

New Payola Tricks Kindle Trade Anxiety

By JACK MAHER

NEW YORK—The music industry, faced with a new wave of payola, is apprehensive over the prospect of federal intervention once again.

Executives of the industry are spending sleepless nights because of the payola talk. They know it is still going on. They also know all the new gimmicks associated with it. But they are deeply concerned that if the talk continues to build, it will eventually bring down government action—perhaps another probe—with

all the attendant noise and embarrassment and damage to the record industry—especially to single records.

Stories about payola have already started to spread in the consumer press. These stories are usually played from the sensational angle, and they come from wild talk right within the trade itself. The responsible record men in the business would like to see all payola ended permanently, even though in today's competitive business it is hard to envisage that change overnight.

The old payola currently is undergoing a lot of new embellishments. The idea is to find new ways to

extend it and to make it look legitimate.

Besides the usual and legitimate courtesies extended to disk jockeys on the credit card system—meals, lodging, furnishings and the rest—some distributors and labels have been known to use airline credit as a means for paying off some jockeys. Tickets are purchased for the deejay, who then turns the ducaats in for a cash refund. This has led to some sardonic categorizations. For instance, a powerful deejay on the take is an "L.A. round-trip." A less prominent spinner might be referred

(Continued on page 8)

JANUARY 19, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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

Billboard

PAGE
ONE
SINGLES

★ NATIONAL BREAKOUTS

LOVE (Makes the World Go Round) . . .
Paul Anka, RCA Victor 8115

RUBY BABY . . .
Dion, Columbia 42662

★ 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.

WHITE LEVIS . . .
Majorettes, Troy 1000 (House of Fortune, BMI) (San Francisco)

END OF THE WORLD . . .
Skeeter Davis, RCA Victor 8098 (Summit, ASCAP) (New York)

FLY ME TO THE MOON . . .
Mark Murphy, Riverside 4526 (Almanac, ASCAP) (Chicago)

OUR WINTER LOVE . . .
Bill Pursell, Columbia 42619 (Cramart, BMI) (San Francisco)

THE BIRD . . .
Dulones, Columbia 42657 (Paliro, BMI) (Chicago)

LET'S STOMP . . .
Bobby Comstock, Lawn 202 (Roosevelt, BMI) (Boston)

LOVE FOR SALE . . .
Arthur Lyman, Hi Fi 5066 (Harms, ASCAP) (Seattle)

M. G. BLUES . . .
Jimmy McGriff, Sue 777 (Saturn-Jell, BMI) (Baltimore)

ANY OTHER WAY . . .
Jackie Shane, Sue 776 (East-Bais, BMI) (St. Louis)

THE DOG . . .
Rufus Thomas, Stax 130 (East, BMI) (St. Louis)

(Continued on page 8)

ARMADA Proffers Label-Distrib Form

NEW YORK—A new, suggested manufacturer-distributor contract form has been drawn up by Bill Shocket of Malverne Distributors here. Shocket, a member of the board of the American Record Merchants and Distributors Association, prepared the form as a result of a resolution passed at ARMADA's board meeting last month in Detroit. The ARMADA contract plan will be discussed in detail at the organization's next board meeting.

The contract plan has three basic sections: (1) Distrib duties and obligations, (2) manufacturer duties and obligations, and (3) conditions of contract termination.

Distributors would be called upon to promote records through radio, TV and newspapers, and window and floor displays. They would maintain a sales force sufficient to call on all large accounts twice weekly and smaller accounts every two weeks.

Contract Breach

Failure to comply would constitute a breach of contract by the distributor and would give the manufacturer an option to terminate the agreement on 30 days' notice. The distributor would also agree to pay all invoices received up to the 25th of the month, or before the 10th of the next month. Further, distributors would agree to hold weekly sales meetings which could be attended by a representative of the manufacturer.

The proposed contract would call upon manufacturers to produce sufficient records to keep the line alive, and to fill orders promptly.

Manufacturers would also agree to abstain from direct sales to the distributor's accounts without written permission. Such direct sales would constitute breach of the agreement. The manufacturer also would agree to supply sufficient advertising material and to furnish the distributor with disk jockey samples of records and LP's at cost.

The third section of the proposed contract form, that dealing with termination conditions, contains a number of detailed provisions. Among these are provisions that the manufacturer can terminate an agreement on 15 days' notice provided the distributor handles one or more other lines comparable in sales potential. Where the manufacturer's line is the only one of major status carried by the distributor, 60 days' notice would be required.

In the case of the first of these classifications, the manufacturer could take immediate

(Continued on page 8)

Ten Top Tunes Still Mainstay Of Wurlitzer

NORTH TONAWANDA, N. Y.—The Wurlitzer Company is holding fast to its Ten Top Tunes feature as its programming ace. The feature, introduced with the 1962 model, is the mainstay of the 200-selection Model 2700 and the 100-selection Model 2710 which will make their debuts in distributor show rooms throughout the nation Sunday (13) through Friday (18).

Some modifications have been made on the optional Ten Top Tunes feature, which involves the player depositing 50 cents in the machine and getting the 10 top-selling tunes, based on trade paper charts, in return.

The feature now goes in the center program of title strips and the display panel is back lighted. The lines, "Deposit Half Dollar—Press the Golden Bar," have been added.

(Continued on page 47)

FILM SOUND TRACKS BEST SIDE STORY IN BRITAIN

LONDON—Film sound tracks, Elvis Presley and the "Black and White Minstrel" album dominated Britain's 1962 best selling LP's. Outstanding seller based on a compilation by the New Musical Express on its LP charts was the "West Side Story" sound track (on CBS); HMV's "Black and White Minstrel Show" album, first issued in 1960, was second. Presley figured twice with his "Pot Luck" (No. 3) and the film sound track from "Blue Hawaii" (No. 7). Another RCA Victor sound track, "South Pacific," came in No. 4—four years after release.



SOLID HIT: Long lines began forming at Imperial Theater box office the day after opening of "Oliver!" an import geared more to album sales than singles. See review, page 10.

FTC to Rule On Practices Conference

WASHINGTON—A decision on whether the record industry will have a Trade Practices Conference, long a goal of such industry groups as SORD and ARMADA, is expected within 10 days. The matter has been under study for a number of months by the Federal Trade Commission, the government body which is the motivating force for such conferences.

The conference idea, which brings together all facets of a given industry in order to develop codes of fair and ethical operating practices, has been under study by the FTC's Bureau of Industry Guidance. More recently it has been discussed by the Trade Practice Conference Division of the Bureau. A source close to the Division said last week that "We'll make our final decision in a week to 10 days."

Patti Honored By Philadelphia Variety Club

PHILADELPHIA — Patti Page, Columbia recording artist, was slated to be honored by the Variety Club at the Bellevue-Stratford Hotel here Monday (14). Miss Page will be presented with the Heart Award, given each year to the entertainer who has done outstanding work for crippled children.

Chairman of the event is David Rosen, Philadelphia Rowe AMI distributor and also a leading record distributor in the area. Scheduled to appear at the banquet were Danny and the Juniors, Jodi Sands, Jimmy Durante and Allen and Rossi.

Two WPEN jockies will play an active role in the affair, with Red Benson as emcee and Larry Brown background narrator.

Capitol Gets Dave Gardner

HOLLYWOOD — Comedian Dave Gardner has signed an exclusive pact with Capitol Records, after receiving his requested release from RCA Victor, Billboard learned last week.

Capitol will launch a promotion campaign to herald the acquisition of the Dixie comic. Tom Morgan will be the label's

(Continued on page 8)

#8129



45 RPM

RCA VICTOR
47-8129

**SAM
COOKE**

**Send Me
Some
Lovin'**

**Baby,
Baby,
Baby**

EXTRA SPECIAL DELIVERY!

NEW CHART-TOPPER ON ITS WAY—BY A SWINGIN' U. S. MALE!

RCA VICTOR



THE MOST TRUSTED NAME IN SOUND



British Trade Happily Welcomes Tax Slash

LONDON—The British disk industry welcomed — with only the slightest reservations by dealers—the tax slash on records late on New Year's Eve. The Government dropped tax from the 45 per cent luxury rate

levy on wholesale price down to 25 per cent. It means an overall drop of about 10 per cent in consumer prices.

At the same time the same reduction was made on radios, television sets and record players. Most important, too, was that it brought an equivalent reduction in the price of juke boxes. Price of Wurlitzer phonographs, for instance, dropped by \$100 or more, depending on the model. The tax concession was passed on its entirety by manufacturers. Dealers have to pay tax at the time of delivery by distributors. Those with large stocks were hit, though an adjustment will be made when profits tax is reckoned at the end of the year.

The Gramophone Records Retailers' Association secretary, Harry Tipple, welcomed the fact that the singles price had dropped to 6s.3d (86 cents). This means that once again three singles can be bought for lb. 1 (\$2.60). EMI issued a statement welcoming the cut, though it was, the firm said, long overdue.

23 Works of Verdi Reach Pub. Domain

ROME — Twenty-three of Giuseppe Verdi's operas went into public domain on January 1, all of the works published by The Recordi Company.

Verdi died in 1901, and under international copyright law the operas should have become p.d. 50 years after his death in 1951. However, the Italian parliament extended the copyright several times.

One reason was to make up for income lost during World War II, and another was to insure that the Verdi Home for retired musicians in Milan, originally endowed by Verdi, would continue to get revenue. Until January 1 Ricordi had paid a proportionate share of its Verdi royalties to the home.

Now, the Italian government will support the home. Three Verdi operas are still under copyright, because the librettist, Arrigo Boito, died in 1918. Copyright on these three operas remains until 1968.

CHARTER GETS LENA & GOGI

HOLLYWOOD—Lena Horne and Gogi Grant have signed contracts with Charter Records, new firm formed by Dick Pierce, ex-RCA Victor West Coast musical director. Gogi Grant recorded her first sides for the label last week. Miss Horne will make her first records for the label sometime this month. Firm will headquarter here.

DEPARTMENTS & FEATURES

General	
Talent	10
Country Music	14
Rhythm & Blues	16
Folk Music	18
Music Pop Charts	
Hot 100	26
Page 1 Singles	1
Top LP's	30
Page 1 Albums	32
Honor Roll of Hits	44
Hot Country Singles	14
Hot R.&B. Singles	16
Record Reviews	
LP Reviews	29
Singles Reviews	24
International	
Hits of the World	20
Intl. News Reports	21
Intl. Exchange	22
Radio-TV Programming	
Programming Newsletter	34
Ready-to-Go Programming	36
Phono-Tape Merchandising	
Equipment Newsletter	41
Best Selling Phonos	43
Coin Machine Operating	
Music Machine Programming	52
Double-Play Disks	52
Bulk Vending	49
Buyers & Sellers Classified Mart	
	46

FTC, Columbia Square Off For Antitrust Hearings

By REN GREVATT

NEW YORK—Hearing Room E, at 30 Church Street here, will be the scene of the opening Wednesday (16) of hearings on the complaint issued by the Federal Trade Commission last summer against Columbia Records, in connection with the Columbia Record Club. Donal R. Moore will be the hearing examiner.

The complaint focuses on two general areas. First is the matter of various stages of exclusivity involved in the Columbia licensing of other label product for release through its club. The

government feels that certain aspects of these arrangements may be in restraint of trade and may have certain monopoly characteristics.

The second aspect under consideration is the use by Columbia of so-called "fictitious" list prices as a basis of value comparison in its record club advertising.

"Cases in Chief"

The hearings will involve what is known as a "case in chief," that is the government's case against the diskery. Second is the "defense case," or the Columbia case.

"The 'case in chief' is ex-

pected to last about six weeks. The first three weeks' hearings will be held in New York. There will then be one week of hearings each in Philadelphia, Chicago and Los Angeles, during which numerous elements of the trade in those cities are expected to testify.

Following the West Coast portion of the government case, the examiner and attorneys will return to New York and after a brief recess, the defense case will be presented. When the hearings are concluded, both sides will present what are termed "proposed findings of fact," outlining in general how they wish the decision to go, together with final briefs.

First Call

The examiner than studies all testimony, proposed findings of fact and briefs and renders an "initial decision with directives." At this stage, if either or both parties feel themselves to have been aggrieved by the decision, an appeal is made for a hearing by the full body of FTC commissioners. This usually takes the form of oral argument and the filing of additional briefs.

A decision by the full Commission against the government cases brings the case to a close since the government has no appeal from a Commission ruling. The defense, however, has the right of appeal to the U. S. Court of Appeals. The Appeals Court decision, on the other hand, can be appealed by either party to the U. S. Supreme Court.

Including initial anticipated three months of hearings and all possible appeals procedures, it's expected that six months or more could pass before a final conclusion is reached.

STILL ON AIR

DJ's Strike for Higher Wages at Philly's WIBG

PHILADELPHIA—Radio developments here last week were highlighted by a strike of WIBG's deejay corps, and the retirement of a veteran WPEN jockey, Doug Arthur, a familiar radio voice in the Delaware Valley area for a quarter century.

Striking WIBG jocks are members of the local chapter of the American Federation of Television and Radio Artists (AFTRA). They include Don L. Brink, George Gilbert, Jack Starr, Ray Gilmore and Frank Poynter. Hy Lit and Joe Niagara, who were listed as AFTRA members in arrears on their dues were not on strike. Neither was top-rated afternoon jock, Jerry Stephens.

It was also reported during mid-week that some jocks on other stations undertook sympathy walkouts of a token nature. Among these were several on WIP and WCAU.

Picket Line

Striking disk jockeys and news announcers threw a picket line around the station's studios—located in a sparsely populated suburb, Lafayette Hills, Pa. William Deal, AFTRA executive secretary, said the strike was authorized by the national board after contract talks "broke down completely." Old contract expired January 1 and an extension ran out at midnight on Monday. While top minimums for announcers are \$150 weekly at WIBG, a Storer chain station, Deal said this figure is \$300 at some other stations. The union also seeks the right to dispute dismissals. At present the station can hire and fire at its discretion.

Joseph T. Conway, WIBG

IT FIGURES: MGM & CORN

NEW YORK—With popcorn sales practically supporting the theatrical movie industry, it was inevitable that MGM Records, as offspring of a movie parent, would seek a tie in between the label and a popcorn concern.

Such a tie-up now exists, with Presto-Pop Popcorn (a sponsor of moppet-appeal TV shows). Under the arrangement, a quintet of albums in MGM's kiddie line will be featured on Presto-Pop-sponsored shows, with audio-visual credits, and awarded as prizes in local write-in contests.

general manager, said that while the minimum for announcers is \$150 per week for those with three years service, the lowest paid newsman earned in excess of \$7,900 in 1962 and the lowest paid announcer earned almost \$8,000 during the same period. Most employes represented by AFTRA, he said, earned well in excess of the \$7,800 per year minimum.

Through it all, the station, (like New York's WNEW which was hit last week by an engineer's strike), managed to stay on the air. Some non-union, supervisory men such as Bill Wheatly, operations manager; Johnny Mahan, production and musical director; and Bill Wright, national sales manager for the Storer chain, of which

(Continued on page 8)

DGG to Test U.S. Tastes As Production Prelude

NEW YORK—Serious-music tastes and preferences of American record collectors, as well as the record trends in fields ranging from FM stereo to college-level education, may soon play important roles in the pre-production planning of Deutsche Grammophon. That's the outlook as voiced by Leo Kepler, classical activities director for the DGG and Archive lines distributed here by MGM Records.

Kepler is due to leave January 18 bound for Hamburg and executive-level meetings with DGG's home-office brass, where he'll report on the results of his own studies of how DGG can develop more sales for its product in the U. S.

"This will be the first time we've been involved in pre-production planning," Kepler said. "We'll discuss such matters as album scheduling in connection with the appearance of artists in the U. S. at the Metropolitan Opera, program trends among U. S. good music stations, the growth of FM stereo and its effect on record promotion, and trends in U. S. record retailing."

Prior to the trip to West Germany, Kepler and Carl Post, sales manager in the U. S. for DGG and Archive, will be attending the Music Educators National Conference meeting in St. Louis, as part of MGM plans to step up sales of DGG yellow

label and Archive product in the educational area.

"There are 17,000 libraries which have classical records, and there are between 6,000 and 7,000 music educators whose influence is felt by more than a million students in public schools," Kepler estimated.

DOCK STRIKE STRANDS DISKS IN HOBOKEN

NEW YORK—The dock strike, which continued to tie up sea-freight shipments in this city last week, brought its share of headaches to MGM Records' classical division. Shipments of several major Deutsche Grammophon albums were sitting, still crated, in Hoboken, N. J., at week's end.

"We've flown in some of the Deutsche Grammophon product by air," said Leo Kepler, MGM classical activities director (see separate story). "But this adds nearly 50 cents per album to basic costs, and this is too much to handle for any length of time."

Also affected by the dock strike: London Records, certain EMI product, Monitor Records, Pathe-Marconi and some specialty importers.

Reprise Shoots Into Singles League

HOLLYWOOD — Reprise Records, founded primarily as an album label, is launching an all-out drive for a place in the singles sun. The new policy is due to the measure of singles success the firm enjoyed during the last quarter of 1962.

In addition to its established artist line-up, headed by Reprise owner Frank Sinatra, the label has been adding talent to its roster specifically aimed at luring the teen trade by singles products. This list includes Dorsey Burnette, Ral Donner, Jimmy Griffin, Little Joe, Mary Miller and Nancy Sinatra. Reprise will continue to utilize the talents of Frank Sinatra, Sammy Davis Jr., Dean Martin among others of its LP attractions, in singles releases.

To help achieve its singles goal, Reprise added to its artist and repertoire corps producer

Jimmy Bowen. It also utilizes the production talents of Don Costa (who is responsible for the label's "Pepino" platter), Ray Ellis, Ronnie Sclar and Kelly Stone.

Company-produced singles products, whether by staff a.&r. men or free-lancers, will be buttressed with masters purchased on the outside. The label has harnessed its distributors to scout for likely hit singles in their respective areas, and is offering them an incentive to come up with winners.

To intensify its singles drive, the label has armed itself with full-time sales promotion crews, including Bill Spitalsky (New York), Fred Salem (Chicago), Joe Galkin (Atlanta), Jerry Meyers (covering the Buffalo-Albany territory), and Sam Laine (Los Angeles). All serve under the direction of Ernie Farrell, Reprise's national promotion director.

Victor's New Year Action Already Creating Bustle

NEW YORK — RCA Victor had its biggest year ever in 1962 and it expects 1963 to be even stronger. This was the word last week from Norm Racusin, the firm's operations head. Racusin said that Victor in 1962 was far ahead of its 1961 sales figures both in LP's and singles. Red Seal sales also showed an increase over 1961, an increase that had started to build early in the year.

Racusin said that Victor had already started putting into action its 1963 sales, promotion, publicity and advertising programs. He noted that Victor was committed to substantial investments in 1963 in its new office now being built—and expected to be completed in 1963—in Los Angeles.

Racusin also announced that Victor was building a distribution warehouse at its Indianapolis facilities, which would help its own distribution, its record club, and its custom pressing operations.

Heavier Ad Sked

In addition to its real estate investments, said Racusin, Victor has scheduled an even heavier advertising budget for 1963 than its 1962 allotment, which was heavy. And Racusin stated that Victor would spend more on promotion, and on recordings in 1963 than in previous years.

Racusin said that Victor was still not happy with the percentage sales of singles records as compared to LP records. He said that Victor thinking was that larger single sales were tied to more sales of 45-r.p.m. record players, even though he said that Victor has no plans for an all-out 45-r.p.m. player campaign at this time. Price, he said, was not a factor in increasing sales, it was a question of product and machines.

Excitement?

The operations chief said that

Autry Helms CMA's 1st Quarterly Meet

NASHVILLE — The officers and board of the Country Music Association will hold their first quarterly meeting of the new year in New York at the Savoy Hilton Hotel Thursday and Friday (24 and 25). Meeting will be helmed by Gene Autry, who was recently elected president of CMA.

Mrs. Jo Walker, executive secretary, said that on the agenda are such key topics as the organization's plans for a second radio station survey, a drive to achieve the recognition by Madison Avenue of country music as an advertising medium, and a review of plans for construction of a country music museum in Nashville, which would also house CMA headquarters.



LARRY HENLEY, newest find for Hickory Records, released his first record last week. The session was handled in Nashville by Wesley Rose, who predicted Henley to become one of the outstanding artists he has had the pleasure to work with.

(Advertisement)

Eddy Arnold Set For Houston Stand

HOUSTON—RCA Victor artist Eddy Arnold has been signed for a 12-day appearance in the French Quarter Club of the new Continental Hotel here, starting February 20 and running through March 3.

The engagement runs concurrent with the Houston Fat Stock Show and Rodeo at the Houston Coliseum.

LATE SPOTLIGHTS ALBUMS

Color cover reproductions of the following album spotlights will appear with complete reviews in next week's issue.

Pop

STEVE LAWRENCE WINNERS

Steve Lawrence. Columbia CL 1953 (M); CS 8753 (S)—No. 1 in Hot 100, Lawrence should have an album smash.

SINATRA & BASIE

Frank Sinatra and Count Basie. Reprise R 1008 (M); R9 1008 (S)—Potent new wax team should shake up plenty of action.

KITTY KALLEN'S MY COLORING BOOK AND HER OTHER GREAT HITS

Kitty Kallen. RCA Victor LPM 2640 (M); LSP 2640 (S)—Thrush's current revival can sell albums as well as singles.

FLY ME TO THE MOON AND THE BOSSA NOVA POPS

Joe Harnell, His Piano and Ork. Kapp KL-1318 (M); KS 3318 (S)—Maestro-arranger's fast-moving single should stir album sales.

SINGLES

Pop

THE TORNADOES

GLOBETROTTER (Ivy, ASCAP) (2:40)—LIKE LOCOMOTION (Ivy, ASCAP) (2:08)—Coming off their No. 1 smash, "Telstar," the British instrumental group has a pair of potential winners. First up is a smart styling not unlike their earlier hit, except for a catchy bossa nova beat. Flip is more in the rock groove and equally good. London 9579

THE MARKEYS

BO-TIME (East, BMI) (2:40)—Solid dance wax for the combo that should have the kids stepping. Guitars, horn and organ are all used for fine effects and the side should move fast. Flip is "The Dribble" (East, BMI) (2:20). Stax 133

PAT BOONE

MEDITATION (MEDITACAO) (Duchess, BMI) (2:40)—DAYS OF WINE AND ROSES (Witmark, ASCAP) (2:37)—Boone may have a pair of hits on this dinking. First is a mighty stylish vocal version of an instrumental bossa nova hit, done to a lush, smooth arrangement. Flip is the Mercer-Mancini movie tune and the pleasant melody gets a salable reading. Dot 16439

Atlantic Plan Has a Little For Everybody

NEW YORK—Atlantic-Atco Records is trying to have something for everybody in its 1963 album sales plan.

Uppermost in most minds, of course, is the one-for-seven discount being offered (this breaks down to 12½ per cent), but the label is also interested in providing special incentives and bonuses for members of the trade from distributor to dealer.

The program gets under way Tuesday (15) and runs through February 28. It has been titled "The Sales Beat of Great Entertainment" and features, along with the discount, a special distributor salesman's incentive; 30-60-90 days delayed billing arrangement for qualified dealers and an extensive radio and newspaper advertising program.

A provision of the program (Continued on page 8)

Billboard

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

Publisher

Hal B. Cook New York Office
Editorial Office
1564 Broadway, New York 36, N. Y. PLaza 7-2800

Editor-in-Chief Sam Chase
Editors Robert Rolontz, Aaron Sternfield

Associate Editor Ren Grevatt

Department Editors, New York
Music News Robert Rolontz
Phono-Tape & Special Issues Ren Grevatt
Radio-TV Programming Charles Sinclair
International News Jack Maher
Talent & Copy Editor Jack Orr
Coin Machines Aaron Sternfield
Editorial Assistant Nikki Kalish

U. S. Editorial Offices

Cincinnati, Exec. News Editor, Wm. J. Sachs
Chicago, Midwest Editor Nicholas Biro
Hollywood, W. Coast Manager Lee Zhit
Washington Larston Farrar & Mildred Hall
Nashville Mark-Clark Bates

Research Department, New York
Director Thomas E. Noonan
Pop Charis Mgr. Andrew Tomko

Production Department, New York
Art Director Lee Lebowitz

General Advertising Office, N. Y.
Director of Sales Andrew Cside
Advertising Manager Peter Heine
Promotion Mgr. & Intl. Sales Frank Luppino
Midwest Music Sales Richard Wilson
West Coast Music Sales R. McCluskey

Coin Machine Adv., Chicago
Coin Machine Ad. Mgr. Richard Wilson

Circulation Sales, New York
Circulation Manager Walter F. Grueninger

Subscription Fulfillment
Send Form 3579 to
2160 Patterson St., Cincinnati 14, Ohio
Fulfillment Manager Joseph Pace

U. S. Branch Offices

Chicago 1 188 W. Randolph St.
CENTRAL 6-9818
Hollywood 28 1520 North Gower
HOLLYWOOD 9-5831
St. Louis 1 812 Olive St.
CHESTNUT 1-0443
Washington 5, Rm. 889, Natl. Press Bldg.
ME 8-3422, 8-3423, 8-3424
Nashville 3 1701 West End Ave.
Tel.: 244-1836

International Offices

European Office Arthur Rosett, Dir.
44 Curzon St., London W. 1
Brazilian Office Mauricio Quadrio, Dir.
Rua Visconde de Gavea 125
Rio de Janeiro
Argentine Office Ruben Machado, Dir.
Lavalle 1783, Buenos Aires

Cable Address:

BILLBOARD, NEWYORK
Subscription rates payable in advance.
One year, \$15 in U. S. A. (except Alaska, Hawaii and Puerto Rico), Canada and Europe. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address.

Published weekly. Second class postage paid at Cincinnati and at additional entry office. Copyright 1963 by The Billboard Publishing Company. The company also publishes Vend, the semi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$10; High Fidelity, the magazine for music listeners; one year, \$7, and American Artist; one year, \$7. Postmaster, please send Form 3579 to Billboard, 2160 Patterson St., Cincinnati 14, Ohio.

Vol. 75 No. 3

Cleveland to Air Dick Clark For 24 Hours

CLEVELAND — Because of the volatility of singles popularity, syndicated deejay shows go out of date fairly quickly. WHK, Cleveland, has capitalized on the "time value" of the new syndicated "Dick Clark Show" to launch it in Cleveland radio with a real bang.

Starting date for the daily Clark series on WHK is January 14. This is nearly two weeks after the show was launched in syndication, and new episodes have been accumulating at the rate of two hours daily, five days a week.

Accordingly, WHK is taking the 12 Clark taped shows so far and will program them as a 24-hour "spectacular" January 12-13. Cleveland's newspapers are on strike, and WHK feels the spectacular will make up for the press kickoff which would normally accompany such a new show.

Name Lieberman NARM Keynoter

NEW YORK — The keynote speaker at the forthcoming NARM convention to be held in San Francisco on March 3 will be Goddard Lieberman, president of Columbia Records. Lieberman will address the group at the opening business session on Monday, March 4.

NARM convention is the fifth annual meet to be held by the record jobbers. Jules Malamud, executive secretary of the organization, said that advance registration forms for the 1963 convention will go in the mail this week to both regular and associate members.

NASHVILLE PAIR OFF FOR EUROPE

NASHVILLE—RCA Victor's Chet Atkins and John Loundermilk are scheduled for a whirlwind public appearance and promotion tour through Europe beginning February 15. They will play TV dates in Rome, France and England and will make personal appearances in several West European cities. They'll return here March 2.

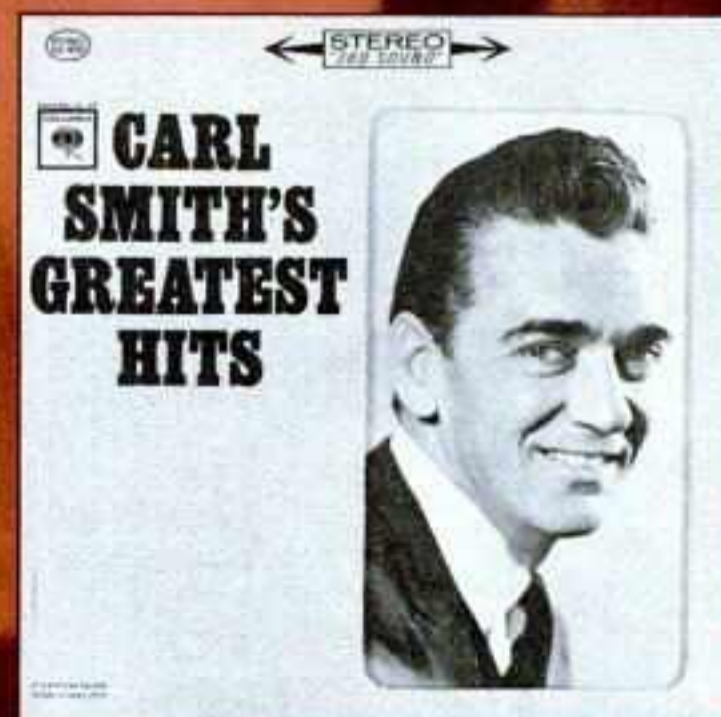
THREE RED-HOT ALBUM RELEASES



CL 1930 / CS 8730®



CL 1855 / CS 8655®



CL 1937 / CS 8737®

The Hottest Brand of Country Music Is on Columbia Records 

ADVANCE SALE BRISK FOR RAY PRICE TOUR

NASHVILLE — The Ray Price Show, one of the largest C&W packages assembled in several years, is now on tour in the West with what promises to be a highly successful effort. According to early reports, advance sales were booming in several key tour cities. In Bak-

ersfield, Calif., sales had totaled more than \$4,000 eight days before the show. Good advance sales were also reported in Oakland, Calif., and at Long Beach.

