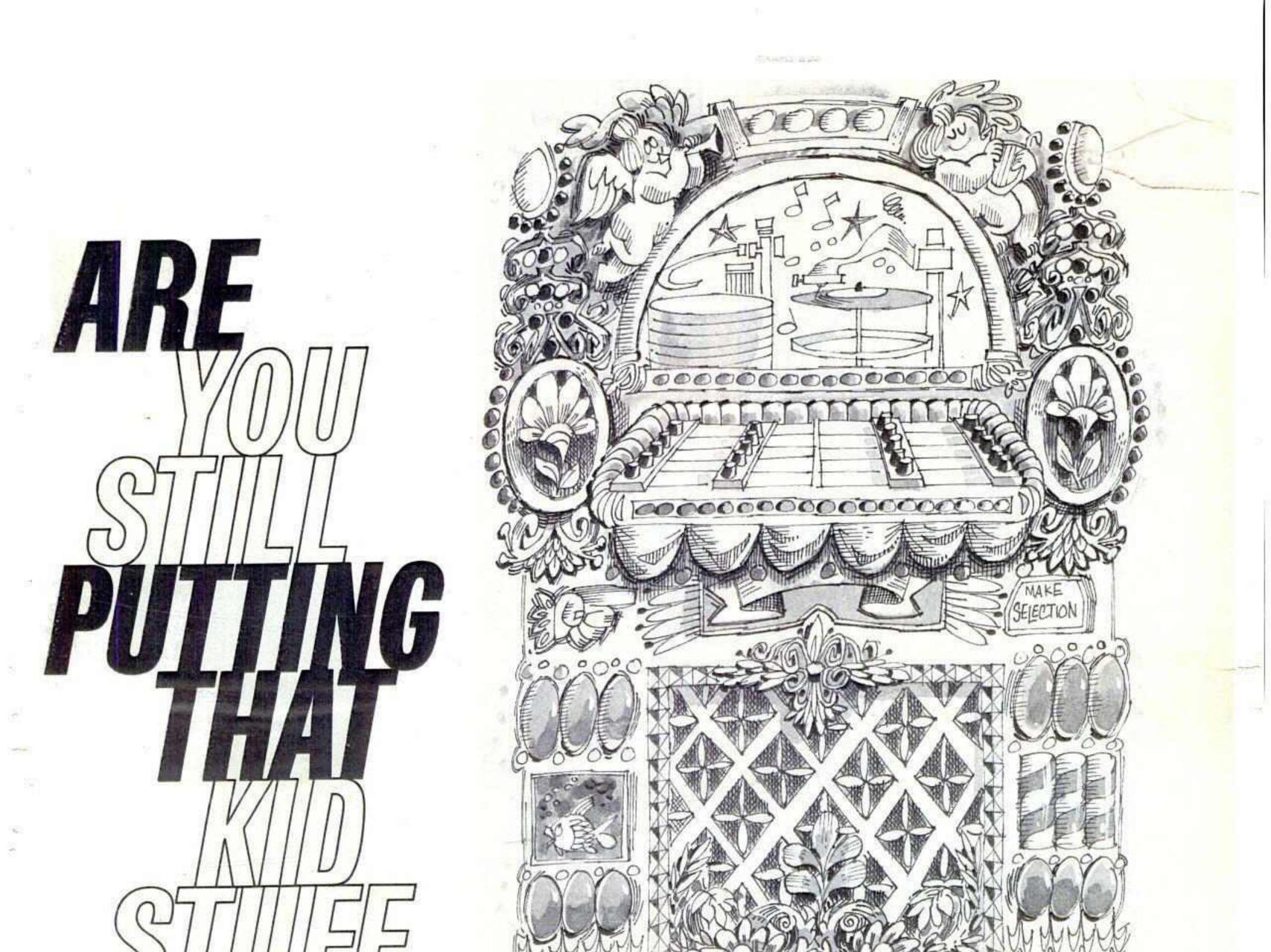
Bulls-eye targets turn pop bumpers on and off

Stainless cabinet trim All the deluxe Gottlieb features



40-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!



YOUR LOGALOUS **7** Then you might as well drive a Maxwell. Today's public spends its money for the strictly up-to-date...from cars to music. Seeburg alone gives you the new phonograph styling...and the new 33¹/₃ stereo albums that people are buying for their homes. Perfect for your present top locations. Perfect to get you into new locations – the revolutionary Seeburg LP Console FRANCIS C LAUDA 118 MIDDLENECK RD PORT WASHINGTON L I N Y 1133 521020 32KR 67801206