The tour will be under close scrutiny from many quarters because of its composition. Unlike many tour shows of this kind, the show is void of artists who are considered as much pop artists as they are C&W artists.

On tour with Price are Webb Pierce, Minnie Pearl, Carl Smith, George Jones, Stonewall Jackson, Red Sovine, Claude King and Billy Deaton.

The tour opened Thursday (10) in Ft. Worth. The artists, who are making the tour in a chartered DC-6, were also set for Shreveport (11); San Antonio, Tex. (12); Albuquerque, N. M. (13); Austin, Tex. (14); Bakersfield (15), Sacramento (16), Long Beach (17), and Oakland, Calif. (18).

Oscar Davis, Price's personal manager, set up the tour for the Ray Price Enterprises through the Jim Denny Artists Bureau in Nashville.

Vogel Made Chairman of MGM Board

NEW YORK — Joe Vogel, president of Metro-Goldwyn-Mayor (parent of MGM Records), is moving "upstairs" to the post of MGM chairman. Vogel replaces George L. Killion and, in turn, is being replaced as president and chief executive officer by Robert H. O'Brien, MGM executive vice-president.

O'Brien's election was announced at the regular January meeting of MGM's board of directors. Before joining MGM in 1957, he was an executive v.-p. of American Broadcasting Company and a director of AB-PT.

Billy Mure Starts Own Productions

NEW YORK — Arranger-conductor Billy Mure is starting his own producing firm called Billy Mure Productions. In recent months Mure has completed sessions with Tony Newley, Jimmy Clanton and the Little Sisters.

He also arranged the session for the current smash, "Bobby's Girl," with Marcie Blane. Recently a number of his songs have been waxed, including "Young at Love," by Robert Goulet, "Going to Boston," by the Little Sisters and "Toy Balloons," by Toni Sante. Mure's new firm will make masters and peddle them to diskeries, and will also make LP's.

Peter Pan Kiddie Label Now on Exclusive Basis

NEW YORK — The Peter Pan kid label is now becoming available to distributors on an exclusive basis, according to Ira Moss, executive vice-president of Ambassador Records. Ralph Gould is leaving on a trip to visit distributors and to present the label's new releases, which include LP's with Captain Kangaroo and new educational disks.

JAY LASKER JOINS DEL-FI

HOLLYWOOD — Jay Lasker last week joined Del-Fi Records as executive vice-president, taking charge of that firm's sales, production planning and merchandising. Lasker, a veteran in disk sales, most recently had served as president of Reprise Records Sale Company, and prior to that, headed sales for Kapp Records as vice-president of its distributing corporation.

Kapp Orders Hit Million

NEW YORK — Kapp Records racked up over \$1 million in orders at its sales meet held last Sunday (6) at the Savoy Hilton Hotel here. Meeting was the most successful in the firm's history. Orders covered both new and catalog product, sparked by the firm's new LP's by Roger Williams, Joe Harnell, Jose Jimenez, Chad Mitchell Trio and Kenny Ball.

Philly Concerts Rebound Big With Stress on Jazz & Folk

PHILADELPHIA — With location stands for the music makers virtually extinct in the city proper, the center of musical attention now goes to the concert stage. And while it wasn't too long ago that there was a steady run of "bombings" for big bands and jazz concerts, now the boom is on. The first month of the new year finds the local concert scene jammed with the largest variety of attractions ever offered within a four-week period.

Biggest concert news is the "rare" appearance here of Benny Goodman, coming to the Academy of Music on January 22 with a \$5 top. Combining the classical and jazz, Goodman will be backed by the Berkshire String Quartet for the classical section, with trumpeter Bobby Hackett getting feature billing in the jazz quarter.

First in was Vaughn Meader, who held forth at the Academy on Tuesday night (8) with his full "First Family" company. "Contrasts" in jazz was presented in concert on Sunday night (13) at the YM/YWHA Auditorium with the Jimmy Amadia Jazz Trio in "Music of Improvisation," contrasting with the Wallingford Trio in "Music by Intention." The Robert Shaw Chorale and Orchestra comes to

the Academy of Music on January 24, with the Academy also being the stage for Ella Fitzgerald on February 3.

Folk concerts have been the real sell-outs here this season, and Geula Gill and the Oranim will be at Town Hall on January 20, with Odetta on the same stage February 1.

There should be continued concert activity in the months to follow. Peter, Paul and Mary are already set for a return concert date late in February at the Irvine Auditorium on the University of Pennsylvania campus, and around the same time Theodore Bikel will be coming in to suburban Cheltenham High School. Already set for a March 31 concert date at Town Hall is Martha Schlamme.

Chart Correction

NEW YORK — An error appeared in last week's (1/12/63) Monaural LP chart. Position 68 was listed erroneously as "Jazz Meets the Bossa Nova" by Stan Getz on the Verve label. The artist and label was correct but the title should have been listed as "Big Band Bossa Nova." Billboard regrets the error and any inconvenience it may have caused.

Epic Discount: 15% Till March

NEW YORK — Epic Records has inaugurated a sales program which calls for a 15 per cent discount on distributor purchases from now through February 28. Discount applies to all LP's and tape in the catalog as well as new releases.

Part of the program involves a dealer window display contest, according to national sales chief, Len Levy. The dealer

making the best use of the label's display material will be awarded an all-expenses-paid, four-day vacation trip for two.

On the artist level Epic Records has signed Bobby Helms to an exclusive pact. The country chanter, formerly on Decca, will be recorded in Nashville by executive producer Don Law.

UA Trots Out 27 New Ones

NEW YORK — United Artists Records held its distributor meetings at the Americana Hotel here, last week (4) by displaying the firm's newest LP and single product. The label is offering a 10 per cent LP discount during its album plan period.

UA is currently hot on singles with the Exciters, Baby Jane and the Rockabys, George Jones, Mike Clifford and Gene Pitney (distributed for Musicor). Art Talmadge, the label chief, noted that plans for an even hotter LP line.

There were 27 new albums unveiled during the "1963 Jamboree" national sales meeting, including five from the Tale-Spinner's kiddie line, five from jazz, and 17 pop sets. Host of the meeting was Morrie S. Price, national sales chief.

In addition to the launching of new product and special entertainment for distributors in town for the event, UA made special awards to four regional distributors who attained outstanding sales performances during the year.

The awards went to Marnel Distributing, Philadelphia, Marshall Verbit, accepting; John O'Brien for his firm in Milwaukee; Al Sherman, for the achievements of Big Town Distributors of Los Angeles, and Henry Stone received the award for the Tone Distrib firm of Miami.

Command Distribbs Hear 5 Albums At New York Meet

NEW YORK — Command Records held its first distributor meeting of the new year here at the Great Northern Hotel last week. President Enoch Light and Sales Manager Loren Becker demonstrated five new albums being released in January. The release contains two classical albums by the Pittsburgh Symphony and sets by the Ray Charles Singers and Tony Motola. It was also revealed at the meet that an LP by bassist Bob Haggart, of "Big Noise From Winnetka" fame, will be released in February.

Monarch Coast Plant Humming on Shifts

LOS ANGELES — The new plant of Monarch Record Manufacturing Company has boosted its production capacity to 4,000,000 units a month, double that of a year ago, according to Jerry Blaine, president of Cosnat Corporation, which owns the plant. The facility is Monarch's second in this city, and is now operating on a three-shift, 24-hour-a-day schedule.

Plant contains 16 injection molding machines, each capable of turning out a single and an LP simultaneously. And the machines can also turn out toys and plastics when the schedule

Starr's WB Pact Extended 3 Years

NEW YORK — Herman Starr has entered into a new employment contract with Music Publishers Holding Corporation, a subsidiary of Warner Bros. Pictures, Inc., whereby he continues for three additional years in his capacity of general manager, effective January 1. His salary is \$2,000 per week. The new contract follows expiration of his old one-year pact.

Part of the new contract calls for Starr to become a part-time consultant to MPHC when his new three-year deal expires. The consultant's deal will run over a five-year span and will pay him \$500 per week. The contract also stipulates that in the event of his death the salary will be paid to his widow for the unexpired portion of the contract at the same rate during her life.

Starr is known to have taken increasingly close part in the planning of the Warner Bros. record wing's activities in the past couple of years.

Disks Half Off In New A-F Plan

NEW YORK — Audio Fidelity Records has launched a major dealer-consumer sales plan to continue through February 15. Ervin Bagley, sales manager, said consumers, during the period of the program, can get one A-F album at half-price with every one purchased at regular suggested list price.

Dealers will be able to buy product on a one-free-for-three-purchased deal, amounting to a 25 per cent discount. Normal mark-ups are thus maintained. The plan, which encompasses the entire catalog, mono and stereo, will be backed by consumer advertising, and dealer displays and merchandising aids.

Int'l Disk Fest Now Eyes Vegas as Site

LONDON — Disappointed with the reactions of the major British manufacturers to his projected International Disk Festival, organizer Barry Langford is now involved in talks to stage the event in Las Vegas.

It was due to be staged at Brighton, 50 miles south of London, in May, but on his recent U. S. visit Langford says he received a proposition from Las Vegas for a more advantageous presentation. This involves an eight-day trade festival, beginning October 21, but many of the events would continue over a period of a month.

Langford feels if he can get the festival off the ground in 1963 in the U. S. he would be able to present it the following year in Britain. He reports that U. S. companies he reached would have preferred the event to be held in Europe.

permits. Cosnat acquired the firm about two years ago, in March, 1961.



MR. RECORD DEALER

For Fast Profits and Quick Turn-Over in Record Sales

BILLBOARD DEFINITELY IS YOUR BEST BUYING GUIDE!

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati 14, Ohio
Please enter my subscription to BILLBOARD for

1 YEAR \$15 3 YEARS \$35 New Renew
 Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates are for U. S., Canada and Europe. Other overseas rates on request.

Company _____
 Name _____
 Address _____
 City _____ Zone _____ State _____
 Type of Business _____ Title _____

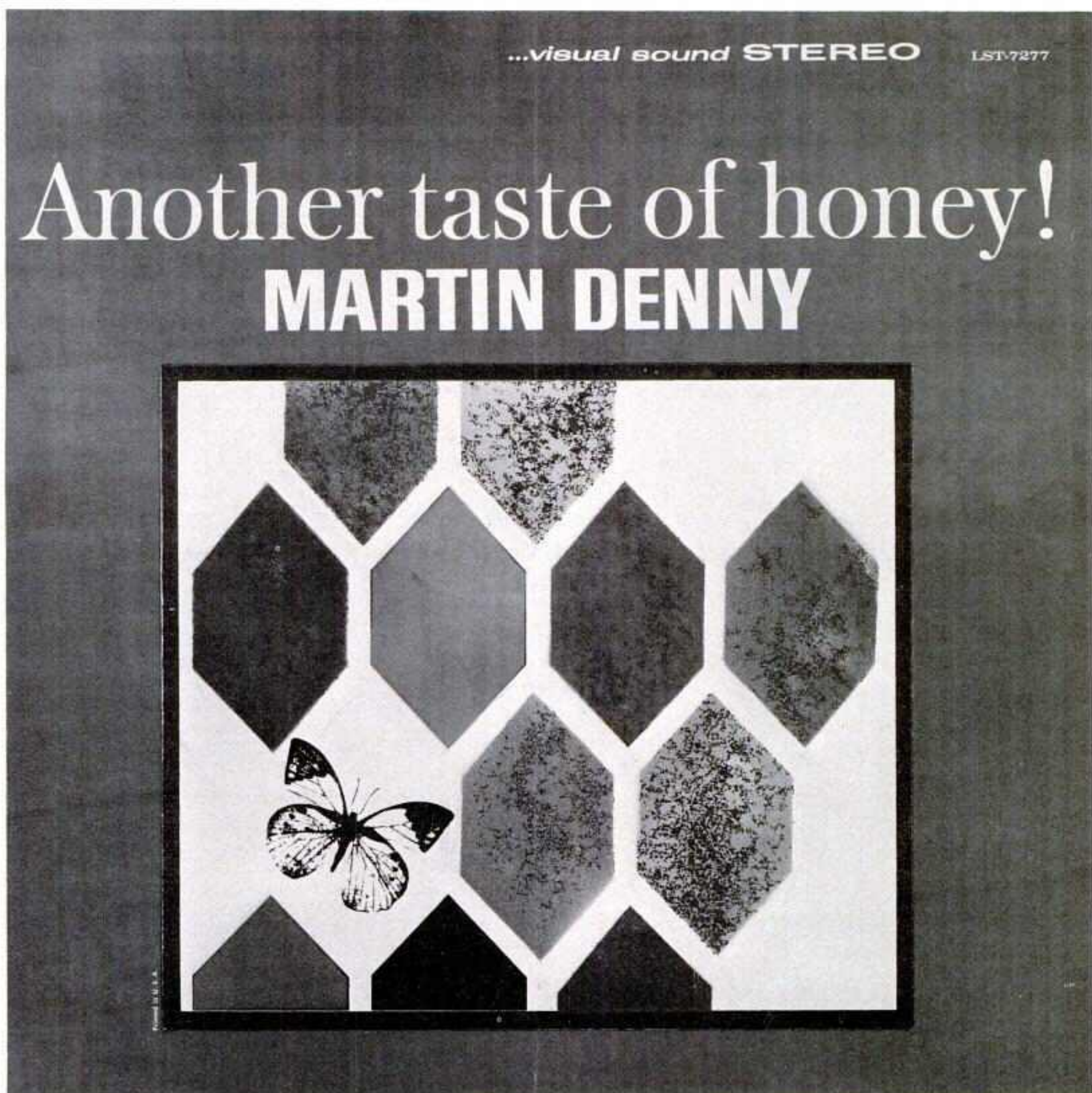
Display Billboard's Big "HOT 100" and "TOP LP's" Record Charts

That Come to You Every Week

THEY'LL INCREASE SALES

Subscribe Now →

ANOTHER TASTE OF HONEY, ANOTHER TASTE OF HONEY, AN
OTHER TASTE OF HONEY, ANOTHER TASTE OF HONEY, ANOT
HER TASTE OF HONEY, ANOTHER TASTE OF HONEY, ANOTH
ER TASTE OF MONEY, ANOTHER MARTIN DENNY HIT ALBUM



LRP-3277/LST-7277

10% CASH DISCOUNT
100% EXCHANGE PRIVILEGE
PAYMENTS: 1/2 MARCH 10, 1/2 APRIL 10, 1963

LIBERTY RECORDS



A SUBSIDIARY OF AVNET ELECTRONICS CORP.

Payola Tricks Kindle Trade Anxiety

• Continued from page 1

to as a "Boston, one-way."

Jockeys on the take—and fortunately there are still few of these in relation to all of the honest jocks—have had a number of cash-getting plays working in their favor for some time. One is the selling of large quantities of disks, obtained free for record hops, through a fence to retail outlets. Another has disk artists appearing at profit-making hops and concerts with the local distrib or national label picking up the tab and the jockey getting an agent's commission for booking the act.

Pay-or-play is a very serious business to those manufacturers and distributors who signed consent decrees as a result of the 1960 investigation. There are a good many labels, however, who have never signed consent decrees and have only come into business since the payola inquiries. These labels have the consent signers at a disadvantage.

Consent decree signers agreed not to engage in any payola activities in the future, without any implication that they had given payola in the past.

Jockeys on the take can some-

times be reached through independent promotion men. This supposedly takes the onus of such handouts away from a label or a distributor. Another form of operation has a small regional label or indie production man breaking a record with pay-for-play through its local stations into a regional hit. At this point a larger label picks up the disk, for national distribution but doesn't continue the payola. In some cases, a larger label might have a set agreement to pick up anything that looks good in a specific area on such a label.

The vast majority of consent signing manufacturers have seriously tried to keep their hands clean of the new payola intrigues. They have been frustrated, however, by the way in which some of the newer, non-consent-signing labels have been swinging over the past year.

The industry, therefore, finds itself in the dilemma of not wanting an investigation—but having no strong method of policing itself. Most sober minds are saying that something must be done to lift the payola stigma from the industry.



Dot Records president, Randy Wood (left), last week appointed Pete Vescovo (center) as a vice-president of the Dot Records Distributing Corporation, handling administrative operations of the label's 18 company-owned branches and independent distributors. In his new capacity, he will work with Mrs. Christine Hamilton (right, Dot's vice-president in charge of sales, and with Wood. Vescovo has continued to climb the Dot executive ladder since joining the firm in 1960 as manager of its New Orleans branch. A year later, he was named internal auditor for all Dot distributorships, and last July Wood appointed him branch administrative director for all Dot-owned branches.

—Photo by Sam Abbott

INDUSTRY BRIEFS

A Clarification

LONDON—The case of Campbell, Connelly & Company vs. Ray Noble over the American renewal rights to the song "The Very Thought of You" (Billboard, December 1), was decided in favor of the plaintiffs under the law of English contract—not the English copyright law.

The High Court accepted the plaintiff's contention that under the rules of construction applied to the English of contract, the wordings used in the agreement by Campbell, Connelly & Company with Ray Noble, the composer of the song, was sufficient to include the second term of the United States copyright.

Frank Sues MPO, Ford

NEW YORK—Frank Music has filed suit in New York Federal Court for \$50,000 damages, and an injunction and an accounting for alleged infringement of the tune "Heart" by Dick Adler and Jerry Ross. Defendants are MPO Sales and Training Programs, and the Ford Motor Company. Suit says that defendants were authorized

WIBG D.J.'s Strike

• Continued from page 3

WIBG is a member, took over the mike chores.

Local tradesters were watching for additional developments at presstime Saturday, when several of the non-striking jocks were to run record hops. The question among promotion men here was what to do with artists who were in town to appear at the hops. These artists are members of AFTRA and the question was whether, as members of a striking union, they could appear with a jock not honoring the strike.

On another tangent, promotion men and local distrib were asked by strikers to mail records rather than bring them personally to the station, which would constitute crossing the picket line.

In connection with Arthur, local tradesters and friendly radio competitors tossed a testimonial dinner for him at a local establishment last week. The event was characterized as an emotional affair on the occasion of the jockey's retirement from his long time mike post at WPEN.

to use an arrangement of the tune for a onetime, non-theatrical and non-commercial performance as a sales training device produced by MPO for Ford. Suit claims defendants publicly performed the tune as arranged for the film and used portions for a recording as well. Suit seeks treble damages under the copyright law.

Philips Gets Mulligan

CHICAGO—Gerry Mulligan, noted baritone saxophonist has been signed to a long-term pact by the Philips label, with his first album—under Quincy Jones' direction—due for release by Philips on February 20.

Charge Infringement

NEW YORK—Jonware Music has filed suit against Paul Winley of Ninny Publishing Company and John Cortez of Cortez Music in New York Federal Court over alleged infringement of the tune "Love Is Strange" by the tune "Rinky Dink." "Love Is Strange" was originally published by Ben Ghazi Enterprises in 1956, and on October 1, 1962, was turned over to Jonware Music. Complaint states that "Rinky Dink" contains substantial portions of plaintiff's tune "Love Is Strange." Suit seeks an injunction, payment for damages sustained and accounting of all moneys.

ARMADA Proffers

• Continued from page 1

possession within 45 days. Inventory would include all salable stock, defectives and returns.

Upon termination of an agreement, both parties would notify all the distributor's accounts that the manufacturer will accept all returns.

If a termination involves a distrib that has only that manufacturer as its major line, the manufacturer will continue supplying merchandise to accommodate normal business until the day of termination, provided credit is within 20 days of being current.

If a distributor breaches the contract because of failure to properly promote and exploit the line or through failure to make required numbers of calls on accounts, the manufacturer would not be required to repurchase the inventory.

PAGE ONE SINGLES

• Continued from page 1

GREENBACK DOLLAR . . .

Kingston Trio, Capitol 4898 (Davon, BMI) (Los Angeles)

TELL DADDY . . .

Ben E. King, Atco 6246 (Aldon, BMI) (Baltimore)

ZING! WENT THE STRINGS OF MY HEART . . .

Furys, Mack IV 112 (Harms, ASCAP) (Los Angeles)

FIRST STAR . . .

Frankie Love, LaRosa 101 (Hill & Range, BMI) (Philadelphia)

COOL WATER . . .

Blue Belles, Newton 5009 (American, BMI) (Baltimore)

NARM Adds New Rack Members

NEW YORK—Three record rack jobbers and one record label have joined the National Association of Record Merchandisers (NARM). Rackers are Garden State Record Distributors, Rochelle Park, N. J.; Hit Records, Inc., of Chicago, and Park Record Distributors of Hartford, Conn. New associate member is Cosmo Recording Company, manufacturer of the kid line, Simon Says. Total number of rackers now in NARM is 47.

Atlantic Plan

• Continued from page 4

makes special considerations on advertising applicable to dealers through March 31 despite the February 28 discount deadline.

Atlantic is making a special pitch to retailers to display promotional material about the new "Do the Bossa Nova" album by Herbie Mann. The firm has instituted a special gimmick which offers a free Mann album to all dealers who prominently display window streamer and oversized divider cards declaring the album's merit. Easel back displays and kleen-stik lithos are also being distributed and the label is also issuing two-color catalogs.

Two bossa nova packages are leaders among the Atlantic product. The Herbie Mann set is included as well as a Joao Gilberto LP. In addition the program includes a LaVern Baker "See See Rider," a comedy package by the offbeat Shel Silverstein, and jazz sets by Mose Allison, Kenny Clarke, Dave (Fathead) Newman and Charles Bell. Mr. Acker Bilk sparks the Atco product with an LP "Only You," and there is a blues package from John Lee Hooker.

Cap Gets Gardner

• Continued from page 1

artist and repertoire producer handling Gardner.

Meanwhile, band leader Freddie Martin returned last week to the Capitol Record artist roster after an absence of two years. He was signed to a long-term exclusive contract by label President Alan Livingston.

For the past two years he had been on Kapp. Martin first joined Capitol in 1957 after 25 years with RCA Victor.

ETHEL MERMAN ONE OF THE TEN HEADLINERS IN THE REPRISE JAN.-FEB.

\$74,000,000

TALENT BONANZA

WORLD PREMIERE NIGHT CLUB ENGAGEMENT

MERMAN IN VEGAS

YOU'RE AN OLD THERE'S YOU CAN'T GET COMES NATURALLY EVERYTHING'S IT'S DELICIOUS OF CHERRIES PLEASE SHE HOSTESS

SMOOTHIE NO BUSINESS LIKE SHOW BUSINESS A MAN WITH A GUN LET'S BE BUDDIES COMING UP ROSES SMALL WORLD MAKE IT ANOTHER OLD FASHIONED THEY SAY IT'S WONDERFUL WITH THE MOSTES' ON THE BALL

BLOW, GABRIEL, BLOW I GOT RHYTHM A LOT OF LIVIN' TO DO DOIN' WHAT I GOT THE SUN IN THE MORNING THIS IS IT ANYTHING GOES LIFE IS JUST A BOWL

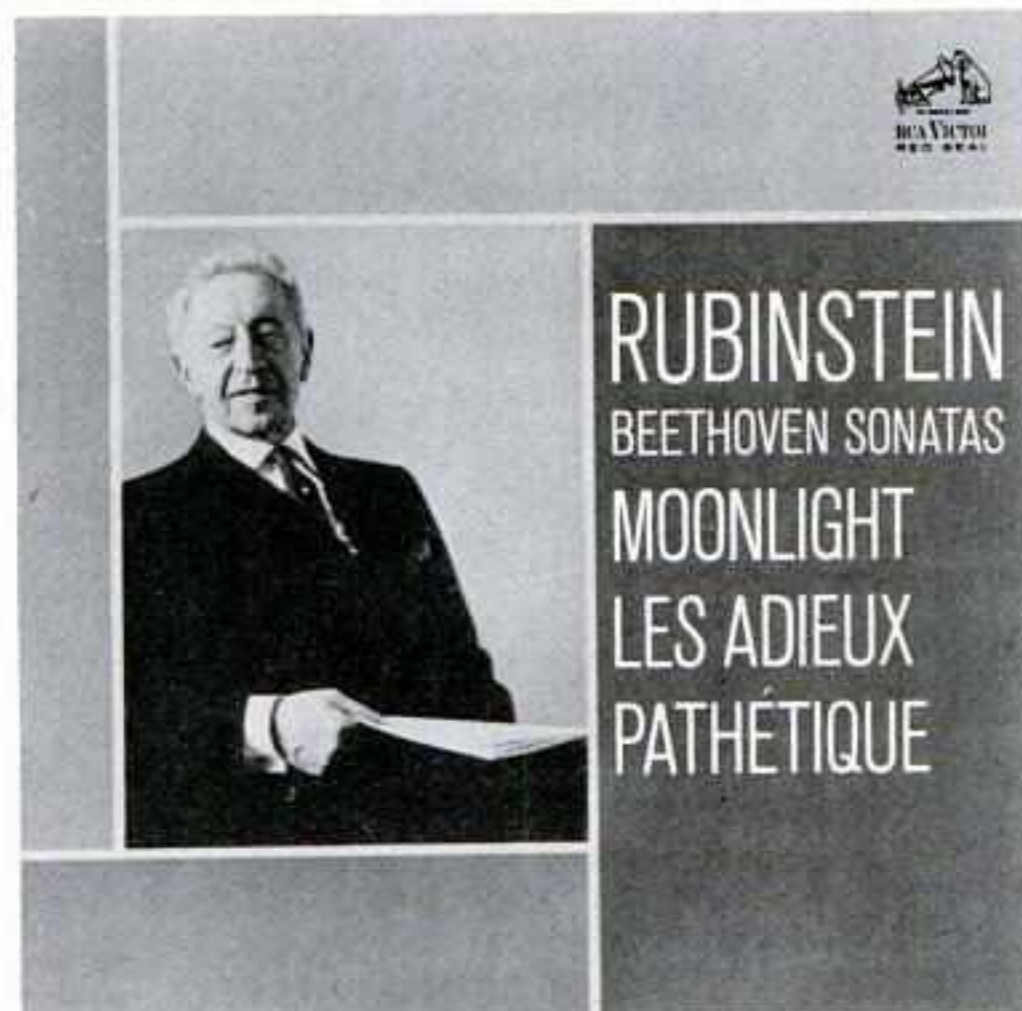
YOU'RE THE TOP I GOT RHYTHM DOIN' WHAT I GOT THE SUN IN THE MORNING ANYTHING GOES LIFE IS JUST A BOWL

REPRISE

RECORDED LIVE AT THE FABULOUS FLAMINGO HOTEL

reprise  6062 

AT LAST!
RUBINSTEIN
RECORDS BEETHOVEN'S
"MOONLIGHT" SONATA!



Though he is fond of the work, this new album is the maestro's first recording of Beethoven's "Moonlight" Sonata. He has never played it in public before. He brings a romantic glow of discovery to the familiar music in one of the most beautiful piano albums ever recorded. Stereo: LSC-2654; Mono: LM-2654.



Recorded "live" at the 1961 Carnegie Hall concerts! Music by Villa Lobos, Prokofieff, Debussy, Szymanowski. Stereo: LSC-2605; Mono: LM-2605.



The master of all styles recently returned to the enchanted world of Mozart in Concertos, Nos. 21 and 23. Stereo LSC-2634; Mono: LM-2634.



An extraordinary romantic, Mr. Rubinstein reawakens all the passion of Grieg's first and only piano concerto. Stereo: LSC-2566; Mono: LM-2566.



In this delightful album, the world's foremost piano virtuoso reveals his mastery of Chopin's magical music. Stereo: LSC-2575; Mono: LM-2575.

STOCK UP ON THESE GREAT ALBUMS BY
THE REIGNING MONARCH OF THE PIANO ON
RCA VICTOR
TM&©
The most trusted name in sound

This One



QU4C-TNE-Y81E

'Oliver' Fine And Geared To LP Sales

By CHARLES SINCLAIR

"Oliver!," which finally opened in New York January 6, arrived on Broadway with a running head in record shops. The RCA Victor "Oliver!" album, made with the American cast, now stands in 20th position on the mono LP chart in Billboard, and is likely to have the same kind of long-run sales the show is bound to enjoy at the box office.

Composer - adapter Lionel Bart has chosen to follow the current musical comedy trend of fitting an "integrated" score to a strong story, rather than pattern his show on the old-style musicals in which each show tune was strung out on a thin plotline like shiny beads on a string.

From the music-record standpoint, Bart's "Oliver!" songs have their principal effect in context. As individual numbers, show-stoppers like "Consider Yourself" and "As Long as He Needs Me" may develop as pop



Highlight of "Oliver!" is Hogarthian Cafe

standards, but most of the show's numbers aren't likely to be record successes on their own as vocal or instrumental singles.

Since no composer tries to write a non-hit show tune deliberately, it's hard to say whether Bart was really trying to compose with his eye on album sales rather than on juke box plays—but this is the net effect anyway.

Viewed as an evening in the theater, "Oliver!" is first-class

fare. Not "memorable," not "historic," not "transcendent," but "first class"—better than much of what Broadway has seen lately, and not as good as Broadway at its very best.

"Oliver!" abounds with individual musical highlights, however. Emerging as a sort of Instant Toast of Broadway is Georgia Brown—who is also represented currently on the London label with a new Kurt Weill

(Continued on page 16)

MEADER CONCERT

He's Deader Read Than Heard

A good part of the delight of "The First Family" record is the mind picture it evokes, much in the same way good radio comedy did. The projected image of Jack, Jackie, Bobbie, Ethel, Ted and Joannie all tucked in one big Hollywood bed, for instance, is highly witty visual stuff, the kind of thing Jack Benny did so well in the old days.

Sad to say, pictures don't materialize when the same words are spoken behind a row of lecterns, which was the way Vaughn Meader and company did its concert last week (4) at Carnegie Hall, start of a 21-city national tour.

The words were the same but the audience was strangely unresponsive, even dour. Perhaps it was bewildered, trying to en-

vision Baby John while his voice was being impersonated by a strapping six-foot actor in evening clothes. In any event, none of the blackouts or skits seemed to bring on laughs and it was an awfully quiet house for a night devoted to comedy.

Besides a syllable-by-syllable recounting of the album, the concert presents Meader in an extemporaneous press conference. In the big Carnegie house the questions were inaudible and the "ad lib" responses something less than hilarious. "What do you think of Vaughn Meader?" JFK: "If I'd known the album would sell that well, I'd have cut it myself."

Folk singers Mike Settle (and the Settlers) and Jo Mapes and

(Continued on page 12)

TALENT TOPICS

Philadelphia

Al Franklin, head of Goody's local record shop, reports "The Sound of Christmas," the Philadelphia Orchestra record with Eugene Ormandy conducting along with the local Temple University Choir, was the highlight of the holiday season in sales.

... The battle of the saxes looms big here on the album front between George Young on Columbia with "The Greatest Saxophone in the World" and Buddy Savitt for Parkway with "The Most Heard Sax in the World."

... Lee Andrews cut his first sides in a long time for Parkway in "I'm Sorry, Pillow," b/w "Gee, But I'm Lonesome."

The Combo Kings, local combo, make their record bow on FloJo Records with "Mish Mash."

... Sy Raiken, promotion chief at Hit Makers Distributors, tags Frankie Love's "First Star" for La Rosa their biggest single.

Don Wright, Vee Jay Records promotion expert, emphasizes the single, "Peanuts," by the Four Seasons, taken from their LP., as the leader in sales.

... Timmy Brown, star halfback with the Philadelphia Eagles, cut "I Got Nothin' But Time" for Imperial. ... Barry Abrams, exploiter for Philips, reports "Hey Paula," by Paul & Paula, as their big one. ... Nick Petrella, local record retailer, will handle the area promotion for Sandy Stewart's new disk, "My Coloring Book."

The Philadelphia Folk Music Festival, which last September attracted 2,000 on the first time around, has reappointed WHAT's Gene Shay as chairman for the 1963 folk-fest.

... Nina Simone and Don Gardner's band set by Bill Honney for a March 2 date at the Sheraton Hotel. ... Norman Joyce flies to Hollywood to set up a Columbia Pictures deal for Joe Capp and His Countdowns linked with Roulette.

... Tony Martin recorded the singing commercials for Old Original

(Continued on page 12)

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.

JANUARY 14-20
(All Times Eastern Standard)

WEDNESDAY 16—TONY BENNETT
Bennett visits the Westinghouse Steve Allen show this night. His new Columbia release is titled "I Will Live My Life for You" b.w. "I Wanna Be Around."

WEDNESDAY 16—ANITA BRYANT
Columbia songstress Anita Bryant performs on "The Bob Hope Christmas Show" (NBC-TV, 9-10 p.m.) which was filmed at various Army, Navy and Air Force installations in the Far East and Pacific. Miss Bryant's latest Columbia album is "In a Velvet Mood."

THURSDAY 17—KEELY SMITH, JONATHAN WINTERS
Both are guests on the Andy Williams show (NBC-TV, 10-11 p.m.). Miss Smith's recently released Dot LP is titled "What Kind of Fool Am I," and Jonathan Winters is busy plugging his new Verve LP "Humor Seen Through the Eyes of Jonathan Winters."

FRIDAY 18—PATTI PAGE, JEAN CASADESUS
Both perform on the "Bell Telephone Hour" (NBC-TV, 10-11 p.m.). Patti Page's latest Mercury album is titled "Jatti Page on Stage," and concert pianist Jean Casadesus has recordings available on the RCA Victor and Angel labels.

FRIDAY 18—SANDY STEWART
Miss Stewart gets another plug in for her Colpix chart single of "My Coloring Book" on the "Tonight" show (NBC-TV, 11:15 p.m.-1 a.m.).

SUNDAY 20—STAN GETZ, LAURINDO ALMEIDA, ROGER WAGNER CHORALE
Getz gets more TV exposure this week along with Almeida and the Wagner Choral on the Edie Adams special "Here's Edie" (ABC-TV, 9:30-10:30 p.m.). The Getz quartet (Verve) and the Wagner Choral (Capitol) plus Miss Adams perform "Desifinado," which is Getz's hot chart single. Guitarist Almeida (Capitol) solos with "One Note Samba."

SUNDAY 20—MAHALIA JACKSON, JO STAFFORD, FRANCO CORELLI
All sing on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.). Miss Jackson's current Columbia album is "Great Songs of Love and Faith"; Miss Stafford has a Capitol album with Gordon MacRae titled "Whispering Hope," and Metropolitan opera star Franco Corelli is represented on the Angel label with opera selections.

SUNDAY 20—PETER NERO, RAY CHARLES
Both are guest stars on the Dinah Shore show (NBC-TV, 10-11 p.m.). RCA Victor's Nero has a new album called "The Colorful Peter Nero," and ABC-Paramount's hot recording artist Ray Charles is presently represented with "Your Cheating Heart" b.w. "You Are My Sunshine."

SUNDAY 20—SERGIO FRANCHI, GEORGIA BROWN
Both RCA Victor artists appear on the Ed Sullivan show (CBS-TV, 8-9 p.m.). Franchi's new Victor LP is "Our Man From Italy," and Miss Brown can be heard on original cast album of the new Broadway "Oliver."

NIGHT CLUB REVIEW

Ghost of Mario Stirs As Franchi Comes On

By SAM CHASE

All those Mario Lanza fans who have had no one to worship since their idol died can be expected shortly to begin forming queues for a mass rush on Sergio Franchi's disks. The young man is the obvious successor to Lanza and he has arrived just in time, as RCA Victor has cleaned out virtually the last posthumous Lanza track from its vaults.

The lad has everything it takes, including youth, looks, vigor and a voice that seemed about to shatter every cocktail glass in the Waldorf's Empire Room, where he opened this week. Previous exposure at a Carnegie Hall concert and on the Ed Sullivan show helped launch his first LP successfully, and his second has now been released.

At his Waldorf debut, Franchi showed excellent floor composure, though he was obviously tense. His gambit of returning to the same table repeatedly to drink from a female customer's glass seemed to titillate the distaff customers almost as much as his rendition of the more romantic Italian songs. Franchi obviously gets the female libido pounding, and this kind of appeal pays off at the cash register.

If he has a weakness, it is in less effective selling of slower-paced items, as with the French chanson, "Souvenir, Souvenir." Yet he was very effective in "What Kind of Fool Am I?" and "As Long as She Needs Me," which clearly demonstrated he can handle show tunes as well as the Italian repertoire. In the latter vein, when he turned loose his full lung power on "O Sole Mio" and "Funiculi Funicula," they could have dis-



SERGIO FRANCHI

pensed with the amplification system.

Additional TV dates in the months ahead, and further personal exposure should help the Franchi boom pick up speed.

Also appearing on the Waldorf bill is the Oscar Castro Neves quartet from Brazil, a leading bossa nova group, which has appeared at concerts in New York, San Francisco, Los Angeles and elsewhere. In addition to the intimate listening style they showed at the concerts, their Waldorf stint revealed they can really swing for dancing, when they spelled Milt

(Continued on page 16)

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 ROOFTOP SINGERS (Vanguard)

NAMES: Erik Darling, leader; Lynne Taylor and Bill Svanoe. BACKGROUND: Erik Darling, no newcomer to folk fans as balladeer, guitarist and banjoist, is equally well known as member and organizer of several folk singing groups. In 1956 Darling organized a quartet which later became the Tarriers. For a time he also sang with the Weavers and recently had a solo act and recorded two LP's of his own for the Vanguard label. Miss Taylor has appeared extensively as a vocalist in leading night clubs and was once with the Benny Goodman band. In addition she has performed in featured spots on various network radio and TV shows. Bill Svanoe has been playing the guitar for seven years and has worked and sung his way across the U. S. A. and Europe. Together they are currently enjoying a hit single as the new ensemble called the Rooftop Singers for Vanguard. Disk is Vanguard's first smash single in its history.

LATEST SINGLE: "Walk Right In" is currently riding high on the Hot 100.





SUE THOMPSON

"Willie Can"

c/w
TOO MUCH IN LOVE
HICKORY 1196



KRIS JENSEN

"Don't Take Her From Me"

c/w
CLAUDETTE
HICKORY 1195

HICKORY'S HOTTEST HITS!

Exclusive Management:
ACUFF-ROSE ARTISTS CORP.
Nashville 4, Tennessee
Cypress 7 5166

JUST RELEASED!
A NEW STAR!



Larry Henley

IT'S HAPPENING AGAIN

c/w
LITTLE LIPS (Tell Big Lies)
HICKORY 1198

JUST RELEASED!
A NEW FIND!

Hickory

HOME OF THE NASHVILLE SOUND

RECORDS, INC.
2510 Franklin Road Nashville 4, Tennessee

VIVIEN LEIGH
JEAN PIERRE AUMONT



T
O
V
A
R
I
C
H

publisher

PIEDMONT
MUSIC COMPANY, INC.

A MEMBER FIRM OF

EDWARD B. MARKS
MUSIC CORPORATION

We are proud to announce
the publication of the
score of this

New Musical Comedy
ERLANGER, PHILADELPHIA
JAN. 21st

COLONIAL, BOSTON
FEB. 12th

BROADWAY THEATER, N. Y. C.
EARLY MARCH

VIVIEN LEIGH
JEAN PIERRE AUMONT



TALENT TOPICS

• *Continued from page 10*

Bookbinder's soups to be aired early in 1963 when the local eaterie aims its canned soups at the national market. . . . **Bernie Berle** gets the nod for the music making during the 10-day run of the Philadelphia Travel and Vacation Show to be opened by the Prince and Princess of Monaco in April. . . . **Sonny Til**, who disbanded his Orioles singing group a few years ago, has reorganized a new group breaking in at the Washington Sporting Club here.

Boston

BOSTON — **Toshiko** comes into Connolly's next week to start her farewell tour of U. S. cities before she and her husband, **Charlie Mariano**, go to

\$750 a Week? In a Pig's i, Says Meader

SAN FRANCISCO—The hassle between Vaughn Meader and the owner of the hungry i threatens to become a cause celebre in the entertainment world. **Enrico Banducci**, owner, signed the unknown Meader back in 1962 and agreed to pay him \$750 a week for four weeks, with a \$1,250 option for another four weeks, starting January 28. But things happened to Meader in the interim and now he has booked a West Coast concert tour in that period and when that's completed he is set for a \$90,000 Las Vegas date. **Banducci** has turned the matter over for possible arbitration to the American Guild of Variety Artists. If he doesn't get an answer by January 15, he was going into court to get an injunction to keep Meader from working anywhere else during the period agreed to at the hungry i.

Reisman Back at Victor to Direct

HOLLYWOOD — **Joe Reisman** is returning to RCA Victor as a musical director. He will make his offices on the Coast where he will report to **Neely Plumb**. He was with Victor during the 1950's.

Neeley Plumb was appointed manager of pop a.&r. on the West Coast last week. **Plumb** reports to **Steve Sholes**, head of operations on the Coast. Under **Plumb**, in addition to **Riesman**, are **Darrell Rice**, and **Al Schmitt**, former recording engineer for Victor here.

Vaughn Meader

• *Continued from page 10*

a comic named **Stanley Meyer Handleman**, who did some extremely local Bronx jokes for a show that's going into the hills, rounded out the bill.

None of this will take away from the fantastic success of the album which was described from stage by **Cadence head Archie Bleyer** as "the most exciting event in the history of the phonograph record business." **Bleyer** said the record sales had shot to a remarkable 3,600,000 and presented gold plaques not only to **Meader** but also to **Bob Booker** and **Earle Doud**, who conceived and created the album.

JACK ORR

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Jackie Mason and **Joanie Sommers** move into New York's Copacabana for a two-week stand commencing January 17.

SOUTH

Metropolitan opera star **Anna Moffo** sings in "Manon" with the Miami company on January 18.

MIDWEST

Dick Gregory is at the Chi-

cago Playboy Club through February 10. . . . **Stan Getz** is booked into the Surf Club in Cincinnati from January 15 through January 20.

WEST

Connie Francis opens at the Hotel Sahara in Las Vegas for four weeks, starting January 15. . . . **Bobby Darin** fulfills the first of three dates set at the Fabulous Flamingo in Vegas, starting January 18.

Japan to take up residence. In her San Francisco date she'll record for Fantasy Records under the direction of **Dave Brubeck**.

The Sevens Productions will bring **Benny Goodman**, who hasn't had a Hub date in ages, into Symphony Hall for a one-night stand January 25. "Little Mary Sunshine," the long-run off-Broadway hit, has taken the city's playgoers by storm at the Charles Theater. **Karen Sargent**, in the title role, is really making a hit here.

Harry Marshard, the Hub's society band leader, has been signed for the fourth successive year at the Cotton Carnival at

Memphis and for the Chicago Debutante Cotillion three years ahead. The bossa nova, says **Harry**, hasn't taken hold in society circles so far. They still go big for the twist, like the traditional samba and cha cha, and sometimes ask for the Charleston. . . . **Florian ZaBach** at the Statler-Hilton's Terrace Room.

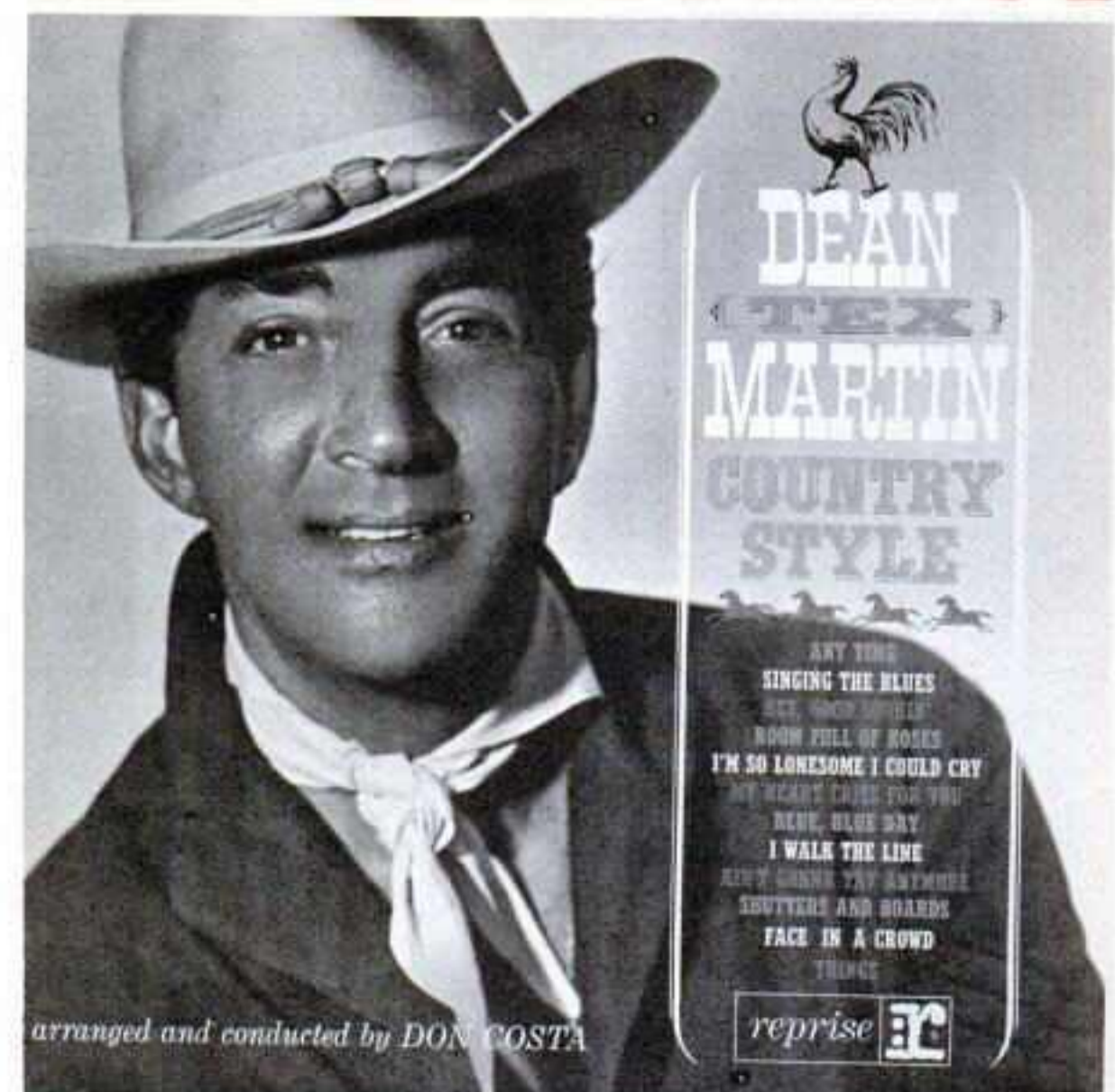
The air-conditioned Colonial Theater is planning a summer season. . . . The below-zero weather put a crimp in the "Ice Capades" show now playing the Boston Garden, but a big advance and another week may keep it out of the red.

CAMERON DEWAR

DEAN MARTIN
ONE OF THE TEN
HEADLINERS IN THE
REPRISE JAN.-FEB.

\$74,000,000

TALENT
BONANZA



arranged and conducted by DON COSTA



6061

Thanks everyone...

for your wonderful, enthusiastic reception of Billboard's "New Look"

"I am very enthusiastic about the new Billboard format. It is a great improvement and reflects the dignity that our industry should have."

George R. Marek
Vice-President & General Manager
RCA Victor Records

"Love the new Billboard layout. Color always makes a difference."

Steve Sholes
Manager West Coast Operations
RCA Victor

"Congratulations on Billboard's new format! The colored album covers in your review section are knockouts, and the improved facilities for printing photos add invaluable interest to the paper. We're happy because it will sell more product for us! 1963 has brought new vitality to Billboard and the entire music industry."

Larry Newton
ABC-Paramount Records

"New format for Billboard absolutely exciting. Best to entire staff."

Bobby Darin & Steve Blauner

"The new Billboard format is the most exciting printed media ever to hit the industry. The color and typography is tantamount to a hit record. It looks like you are number 1 on your own charts!"

Louis Capone
Vice-President—Sales
Tops Records

"The new Billboard is much more interesting, and its readers, including me, will be too."

Len Levy
Epic Records

"The 'New Look' of Billboard is nothing short of great. I'm sure the response from all quarters will be the same."

Sam C. Phillips
Sun & Phillips International Records

"Congratulations on the hearty job you have done on the new Billboard. Not only does read great, but it looks beautiful."

Eliot Tiegel
Columbia Records

"Wow! A sensational and colorful new Billboard."

Herb Linsky
Dimension Records

"This revolutionary change of presentation of the 'Bible' of the record industry, will, I am sure, be appreciated by your numerous subscribers all over the world."

A. Golemba, Director
Gramophone Record Co., Ltd.
Johannesburg, So. Africa

"Sincere congratulations on the new look that Billboard achieved with the current issue . . . and we are also highly pleased that you have returned to 'Billboard' as your name."

Jerry Raker, General Mgr.
Colpix Records

"You really launched the new year in a big way. Your new format is easy to read and gives us press agents another outlet to break photographs."

Sid Ascher, Publicity Director
Ambassador Records

"I think it's the most readable, most pictorial and most attractive Billboard format ever. And I can go way back on Billboard!"

Paul Denis
N.Y.C.

"New format is colorful and compact, making the valuable information more available and easier to find."

Wesley Rose
Acuff Rose
Publications
Nashville

"Your new look is the greatest! Glad to see Billboard is keeping its No. 1 position in the trade field."

John Koss
Koss Electrics
Milwaukee

"How you could improve on the old Billboard I could not imagine. But you did it just the same."

Howard M. Caro
New York City

"The color presswork is absolutely stunning, and it's particularly delightful on the page of 'Spotlight' albums."

Don Richardson Sr.
RadiOzark Enterprises, Inc.
Springfield, Mo.

"IT LOOKS BEAUTIFUL!"

Randolph Bean
Charlottesville, Va.

"Billboard is to be commended for its 'New Look.' The coated paper and the beautiful color reproductions are impressive indeed."

Don Pierce
Starday Recording & Pub. Co.

"I think the new set-up with Billboard is just fabulous."

Carl Reinschild, Manager
General Custom Sales
RCA Victor Records

"The new format is certainly a most comprehensive and welcome addition to what is already a weekly must for all members of our staff."

Jeffrey S. Kruger
Ember Records, Ltd.
London

"Congratulations on the new format. The color shots of preview albums, the increased use of photos, the R & B column, the type faces, etc., etc. . . . all great."

Seymour Greenspan
Summit Distributors, Inc.
Chicago

"Congratulations on a new look in the music industry. It certainly feels great to see Billboard make a strike of such great advancement in our industry."

Earl Glicker
Cortland Records

"Our hat's off to you! A great job well done with the very first issue."

Stuart L. Glassman
Radio Doctors One-Stop, Milwaukee

"The new format gives new life and impact to your publication which has been so important through the years."

Johnny Marks
St. Nicholas Music

"The old girl in that new non-smear lipstick and arrayed in her sleek new gown is a pleasure to see and read."

Mort L. Nasatir
Donahue & Coe, N. Y. C.

"New format is sensational. Happy profits and prestige in 1963."

Joe Smith
Warner Bros. Records

"Permit me to add my compliments to the many letters I'm sure you will get regarding the new Billboard format."

Ben Selvin
Manager A & R
RCA Victor Records

Billboard

The International Music-Record Newsweekly

New York • Hollywood • London • Chicago • Cincinnati • Washington • St. Louis

COUNTRY MUSIC

COUNTRY MUSIC CORNER

By BILL SACHS

Tompall and the Glaser Brothers are back in Nashville from Las Vegas, where they concluded a five-week stand at the Mint Lounge along with Patsy Cline. . . . Buck Owens and the Buckaroos finished a week's engagement in Las Vegas Wednesday (9). . . . Shirlee Hunter, Pete Pike and the Vandergrift Brothers are again making East Coast fair managers' meeting with their "New Dominion Barn Dance" show under the Cooke & Rose banner. They showed for the fair men at Clarksburg, W. Va., Saturday (5), and made the fair meetings in Durham, N. C., January 11, and Rich-

mond, Va., January 12. Miss Hunter, formerly with Red Foley's "Ozark Jubilee," will act as official Cooke & Rose hostess at the various gatherings in addition to her singing stint at the banquets. The act is managed and produced by Jim Gemmill Promotions, Richmond, Va.

Mitchell Torok is in Nashville this week for another Capitol Records session, after which he heads for Texas niteries to play a string of return dates. Mitch says we made a buller recently when we had him signing with Big D Records. "I sent a publicity release on 'Big D Jamboree' stationery," writes Torok. "Apparently this was misunderstood. The facts are: In September of 1962 I was signed to a long-term contract by Ken Nelson, of Capitol Records, and my first release for the label was 'Rio Grande.'" Mitch, who makes his home in Dallas, continues as a regular on "Big D Jamboree" in that city and recently had one of his tunes, "Mexican Joe," recorded by Pat Boone.

Buddy Cagle winged his way from California to Nashville recently to cut a session for Capi-

tol under the guidance of Ken Nelson. Release is set for February 4. Buddy was formerly on Reprise Records. . . . Eddie Dean, who has appeared in a number of cowboy flicks and writer of such country tunes as "Hillbilly Heaven" and "One Has My Name," also cut a Capitol session in Nashville recently, with first release due Monday (7). Songs were penned by Eddie Miller. . . . Slick and Betty Norris celebrated the arrival of their third son on New Year's Eve. How's that for getting under the tax-deduction wire? "Everybody's doing great," Slick reports. . . . That's quite a package the veteran manager-promoter Oscar Davis has put together for a 10-day tour now under way. Featured are Webb Pierce, Ray Price, George Jones, Red Sovine, Claude King, Minnie Pearl and Billy Deaton. All the hops will be made via a DC 6.

Cedarwood Publishing Company, Nashville, celebrates its 10th anniversary this month with such releases as "Leavin' on Your Mind" and "Tra La Le La Triangle," by Patsy Cline on Decca; "Running Into Memories of You" and "Police, Police," by Little Jimmy Dickens on Columbia; "Saw Mill" and "If I Could Come Back," by Webb Pierce on Decca; "Only the Hangman," by Rex Allen on Mercury, and "Curry Road," by Burl Ives on Decca. . . . Bill Goodwin and the Country Tunesmen, working out of Farmington, N. M., have just concluded a tour of South Dakota, Nebraska, Wyoming and Colorado, including a week's stand at the Four Seasons in Denver.

Jack Roberts, of Seattle, has Hank Thompson and His Brazos Valley Boys set for a 16-day tour of one-nighters starting January 25 and running through February 9. Trek will take Hank and his lads through California, Oregon, Washington and Idaho. . . . Mel Tillis, writer of Burl Ives' current release, "Curry Road," has just returned to Nashville from a holiday visit to Pahokee, Fla., where he combined fishing with visiting relatives. . . . Danny Dill is set to record an album for Liberty Records January 14. Tentative title for the album is "Where the Sad People Are" and will be composed largely of recitation material Danny has written and collected over the years. Only accompaniment to Danny's voice will be an auto harp, bass and guitar.

On New Year's Day, Johnny Cash and the Tennessee Three, along with June Carter, entertained the inmates of California's San Quentin Penitentiary. . . . Epic Records has just released a new EP by Frank Miller and the Easy Riders, who headquarter in Hollywood. Spotted in the issue are the group's new versions of "Never on Sunday" (sung in Greek); the old Mexican folk song, "Pajarillo" (sung in Spanish); a French version of "Adieu Cherie," along with their own versions of "Wabash Cannon-

Billboard HOT COUNTRY SINGLES

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	4	BALLAD OF JED CLAMPETT Lester Flatt and Earl Scruggs, Columbia 42606	7
2	1	DON'T LET ME CROSS OVER Carl Butler, Columbia 42593	7
3	2	RUBY ANN Marty Robbins, Columbia 42614	7
4	8	I'VE BEEN EVERYWHERE Hank Snow, RCA Victor 8072	19
5	6	A GIRL I USED TO KNOW George Jones & the Jones Boys, United Artists 500	16
6	3	SING A LITTLE SONG OF HEARTACHE Rose Maddox, Capitol 4845	11
7	14	DOES HE MEAN THAT MUCH TO YOU? Eddy Arnold, RCA Victor 8102	7
8	7	SECOND HAND ROSE Roy Drusky, Decca 31443	5
9	11	WALL TO WALL LOVE Bob Gallion, Hickory 1181	11
10	15	DOWN BY THE RIVER Faron Young, Capitol 4868	5
11	5	HELLO TROUBLE Orville Couch, Vee Jay 470	9
12	18	BAYOU TALK Jimmy "C" Newman, Decca 31440	4
13	10	MAMA SANG A SONG Bill Anderson, Decca 31404	26
14	9	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND Porter Wagoner, RCA Victor 8105	7
15	20	T FOR TEXAS Grandpa Jones, Monument 801	6
16	13	YOU'RE FOR ME Buck Owens, Capitol 4872	4
17	17	I TAKE THE CHANCE Ernest Ashworth, Hickory 1189	4
18	19	BLACK CLOUD Leroy Van Dyke, Mercury 72057	4
19	21	A STRANGER WAS HERE Darrell McCall, Philips 40079	2
20	23	FOOL ME ONCE Connie Hall, Decca 31438	3
21	-	IN THIS VERY SAME ROOM George Hamilton IV, RCA Victor 8118	1
22	-	ROBERT E. LEE Ott Stephens, Chancellor 107	1
23	-	FROM A JACK TO A KING Ned Miller, Faber 114	4
24	26	I'VE GOT THE WORLD BY THE TAIL Claude King, Columbia 42630	3
25	25	END OF THE WORLD Skeeter Davis, RCA Victor 8098	5
26	-	FADED LOVE Leon McAuliff, Cimarron 4057	3
27	-	HOUSE DOWN THE BLOCK Buck Owens, Capitol 4872	2
28	28	MR. HEARTACHE, MOVE ON Coleman O'Neal, Chancellor 108	3
29	-	I WANNA GO HOME Billy Grammer, Decca 31449	1
30	22	I'M GONNA CHANGE EVERYTHING Jim Reeves, RCA Victor 8080	21

ball," "Run, Come See Jerusalem," and an assortment of past hits on which Miller has collaborated, such as "Green Fields" and "Marianne."

Bill and Sarah Lee Clifton, Charlottesville, Va., are celebrating the arrival of a new daughter, Jennifer Lee Camerson, born January 14, giving them a grand total of three girls and two boys. Bill reports that he is pleased with the initial response accorded his new album on Starday, "Soldier, Sing Me a Song." The deck comprises 14 songs, one from each war in which the United States has been involved. "It was a world of fun to produce," writes Bill, "but I found that I needed a brushing-up on American his-

tory." . . . New Johnny and Jonie Mosby platter, released January 11 by Columbia, couples "The Wrong Side of Town" with "Don't Call Me From a Honky Tonk."