PHOTO GALLERY OF Newsmakers



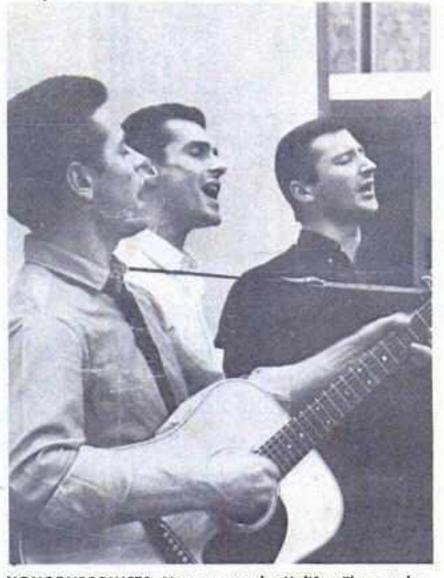
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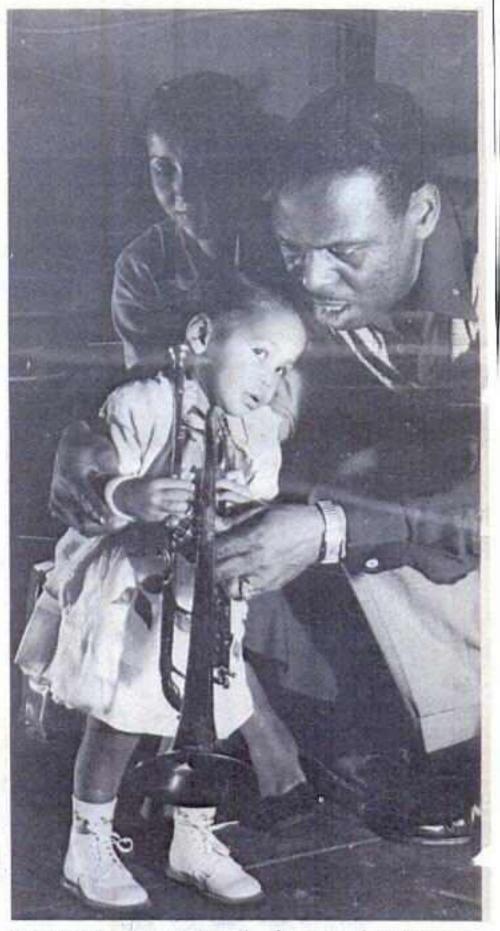
co-starring with Rossano Brazzi and Rhonda Fleming in new movie in which he sings the title song.



ELLA ELATED: Reflecting her emotion is Ella Fitzgerald as she receives plaque from WLIB's Mercer Ellington, honoring her as "Outstanding Singer" at 10th annual festival of Negro Performing Artists held at Carnegie Hall, New York, February 10. Special three-hour show was carried by WLIB.







ONE FINE DAY: Leontyne Price, whose recording of Puccini's "Madama Butterfly" is due as an RCA Victor March release, is interviewed by critic Martin Bookspan for special hour-long "Premiere Showcase" program to be broadcast on QXR Network February 24. Album was recorded last summer in new Rome studios.

NONCONFORMISTS: New group, the Halifax Three, take musical potshot at you-know-who in new waxing on Epic label of "The Man Who Wouldn't Sing Along With Mitch." Group is currently on Canadian nitery tour.



CIN-CIN: Glasses clink as Milva and Claudio Villa greet each other at Milan party for waxings they made at San Remo Festival. Both record on Cetra label.



AMIGO: Andre Kostelanetz, during recent visit to Puerto Rico, discusses new Columbia LP with island composer Rafael Hernandez, left. Local Peer International manager Angel Fonfrias is at right.

HORNBLOWER: Janear Hines, daughter of Earl (Fatha) Hines, blows daddy's trumpet with helping hand from proud parent. Mrs. Jane Hines watches father-daughter duo.



SIGN: Comic Buddy Hackett puts his "X" at gunpoint on contract for weekly hour-long program due to be heard an WNEW, New York, Sundays, at 6 p.m. Admiring Hackett's permanship: John Van Buren Sullivan, vice-president and generalmanager of station, and Vorner Paulsen, right, program director. New audience exists for radio comedy, thanks to "The First Family "



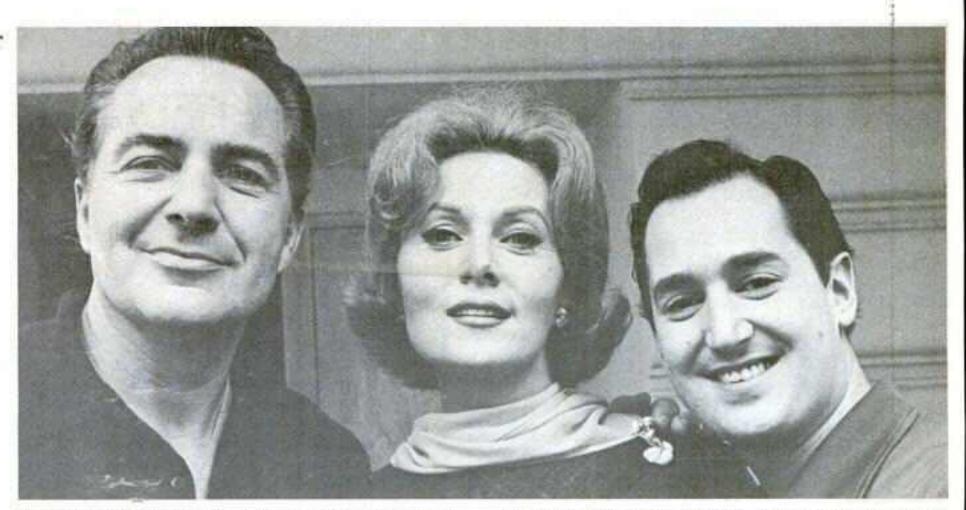
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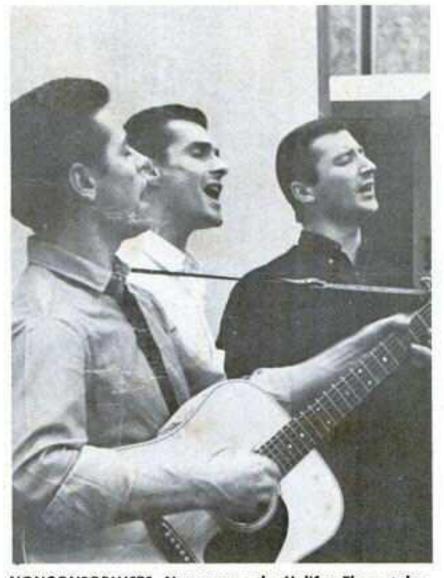
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