New members to the Country Music Association, submitted last week to the organization's directors for approval, include Hal Blair, Sherman Oaks, Calif.; James P. Degan, WJPD, Ispeming, Mich.; W. O. Fleener, Sage & Sand Music, Hollywood; Roy Lewis, Lincoln, Ga.; William L. Simon, Reader's Digest Music, New York; Everett L. Slosman, WIPS, Ticonderoga, N. Y., and Hugh Ellington, WBLO, Evergreen, Ala.

COMING FAST!
**BETTER TIMES
A-COMIN'**
by
RAY GODFREY
Sims 130
Cimarron-Sims Records
206 W. Walnut St. Rogers, Ark.

**VINNIE CATALANO
AND
PETE ALONZO**
Producers and Writers of
(Coney Island Baby)
are pleased to announce the formation
of their new record enterprise

**WILSHIRE RECORDS
CORPORATION**
1721 Broadway New York City 19
Circle 6-9379

Nationally Distributed by Jay-Gee Records
318 W. 48th St., New York City PLaza 7-8570
Our First Smash Release . . . The Next No. 1
Ballad has sold over 50,000 within 3 days.
OUR SONGS OF LOVE
b/w
(NANCY)
by
The Love-Notes
W-200
Pick up free samples at your local Jay-Gee or Cosnat Distributing branch or
contact Wilshire direct!

A NEW STAR! JUST RELEASED! A NEW FIND! JUST RELEASED! A NEW STAR!
Larry Henley
HICKORY 1195

"IT'S HAPPENING AGAIN"
c/w
"LITTLE LIPS (Tell Big Lies)"
A NEW STAR! JUST RELEASED! A NEW FIND! JUST RELEASED! A NEW STAR!

IS ON ATLANTIC

JOÃO GILBERTO

**THE BOSS OF
THE BOSSA NOVA**

8070



FROM THE ALBUM
JOÃO GILBERTO'S BOSSA NOVA SINGLE

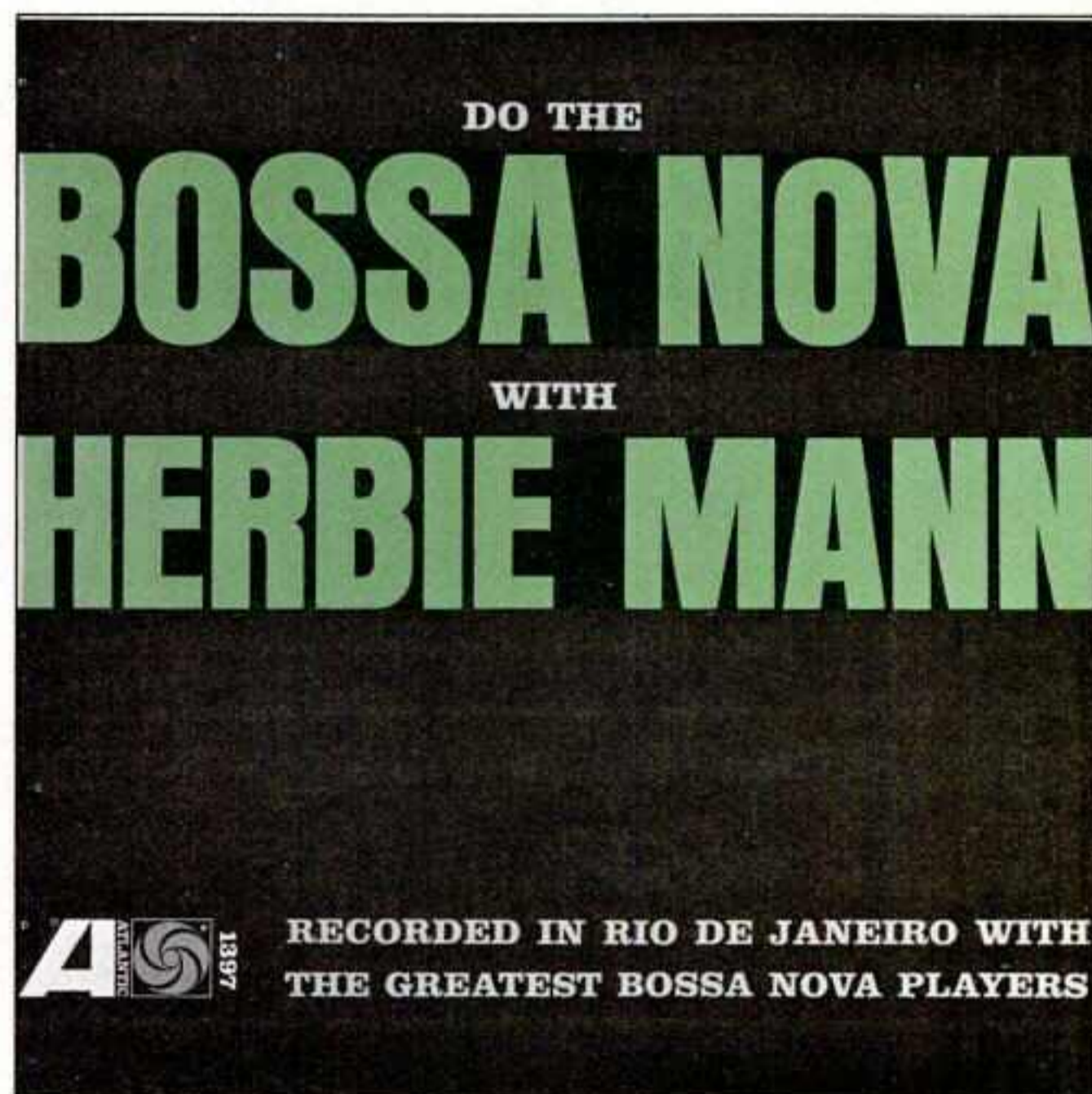
**VOCE E EU (YOU AND I)
&
BOLINHA DE PAPEL (LITTLE PAPER BALL)**

2173

HERBIE MANN

**DO THE BOSSA NOVA
WITH HERBIE MANN**

1397



FROM THE ALBUM
HERBIE MANN'S BOSSA NOVA SINGLE

**IT MUST BE LOVE (DEVE SER AMOR)
&
BLUES WALK BOSSA NOVA**

5026

SEE YOUR LOCAL DISTRIBUTOR FOR THE SPECIAL ATLANTIC ALBUM SALES & ADVERTISING PROGRAM



"Oliver" Fine and Geared to LP Sales

Continued from page 10

album—as "Nancy." When she's on stage belting out "Oom-Pah-Pah" in the show's Hogarthian, smoke-filled cabaret of the Act II opening (see photo), or romping through "It's a Fine Life" in Fagin's fusty lair, she's Britain's answer to Judy Garland.

Co-star Clive Revill as "Fagin, has a difficult role—to put it mildly. A comparison of the British and American cast albums will show that, somewhere in mid-Atlantic (or mid-Merrick), the classic characterization of Fagin has received an Allan Sherman-in-reverse ethnic housecleaning. Revill substitutes some inventive mugging and stage business, however, and manages to create an Aryanized Fagin who would be welcome even at a fund-raising rally for B'nai B'rith.

Bruce Prochnik is an appealing "Oliver" in what is basically a colorless part which acts as a catalyst on others around him; Danny Sewell, as "Bill Sykes," makes a great deal out of a small role; Willoughby Goddard's "Bumble" is in the fine, pompous tradition of the Dickens characters of the late Francis L. Sul-

livan, and David Jones, as "The Artful Dodger," gives the show the kind of bouncy sparkle Mickey Rooney was once relied-on to provide in old MGM musicals.

Two other theatrical elements in "Oliver!" are so good they are evident from the moment the curtain rises on the grim precincts of the London workhouse where Oliver Twist has spent his boyhood: the fluid, graceful direction by Peter Coe and the inventive revolving settings by Sean Kenny. They are in no small measure responsible for the show's Bank-of-England success.

Sergio Franchi

Continued from page 10

Shaw's orchestra. This should not be surprising, since Neves' big band in Brazil primarily was booked at college dances. The combo, consisting of guitar, piano, bass and drums, is well above average in quality and should do well here and in any future U. S. bookings. Neves records for Audio Fidelity.

MUSIC AS WRITTEN

Toni Bleum Dies

Toni Bleum, who has been in both the wholesale and retail divisions of the record industry, died last week in San Francisco after a lengthy illness from cancer. Miss Bleum spent five years in charge of the counter operation for H. R. Basford Company, Northern California distributor of Columbia Records, and then for two years operated her own San Francisco One-Stop. For the succeeding two years she owned a retail record store, Central Music, which she eventually sold. She was in her mid-40's and well known in California musical circles.

Return to Vanguard

The Solisti De Zangreb are back on Vanguard Records. Classical group was on Vanguard two years ago, then went to RCA Victor. They rejoined Vanguard late last year. . . . Publicist Paul Brown is now handling the Clan album of "My Son, the President" for Ambassador Records, the parent company, as well as his usual lively job with Ramsey Lewis and George Shearing LP's.

New Frisco Label

Two former Bostonians have set up shop in San Francisco where they have founded a new record company, Paro. Firm is owned by Mr. and Mrs. Vincent Paulini. Paulini is president and general manager of the company; Mrs. Jean Paulini is vice-president and in charge of obtaining material. Floyd White, locally known singer, has been signed by the new label.

Sandy Weds Cleffer

Sandy Stewart married composer Moose Charlop in New York two weeks ago (28), at the Hotel St. Moritz. Miss Stewart, one of the stars of the Perry Como TV seg, currently has a hot single on Colpix, "My Coloring Book." Charlop is now working on a new Broadway musical with comic Ronnie Graham.

New York

Carol Burnett has been signed to a four-year movie contract by Paramount Pictures. The comedienne will make her motion picture debut with Dean Martin in "Who's Been Sleeping in My Bed?" . . . Blast Records signed a number of new talents to its roster. The Mascots have been signed to a Blast contract while the Corals will appear on Cheer. The label has also signed Freddie Mitchel to a pact.

United Southern Artists, Inc. has signed Lance Roberts and Dan Emory to management and recording contracts. . . . Three Sons Records of Philly has added Cosnat and Gold State as distributors in this city and Florida respectively. . . . William J. Leo has been named director of credit and collections at Columbia. . . . Dick Peirce, former a.&r. producer for RCA has started his own disk firm, Charter Records. . . . Dick Shapiro has resigned as sales manager of Golden Records to become general manager of Cosmo Records. This firm will issue a new children's line, Simon says. . . . February 15, six winners will be named in the Spoken Arts—Boy's Clubs of America new talent contest.

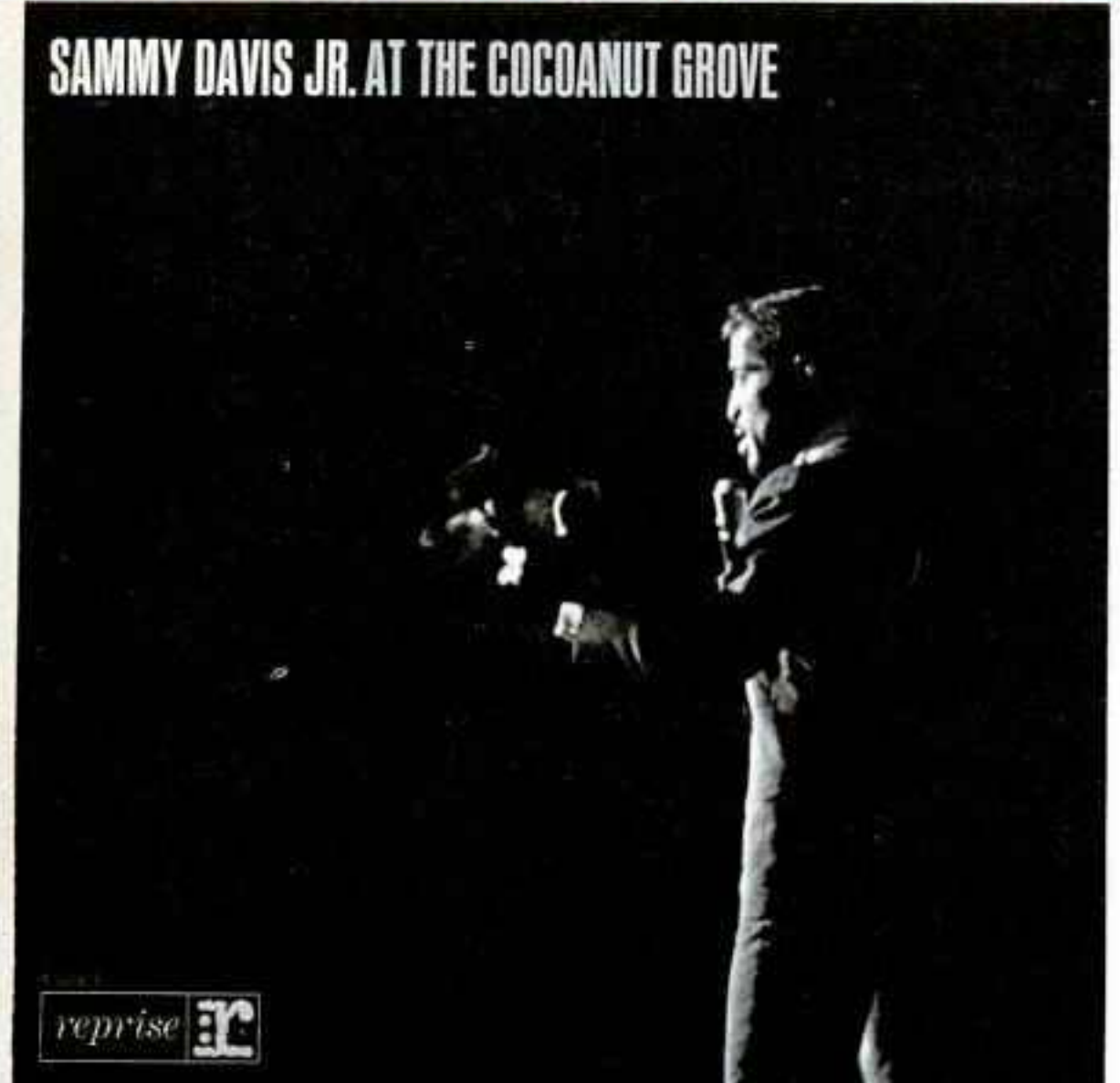
Billboard HOT R&B SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 1/12	Weeks on Chart
1	2	TWO LOVERS	Mary Wells, Motown 1035	7
2	1	YOU ARE MY SUNSHINE	Ray Charles, ABC-Paramount 10375	7
3	4	HOTEL HAPPINESS	Brook Benton, Mercury 72055	7
4	3	RELEASE ME	"Little Esther" Phillips, Lenox 5555	11
5	12	TELSTAR	Tornadoes, London 9561	5
6	7	YOU'VE REALLY GOT A HOLD ON ME	Miracles, Tamla 54073	4
7	17	ZIP-A-DEE-DOO-DAH	Bob B. Soxx and the Blue Jeans, Phillies 107	7
8	28	THE NIGHT HAS A THOUSAND EYES	Bobby Vee, Liberty 55521	3
9	—	THAT'S THE WAY LOVE IS	Bobby Bland, Duke 360	1
10	8	LIMBO ROCK	Chubby Checker, Parkway 849	10
11	11	DON'T MAKE ME OVER	Dionne Warwick, Scepter 1239	2
12	—	I SAW LINDA YESTERDAY	Dickey Lee, Smash 1791	1
13	5	TELL HIM	Exciters, United Artists 544	5
14	10	STRANGE I KNOW	Marvelettes, Tamla 54072	4
15	—	YOU'RE GONNA NEED ME	Barbara Lynn, Jamie 1240	1
16	24	RETURN TO SENDER	Elvis Presley, RCA Victor 8100	11
17	—	WIGGLE WOBBLE	Les Cooper, Everlast 5019	6
18	16	UP ON THE ROOF	Drifters, Atlantic 2162	7
19	9	SEE SEE RIDER	La Vern Baker, Atlantic 2167	6
20	21	STUBBORN KIND OF FELLOW	Marvin Gaye, Tamla 54068	15
21	6	CHAINS	Cookies, Dimension 1002	8
22	23	BIG GIRLS DON'T CRY	Four Seasons, Vee Jay 465	12
23	18	KEEP YOUR HANDS OFF MY BABY	Little Eva, Dimension 1003	9
24	14	GO AWAY LITTLE GIRL	Steve Lawrence, Columbia 42601	3
25	19	NOTHING CAN CHANGE THIS LOVE	Sam Cooke, RCA Victor 8088	12
26	25	SOMEBODY HAVE MERCY	Sam Cooke, RCA Victor 8088	15
27	15	DEAR LONELY HEARTS	Nat King Cole, Capitol 4870	4
28	29	MY DAD	Paul Petersen, Colpix 663	3
29	—	REMEMBER THEN	Earls, Old Town 1130	1
30	—	LOOP DE LOOP	Johnny Thunder, Diamond 129	1

SAMMY DAVIS JR. ONE OF THE TEN HEADLINERS IN THE REPRISE JAN.-FEB.

\$74,000,000

TALENT BONANZA



reprise  6063

Smash Action!
"I'M QUALIFIED"
 JIMMY HUGHES
 Guyden #2078
Jamie/Guyden
 PHILADELPHIA 23, PA.

BOUND TO HIT
I'M YOURS
 HOAGY LANDS
 ABC-10392
 ABC-PARAMOUNT
 FULL COLOR FIDELITY

ADVERTISING IN
 BUSINESS PAPERS
 MEANS BUSINESS


TOP HIT IN EUROPE
 Coming Up Fast
 in the U.S.A.
LOVESICK
BLUES
 FRANK IFIELD
 on Veejay Records
 Leroy Anderson's
SLEIGH RIDE
 The Winter Favorite
 MILLS MUSIC, INC.

A Smash Hit!
YOU'RE THE REASON
I'M LIVING
 b/w
NOW YOU'RE GONE
 C 4897


Better believe it
SPOOK
 is heading for a hit
 Artistic, 56 Third St., Hoboken, N. J.

The Dynamic

CONTOURS

SHAKE SHERRY

GORDY #7012

TED RANDAL—"Since re-mastered, definite hit record!"
TEMPO—"Difference between day & night, since re-mastered!"
BEHIND THE SCENES—"No question about this now being the smash record."



HITS ARE OUR BUSINESS!

The spotlight is on the...

SUPREMES

LET ME GO THE RIGHT WAY



Solid Smash in Los Angeles, Chicago & Detroit

MOTOWN #1034

MOTOWN/TAMLA RECORDS

2648 WEST GRAND BLVD. — DETROIT, MICH.

Prestige & Money Drawing New Acts to Folk Music Side

By REN GREVATT

NEW YORK — Folk music, having added a couple of major new acts to its ranks and enjoying perhaps its largest troupe of up-and-comers in a lengthy spell, had one of its very best years in 1962 and the outlook for the New Year is bright.

Even considering the sudden last quarter bossa nova deluge and the emergence on records of Presidents and Premiers as selling commodities, the folk field got hotter and hotter. One of the most talked about and easily one of the most successful new disk acts—Peter, Paul and Mary—made its disk debut in 1962 and in its own way, have made disk buyers as folk-conscious as the Kingston Trio did in its earliest "Tom Dooley" days.

Having virtually equal impact at the moment and on the scene only a little longer (her first album came out in 1961) is Vanguard's Joan Baez. The acts are one-two in the order mentioned in the accompanying best selling

ELEKTRA SIGNS OZARK GROUP

HOLLYWOOD — The Dillards, a well-known bluegrass quartet out of the Ozark Mountain town of Salem, Mo., have been signed by Elektra Records. Group consists of Douglas and Rodney Dillard, Dean Webb and Cousin Mitch.

The Dillards have worked such spots as the Troubadours, Ashgrave and Unicorn in Los Angeles, the Buddhi in Oklahoma City and the Ice House in Pasadena. The first album will be cut during an upcoming engagement at the Ashgrove. Signing is Elektra's second in the bluegrass field. Recently, thrush Dian James was signed and her first album—with Vanguard's Greenbriar Boys, is due shortly.

folk artist chart. Even more important is the sustained pop-

selling power each has demonstrated.

Big One Counts

Tradesters have often noted the effect on the whole disk business of an artist of the stature of a Presley or of an album with the power of a "My Fair Lady" original cast. So it is that the successful, big-time folk artist gets people talking about folk music and going to their stores to buy it.

But the list doesn't end here. The New Christy Minstrels, easily one of the strongest of all folk groups with 10 in the complement, began singing in a club known as the Troubadour in Hollywood during the year. Soon, a Columbia album appeared and began developing plenty of action in the Southern California area. Thanks to a good bit of programming of a tune called "This Land Is Your Land," from the album, the

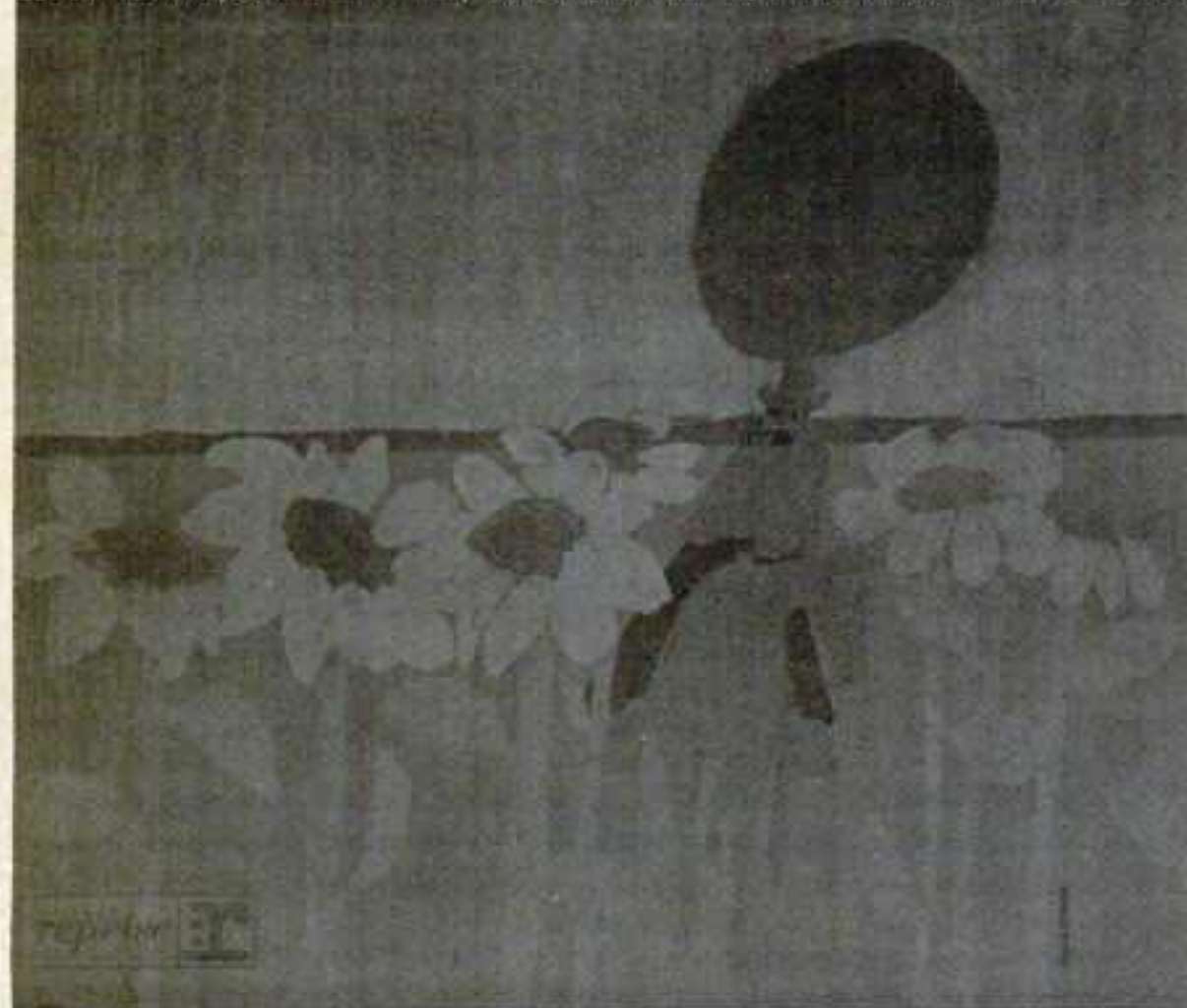
(Continued on page 40)

LEO DIAMOND ONE OF THE TEN HEADLINERS IN THE REPRISE JAN.-FEB.

\$74,000,000

TALENT BONANZA

HARMONICA SOUNDS IN COUNTRY AND WESTERN MUSIC
LEO DIAMOND, HIS HARMONICA AND ORCHESTRA



6059

reprise



ABC May Do Weekly Hoot

NEW YORK—The American Broadcasting Company TV network is cooking on the idea of a weekly hootenany (folk singing bash) remote.

Not long ago, the network taped a hoot in the round, staged at Syracuse University for a student audience. The cast included the Limelitters, Mike Settle, Jo Mapes, the Clara Ward Singers and emcee-commentator, Jean Shepherd. This seg had been planned for programming as a special next season.

Now, according to Dan Melnick, ABC-TV nighttime programming vice-president, there is "strong advertiser interest" in a weekly show of this kind. The network would do it, Melnick said, from a different location each week, in most cases, probably college campuses. The series would not necessarily be held off until next year, but would start soon, if the sponsor interest turns into dotted line signings.

Folk TV Concert To Salute JFK

WASHINGTON — A special network TV concert of folk artists will be the showcase for the presentation to President John F. Kennedy of the Democratic Legacy Award of the anti-Defamation League of B'nai B'rith. The affair will be aired on CBS-TV, Thursday (31).

The show, to be hosted by Robert Preston, and titled "Dinner With the President," will feature such artists as Odetta, Josh White, the Clancy Brothers and Tommy Makem, Will Holt, Judy Collins and Lynn Gold in a concert of folk music and ballet highlighting the American spirit of Liberty.

The telecast will mark one of the major TV exposures for the folk music field. The President, who will be a speaker, is being given the award for his "dedication to democracy as reflected in his efforts to broaden the benefits of civil rights and to assure the application of constitutional principles of freedom to all Americans."

TOP SELLING FOLK ARTISTS

Below are listed the Top Selling artists in the folk field as reported by dealers together with their currently best selling albums.

- PETER, PAUL & MARY**
Peter, Paul & Mary (Warner Bros. W 1449)
Moving (Warner Bros. W 1473)
- JOAN BAEZ**
In Concert (Vanguard VRS 9112)
Joan Baez, Volume II (Vanguard VRS 9094)
Joan Baez, Volume I (Vanguard VRS 9078)
- KINGSTON TRIO**
The Best of the Kingston Trio (Capitol T 1705)
New Frontier (Capitol T 1809)
Something Special (Capitol T 1747)
- HARRY BELAFONTE**
Many Moods of Belafonte (RCA Victor LPM 2574)
Belafonte at Carnegie Hall (RCA Victor LOC 6006)
Midnight Special (RCA Victor LPM 2449)
- LIMELITERS**
Through Children's Eyes (RCA Victor LPM 2512)
Folk Matinee (RCA Victor LPM 2547)
- NEW CHRISTY MINSTRELS**
The New Christy Minstrels (Columbia CL 1872)
- CHAD MITCHELL TRIO**
At the Bitter End (Kapp 1281)
Mighty Day on Campus (Kapp 1262)
- BROTHERS FOUR**
In Person (Columbia CL 1828)
Greatest Hits (Columbia CL 1803)

CONSISTENT SELLING FOLK ARTISTS

These artists are reported by dealers to enjoy constant sales on many or all of their album releases. They are listed alphabetically with the labels they are recorded by in parentheses.

- LEON BIBB (Columbia, Vanguard, Washington)
THEODORE BIKEL (Elektra)
OSCAR BRAND (ABC-Paramount, Audio Fidelity, Decca, Elektra, Folkways, Riverside, and Tradition)
CLANCY BROTHERS (Columbia, Tradition)
CLANCY BROTHERS WITH TOMMY MAKEM (Columbia, Tradition)
WOODY GUTHRIE (Folkways)
HIGHWAYMEN (United Artists)
BURL IVES (Columbia, Decca, Stinson, United Artists)
MIRIAM MAKEBA (Fiesta, Kapp, RCA Victor)
NEW LOST CITY RAMBLERS (Folkways)
ODETTA (Fantasy, RCA Victor, Riverside, Tradition, Vanguard)
PETE SEEGER (Columbia, Folkways, Stinson)
TARRIERS (Atlantic, United Artists)
WEAVERS (Decca, Vanguard)
JOSH WHITE (ABC-Paramount, Decca, Elektra, London)

FOLK ARTISTS TO WATCH

These artists, some new, some veterans, have albums beginning to get attention from folk buyers. They are listed alphabetically with the labels they are recorded by in parentheses.

- ERIK DARLING (Elektra, Vanguard)
BONNIE DOBSON (Prestige International)
BOB DYLAN (Columbia)
CYNTHIA GOODING (Elektra, Prestige International)
CAROLYN HESTER (Columbia, Tradition)
IAN & SYLVIA (Vanguard)
JEAN REDPATH (Elektra, Prestige International)
JEAN RITCHIE (Classic, Elektra, Folkways, Prestige International)
SALLY TERRI (Capitol)
DAVE VAN RONK (Folkways, Prestige International)

Coast to Coast They Fest It Up

Philly in the Fall

PHILADELPHIA—The Philadelphia Folk Song Society is now planning its second annual outdoor folk festival to be staged next September 6-8 on the rolling grounds of the Wilson estate in the main line suburb of Paoli. Over-all chairman of the event is deejay Gene Shay of WHAT, who does a folk show on that station.

Shay reported last week that the 1963 show will be produced the weekend after Labor Day
(Continued on page 40)

Monterey

MONTEREY, Calif. — Outstanding folk music artists are expected at the first of a new annual series of folk music festivals scheduled for Monterey in May or June. The new series is being conducted in conjunction with the annual Monterey Jazz Festival, and will be held in the just completed arena at the Monterey County Fairgrounds.

Jimmy Lyons, disk jockey at San Francisco Station KFRC, is general manager of the jazz fest
(Continued on page 40)

GIANTS FOR '63

"TELL HIM"

UNITED ARTISTS RECORD UA 544



THE EXCITERS

TOP TEN!

PRODUCED BY LEIBER AND STOLLER

**"HALF HEAVEN
HALF HEARTACHE"**

MUSICOR RECORDS MU 1026



GENE PITNEY

**MUSICOR
RECORDS**

TOP TEN!

PRODUCED BY SCHROEDER AND GOLD

**"HOW MUCH IS THAT
DOGGIE IN
THE WINDOW"**

UNITED ARTISTS RECORDS UA 560

**BABY JANE
AND THE ROCKABYES**

SOLD 175,000 1ST TEN DAYS

PRODUCED BY LEIBER AND STOLLER

**"WHAT TO DO
WITH LAURIE"**

UNITED ARTISTS RECORDS UA 557



**MIKE
CLIFFORD**

**NEW CHART MAKER
HEADING TO THE TOP**

PRODUCED BY LEIBER AND STOLLER

**"KEEP TELLIN'
YOURSELF"**

UNITED ARTISTS RECORDS UA 556

HIS BEST TO DATE



**MARV
JOHNSON**

PRODUCED BY LEIBER AND STOLLER

"BEWARE"

UNITED ARTISTS RECORDS UA 531

BILL BUCHANAN

**SLEEPER STARTING TO
MOVE IN**

**CLEVELAND, BOSTON,
DETROIT, HARTFORD**



DISTRIBUTED BY UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.

Billboard HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la fama)

This Week	Last Week	Title	Artist
1	1	SPEEDY GONZALES	Pat Boone (Dot-Music Hall); David Dante (Victor); Peppino di Capri (Odeon)—Budd-Fermata
2	2	DAME FELICIDAD	Enrique Guzman (CBS); Siro San Roman (Music Hall)—Korn
3	3	CORAZON DE LUTO	Chacho Santa Cruz (Microfon); Luis Ordonez (CBS); Siro Mendoza (Victor); Julio Cesar (Odeon)—Korn
4	4	CUANDO CALIENTA EL SOL	Tony Vilar (CBS); Marcello Ferial (Microfon); Siro San Roman (Music Hall)—Edami
5	7	DI PAPA	Luis Ordonez (CBS); Siro San Roman (Music Hall)—Korn
6	5	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka (Victor)—Spanka-Fermata
7	6	BREAKING UP IS HARD TO DO	Neil Sedaka (Victor)—Aldon-Fermata
8	9	DARLING	Paul Evans (Kapp)—Tonodisc
9	—	EL BARQUITO	Joao Gilberto (Odeon)
10	8	RITMO AFRICANO	Bert Kaempfert (Polydor)—Tonika-Fermata

AUSTRIA

This Week	Last Week	Title	Artist
1	—	WENN DU GEHST	Connie Francis (MGM)—H. Schneider
2	—	DIE LETZTE ROSE DER PRARIE	Martin Lauer (Polydor)—Weinberger
3	—	JUNGE KOMM BALD WIEDER	Freddy Quinn (Polydor)—P. Schaeffers
4	—	ST. TROPEZ TWIST	Peppino di Capri (Ariola)
5	—	ADIOS AMIGO	Sascha Distel (Polydor)—H. Schneider
6	—	BABY TWIST	Will Brandes & kl. Elisabeth (Polydor)—Weltmusik
7	—	YA YA TWIST	Joey Dee (Roulette)—Weltmusik
8	—	MADISON 62	Les Chakachas (RCA)—Weltmusik
9	—	MONSIEUR, MONSIEUR	Petula Clark (Vogue)—Weinberger
10	—	MARY ROSE	Gerhard Wendland (Philips)—Weinberger

AUSTRALIA

This Week	Last Week	Title	Artist
1	1	THE LONELY BULL	Tijuana Brass (Festival)—Alberts
2	—	THE BOYS	The Shadows (Columbia)—Belinda
3	3	BIG GIRLS DON'T CRY	Four Seasons (Festival)—Castle
4	10	GIRL BEHIND THE BAR	Johnny Ashcroft (Columbia)—Castle
5	2	WORKIN' FOR THE MAN	Roy Orbison (London)—Acuff-Rose
6	13	GUITAR MAN	Duane Eddy (RCA)—Chappells
7	5	LOVESICK BLUES	Frank Ifield (Columbia)—Davis
8	8	TELSTAR	The Tornados (Decca)—Southern
9	4	THE POMMY JACKAROO	Buster Noble (Columbia)—Castle
10	9	ALLEY CAT	Bent Fabric (Columbia)—Chappells
11	—	THE NIGHT HAS A THOUSAND EYES	Bobby Vee (Liberty)—No publisher
12	11	BOBBY'S GIRL	Marcie Blaine (London)—Alberts
13	—	ESO BESO	Paul Anka (RCA)—Womerah
14	7	DALILIA	Roger Roger (Festival)—No publisher
15	14	DESAFINADO	Stan Getz (Verve)—Essex

BRITAIN

(Courtesy New Musical Express, London) *Denotes local origin

This Week	Last Week	Title	Artist
1	3	DANCE ON	Shadows (Columbia)—Sydney Bron
2	2	RETURN TO SENDER	Elvis Presley (RCA)—Manor Music

3	1	THE NEXT TIME	*Cliff Richard (Columbia)—Elstree Music
4	4	SUN ARISE	Rolf Harris (Columbia)—Ardmore & Beechwood
5	9	BACHELOR BOY	*Cliff Richard (Columbia)—Elstree Music
6	6	GUITAR MAN	Duane Eddy (RCA)—Shapiro-Bernstein
7	5	LOVESICK BLUES	*Frank Ifield (Columbia)—Lawrence Wright
8	10	BOBBY'S GIRL	*Susan Maughn (Philips)—Rush Music
9	11	IT ONLY TOOK A MINUTE	*Joe Brown (Piccadilly)—Shapiro-Bernstein
10	12	TELSTAR	*Tornadoes (Decca)—Ivy Music
11	8	LET'S DANCE	Chris Montez (London)—E. H. Morris
12	17	GO AWAY LITTLE GIRL	*Mark Wynter (Pye)—Aldon Music
13	14	YOUR CHEATIN' HEART	Ray Charles (HMV)—Acuff-Rose
14	20	LIKE I DO	*Maureen Evans (Oriole)—Bourne Music
15	20	DESAFINADO	Stan Getz—Charlie Byrd (HMV)—Essex Music
16	13	UP ON THE ROOF	*Kenny Lynch (HMV)—Aldon Music
17	16	SWISS MAID	Del Shannon (London)—Burlington
18	23	FOREVER KIND OF LOVE	Bobby Vee (Liberty)—Aldon Music
19	19	ME AND MY SHADOW	Frank Sinatra-Sammy Davis (Reprise)—Francis, Day & Hunter
20	6	ROCKIN' AROUND THE CHRISTMAS TREE	Brenda Lee (Brunswick)—St. Nicholas Music, Inc.
21	29	UP ON THE ROOF	*Julie Grant (Pye)—Aldon Music
21	14	MAIN ATTRACTION	Pat Boone (London)—Stoone Music
23	26	BABY TAKE A BOW	*Adam Faith (Parlophone)—Downbeat Music
24	27	DON'T YOU THINK IT'S TIME	*Mike Berry (HMV)—Southern Music
25	18	MUST BE MADISON	*Joe Loss (HMV)—Baton Music
26	—	JUST FOR KICKS	*Mike Sarne (Parlophone)—Mac Melodies
27	—	COMIN' HOME BABY	Mel Torme (London)—Melotone
28	22	DEVIL WOMAN	Marty Robbins (CBS)—Acuff-Rose
29	—	CAN CAN '62	*Peter Jay and the Jaywalkers (Decca)—Ivy Music
30	—	HE'S A REBEL	Crystals (London)—A. Schroeder

DENMARK

(Courtesy Quan's, Copenhagen) *Denotes local origin

This Week	Last Week	Title	Artist
1	—	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
2	2	SHEILA	Tommy Roe (Karussell)
3	5	DEAR ONE	Larry Finnegan (HMV)—Imudico
4	3	PARADISO	*Katy Boddger (Polyphon); *Grete Klitgaard (Tono)—Multitone
5	4	IT'LL BE ME	Cliff Richard (Columbia)—Belinda
6	8	QUANDO, QUANDO	Pat Boone (Dot); *Dario Campeotto (Sonet); Tony Renis (HMV)
7	6	I'M JUST A BABY	Louise Cordet (Decca)
8	1	KING OF THE WHOLE WIDE WORLD	Elvis Presley (RCA)—Belinda
9	7	NEVER IN A MILLION YEARS	Linda Scott (Sonet)—Wilhelm Hansen
10	—	BABY TWIST	Buster Larsen (Polyphon)—Multitone

EIRE

(Courtesy Teenage Express, Dublin)

This Week	Last Week	Title	Artist
1	1	RETURN TO SENDER	Elvis Presley (RCA)—Manor
2	3	THE NEXT TIME	Cliff Richard (Columbia)—Elstree Music
3	2	LIMBO ROCK	Chubby Checker (Cameo-Parkway)—Sydney Bron
4	4	DEVIL WOMAN	Marty Robbins (CBS)—Acuff-Rose
5	8	BABY TAKE A BOW	Adam Faith (Parlophone)—Downbeat Music

6	5	BOBBY'S GIRL	Susan Maughn (Philips)—Rush Music
7	6	LOVESICK BLUES	Frank Ifield (Columbia)—Lawrence Wright
8	—	ME AND MY SHADOW	Frank Sinatra-Sammy Davis Jr. (Reprise)—Francis, Day & Hunter
9	9	ROCKIN' AROUND THE CHRISTMAS TREE	Brenda Lee (Brunswick)—St. Nicholas Music, Inc.
10	7	CHRISTMAS CANDLES	Maisie McDaniel (Fontana)—Debonaire

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

This Week	Last Week	Title	Artist
1	1	LET'S DANCE	Chris Montez (London)—Chappell
2	4	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
3	3	ESO BESO	Paul Anka (RCA)—Spanka
4	2	TELSTAR	The Tornados (Decca)
5	9	LIMBO ROCK	Chubby Checker (Cameo-Parkway)—Belinda
6	7	CUANDO CALIENTA EL SOL	Hermanos Rigual (RCA)—Southern
7	5	THE LOCO-MOTION	Little Eva (London)—Bens
8	6	J'ENTENDS SIFFLER LE TRAIN	Richard Anthony (Columbia)—Bens
9	8	PARADISO	Anneke Gronloh (Philips)—Bens
10	—	IT'LL BE ME	Cliff Richard (Columbia)—Belinda

FRANCE

This Week	Last Week	Title	Artist
1	1	TELSTAR	The Tornados (Decca)
2	2	L'IDOLE DES JEUNES	(Teen-Age Idol)—Johnny Hallyday (Philips)
3	4	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)
4	3	J'ENTENDS SIFFLER LE TRAIN	Richard Anthony (Columbia)
5	5	LOCO-MOTION	Little Eva (Decca)—Sylvie Vartan (RCA)
6	6	SHEILA	Lucky Blondo (Fontana)
7	7	JE L'ATTENDS	Dalida (Barclay)
8	8	CHARIOT	Petula Clark (Vogue)
9	10	TOUS MES COPAINS	Sylvie Vartan (RCA)
10	—	NON MONSIEUR	Los Machucambos (Decca)

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

This Week	Last Week	Title	Artist
1	1	JUNGE, KOMM BALD WIEDER	Freddy (Polydor)—Sikorski-Esplenade
2	3	FUR GABY TU' ICH ALLES	Gerd Botthcher (Decca)—Budde; DU SCHAUST MICH AN/SHE'S NOT YOU—Gerd Botthcher (Decca); Elvis Presley (RCA)—Aberbach
3	2	BABY TWIST	Will Brandes u. d. kl. Elisabeth (Polydor)—Gerig
4	6	WENN DU GEHST	Connie Francis (MGM)—Viktoria
5	4	DIE LETZTE ROSE DER PRARIE	Martin Lauer (Polydor)—Gerig
6	8	MADISON IN MEXICO	Catrin's Madison Club (Decca)—Melodie der Welt
7	9	WESTERN ROSE	Peter Kraus (Polydor)—Gerig; UNS'RE REISE FANGT AN—Peter Kraus (Polydor)—Gerig
8	5	TELSTAR/IRGENDWANN ERWACHT EIN NEUER TAG	The Tornados (London)—Intro
9	18	GAUCHO MEXICANO/JALISCO	Renat u. Werner Leismann (Ariola); John Buck (Warner Bros.)—Melodie der Welt
10	10	RENATA	Vico Torriani (Decca)—Aberbach
11	7	MARY ROSE/RAMBLIN' ROSE	Gerhard Wendland (Philips); Nat King Cole (Capitol)—Budde; WARUM LACHELT MONA LISA—Gerhard Wendland (Philips)—Melodie der Welt
12	16	SPIEGEL TWIST	Trude Herr (Polydor)—Phonoton

14	12	SURABAYA	Carmela Corren (Ariola)—Intro; BLAUER WIND WEHT VON MEXICO—Carmela Corren (Ariola)—Melodie der Welt (Polydor)—Gerig
14	13	ADIOS AMIGO	Sascha Distel (Polydor)—Gerig
15	14	MONSIEUR	Petula Clark (Deutsche Vogue)—Montana
16	—	RETURN TO SENDER	Elvis Presley (RCA)—Aberbach
17	11	KEINE BANGE LIESE-LOTTE	Freddy (Polydor)—Esplanade
18	15	LIEBE, DIE NIE VERGEHT/ CUANDO CALIENTA EL SOL	Vittorio (Columbia); Los Hermanos Rigual (RCA)—Peer
19	—	BABYSITTER TWIST	Ralf Bendix (Electrola)—Gerig
20	—	LOVER'S LANE	Pat Boone (London)—Gerig

HONG KONG

This Week	Last Week	Title	Artist
1	1	IT'S UP TO YOU	Rick Nelson (Imperial)
2	—	MY GEISHA	Jerry Vale (CBS)
3	2	WARMED OVER KISSES	Brian Hyland (ABC)
4	4	EVERY STEP OF THE WAY	Pat and Shirley Boone (Dot)
5	5	DANCE THE BOSSA NOVA	Frankie Avalon (Chancellor)
6	7	SHERRY	The Four Seasons (Stateside)
7	—	DEAR LONELY HEARTS	Nat King Cole (Capitol)
8	—	RIDE	Dee Dee Sharp (Cameo)
9	—	I LEFT MY HEART IN THE BALCONY	Linda Scott (Congress)
10	—	HEY GOOD LOOKING	Connie Stevens (Warner Bros.)

ISRAEL

(Courtesy Kol Israel Broadcasting) *Denotes local origin

This Week	Last Week	Title	Artist
1	1	LOVESICK BLUES	Frank Ifield (Columbia)—Lawrence Wright
2	2	BOBBY'S GIRL	Susan Maughn (Philips)—Rush Music
3	6	ALL ALONE AM I	Brenda Lee (Decca)—Duchess Music
4	7	BIG GIRLS DON'T CRY	The Four Seasons (Vee Jay)—Bobob
5	8	THEORY OF RELATIONS	*Shimon Israeli—(Hed Arzi)—ACUM
6	4	J'ENTENDS SIFFLER LE TRAIN	Richard Anthony (Columbia)—Robert Mellin-Mecolico/BIEM/NCB
7	3	IT STARTED ALL OVER AGAIN	Brenda Lee (Brunswick)—Aldon Music, Inc.
8	5	RIDING THE RAINBOW	Elvis Presley (RCA Victor)—Mirisch Music
9	—	ESO BESO	Paul Anka (RCA Victor)—Flanka Music/ASCAP
10	10	PULLING STRINGS	*Yoram Gaon (Israphon)—ACUM

ITALY

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

This Week	Last Week	Title	Artist
1	1	SPEEDY GONZALES	Pat Boone (London); Peppino Di Capri (Carisch)
2	2	PREGHERO	*Adriano Celentano (Cian)
3	5	ADDIO MONDO CRUDELE	Peppino Di Capri (Carisch)
4	3	CHARIOT	Franck Pourcel (VdP); *Betty Curtis (CGD)
5	4	SI E' SPENTO IL SOLE	*Adriano Celentano (Jolly)
6	7	CONCERTO DISPERATO	*Nino Rosso (Sprint)
7	8	EVERY NIGHT	Paul Anka (RCA)
8	9	ABAT-JOUR	*Henry Wright (GC)
9	10	VESTITO DI SACCO	*Pino Donaggio (Columbia)
10	6	TU NON LO SAI	Neil Sedaka (RCA)—Edizioni Musicali Arianna
11	13	LA PARTITA DI PALLONE	*Rita Pavone (RCA); *Cocki Mazzetti (Primary)
12	12	AFRIKAAN BEAT	Bert Kaempfert (Polydor)
13	—	UN VIOLINO NEL MIO CUORE	Connie Francis (MGM)
14	11	IL GIORNO PIU' LUNGO	Mitch Miller (CBS); Robert Pray (Durium)
15	14	STASERA PAGO IO	*Domenico Modugno (Fonit)

PERU

This Week	Last Week	Title	Artist
1	1	SPEEDY GONZALES	Manolo Munoz (Musart); Jorge Conty (Sono Radio); Los Gorrioncitos (MAG); Los Campeones (Primary)
2	2	DOMINGO DE SOL	Sergio Murillo (Columbia)
3	3	LA TOMBOLA	Mirla (Velvet); Lucho Macedo (MAG); Niko Estrada (Odeon)
4	4	ESO BESO	Paul Anka (RCA)—Alberto Cortez (Virrey)
5	5	EL BARQUITO	Gustavo (Hit) Moreno (Sono Radio)
6	6	THE WAH-WATUSI	The Ortons (Odeon); Jorge Conty (Sono Radio); Joe Danova (Odeon); Los Harmonics (MAG)
7	7	EL PECADOR	Antonio Prieto (RCA); Eddy Martinez (Odeon); Los Panchos (Columbia)
8	9	ALBRICIAS	Anamelba (Virrey)
9	8	HAVA NAGELA	Chubby Checker (Odeon); Los Harmonics (MAG)
10	—	EL AMOR ES LA FUERZA	MAS PODEROSA—Dean Reed (Philips)

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	BLUE STAR	Freddy Martin (Kapp)—Mareco
2	2	ROSES ARE RED MY LOVE	Bobby Vinton (Epic)—Mareco
3	3	KING OF THE WHOLE WIDE WORLD	Elvis Presley (RCA)—Filipinas
4	4	STORY OF A STARRY NIGHT	Della Reese (RCA)—Filipinas
5	8	MY BLUE HEAVEN	The String-A-Longs (Dot)—Mareco
6	—	HAVE A GOOD TIME	Tony Bennett (Columbia)—Mareco
7	7	CARA-CARAMEL CHOCOLATE	Tito Rodriguez (UA)—Mareco
8	6	THEY SAY	Rodge Martin (Dot)—Mareco
9	5	BABY ELEPHANT WALK	Lawrence Welk & His Ork (Dot)—Mareco
10	9	ESO BESO	Paul Anka (RCA)—Filipinas

SOUTH AFRICA

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

This Week	Last Week	Title	Artist
1	1	TELSTAR	The Tornados (Decca)—Ivy Music
2	2	THE LOCO-MOTION	Little Eva (London)—Aldon
3	3	KISS ME QUICK	Elvis Presley (RCA)—Belinda
4	4	SPANISH HARLEM	Jimmy Justice (Parlophone)—Progressive Africa
5	5	MIDNIGHT SNACK	Bert Kaempfert (Polydor)—Belinda
6	7	LIMBO ROCK	Chubby Checker (Continental)—BMI-BEMA
7	9	AL DI LA	Emilio Pericoli (Warner Bros.)—Melody
8	6	RAMBLIN' ROSE	Nat King Cole (Capitol)—Comet
8	8	SHE'S NOT YOU	Elvis Presley (RCA)—Belinda
9	—	SPANISH HARLEM	Ben E. King (London PD)—Progressive Africa
10	10	SHEILA	Tommy Roe (ABC-Paramount) PD—Copyright Control
10	—	IT'LL BE ME	Cliff Richard (Columbia)—Belinda

SPAIN

International NEWS REPORTS

BIGGEST SINCE WAR

German '3 Penny' Film to Cost Mil.

BERLIN—The West German film industry is making a concerted bid to get back into the big time movie business with a lavish \$1 million production of "Three Penny Opera."

German movie-making has been on a general decline since 1956 and this flick, which is being produced by Kurt Ulrich, stands to be the biggest since the close of World War II. The Bertold Brecht-Kurt Weill operetta will have a huge cast and will star Curt Jurgens, Sammy Davis Jr., Hildegard Neff and a number of other big name artists. Dialog is being recorded in German, English and French for world-wide distribution. The picture will be made in West Berlin.

Miss Neff has already recorded a number of the tunes from the show on the Decca label, but it was not known at presstime which label had snagged the original sound track rights. Sammy Davis will sing a number of the show's ballads and Pablo Picasso will design art work for the movie.

Many authorities on the European movie front feel that the German film industry is putting all its eggs in one basket with this production of "Three Penny." If it should fail, they feel, the entire movie colony here would receive a near-mortal blow. No amount of tax concessions and increased subsidies, which have been invoked by West German legislatures, would be of much use if the picture should prove a bomb according to these experts.

AUSTRALIA

CBS-ARC Light Seven Candles

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

Australian Record Company, which releases product here as CBS-Coronet, celebrated its seventh birthday January 7. Ray Bull, promo manager, has organized a package comprised of a three-pound birthday cake complete with CBS plaque on top, seven candles, birthday card and the first three locally produced recordings to appear on the CBS label which will be sent to every radio and TV station in Australia.

The three local singles issued feature Andy Sundstrom, Kelly Green and Leonard Teale, disks were produced in Sydney by Sven Libaek, a.&r. manager for ARC. In introducing the CBS label, ARC issued the first double album offer to the retail trade, two for the price of one, to sell for a limited period only, at 52 shillings. The title of the double album is "This Is Broadway's Best" with original Broadway casts.

W & G very excited about Ned Miller's "From a Jack to a King," licensed from Fabor Records of the U. S. This disk looks like it's breaking into a national hit very quickly. . . . Keven Shegog has hit the Melbourne market with a cover version of "I've Got the World by the Tail." This artist covered the Claude King hit "Wolverton Mountain" and outsold the Columbia hit in the State of Victoria. The Claude King version of "I've Got the World by the Tail" has not been released at the time of writing.

DJ Notes

John Laws, 2GB Sydney disk jockey, reports that 1963 looks like a bigger year for the Australian records. In the first hit parade published in January, 11 out of 30 best sellers are by Australian artists, Six of the 11 are Australian compositions.

BELGIUM

20 Hits Pave Way to Sales

By JAN TORFS
Stuivenbergvaart 37, Mechelen

An important record dealer right in the middle of the Flemish part of the country said that 1962 was a very good year in the record business, in fact, the best one in the last five years. When asked for a list of the 10 best selling records, he immediately told us that 10 records were too few to indicate the whole market. It was such a prosperous year, he told us, that at least 20 records had to be mentioned to give a real view on the best sellers list.

It is remarkable that there is not one single record of Belgian origin on the list. The U. S. A. has the biggest part in the cake with 13 records, followed by Great Britain with three records, Germany with two, and France, also with two.

Last year once again reaffirmed Paul Anka's popularity. He has no less than four records (his latest four) among the top 20. Other hitmakers were Elvis Presley, Pat Boone and Cliff Richard, while Joey Dee has become the biggest discovery of the year.

A popularity poll held by Juke Box Magazine among teenagers showed these results:

Most popular male artists: Elvis Presley, Cliff Richard, Paul Anka, Peter Kraus, Ray Charles.

Most popular female artists: Connie Francis, Conny Froboess, Brenda Lee, Helen Shapiro, Petula Clark.

Most popular orchestra: Ray Conniff, Billy Vaughn.

Most popular Belgian male

GOVT. PRICE CUT BOOSTS DISK MART

LONDON—The British disk industry got a giant-sized bonus to start the new year when purchase tax on disks (and gramophones, radios, televisions, etc.) was slashed from 45 to 25 per cent of the basic wholesale price. It means an overall drop of about a tenth in consumer prices. Singles are now 86 cents instead of 97 cents. Album prices vary considerably. An EMI classical LP formerly at \$5.60 are now \$5.04; Pye's low-price Golden Guinea series previously \$2.94 is \$2.66. The changes became effective January 1. Tax relief had been expected, but not before the annual April tax review.

Acker Bilk to Get Billboard Award on TV

LONDON — An expected viewing audience of 13 million will see British clarinetist Mr. Acker Bilk receive the three awards he gained in Billboard's 16th annual disk jockey poll.

The presentation will be made by Art Rosett, Billboard's European director, on Sunday, January 13, when ABC-TV's "Thank Your Lucky Stars" is telecast in Birmingham.

It will be transmitted on the following Saturday (19) nationwide on the ITV network.

Bilk is the first British instrumentalist to top the Billboard poll. He was voted by U. S. deejays as Favorite Solo Instrumentalist, Most Played Solo Instrumentalist, and having provided the Favorite Instrumental Record—the two million selling "Stranger on the Shore," written by him with Leon Young, whose String Chorale backs him.

"Thank Your Lucky Stars," produced by Philip Jones, is the British second TV network's only nationwide disk show. Its early-evening time slot ensures a large following among British record buyers.

artists: Will Tura, Louis Neefs. Most popular Belgian female artists: Lieve Olga, Chris Ellis. Most popular Belgian orchestra: Francis Bay. Most popular vocal groups: the Cousins, the Jokers.

BRITAIN

Briton's Cover Chart Positions

By DON WEDGE
News Editor, New Musical Express

British artists again dominated the annual singles chart summation for 1962. Elvis Presley had a clear lead, but was followed by Cliff Richard, Frank Ifield, the Shadows, Acker Bilk and Billy Fury. Chubby Checker was placed seventh ahead of Kenny Ball, Ray Charles and Del Shannon. Richard ended the year strongly; in the pre-Christmas week EMI had orders approaching 300,000 for his current single "The Next Time"—"Bachelor Boy" coupling.

EMI had great success with its campaign to promote sales of Bobby Vee and the Crickets'

IN HONG KONG

Anti-Pirate Forces Band for Action

By CARL MYATT

HONG KONG—The increased activities of the record pirates in the Southeast Asian area, and particularly in Hong Kong, recently forced a meeting of the representatives of the various companies associated with the industry. The meeting, convened by Ren Da Silva of Diamond Music Company, was attended by E. Insley of EMI, R. D. Johnstone of Jardines, M. Rudge of RCA, and M. Lee Swindons, agent for Linguaphone Records.

The meeting discussed the subject of piracy by Taiwan organizations, pointing out that their activities had reached serious proportions. Members at the meeting estimated that between 50 and 60 per cent of Chinese native music sold on the market is made up of these pirated disks.

Widened Area

Where the international repertoire is concerned, piracy used to be confined to the top singles put together on an LP and made up of several labels. This doesn't apply any more. Now these illegal manufacturers

Artists' Benevolent Fund. He had been asked to take part in the charity's annual Royal Variety Performance last year.

In a deal with BBC-TV, Pye Records has obtained the disk right for the voice tracks of six interviews from John Freeman's penetrating "Face to Face" interview series. Personalities involved were Dame Edith Sitwell, photographer Cecil Beaton, union leader Frank Cousins, the late Lord Birkett, Stirling Moss and comedian Tony Hancock. They will be issued as three albums selling at the special price of \$4.12.

A big personnel switch round took effect at the end of the year. Veteran Percy Hirons re-have extended their field of operations to embrace whole LP's, both pops and classics.

Those present at the meeting were of the unanimous opinion that the law in Hong Kong and the fines imposed by the magistrates were insufficient deterrent and it was decided that a joint memorandum be made to government. This memorandum is to be presented through a legal firm and by a barrister who will be accompanied by representatives of the major labels here. The memorandum is to request government to amend the law both in respect to penalties and with regard to the onus of proof requirements.

At present the law demands that the police must be accompanied by representatives of a company and the sale must be consummated before any arrest is made, or alternately, the goods must be on display.

It was pointed out that, in spite of several recent prosecutions, the sale of pirated records has become even more widespread and the reasons for this are quite apparent—the pirates have no respect for the law, and as the penalties are so light, they feel it worth their while to continue their activities.

Culture Group Sets Europe Music Fest

STRASBOURG, France — Council of Europe, which headquarters here, created a European Cultural Center as one of its last acts during 1962 with definite approval from 11 participating countries. Among the activities which this organization will sponsor are an ancient drama festival and a music festival. The festivals will take place each year in different parts of Europe. First drama event is likely to be held in Delphi, Greece, with the first musical festival in Venice, Italy.

records during their November tour together of Britain. The Vee-Crickets LP sold extraordinarily well and is the best selling Liberty album of the year in Britain. The Vee single, "For Ever Kind of Love," also reached the top 10.

Visitors

CBS Records' President Goddard Lieberman called in London on his way to Italy for the opening of the CBS disk operation there. . . . Vic Lewis, leading booker, to New York January 6 (staying at the Americana) and Los Angeles five days later (at Beverly-Hilton). He goes to set a summer return tour for Johnny Mathis and book other acts, as well as for talks with Nelson Riddle, whose affairs he manages in Europe.

Record Business

Pye Records is devoting attention to its specialized Scottish and Irish lines. They will still be brought out on the Piccadilly label but with a special "Heather" series overprint. The new policy was activated January 15, when Pye executives traveled north to Glasgow to attend a party introducing the new line.

Kenny Ball's single for Pye will be a Japanese tune renamed for Britain "Sukiyaki." It was brought back by Pye general manager Louis Benjamin after his autumn visit to set up the deal with Nippon-Columbia.

Frank Ifield's next single will be another revival, "The Wayward Wind," originally a hit for Gogi Grant and Tex Ritter and recently recorded in the U. S. by Slim Whitman. In the last half of 1962 Ifield totaled disk sales exceeding 1½ million in Britain alone. . . . Elvis Presley donated \$2,500 to the Variety

tired from Dix Music, being replaced as head of the company by Tommy Hudson. Stuart Reid moved across Denmark Street from Essex Music to become Robbins' general manager. Johnny Evans left EMI's promotion staff to fill the vacancy at Essex. In an unrelated move, Eddie Rogers left Chappell, where he handled the Famous Chappell catalog, to start his own firm. . . . There will now be seven songs in the BBC's heat to find the British entrant for the Eurovision Song Contest. Jimmy Kennedy and Tommy Connor, who rarely write together now, will submit separate numbers.

Mantovani has added a June tour of Canada to his 1963 schedule. It will last 10 days and follow his trip to Japan in May. Now almost fully recovered from his recent major internal operation, Mantovani was resuming recording January 7 by making an album of Spanish songs. He starts his annual British tour March 24 and in September will tour the U. S., mainly playing dates postponed this fall because of his illness.

ITALY

Renis Slated Top Contender

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

Tony Renis, who penned the top tune of 1962, "Quando, Quando, Quando," which finished No. 4 in last year's San Remo competition, appears to be the man to beat in this year's event. He will be on hand with his own composition, "One for All."

Meanwhile, the question is whether RAI-TV will allot full time to San Remo as it did to the recent Piedagrotta Festival in Naples. The television organization's efforts to supersede San Remo with "Canzonissima" has flopped more resoundingly each year for the last three years. One publication, Sorrisi e Canzoni, has attacked the

RAI management on the ground of favoritism.

Winning Piedagrotta songs were "Blue Mandolin" (Martucci - Mazozzo), sung by Emilio Pericoli and Mario Trevi. Trevi and Gina Armani sang the second song, "Serenade to Sorrento" (Sacchi-Vian). Third was "Sky and Sea" (Pugliese-Acampanora-Manetta) done by Lucia Alturi and Nelly Fiormonti while one vote behind was "I Won't Sleep Tonight" (Fiore-Ruccione) sung by the two favorites, Claudio Villa and Joe Sentieri.

Disk Notes

Sophia Loren will record a new disk in France in which she will sing bossa nova, twist, fox trot and a Mexican number. . . . Top personal tax assessment in Rome with \$48,000 was assigned to Renato Rascel. . . . Luciano Virgili, whose last U. S. trip was in 1956, will tour American cities again this year with Nunzio Gilogama. . . . Milva is recovering from a throat operation. Her latest disks feature songs from the film,

"Cleo 5 to 7" and an Italian version of the old U. S. hit parader, "Goody, Goody." . . . "Ext Maintenant," the Gilbert Beaud disk, has hit the half million mark in Italy.

Mario Zanoletti, chief of light music for RAI, has taken over the assignment of artistic director for Fonit-Centra, leaving his radio post. . . . Graz, lots!

DENMARK

Richard Winner In 1962 Poll

By ARNE HANSEN
11 Malerbakken, Holte

The biggest daily newspaper in Denmark—Berlinske-Tidende Top 10 best selling record art-

ists of 1962. No. 1 was Cliff Richard; No. 2, Elvis Presley; No. 3, Peter Kraus; No. 4, the Cleffers; No. 5, Anita Lindblom; No. 6, Gunther Kallman; No. 7, Poul Bundgaard; No. 8, Conny Froboess; No. 9, Pat Boone, and No. 10, Chubby Checker.

Music Notes

On January 1 Danish State Radio launched its new popular music show "Program 3." This show is something new to State programming in this country and the press and public have been most vocal in discussing it. It's still too early to tell just how well the show will work out, but most are willing to give it a chance before condemning it.

Bent Fabric celebrated New Year's Eve with a huge TV show that spotlighted and

marked the success of his "Alley Cat" world-wide smash. The artist guest-starred David Thorne, who made the American version of the tune.

EIRE

'1st Family' Sells Well Here, Too

By KEN STEWART
Teenage Express, Dublin

Vaughn Meader's smash Cadence album, "The First Family," was issued on the London label by Solomon and Peres. In the nightly topical program "Broadsheet," Telefis Eireann played excerpts from the disk. There is tremendous interest in

LES BAXTER'S BALLADEERS
ONE OF THE TEN HEADLINERS IN THE REPRISE JAN.-FEB.
\$74,000,000
TALENT BONANZA

AMERICA'S FOREMOST FOLK MINSTRELS...
LES BAXTER'S BALLADEERS
ASHVILLE JUNCTON DARLIN COREY
SUE BONITA SANDERA JIMMY
MY FISHERMAN, MY LADIE & THE GREEN MOUNTAIN BOYS
GOTTA TRAVEL ON LET MY LITTLE LIGHT SHINE
SINNER MAN JOY, JOY, JOY
BRANDY SAIL AWAY LADIES

reprise

INTERNATIONAL BUYERS & SELLERS EXCHANGE

A convenient international directory of companies now offering their experience, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.

AUSTRALIA
FOR specialised trade coverage of AUSTRALIA and NEW ZEALAND advertise in—
• MUSIC MAKER •
Australia's Leading Music Magazine.
ADVERTISING OFFICES: 416 GEORGE STREET SYDNEY, AUSTRALIA

BELGIUM
Everyone in the music business and every teen-ager in Belgium reads
JUKE BOX
BELGIUM'S BIGGEST MUSIC MAGAZINE
A one page ad costs you only \$220
A one-year subscription is only \$3
Send your bank draft to
JUKE BOX
MECHELEN, BELGIUM
Write for Sample Copy.

FRANCE
WANTED FOR FRANCE—RECORDED copyrights and/or independently produced masters. Also patented inventions and merchandise ideas. Highest references available. He-de-France Productions, 33 Boulevard Suchet, Paris 16, France.

GERMANY
PAUL SIEGEL (BERLIN-NEW YORK), producer of Telefunken-Decca (Teldec) Records, Disc Jockey: Radio Berlin (SFB), Music Publisher: Hi-Fi Musikverlag GMBH, Cable: Symphonix Berlin. Telephone: Berlin 247029. Address: Tauentzien str. 16, Berlin W30, Germany.

HOLLAND
BOVEMA, HOLLAND'S TOP RECORD firm, is the biggest independent record company because it has recording and pressing facilities, depots in top cities, printing facilities and separate sales staff for different labels. Gerry Oord, President, Bovema-Gramophonehouse, Heemstede, Holland.

JAPAN
SALES IN JAPAN YOUR OBJECT?
We represent U. S. record manufacturers wanting sales to the U. S. Forces, Pacific-Far East area.
Backed with years of experience in selling the military, we offer sales representation to one or two firms not in conflict with our present agreements.
Our sales commission is remarkably low. If you'd like to have further details, write in confidence to
The President
Japan Sales Co., Ltd.
521-3 Chome, Shimo Meguro
Meguro-ku, Tokyo, Japan

SWITZERLAND
THERE'S MONEY IN MUSIC IN SWITZERLAND, too! Contact one of the most active publishing companies with own record affiliation, Edition CODA, Postfach 153, Zurich 10/49.

UNITED STATES
RECORDS
Manufacturers' representative, all American brands, low prices, speedy, accurate shipments. Special closeout offerings. Also television, phonographs, radios.
CARDINAL EXPORT CORPORATION
135 W. 29th St. New York City 1

GENERAL
WANTED: COMPOSER FOR POEM TO leadsheet. Volume work by mail. Fast, experienced, all types pop songs. State lowest fee wanted. E. E. Greene, P. O. Box 835, Riverside Station, Miami 35, Florida.

FOR INFORMATION
You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns.
For information contact:

THE AMERICAS
MEXICO: Dr. Otto Mayer-Serra, Apartado 8688, Mexico City
PUERTO RICO: Anthony Contreras, 26 Gertrudis St., Santurce
VENEZUELA: Clemente Vargas, Jr. Radio Caracas
Av. Paez, El Paraiso, Caracas
BRAZIL: Mauricio Quadrio Billboard
Rua Visconde da Gavea, 125 Rio de Janeiro
ARGENTINA: Ruben Machado Billboard
Lavalle 1783, Buenos Aires
CHILE: Ricardo Garcia Radio Minería, Moneda 973, Santiago

ASIA & PACIFIC
AUSTRALIA: Brian Nebenzahl P. O. Box 418, North Sydney
HONG KONG: Carl Myatt 27 Estoril Court, Garden Road
JAPAN: Robert Wynn 521-2 Chome, Shimo Meguro Meguro-ku, Tokyo
NEW ZEALAND: Fred Gebble P. O. Box 5051, Auckland
PHILIPPINES: Luis Ma Trinidad 264 Escolta, Manila

EUROPE
Arthur Rosett, European Director 44 Curzon St., London W. 1 GROsvenor 7496
ITALY: Samuel Steinman Piazza S. Anselmo 1, Rome
Frank Luppino Jr., International Director, Billboard, 1564 Broadway, New York City 36

ADVERTISING RATES INTERNATIONAL EXCHANGE
CLASSIFIED: Per line \$1. Minimum 4 lines per insertion.
DISPLAY: Per inch \$14. Minimum one inch.
Above prices are for one insertion in one issue. Cash With Order, Please. Lower rates for 12, 26 or 52 insertions in a one-year period.

SAY YOU SAW IT IN BILLBOARD INTERNATIONAL EXCHANGE

the LP and sales are expected to be better than usual for an American comedy album.

One of the hottest non-chart sides around is the Frank Sinatra-Sammy Davis Jr. Reprise waxing, "Me and My Shadow." . . . In an hour-long American program titled "Idol," Telefeis Eireann viewers saw the life story of Bobby Vee. . . . A notable monthly publication issued free as advertising material by Irish Record Factors, Ltd., is "Irish Record Review," edited by Michael Geoghegan. It is very widely read and I. R. F. claims that it stimulates sales considerably.

Joe Cahill, the U. S.-based Irish singer whose disk, "The Ballad of Jack Kennedy" (on Dublin Records) has enjoyed steady sales in America in the past few months, arrived in Dublin for a six-week visit.

Cameo-Parkway's "L i m b o Rock" is continuing to do tremendous business despite its limited impression on the British chart. In only two weeks Chubby Checker's disk climbed to its present second position on the nation's hit parade. His new EP, "Dancin' Party," is another hot seller. . . . Because Michael Mac Liammoir's album, "The Importance of Being Oscar"—a CBS disk of readings from the works of Oscar Wilde—has out-

sold many pop records, it is likely that a sequel will be recorded soon.

FRANCE

South American Tunes Exploited

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

Editions Tutti has created the company Marks-France, destined to exploit South American tunes from the E. B. Marks, Piedmont and Alameda Music catalogs.

Disk News

Vogue Records claims that Francoise Hardy has sold about 200,000 records of the same EP, a very high figure for France. . . . "J'appelle la terre," a French song in the "Telstar" style, is a well aired tune. . . . Phillips has signed up movie actor Eddie Constantine. . . . Polydor marketed a new series called "Stereo Sensation" composed of six LP's by Henry Jerome and his ork from the Brunswick label. . . . Jean Louis Stain and Anton Valery have come out

with their first record on the Philips label.

Visitors In

Mercury's prexy Irving Green had talks with Philips president Georges Meyerstein concerning Nana Mouskouri and Georges Brassens. . . . Cannonball and Nat Adderley played two concerts (22). . . . Johnny Griffin is playing the Blue Note until January 1.

HONG KONG

London Decca Set in Far East

By CARL MYATT
27 Estoril Court, Garden Rd.

Decca Orient Records, Ltd., a subsidiary of the Decca Records, Ltd., London, was established in Singapore on December 30. Decca Orient will not only be marketing Decca group records in Singapore, the Federation of Malaya, North Borneo and Sarawak and Brunei, but will also cover the various distributors and licensees in the Far East. Sales offices have been set up in Kuala Lumpur

and Penang, in addition to the head office in Singapore. Ismail bin Hj Abd. Rahman and Lee Chin Har will be handling these branch offices respectively. Sir Edward Lewis, chairman of the Decca group,

accompanied by Lady Lewis, arrived in Singapore to attend the cocktail party at the Regency Room of the Raffles Hotel to mark the occasion. They left for the United States and London via Australia.

BE CERTAIN TO STOP AT BILLBOARD'S STAND!

When you visit the Amusement Trades Show

- Europe's Most Important Coin Machine Event

New Royal Horticultural Hall
London, England—January 29-January 31

- Pick Up The Latest Jet-Flown Issue of Billboard With Our Compliments. We look forward to seeing you.

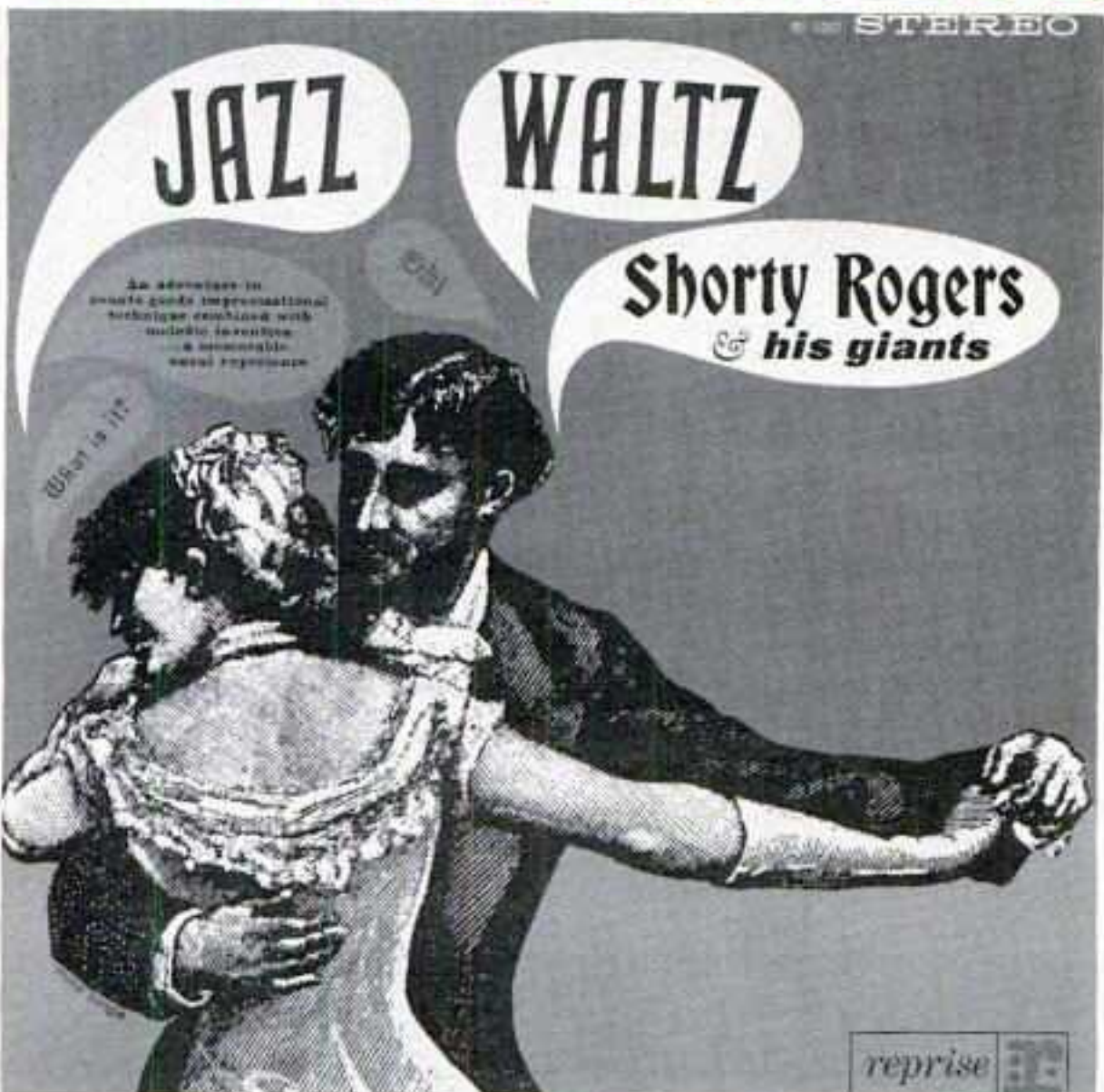
Arthur Rosett, European Director
Aaron Sternfield, Coin Machine Editor
Frank Luppino, International Director

SHORTY ROGERS

ONE OF THE TEN HEADLINERS IN THE REPRISE JAN.-FEB.

\$74,000,000

TALENT BONANZA



reprise 6060

"NO BAILAMOS SOLAMENTE TANGO"

(We don't only dance the tango)



Tangos, carnavalitos, cuecas and many other local dances still continue to delight

millions of Latin Americans. But American music enjoys a great and growing popularity in many of the republics.

We know, because we have been selling records throughout Latin America for many years and the sales of American recording artists such as Nat "King" Cole amply demonstrate this.

E.M.I. companies with factories located in Buenos Aires (pictured below), Rio de Janeiro and Santiago supply the greater part of the record requirements of Argentina, Brazil and Chile, also exporting to many other parts of Latin America.

In addition, we have licensing arrangements in Uruguay, Peru, Ecuador, Colombia, Venezuela and Mexico.

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



EMI

THE GREATEST RECORDING ORGANISATION IN THE WORLD

SINGLES REVIEWS



BILLBOARD SPOTLIGHT PICKS

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



POP SPOTLIGHT

BENT FORCEP

MY SON, THE DOCTOR

(De Lo-Van Winkle-Darian, BMI) (2:35) Original Sound 26

The Allan Sherman recording of "Sarah Jachman" inspired this cute take-off on "Frere Jacques" that should flip the teen group. The male lead sings it cleverly, aided by a group of gals called the Patients. Could do well. Flip is "I Know What Happened to Baby Jane" (Bonnyview-Breezy-Willow, ASCAP) (2:05).



COUNTRY & WESTERN SPOTLIGHT

TONY DOUGLAS

HIS AND HERS

(Big D, BMI) (2:32) Vee Jay 481

Here's a mighty powerful side from the relative newcomer. The tune carries a lyric that recounts the break-up of a marriage in the most touching and tender of tones. Strings and chorus aid support. The flip is "Gabby Abby" (Conrad-Tyler, BMI) (2:00).



POP SPOTLIGHT

FOUR SEASONS

WALK LIKE A MAN

(Saturday-Gavadema, ASCAP) (2:11)

LUCKY LADYBUG

(Conley, ASCAP) Vee Jay 485

These two sides should keep the Four Seasons smack on top of the charts. Side 1 spots the group in a swinging novelty that's set to march tempo; the second side shows off the Seasons' unique tempi, wild harmonies and high-pitched vocal background. Two sides that can go.



POP SPOTLIGHT

DANNY WHITE

KISS TOMORROW GOODBYE

(Frisco & Chervatin, BMI) (2:47) Frisco 104

Danny White bows on the New Orleans label with a moving reading of a touching rockaballed. He sells it with warmth, and he can sing. Backing is subtle. Flip is "The Little Bitty Things" (Jarob, BMI) (2:15).



COUNTRY & WESTERN SPOTLIGHT

WILLIE NELSON

HALF A MAN

(Pamper, BMI) (2:25) Liberty 55532

Potent country reading of a most unusual tune in which the lad pleads for his lass. Tune contains most unusual imagery. Side has much to offer and it could cross over into pop. Flip is "The Last Letter" (Cole, BMI) (2:55).



POP SPOTLIGHT

JOHNNY MATHIS

WHAT WILL MARY SAY

(Elm Drive, ASCAP) (3:10) Columbia 42666

This lovely side could turn out to be Johnny's biggest hit in a long time. He sells the folksy ballad with feeling, aided nicely by choral and ork backing. Flip is "Quiet Girl" (Nomat, ASCAP) (2:56).



POP SPOTLIGHT

THE MASCOTS

HEY LITTLE ANGEL

(Original, BMI) (2:05) Blast 206

Bright, breezy, teen-slanted ditty is handed a stylish performance by the Mascots on this catchy dinking. Group has a gimmicky sound and side has a chance. Flip is "Once Upon a Love" (Original, BMI) (2:31).



COUNTRY & WESTERN SPOTLIGHT

ROSE MADDOX

LONELY TEARDROPS

(Central Songs, BMI) (2:30) Capitol 4905

Miss Maddox, the perennial country winner, has a mighty fine country record done in a most penetrating style. There's some top-flight guitar backing the vocal. Flip is "George Carter" (Central Songs, BMI) (3:26).



POP SPOTLIGHT

FREDDY CANNON

FOUR LETTER MAN

(Roosevelt, BMI) (2:04)

COME ON AND LOVE ME

(Claridge, ASCAP) (2:21) Swan 4132

Freddie Cannon comes roaring back with these two exciting sides, either or both of which has a chance for the big time. Topper is a snappy rocker with a good, teen-slanted lyric; flip is in the young set dance groove, with the titles of all the current dances bound up in the lyric. Watch them both.



COUNTRY & WESTERN SPOTLIGHT

JIM REEVES

IS THIS ME?

(Window-Open Road, BMI) (2:07) RCA Victor 8127

Reeves sings this soulful weeper in his best country accent. His warm style is admirably backed by an equally warm chorus and piano figure. The flip is "Missing Angel" (Tuckahoe, BMI) (2:09).



POLKA SPOTLIGHT

L'L WALLY
AND HIS COUSINS

HAPPY COUSINS POLKA

(Jay Jay, BMI) (2:00)

HOW CAN I FORGET

(Jay Jay, BMI) (2:15) Jay Jay 279

Two more top-flight sides for the polka belt. The first is a bright bouncy item that should score while the second is a Bavarian-type waltz. Both are sure juke winners in those areas that go for the hop-step music.



POP SPOTLIGHT

JAMES DARREN

PIN A MEDAL ON JOEY

(Gower, BMI) (2:27) Colpix 672

Happy novelty side gets a good reading from Jimmy Darren aided by bright choral group and ork backing. It's one of Darren's best in a good spell. Worth exposure. Flip is "Diamond Head" (Columbia Pictures, ASCAP) (2:45).



COUNTRY & WESTERN SPOTLIGHT

BILLY WALKER

I'VE GOT A NEW HEARTACHE

(Cedarwood, BMI) (2:23) Columbia 42664

Billy Walker sings a quick-stepping weeper here that should get him much attention in country ranks. It also features some smooth singing by the chorus in support. Flip is "Thank You for Calling" (Hollis, BMI) (2:18).

DISK JOCKEY PROGRAMMING
SPOTLIGHT

RICHARD ANTHONY

I HEAR THE WHISTLE OF
THE TRAIN

(BIEM) (2:29) Kapp 504

Haunting French tune here is sung by the French star with enormous feeling. It's one of his big European successes with an effective English recitation dubbed into the middle portion of the tune. Has a strong chance. Flip is "Loin Greensteeves" (BIEM) (2:29).



POP SPOTLIGHT

JOE DOWELL

BRINGA-BRINGA-BROUGHT

(Sunbeam, BMI) (2:40) Smash 1799

An insistent beat, a clever arrangement and a good piece of novelty material make this a strong vehicle for Dowell, and he tells the teen-slanted story neatly here. It's neat enough, in fact, to turn into a hit. Flip is "Our School Days" (Sure-Fire BMI) (1:57).



COUNTRY & WESTERN SPOTLIGHT

KITTY WELLS

IS IT ASKING TOO MUCH

(Maricana, BMI) (2:53)

COLD AND LONELY IS THE
FORECAST TONIGHT

(Forrest-Kitty Wells, BMI) (2:45) Decca 31457

Another double country smash for Kitty. This one teams two admirable weepers. The first has the edge because of its nostalgic "Oh Promise Me" quality. Both spotlight Miss Wells before fine choral and piano work.

Billboard's Record Review Panel Hears and Rates an Average of 56 Albums and 111 Singles Every Week.

Singles Reviews [Continued on p. 33](#)

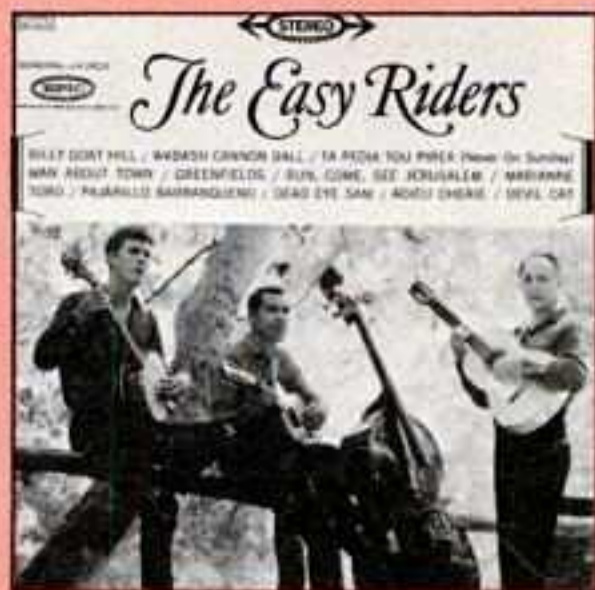
SINGLES REVIEW POLICY

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

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 four-star singles are listed within their respective categories. Flip sides are rated separately.



LN 24032/BN 26032*



LN 24033/BN 26033*



LN 24036/BN 26036*



LN 24037/BN 26037*



LN 24042/BN 26042*



LN 24034



LC 3853/BC 1253*



LC 3854/BC 1254*



LC 3855/BC 1255*



LC 3856/BC 1256*



LC 3857/BC 1257*



LA 16034/BA 17034*



LA 16033/BA 17033*

IN '63 THE ACTION STARTS WITH EPIC



*STEREO

©"EPIC", Marca Reg. T.M. PRINTED IN U.S.A.

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

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'GO AWAY LITTLE GIRL', 'TELSTAR', 'HOTEL HAPPINESS'.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'CHAINS', 'CINNAMON CINDER', 'LOVE CAME TO ME'.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'CONEY ISLAND BABY', 'WOULD IT MAKE ANY DIFFERENCE TO YOU', 'RUBY BABY'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large alphabetical list of songs and artists, including 'All Di La', 'I Will Live My Life For You', 'Release Me', 'End of the World', 'The Bossa Nova Bird'.



the nation's best selling records

DOT BEST SELLERS

- #16421 **Boss** **The Rumlbers**
- #16428 **Afraid / I'll Never Stand In Your Way** **Jimmie Rodgers**
- #16393 **Matilda** **The String-A-Longs**
- #16420 **Zero-Zero / Night Theme** **Lawrence Welk**
- #16425 **Go Home Girl / You're The Reason** **Arthur Alexander**
- #16423 **Lida Rose / Bei Mir Bist Du Schoen** **The Lennon Sisters**
- #16407 **Rainbow At Midnight / Rhumba Boogie** **Jimmie Rodgers**

NEW RELEASES

- #16436 **Release Me / El Choclo** **Billy Vaughn**
- #16435 **Vision At The Peace Table / I Saw Me** **Wink Martindale**
- #16430 **Tell Me, Tell Me / It Kinda Picks Me Up** **Ann Kirk**
- #16429 **There's More Pretty Girls Than One / BILLY DON'T PLAY THE BANJO** **The Hitchhikers**
- #16427 **Poop-A-Loop / She's The One** **Thurston Harris**
- #16426 **The Bo-Bit Part 1 / The Bo-Bit Part 2** **Jerry Crutchfield Combo**

HOT ALBUMS ON DOT

STEREO MONO
DLP NO. DLP NO.

25497	3497	1962'S GREATEST HITS Billy Vaughn
25481	3481	THE LENNON SISTERS' FAVORITES
25480	3480	STEVE ALLEN PLAYS BOSSA NOVA JAZZ
25475	3475	I LOVE YOU TRULY Pat and Shirley Boone
	3472	STEVE ALLEN'S FUNNY FONE CALLS
25465	3465	THE MILLS BROTHERS SING BEER BARREL POLKA AND OTHER GOLDEN HITS
25463	3463	MATILDA The String-A-Longs
25460	3460	CHEROKEELY SWINGS! Keely Smith
25458	3458	A SWINGIN' SAFARI Billy Vaughn
25457	3457	BABY ELEPHANT WALK Lawrence Welk
25453	3453	NO ONE WILL EVER KNOW Jimmie Rodgers
25452	3452	GREAT GOLDEN HITS The Andrews Sisters
25450	3450	GREATEST ORGAN HITS Jerry Burke
25447	3447	THE WRIGHT TOUCH George Wright
25442	3442	THE SHIFTING WHISPERING SANDS Billy Vaughn

STEREO MONO
DLP NO. DLP NO.

	3437	SO RARE Jimmy Dorsey
25436	3436	GREAT ORGAN THEMES FROM MOVIES & TV Eddie Baxter
25435	3435	ORGAN - SONGS WE LOVE Eddie Baxter
25433	3433	12 GREAT HITS IN RAGTIME Jo Ann Castle
25431	3431	VAUGHN MONROE - HIS GREATEST HITS
25412	3412	MOON RIVER Lawrence Welk
25406	3406	THE ANDREWS SISTERS' GREATEST HITS
25359	3359	CALCUTTA Lawrence Welk
25318	3318	DOUBLE SHUFFLE Lawrence Welk
25292	3292	THE LENNON SISTERS SING 12 GREAT HITS
25249	3249	RAGTIME PIANO GAL Jo Ann Castle
25165	3165	BLUE HAWAII Billy Vaughn
25157	3157	THE MILLS BROTHERS' GREAT HITS
25100	3100	SAIL ALONG, SILV'RY MOON Billy Vaughn
25054	3054	THE TEN COMMANDMENTS Sound Track - Elmer Bernstein
25016	3016	THE GOLDEN INSTRUMENTALS Billy Vaughn



To Kapp Distributors, Disc Jockeys,
Dealers and all those who made it possible
for me to sell 6,000,000 albums
and earn my sixth gold record award...

thanks
a million!
(six times)

Roger Williams exclusively on Kapp Records.

ALBUM REVIEWS

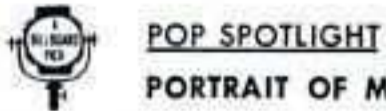


BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

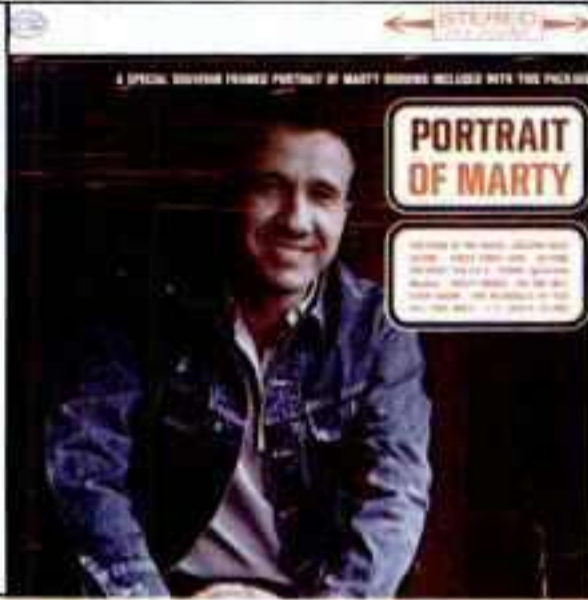
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Ratings of only the outstanding LP's of the week are published, including all receiving a 4-Star review or better, thus focusing attention on albums with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all 4-Star LP's are listed under their respective categories.



POP SPOTLIGHT PORTRAIT OF MARTY

Marty Robbins. Columbia CL 1855 (M); CS 8655 (S)

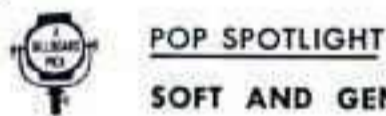
Here's another power-packed album by Marty Robbins that should rack up sock sales in both the country and pop fields. It contains some haunting story sagas, the kind that Robbins is famous for, including "Lolene," "Abilene Rose" and "The Bend in the River," plus two Hawaiian tunes, "Beyond the Reef" and "Ka-Lu-A," plus oldies "Yours" and "The Nearness of You." Mighty strong vocal work by Robbins here.



POP SPOTLIGHT THE NEW CHRISTY MINSTRELS IN PERSON

Columbia CL 1941 (M); CS 8741 (S)

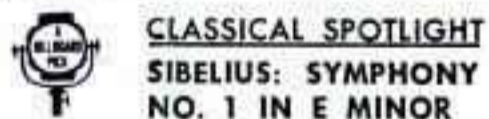
The TV-popular "New Christy Minstrels" prove themselves one of the strongest on-stage acts in the folknik field with this on-location album. The first side, and part of the second, is filled with the group's bouncy, expansive renditions of folk-oriented material such as "Liza Lee." The balance of the album is comedy-oriented, with various organization members performing short numbers (such as Dolan Ellis' multi-tempoed "Tip Toe Thru the Tulips") which are part of the Christy's current concert repertoire. Bound to be strong wax.



POP SPOTLIGHT SOFT AND GENTLE

Buddy Greco & Strings. Epic LN 24032 (M); BN 26032 (S)

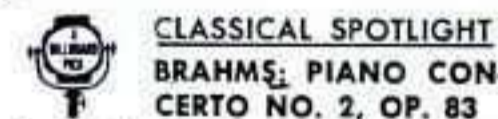
Buddy Greco fans will flip over this album; it is romantic in style, and gentle in its approach to a well-chosen collection of tunes, most of which are standards. A couple of recent hits ("What Kind of a Fool Am I?" and "San Francisco") are included, but the album is largely in the vein of tunes like "Moonlight in Vermont." An attractive, misty-looking photo of a pretty model's face makes for an eye-catching cover.



CLASSICAL SPOTLIGHT SIBELIUS: SYMPHONY NO. 1 IN E MINOR

The Philadelphia Orchestra (Eugene Ormandy, Cond.). Columbia ML 5795 (M); MS 6395 (S)

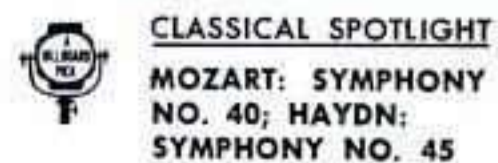
The warm personal relationship which existed between composer Sibelius and Conductor Ormandy is virtually an added factor in this fine-sounding album of the seldom-recorded Sibelius work. Ormandy treats the material with reverence and understanding, and has coaxed some splendid passages from the Philadelphia—particularly the third movement, with its emphasis on strings. Chalk up another strong entry from Columbia.



CLASSICAL SPOTLIGHT BRAHMS: PIANO CONCERTO NO. 2, OP. 83

Leon Fleisher; The Cleveland Orchestra (George Szell, Cond.). Epic LC 3853 (M); BC 1253 (S)

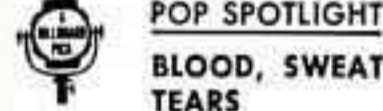
A strong combination of elements is at work in this rich-sounding, fluid performance—one of the country's top orchestras, a conductor who has a deep appreciation for Brahms, and a young pianist who is rapidly gaining popularity with record buyers. The Brahms work has long been a showcase for pianists, and serves as one of the clean-touch technique of Fleisher. The album is bound to be a good addition to dealer stocks.



CLASSICAL SPOTLIGHT MOZART: SYMPHONY NO. 40; HAYDN: SYMPHONY NO. 45

London Symphony (Dorati). Mercury MG50280 (M); SR 90280 (S)

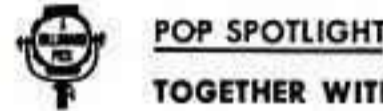
Antal Dorati comes up with another inspiring performance. He brings shimmering life to the structure of these two venerable masterpieces. The first is handled in a quick, light, yet never shallow fashion. The second is done in stately fashion with especially strong work from an inspired string section. A handsome addition to the Dorati and London Symphony catalogs.



POP SPOTLIGHT BLOOD, SWEAT AND TEARS

Johnny Cash. Columbia CL 1930 (M); CS 8730 (S)

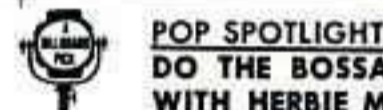
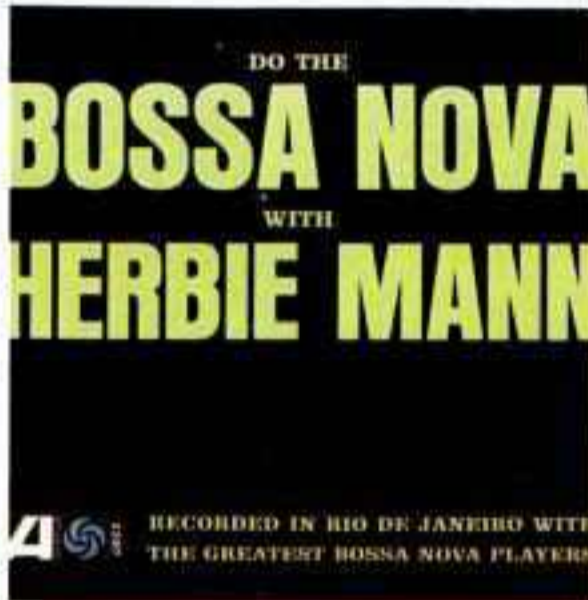
This is one of Johnny Cash's most exciting albums in a long time, featuring the country-pop chanter in a collection of folk-styled ditties, which he sings with spirit and fervor. One of the best sides is "The Legend of John Henry's Hammer," which Cash sells in sock fashion. Also included are "Busted," "Casey Jones," "Nine Pound Hammer," "Chain Gang" and "Roughneck." First-rate Cash wax, and that's saying something!



POP SPOTLIGHT TOGETHER WITH LOVE

Eileen Farrell & Andre Previn. Columbia CL 1920 (M); CS 8720 (S)

Potent teamwork on this album. It showcases Miss Farrell backed by the tasteful piano and arranging of Andre Previn. The material is drawn from the sophisticated, standard repertoire. Unusual and some of the most distinguished ballads in the pop category. "Sleepin' Bee," "But Not for Me," "Where I Wonder" and "I Wonder What Became of Me" are typical examples.



POP SPOTLIGHT DO THE BOSSA NOVA WITH HERBIE MANN

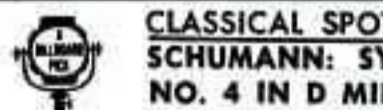
Atlantic 1397
Herbie Mann follows up his current hot pop and jazz LP's with a delightful new album of bossa novas that were recorded where the bossa nova began, in Brazil. Mann is performing here with the top bossa nova men in Brazil, including the Sergio Mendes group, Baden Powell, Atonio Carlos Jobim, who sings the vocal on "One Note Samba," and a top 17-piece "School of Samba" ork. Mann shows off his winning style on such tunes as "Dave Ser Amor," "Mennina Feia," "Voce E Eu" and "Bossa Velha," accompanied by sparkling Brazilian rhythm support. A potent pop and jazz set.



CLASSICAL SPOTLIGHT DVORAK: NEW WORLD SYMPHONY

New York Philharmonic (Leonard Bernstein, Cond.). Columbia ML 5793 (M); MS 6393 (S)

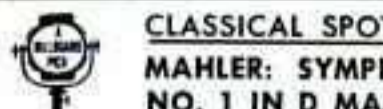
Long one of the most popular of symphonic works in America, Dvorak's "New World" (with its Negro-spiritual influence) receives a shiny new reading by Bernstein and the Philharmonic. It's almost certain to receive heavy air play from longhair stations, and to be a strong seller. Bernstein's reading is, as often happens with the noted composer-conductor, full of many personal touches and tempos, but it's hard to quarrel with the big, spacious sound he achieves.



CLASSICAL SPOTLIGHT SCHUMANN: SYMPHONY NO. 4 IN D MINOR, OP. 120; BEETHOVEN: SYMPHONY NO. 8 IN F MAJOR, OP. 93

The Cleveland Orchestra (George Szell, Cond.). Epic LC 3854 (M); BC 1254 (S)

Szell and the Cleveland orchestra perform the Schumann Fourth with intensity. This romantic work, done without breaks between the movements, is charged with a running kind of excitement and Szell makes the most of it. The Beethoven work is most dramatically presented. The stateliness and the majesty of the music is eloquently brought to light by Szell and the orchestra.



CLASSICAL SPOTLIGHT MAHLER: SYMPHONY NO. 1 IN D MAJOR ("THE TITAN")

Columbia Symphony Orchestra (Bruno Walter, Cond.). Columbia ML 5794 (M); MS 6394 (S)

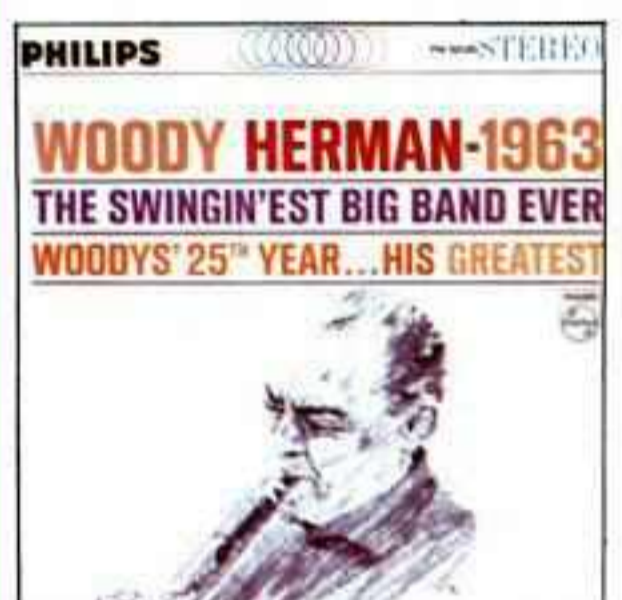
Another item from the great heritage of Bruno Walter is this posthumous release of his recording of the first symphony by his mentor, Gustav Mahler. Replacing an aging mono interpretation by Walter, this must be regarded as most closely mirroring the composer's intentions. A beautiful and moving performance, the release also benefits from analytical liner notes by Walter. Should be a standard item for years to come.



CLASSICAL SPOTLIGHT SHOSTAKOVICH: PIANO CONCERTO NO. 1; POULENC CONCERTO FOR 2 PIANOS

Previn; Gold & Fiszdale; New York Philharmonic (Leonard Bernstein). Columbia ML 5792 (M); MS 6392 (S)

Two brilliant keyboard works, both sparkling and full of wit, are coupled on a highly successful disk that should win many buyers. Each work has only one competing version available, and this pairing should be the decisive factor to a large number of customers. Works like these are right up the alley of Leonard Bernstein, whose conducting on this disk could hardly be bettered.



JAZZ SPOTLIGHT WOODY HERMAN—1963

Woody Herman. Philips PHM 200-065 (M); PHS 600-065.

This is the latest edition of a Herman herd. It's a swinging outfit that has hard-hitting brass punch and solid solo work from young jazz soloists like Bill Chase, Sal Nistico, Phil Wilson, Gene Allen and a few others. This album should cut a wide swath through disk buyers from younger jazz fans to older big-band devotees. A few tracks like "Mo-Lasses," "Sister Sadie" and "Camel Walk" might also appeal to the kids.



JAZZ SPOTLIGHT JERU

Gerry Mulligan. Columbia CL 1932 (M); CS 8732 (S)

Some of Gerry Mulligan's most effective work has been done with a small combo. This album features the artist playing with a rhythm section composed of some of the better players around New York: Tom Flanagan, piano; Dave Bailey, drums; and Ben Tucker, bass. The material is drawn from a variety of sources with bossa nova, standards and blues. Mulligan fans should go for this one.

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

150 BEST SELLERS—MONAURAL

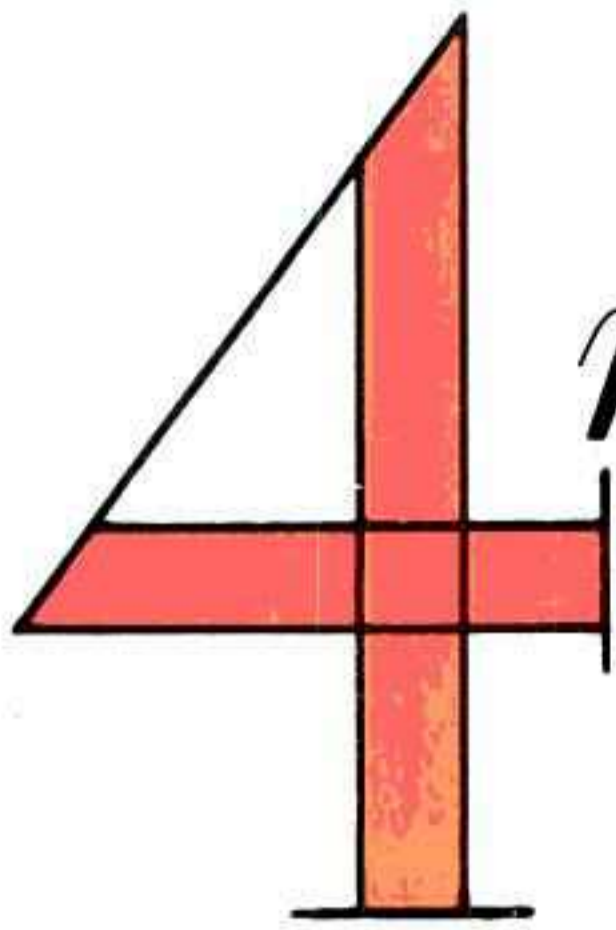
Table listing 150 Monaural best-selling albums with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

Table listing 150 Monaural best-selling albums (continued) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

Table listing 150 Stereo best-selling albums with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

50 BEST SELLERS—STEREO

Table listing 50 Stereo best-selling albums with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.



new hits for the New Year!



31457

IS IT ASKING TOO MUCH?
C/W
COLD AND LONELY

KITTY WELLS



62341

Breaking wide open in Baltimore and Detroit!
TRIBUTE TO BUDDY HOLLY

MIKE BERRY



62344

Taking New York by storm!
MY FOOLISH HEART

The DEMENSIONS



55238

MEMORIES AND A BROKEN HEART
C/W
I CAN'T STAND ANOTHER HURT

LINDA HOPKINS

and more to come!



PHILIPS JAZZ SPOTLIGHT NEW WAVE

Dizzy Gillespie. Philips PHM 200-070 (M); PHS 600-070 (S)

Dizzy was one of the first early experimenters with the fusion of jazz and Latin material, having made the Rio scene as early as seven years ago. Here, he brings his knowledge of the medium to his first bossa nova album in the current pop-jazz bossa nova groove, employing such outstanding interpreters as Lalo Schiffrin on piano (a regular in his group) and Bola Sete on guitar. Numbers include some blues ("Gee Baby Ain't I Good to You") mixed with the bossa novas, and fans and bossa-philies should be eminently pleased.



COUNTRY MUSIC SPOTLIGHT

CARL SMITH'S GREATEST HITS
Columbia CL 1937 (M); CS 8737 (S)

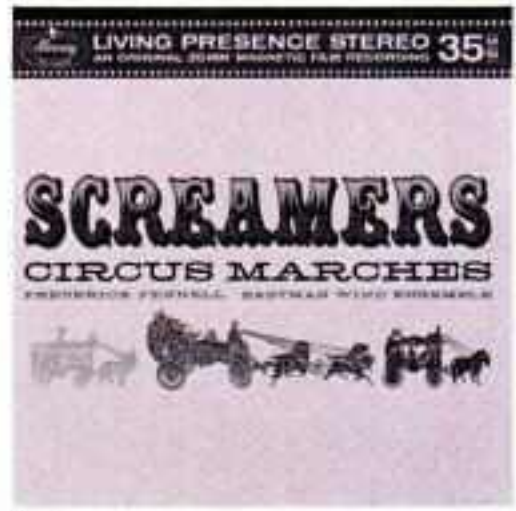
This album should turn into a solid seller in the country field. It contains some of Carl Smith's top hits, including such memorable sides as "Hey Joe," "Let Old Mother Nature Have Her Way," "Doorstep to Heaven," "There She Goes," and "You're Free to Go." Attractive cover should help too.



COUNTRY MUSIC SPOTLIGHT

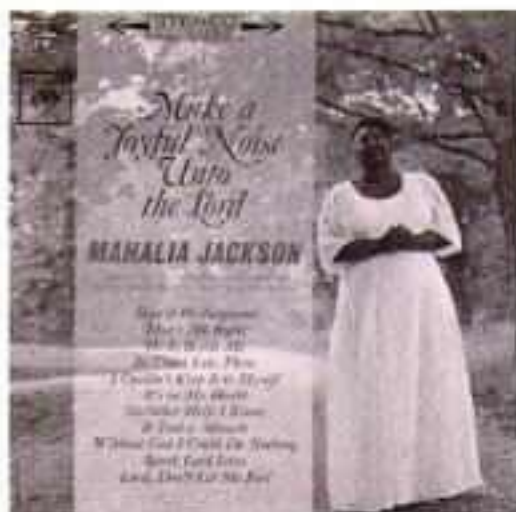
ARTHUR (GUITAR BOOGIE) SMITH GOES TO TOWN
Starday SLP 216

Famed electric guitarist Arthur Smith, whose broadcasts over WBT, Charlotte, N. C., are nationally popular, shows his versatility on his newest LP. In addition to the expected guitar fireworks, he turns out equally sparkling efforts on the banjo with "Tiger Rag," on the mandolin with "The Man With the Mandolin," and with the hot fiddle on "Sweet Georgia Brown." These bonuses make the LP unusually attractive to Smith fans.



BAND SPOTLIGHT

SCREAMERS
Circus Marches
Frederick Fennell-Eastman Wind Ensemble. Mercury MG 50314 (M); SR 90314 (S)
What Dr. Fennell's liner notes casually mention is his final recording conducting the Eastman Wind Ensemble surely is one of the great band LP's in the catalog. A thrilling collection of 16 famed circus marches is given blood-stirring performances. They include such famed "screamers" as "Thunder and Blazes," "Storm and Sunshine," "The Big Cage," and many more.
Best track: "Storm and Sunshine" (2:30)



GOSPEL SPOTLIGHT

MAKE A JOYFUL NOISE UNTO THE LORD
Mahalia Jackson. Columbia CL 1936 (M); CS 8736 (S)
As the gospel singer who perhaps more than any other has won acceptance from the general public, Mahalia Jackson's LP's usually rack up healthy sales. This one should fit into that pattern, for she is in strong and splendid voice, and is given a powerful assist by the chorus directed by Thurston Frazier and the orchestra conducted by Edward Robinson. Sincerity shines through her voice in every song.
Best track: "Sign of the Judgment," Mahalia Jackson Music, Inc. (BMI) (2:17)



SPOKEN WORD SPOTLIGHT

DRAMATIC READINGS FROM EUGENE O'NEILL
Jason Robards Jr. Columbia OL 5900 (M)
Robards reads four excerpts from plays by Eugene O'Neill. Two of them brought Robards to attention of American theatergoers. He reads Hickey lines from "The Iceman Cometh" and also one of Jamie Tyrone's most imposing speeches from "A Long Day's Journey Into Night." Excerpts from "Moon for the Misbegotten" and "The Hairy Ape" are also included.



LOW PRICE CLASSICAL SPOTLIGHT

TCHAIKOVSKY: SYMPHONY NO. 5
Minneapolis Symphony Orch. (Dorati). Mercury Wing MGW 14013 (M); SRW 18013 (S)
One of Dorati's finest symphonic interpretations, this version of the Tchaikovsky Fifth is a strong and masculine performance. The electronically reprocessed stereo is highly effective in giving a new lease on life to what was an effective mono release of other years. One of the most attractive of the Wing low price reissues.



LOW PRICE CLASSICAL SPOTLIGHT

TCHAIKOVSKY: THE SLEEPING BEAUTY
Minneapolis Symphony (Dorati). Mercury Wing MGW 14012 (M); SRW 18012 (S)
There are few conductors who can match Dorati in interpreting ballet music, and his full mono version of "Sleeping Beauty" for Mercury, a few years back, was one of his best. Now the Suite from the ballet has been reissued in electronic stereo and continues to be one of the most pleasing renditions of some of Tchaikovsky's most inspired music. The sound and stereo effect are especially good.



★ NATIONAL BREAKOUTS

- MONO
MOVING . . . Peter, Paul and Mary, Warner Bros. W 1473
MY SON, THE CELEBRITY . . . Allan Sherman, Warner Bros. W 1487
LITTLE ME . . . Original Cast, RCA Victor LOC 1078
DANCE WITH THE GUITAR MAN . . . Duane Eddy, RCA Victor LPM 2648
HOW TO STRIP FOR YOUR HUSBAND . . . Ann Corio, Roulette R 25186
TRUMPET AND STRINGS . . . At Hirt, RCA Victor LPM 2584

- STEREO
MOVING . . . Peter, Paul and Mary, Warner Bros. WS 1473

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

- MONO
SURFER'S CHOICE . . . Dick Dale, Deltona LPM 1001
DINO LATINO . . . Dean Martin, Reprise R 6054
COLORFUL PETER NERO . . . RCA Victor LPM 2618
DESAFINADO . . . Si Zentner and His Ork, Liberty LRP 3273

- DION SINGS LOVE CAME TO ME . . . Laurie LLP 2015
BRAZIL, BOSSA NOVA AND BLUES . . . Herbie Mann, United Artists UAJ 14009
BIG BAND BOSSA NOVA . . . Enoch Light and His Ork, Command RS 844
NEW BEAT BOSSA NOVA . . . Zoot Sims and His Ork, Colpix CP 435
BOSSA NOVA PELOS PASSAROS . . . Charlie Byrd, Riverside RM 436

- SHIRELLES GREATEST HITS . . . Scepter 507
FLY ME TO THE MOON—BOSSA NOVA . . . Joe Harnell and His Ork, Kapp KL 1318
JAZZ IMPRESSIONS OF THE BLACK ORPHEUS . . . Vince Guaraldi Trio, Fantasy 3337
WHAT KIND OF FOOL AM I . . . Keely Smith, Dot DLP 3461

- CONNIE FRANCIS SINGS MODERN ITALIAN FAVORITES . . . MGM E 4102
I LOVE YOU TRULY . . . Pat and Shirley Boone, Dot DLP 3475

- STEREO
THE VENTURES PLAY TELSTAR, THE LONELY BULL AND OTHERS . . . Dolton BST 8019
BEYOND THE FRINGE . . . Original Cast, Capitol SW 1792
OUR MAN IN HOLLYWOOD . . . Henry Mancini, RCA Victor LSP 2604
CONNIE FRANCIS SINGS MODERN ITALIAN FAVORITES . . . MGM SE 4102
SINGING THE BLUES . . . Brook Benton, Mercury SR 60740

SPECIAL MERIT PICKS

POP SPECIAL MERIT
TEEN STREET
Maurice Chevalier & Hayley Mills. Vista BV 3313 (M)
Here's what in effect is a showcasing of various teen talents, in a program of bright tracks which are woven around a narrative handled by the great boulevardier, Chevalier, and teen movie and disk star, Hayley Mills. Opening track, "Teen Street" features Chevalier and the entire company, with other bands by Annette, Billy Storm, Gary Shortall and the Sylte Sisters. Presence of both Miss Mills and Chevalier in the current flick, "The Castaways," should focus attention on this pleasant package.

POP SPECIAL MERIT
THE FABULOUS COUNTERPOINTS
Wally Stott & His Ork. Philips PHM 200-068 (M); PHS 600-068 (S)
Already established as a top vocal act in Britain, the Counterpoints are out to repeat their success here. The all-male quartet has a fine sense of rhythm and phrasing, and puts a lot of new vocal life into oldies like "Pennies From Heaven" and "April Showers." Deejays will find them a worthwhile "new talent" feature, and should sample the album's tracks. Wally Stott provides swinging, big-band backing for the group.

JAZZ SPECIAL MERIT
STRINGING THE BLUES (2-12")
Eddie Lang & Joe Venuti. Columbia C2L 24 (M)
Here's another collection of fine old sides for the collector as culled from the Columbia archives. This two-LP album concerns itself with the records made by two of the early jazz violinists, Eddie Lang and Joe Venuti. The album also contains many famous names: Bing Crosby, Jimmy Dorsey, Tommy Dorsey, Lonnie Johnson, Frankie Trumbauer, and Harold Arlen are only a few of them.

POP SPECIAL MERIT
THE LION
Sound Track. London M 76001
A sound-track score of unusual quality has been written by the British composer Malcolm Arnold, who also conducts. The film stars William Holden, Trevor Howard and Capucine and has an exotic theme that could make it highly successful. Arnold successfully catches both the romantic and barbaric aspects of African life in his music, bringing it well above average in interest.

CLASSICAL SPECIAL MERIT
SCHUBERT: PIANO SONATA IN A MAJOR, OP. POSTH. (D 959)
MOZART: RONDO IN A MINOR K 511
Charles Rosen. Epic LC 3855 (M); BC 1255 (S)
Charles Rosen is a remarkable pianist whose efforts have been rewarded with increasing attention and appreciation in the past couple of years. His newest release combines Schubert's craggy "Sonata in A major" with Mozart's bittersweet "Rondo" in the same key. Rosen brings more grace to the Schubert than it customarily receives, without reducing its power. His Mozart performance is equally sensitive. Will enhance Rosen's reputation.

INTERNATIONAL SPECIAL MERIT
PRECIOSA!
Di Marie. Columbia ES 1790 (M); EX 5090 (S)
Di Marie, who here receives her first major U. S. album showcase, has a voice that throbs with Latin emotion and sensual excitement, and she has a strong chance with the internationally-inclined record buyers and the Latin American segment of the U. S. population. She's at her best in the slow-tempo numbers like "Olás y Arenas," where she sounds not unlike Katyna Ranieri, another popular import thrush.

POP SPECIAL MERIT
WHEN THE FEELING HITS YOU
Bobby Scott. Mercury MG 20767 (M); SR 60767 (S)
Scott puts lots of emotion into this swinging collection of tunes, most of which he helped pen. The appeal is to the teen crowd, and the album is a natural for pop programmers. Particularly strong is the title track, and "Lonesome City." The album was taped in Nashville, and that city's musical influence can be heard throughout the album.

CLASSICAL SPECIAL MERIT
FAURE: PIANO WORKS, VOL. 3 (2-12")
Grant Johannesen. Golden Crest CR 4048
This is the last of the three-volume set of the complete piano works of Gabriel Faure, each volume containing two LP's. Like the previous disks, these contain luminous delineations of the French composer's reflective keyboard output. Johannesen proves an ideal interpreter. Included on these disks are seven nocturnes, eight barcarolles, the "Trois Romances Sans Paroles" and the "Valse Caprice No. 2."

INTERNATIONAL SPECIAL MERIT
FLAMENCO!
Pepe Romero. Mercury MG 50297 (M); SR 90297 (S)
A first-rate flamenco guitar album by Spanish guitarist Pepe Romero. He plays a variety of flamenco styles of dance music, including the garrotin, the fandango, tango, and Farruca. Nice taste and musicianship. Set is finely recorded and should appeal to the solid group of flamenco guitar fans.

POP SPECIAL MERIT
THE FABULOUS VOICE OF RICHARD TUCKER
Columbia ML 5797 (M); MS 6397 (S)
Richard Tucker sings inspirational songs from the Broadway stage on this LP. His broad, powerful legit voice is beautifully showcased in arrangements by Skitch Henderson. Among the tracks are the theme from "Exodus," "I Believe," "Climb Every Mountain," "Tonight" "Shalom" and "With These Hands."

JAZZ SPECIAL MERIT
LISTEN TO ART FARMER & THE ORCHESTRA
Mercury MG 20766 (M); SR 60766 (S)
Lush orchestral background with blue-tinted brass and woodwinds distinguish this album. The Farmer flugelhorn and trumpet work are beautifully backed by the arranging skills of Oliver Nelson. Farmer's playing is in the great taste with the wealth of ideas to which listeners have become accustomed. A distinctive album in which "My Romance" and a bossa nova treatment of "The Sweetest Sounds" come off as better tracks.

FOLK SPECIAL MERIT
TOSSI AARON SINGS JEWISH FOLK SONGS FOR THE SECOND GENERATION
Prestige INT 13055
A group of traditional Jewish folk songs are affectionately sung and played, with descriptive liner notes explaining the origins as well as the meanings of the songs. This sincerity of performance more than compensates for whatever may be lacking in professional gloss. A good item for dealers in neighborhoods with Jewish populations.

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

ALBUM REVIEWS (cont.)



SPECIAL MERIT PICKS

★★★★ VIENNESE WALTZES
Marcel Pagnoul and his Ork. Time S-2069 (S)

★★★★ EXOTIC MUSIC FROM THE FAR EAST
Wal-Berg MG 20601 (M); SR 60601 (S)

★★★★ THE HARRY SIMEONE CHORALE SING BROADWAY'S BEST SHOWS, 1963
The Harry Simeone Chorale. Mercury MG 20757 (M); SR 60757 (S)

★★★★ EVERYBODY'S FAVORITES
Jose Melis. Mercury MG 20738 (M); SR 60738 (S)

★★★★ BLUE PRELUDE
Clyde McCoy. Mercury MG 20730 (M); SR 60730 (S)

★★★★ NEW SOUNDS IN FOLK MUSIC
Rod McKuen. Horizon 1612 (S)

★★★★ PARTY STYLE
The Gaylords. Mercury MG 20742 (M); SR 60742 (S)

★★★★ FOLK TUNES. SWINGIN' BAND STYLE
Tony Martell and his Ork. Philips PHM 200-069 (M); PHS 600-069 (S)

★★★★ BO-DIDDLEY AND COMPANY
Checker 2985

★★★★ LONELY AND BLUE
Etta Jones. Prestige PR 7241

★★★★ ALL-TIME DANCE FAVORITES
Eddie Layton and Buddy Morrow. Mercury MG 20764 (M); SR 60764 (S)

★★★★ THE GOOD LIFE!
Freddie Powers and the Powerhouse IV. Warner Bros. W 1488 (M); WS 1488 (S)

★★★★ GOLDEN HITS OF THE GREAT SINGING GROUPS
Merry Melody Singers. Mercury MG 20754 (M); SR 60754 (S)

★★★★ HAWAIIAN HOLIDAY
Dick Contino. Mercury MG 20753 (M); SR 60753 (S)

★★★★ MEXICAN GUITARS
The Guitar Kings. Time S-2066 (S)

FOLK SPECIAL MERIT

THUNDER 'N' LIGHTNIN'

Hoyt Axton. Horizon 1613 (S)

Axton has a hard-driving, free-swinging vocal style which has strong pop overtones, and which is particularly effective in blues-flavored numbers. He's backed here by the Chambers Brothers, and by some good guitar, bass and drum work. A good sample of the album is the traditional "This Little Light of Mine." Deejays should watch this album carefully, for it could happen.

SOUND SPECIAL MERIT

MUSIC FOR ORGAN AND ORCHESTRA
E. Power Biggs. Columbia ML 5798 (M); MS 6398 (S)

The key work here is the Poulenc Organ Concerto, which gets its third recent recording. It is one of the great hi-fi showpieces, making a gloriously huge sound that renders it ideal as an equipment demo disk. This version sports the most glamorous names yet, which should shoot it into a prominent position. Biggs gets an assist from Ormandy and the Philadelphia Orchestra on the Poulenc and a Toccata by Samuel Barber, while Bernstein and the New York Philharmonic support him in Richard Strauss' "Festival Prelude."



4-STAR REVIEWS

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

POPULAR

★★★★ PRELUDE TO THE BLUES
Bill Doggett. Columbia CL 1942 (M); CS 8742 (S)

★★★★ LIVE AT 30TH STREET
Carol Sloane. Columbia CL 1923 (M); CS 8723 (S)

★★★★ ARRIVEDERCI, ROMA
Jerry Vale. Columbia CL 1955 (M); Columbia CL 1955 (M); CS 8755 (S)

★★★★ ANITA BRYANT'S GREATEST HITS
Columbia CL 1956 (M); CS 8756 (S)

JAZZ

★★★★ JACKIE McLEAN 4, 5 AND 6
New Jazz NJ 8279

★★★★ THE HYMN
Lou Levy Trio. Philips PHM 200-056 (M); PHS 600-056 (S)

★★★★ UP AT "MINTON'S"
Stanley Turrentine. Blue Note 4070

★★★★ JERRY MULLIGAN HISTORICALLY SPEAKING
Prestige PR 7251

★★★★ PORTRAIT OF SHEILA
Sheila Jordan. Blue Note 9002

★★★★ MAKE SOMEONE HAPPY
Coleman Hawkins. Moodsville MV 31

★★★★ WORK OF ART
Art Farmer. New Jazz NJ 8278

★★★★ BLUESY BURRELL
Kenny Burrell with Coleman Hawkins. Moodsville MV 29

★★★★ PARISIAN SKETCHES
Max Roach Quintet. Mercury MG 20760 (M); SR 60760 (S)

★★★★ JAZZ KALEIDOSCOPE
Bill Marx and the Jazz Octet. Vee Jay LP 3032

CLASSICAL

★★★★ CURTAIN UP! FAVORITE CONCERT OVERTURES
Detroit Symphony Orchestra (Paray); Minneapolis Symphony Orchestra; London Symphony Orchestra (Dorati) Mercury MG 50323 (M); SR 90323 (S)

★★★★ CURTAIN UP! BALLET FAVORITES
Minneapolis Symphony Orchestra (Dorati); London Symphony Orchestra (Fistoulari). Mercury MG 50328 (M); SR 90328 (S)

★★★★ BALLET HIGHLIGHTS FROM FRENCH OPERA
Detroit Symphony (Paray). Mercury MG 50318 (M); SR 90318 (S)

★★★★ CURTAIN UP! FAVORITE OPERA OVERTURES
London Symphony Orchestra, Minneapolis Symphony Orchestra, Detroit Symphony Orchestra (Paray). Mercury MG 50324 (M); SR 90324 (S)

★★★★ CURTAIN UP! AMERICAN DANCE FAVORITES
Minneapolis Symphony Orchestra (Dorati); Eastman Rochester Orchestra (Hanson). Mercury MG 50326 (M); SR 90326 (S)

SEMI-CLASSICAL

★★★★ THE MERRY WIDOW
Lisa Della Casa and John Reardon. Columbia OL 5880 (M); OS 2280 (S)

LOW-PRICED CLASSICAL

★★★★ SCHUBERT: SYMPHONY NO. 8 "UNFINISHED"
Chicago Symphony (Dorati). Mercury MGW 14018 (M); SRW 18018 (S)

★★★★ RIMSKY-KORSAKOV: SCHEHERAZADE
Minneapolis Symphony Orchestra (Dorati). Mercury MGW 14008 (M); SRW 18008 (S)

★★★★ FRENCH ORCHESTRAL MASTERPIECES
Detroit Symphony (Paray); Minneapolis Symphony (Dorati). Mercury Wing MGW 14009 (M); SRW 08009 (S)

INTERNATIONAL

★★★★ LIMBO!
The Duke of Iron. Prestige INT 13068

★★★★ SWEDISH POLKAS AND MAMBOS
Karl Groenstedt's Accordion Ork and The Skansen Fiddlers. Warner Bros. W 1486 (M); WS 1486 (S)

★★★★ MIDDLE EAST GOES MODERN
Eddie Adamis Ork. Philips PHM 200-066 (M); PHS 600-066 (S)

COUNTRY

★★★★ A SALUTE TO UNCLE DAVE MACON
Stringbean and his Banjo. Starday SLP 215

★★★★ BUDDY STARCHER AND HIS MOUNTAIN GUITAR
Starday SLP 211

COMEDY

★★★★ PIGMEAT: THE WORLD'S GREATEST CLOWN
Pigmeat Markham. Chess 1475 (M)

SINGLES REVIEWS

Continued from page 24



FOUR STAR SINGLES

POPULAR

CRAIG DOUGLAS
★★★★ Ring-a-Ding (Hill & Range, BMI) (2:08) — ★★★★★ When My Little Girl Is Smiling (Aldon, BMI) (2:12). BETHLEHEM 3057

THE SOCIALITES
★★★★ Jimmy (Enormis - Garrawak, BMI) (2:22) — ★★★★★ The Click Garrawak. BMI (2:20). ARRAWAK 1004

THE FAGAN BROTHERS
★★★★ Mr. James (Claridge, ASCAP) (2:20)—★★★★ Jail Break (Claridge, ASCAP) (2:09). SWAN 4131

BOOTS RANDOLPH
★★★★ Yakety Sax (Tree, BMI) (2:00)—★★★★ I Really Don't Want to Know (Hill & Range, BMI) (4:17)—MONUMENT 804

DICK ROMAN
★★★★ Theme From Days of Wine and Roses (Witmark, ASCAP) (2:40) ★★ Changing World (Parker, BMI) (2:45). HARMON 1012


THE TRIUMPHS
★★★★ Joust About (Claridge, ASCAP) (1:53)—★★★ Credit Card (Claridge, ASCAP) (2:14). SWAN 4130

TONY ORLANDO
★★★★ Shirley (MKT, ASCAP) (2:15)—★★★★ Joanie (Aldon, BMI) (2:25). EPIC 9570

CHUCK JACKSON
★★★★ Tell Him I'm Not Home (Figure, BMI) (2:45)—★★★★ Lonely Am I (Chula, BMI) (2:53). WAND 132

B. B. KING
★★★★ By Myself (Music Products, BMI) (2:20) — ★★★★★ Guess Who? (Michele, BMI) (2:12). ABC-PARAMOUNT 10390

WINK MARTINDALE
★★★★ I Saw Me (Glad-Mixer, BMI) —★★★★ Vision at the Peace Table (Sure-Fire, BMI) (2:41). DPT 16435
(Continued on page 46)



HEADIN' FOR THE TOP!

JIMMY MCGRIFF

ALL ABOUT MY GIRL

b/w

M.G. BLUES

SUE 777

and Jimmy's hit Album is way, way up on all charts!

I'VE GOT A WOMAN


SUE LP 1012

BRAND NEW AND A BIG ONE!

JACKIE SHANE

ANY OTHER WAY

SUE 776



1650 BROADWAY
NEW YORK 19, N. Y.

Radio-TV PROGRAMMING

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

IBM Proves Flop As DJ Replacement

NEW YORK—Relax, deejays—the big scare is over. You probably won't be replaced by an IBM computer after all, even in an era of spreading automation.

This is one moral which can be drawn from the recent decision taken by WBFM, a New York FM independent which has been carrying a series of "Ovation Music" programs which are actually an automated form of the Muzak service.

As an audience attraction, the hour-after-hour programming of innocuous music proved something of a dud. Most of these segments have now been thrown out, to be replaced—almost entirely—by specialty deejay shows or entertainment feature series and news.

During the breakfast hours, for example, WBFM is now pro-

Air Categories All Up in 1962

WASHINGTON—Year-end total for radio station membership in the National Association of Broadcasters was 1,851 AM's, an increase of 95 during the year, and 660 FM's, an increase of 58. TV station membership in 1962 went up 16, to total 396. William Carlisle, NAB vice-president for Station Services, calls 1962 the most

(Continued on page 38)

Busy Body: Anna Moffo



NEW YORK—Anna Moffo opera's answer to Melina Mercouri, Sophia Loren, and Ja Brigitte—is finding the combination of beauty and vocal talent with which she's gifted makes for a busy TV-radio-live appearance schedule.

She was seen on "Voice of Firestone" on January 13 with Robert Merrill (ABC-TV, 10-10:30 p.m.) in a special live telecast honoring Richard Rodgers. This month she'll also be seen in other appearances ranging from the Metropolitan Opera in New York to a guest operatic role in Miami.

Honor Dal-Hi Symphony Ork On 11th Birthday

DALLAS — W. A. Roberts, vice-president and general manager of KRLD, announced recently that the station would honor the Dal-Hi Symphony on its 11th anniversary and American Airlines' "Music 'Til Dawn" program on its eighth anniversary in a special concert on January 12 at 8 p.m. in the State Fair Music Hall. The concert was the second yearly musical event honoring the student symphony and the "Music 'Til Dawn" program.

Donald Johanos of the Dallas Symphony Orchestra was guest conductor, and Hugh Lampman, host of "Music 'Til Dawn" was master of ceremonies. This year American Airlines presented two \$500 "Music 'Til Dawn Scholarship Awards" at the concert. One went to the outstanding senior string music student of the orchestra and the other to the outstanding wind or percussion student.

Minneapolis' WTCN Springs Its New All-Beautiful-Music Format

By ROY WIRTZFELD

MINNEAPOLIS—"Beautiful music 24 hours a day" became the new format of WTCN-Radio, here, as the station dropped its ABC-network affiliation and launched into its new schedule this month.

"Seventy-five per cent more music and fewer commercials" is a secondary theme of the new WTCN programming, which offers about 16 recordings per hour or 400 for each 24-hour period.

Fred King, music director, said the music to be played is selected against the single criteria: "Is it beautiful?" This rules out, he said, the majority of the new pops, the Top 40's, the sing-alongs, and others. What is being stressed is a lot of show music, both from Hollywood and Broadway, and the "cream of the new music," as the station reaches out for the "more sophisticated and intelligent listener," according to King.

The format is a more polished version of what the station has formerly offered, with these exceptions: its old broadcast day was only 19 hours instead of the present 24; and its daily programming included some of the ABC network shows.

The dropping of ABC was done "purely at our prerogative," King said, because the station felt network shows, including "Breakfast Club," were not "in keeping with the rest of the station's programming."

The station's new broadcast day is broken into these segments (in tune with the daily pace of listeners): "Morning Overture," 6 to 9 a.m.; "Serenade," 9 a.m. to noon; "Matinee," noon to 4 p.m.; "Carousel," 4 p.m. to 6 p.m.; "Limelight," 6 to 8 p.m.; "Conductor's Choice," 8 to 9 p.m.; "Gaslight,"

9 p.m. to midnight; and "The Quiet Hours," midnight to 6 a.m.

A double-page ad, January 2, listed all titles to be heard during the next 24 hours, and included such examples as these: "Morning Overture" (6 to 9 a.m.); "Habenera," Kostelanetz; "Syncopated Clock," Roger Williams; "Let It Snow," Ferrante and Teicher; "Theme From Carnival," David Rose.

"Serenade" (9 a.m. to noon): "The Girl That I Marry," Norman Luboff; "Embraceable You," Reg Owens; "I'll Get By," Ralph Hunter Choir; "Trolley Song," Judy Garland.

"Matinee" (noon to 4 p.m.): "Three Coins in the Fountain," John Scott Trotter; "Getting to Know You," Pete King Chorale; "Young at Heart," Ray Conniff Singers; "Breakfast at Tiffany's," Henry Mancini; "A Foggy Day," Jan August.

"Carousel" (4 to 6 p.m.): "Softly as a Morning Sunrise," Melachrino; "Begin the Beguine," Gordon MacRae; "Ebb Tide," World of Strings; "Theme From La Boheme," George Greeley.

"Limelight" (6 to 8 p.m.): "Chopin Nocturne in E Flat," Ferrante and Teicher; "If I Loved You," Carmen Cavallaro; "Anywhere I Wander," Fred Waring; "All Through the Night," Buddy Cole; "The Sound of Music," Lawrence Welk.

"Conductor's Choice" (8 to 9 p.m.) with Frederick Fennell, associate of the Minneapolis Symphony as host: "La Serva Padrona," by Virtuosi di Roma.

"Gaslight" (9 p.m. to midnight): "Embraceable You," Living Voices; "Sweethearts," Percy Faith; "Stella by Starlight," Camaratta; "Fools Rush In," Johnny Smith.

"The Quiet Hours" (midnight to 6 a.m.): "Day by Day," Doris Day; "Smoke Gets in Your Eyes," Carmen Cavallaro; "Orchids in the Moonlight," Morton Gould; "Moonlight Becomes You," Joe Bushkin.

King said WTCN's music selection was also keyed to "the

(Continued on page 36)

TEXAS TALE

Paul Berlin, the Whirling DJ

To listeners who think the life of a deejay a cinch, veteran deejay Paul Berlin of KNUZ, Houston, Tex., points to a typical recent week.

On Monday he played with the station's basketball team, the Seven Southern Gentlemen, against the faculty of Westbury High School. Tuesday night he led Christmas Carols at the musical tree in Gulfgate Shopping City. Wednesday, he had dinner with members of the Parent-Teachers Association at

Hambrick Junior High School.

Thursday, he presented a special program at an Optimist Luncheon. Friday, he emceed a sock hop at McReynolds Junior High School, and on Saturday, normally his day off, he emceed the Milby High School "Kaleidoscope," the school's entertainment revue.

Berlin's only objection is that, to keep this schedule and his studio duties he has to get up at 4:45 a.m., since he has the early morning shift at KNUZ.

PROGRAMMING NEWSLETTER

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



SIGNIFICANT RECORD ACTION:

Paul Drew (WAKE, Atlanta) and Don Anti (KFWB, Los Angeles) note smashing take-off for "Walk Like a Man" (Four Seasons-VeeJay). . . . George Michael (Writ, Milwaukee) reports sales gains for "Anyone But Her" (Joni James-MGM) and "Days of Wine and Roses" (Henry Mancini-RCA Victor).

Jack Lacy (WINS, New York) tells of sleeper action on "Our Day Will Come," by Ruby and the Romantics on Kapp. . . . Johnny Rowe (KTLN, Denver) and Dick Schmitz (KAKC, Tulsa) reports good requests and some sales for "Greenback Dollar" (Kingston Trio-Capitol). . . . In Denver the selling side of Tony Bennett's new Columbia release is "I Wanna Be Around."

From Ken Capurso (WHYN, Springfield, Mass.) and Bertha Porter (WDRG, Hartford) we hear of beginning sales for "Valerie" (Ronnie and the Hi-Lites-Raven), which is now being distributed by the Blast label. . . . Washington and Hartford show fast gains for "My Wife Can't Cook" (Lonnie Russ-4-J), a former West Coast hit.

Jim Smith (Wing, Dayton) flashes sales take-off for "I Thought I Heard You Calling My Name" (Max Falcon-Fraternity), previously noted as moving in Columbus, Ohio. . . . The Baltimore and Washington areas are showing hit action for "Tribute to Buddy Holly," by Mike Berry on Coral.

Hottest new records, according to a majority of our reports, are "Ruby, Baby" (Dion-Columbia), "Your'e the Reason" (Bobby Darin-Capitol), "Castaway" (Hayley Mills-Vista), "What Will Mary Say?" (Johnny Mathis-Columbia) and both sides of Bobby Bland's new release on Duke, "That's the Way Love Is" b-w "Call On Me."

THE PLAYLIST, as everyone knows, is a station's guide line of recorded music approved for programming. Most often, it is a list of single records selected by virtue of their popular appeal. Criteria for popularity may be sales, listener requests, the judgment of a music director, or a combination of these factors. Though many non-rock stations make use of a singles playlist of approved sides, our concern here is with the pop playlist.

Experience of the past decade leaves no doubt that there is a high correlation between the best selling records and the records that a large share of the radio audience prefers. A list of local best sellers makes up the bulk of a pop station's musical program content. Each hit record is repeated several times each day for a period of weeks or even months. It is a characteristic of pop programming that listeners welcome—even demand—frequent repetition of their favorite records.

The balance of the station's musical output consists of hot prospects, picks, oldies, and perhaps a few selected LP bands.

In spite of the apparent rigidity of program structure and content, there are significant variables in assembling and applying the playlist that vitally influence its effectiveness.

The variables are: (1) the sources of sales information—their number, type and reliability; (2) the number of hits and non-hits listed; (3) policy requirements as to the number of hits per hour; (4) "restricted play" and "must play" requirements as to specific sides at certain time periods; and (5) orientation of policy in selecting new material. Let's consider these "by the number."

1. **Source of sales information.** In setting up the survey, these questions must be answered: How many stores to call? Which ones? Will r.&b. stores be included? One stops? How many top sellers will dealers be asked for? Will reports be weighted in proportion to the dealers' comparative sales volume? Will sales information from distributors be considered? If daily requests are tabulated, how can they be integrated with sales figures?

2. **Length of play list.** The length of the playlist is one of today's points of disagreements among broadcasters. While most stations list 40 hits on their charts, some (e.g. KJR-Seattle, CHUM-Toronto and WHK-Cleveland) list 50. Others (like KYA-San Francisco and KIDO-Boise) list only 30. Chris Lane instituted the "Swingin' Sixty" at KYA in 1960 and has retained this policy at KAYO-Seattle. KJOY-Stockton and WORC-Worcester, both all-request stations, list 30 hits plus 20 extras, which doesn't mean that this is their entire playlist. In addition to the charted hits there is considerable variation in the number of non-hits that are permitted. These include a group of "comers" on which sales have been reported and a group picks—placed there at the discretion of the music director.

3. **Number of hits per hour.** Conventional Top 40 policy requires 3 out of every 4 plays from the chart. The remaining 1 out of the 4 is either a comer, a pick or an oldie. Some stations, such as WLCY-Tampa have reduced the chart requirements to 2 out of 4, which obviously doubles the plays available for newer material. A few of the more advanced operations, like WCOL-Columbus, type the hits in different categories of "sound" in order to guarantee a desired balance. If any trend is emerging in formula broadcasting, it would appear to be this discriminating subdividing of the charts for air play.

4. **Restricted and must play requirements.** Awareness is growing that audience tastes differ according to times of day. Therefore a few stations are restricting certain rougher sides from play during midday times. Some won't permit any play of a restricted side until it makes Top 40 in their sales survey. The idea of a must play list is being more widely utilized in order to assure more frequent plays of a dozen or so hot items.

5. **New Material orientation.** Stations wishing a softer sound will emphasize this type of material when adding new records to the playlist. The converse is true of a policy oriented toward country music or r.&b. If the station has a strong influence on local record sales, its picks will make the chart and will receive continued regular play, thus influencing the over-all sound of the action.

The manner in which these playlist variables is applied must be governed by an intelligent awareness of the specific market. Policies and sounds that have been effective in one city won't necessarily work well in another. Most station failures can be attributed to management's inability to evaluate community needs and tastes. A realistic appraisal of the local community determines how these variables may best be applied.

ALREADY NUMBER 11 AFTER ONLY 5 WEEKS!

ENOCH LIGHT'S BIG NEW DANCE ALBUM!

***This Is
The Big
Bossa Nova
DANCE
Album Of
The Year!***

THIS IS IT!
THE GREAT NEW **DANCE** RHYTHM
FROM BRAZIL...THE BOSSA NOVA...
RECORDED BY ENOCH LIGHT'S BIG
DANCE BAND FOR **DANCING!**

AVAILABLE NOW AT ALL COMMAND DISTRIBUTORS

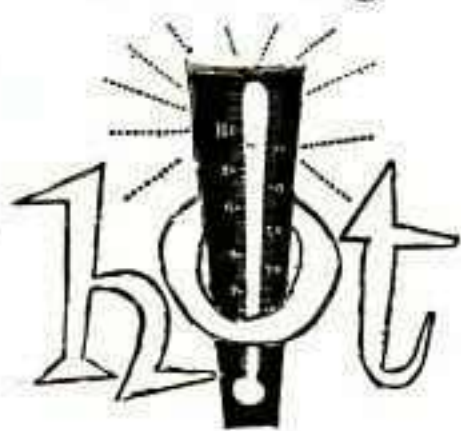


ALBUM #33-844 (STEREO SD-844) DESAFINADO • ONE NOTE SAMBA • PERDIDO • E LUXO SO • GALANURA • LULLABY OF BIRDLAND • RIO JUNCTION (BOSSA NOVA) • SEM SAUDADES DE VOCE • LA PUERTA DEL SOL • BRAZIL • BESAME MUCHO • TAKE THE "A" TRAIN

Command RECORDS
WORLD LEADER IN RECORDED SOUND
1501 BROADWAY, NEW YORK 36, N. Y.



"Might be frigid in most places, But But it's sizzling



at Chess. And here's why!"

THE ORIGINAL VERSION "MAMA DIDN'T LIE" by JAN BRADLEY Chess #1845

"EVERY DAY I HAVE TO CRY" by STEVE ALAIMO Checker #1032

"WOULD IT MAKE ANY DIFFERENCE TO YOU" by ETTA JAMES Argo #5430

"THE JEALOUS KIND" by CLARENCE HENRY Argo #5426

"LONELY BABY" by TY HUNTER Checkmate #1015

"BOSSA NOVA BIRD" by THE DELLS Argo #5428

"MATHILDA" by ROOSEVELT NETTLES Chess #1846

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

READY-TO-GO PROGRAMMING

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

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

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

POPULAR

BLOOD, SWEAT AND TEARS—Johnny Cash (Columbia CL 1930, CS 8730) "Casey Jones" (8:26)

DO THE BOSSA NOVA WITH HERBIE MANN—(Atlantic 1397) "Menina Feia" (ASCAP) (5:30)

THE NEW CHRISTY MINSTRELS IN PERSON—(Columbia CL 1941, CS 8741) "The Preacher and the Bear" (2:56)

PORTRAIT OF MARTY—Marty Robbins (Columbia CL 1855, CS 8655) "Abilene Rose" (Marty's, BMI) (2:59)

SOFT AND GENTLE—Buddy Greco and Strings (Epic LN 24032, BN 26032) "Moonlight in Vermont" (Goldsen, ASCAP) (3:20)

TOGETHER WITH LOVE—Eileen Farrell and Andre Previn (Columbia CL 1920, CS 8720) "Sleepin' Bee" (Harwin, ASCAP) (3:30)

JAZZ

JERU—Gerry Mulligan (Columbia CL 1932, CS 8732) "Capricious" (Duane, BMI) (5:44)

NEW WAVE—Dizzy Gillespie (Philips PHM 200-070, PHS 600-070) "Pergunta Ao Joao" (Eleventh Ave. Theatricals, ASCAP) (2:57)

WOODY HERMAN-1963—(Philips PHM 200-065, PHS 600-065) "Camel Walk" (Woodrow, ASCAP) (3:15)

COUNTRY & WESTERN

ARTHUR (GUITAR BOOGIE) SMITH GOES TO TOWN—(Starday SLP 216) "Tiger Rag"

GOSPEL

MAKE A JOYFUL NOISE UNTO THE LORD—Mahalia Jackson (Columbia CL 1936, CS 8736) "Sign of the Judgment" (Mahalia Jackson, BMI) (2:17)

BAND

SCREAMERS, CIRCUS MARCHES—Frederick Fennell, Eastman Wind Ensemble (Mercury MG 50314, SR 90314) "Storm and Sunshine" (2:30)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	GO AWAY LITTLE GIRL, Steve Lawrence, Columbia 42601	11
2	2	THE NIGHT HAS A THOUSAND EYES, Bobby Vee, Liberty 55521	7
3	3	MY DAD, Paul Petersen, Colpix 663	10
4	8	WALK RIGHT IN, Rooftop Singers, Vanguard 35017	3
5	4	IT'S UP TO YOU, Rick Nelson, Imperial 5901	6
6	5	HALF HEAVEN—HALF HEARTACHE, Gene Pitney, Musicor 1026	6
7	9	MY COLORING BOOK, Kitty Kallen, RCA Victor 8124	5
8	11	MY COLORING BOOK, Sandy Stewart, Colpix 669	4
9	7	TROUBLE IS MY MIDDLE NAME, Bobby Vinton, Epic 9561	7
10	10	LET'S KISS AND MAKE UP, Bobby Vinton, Epic 9561	8
11	6	DEAR LONELY HEARTS, Nat King Cole, Capitol 4870	11
12	17	FLY ME TO THE MOON—BOSSA NOVA, Joe Harnell and Ork, Kapp 497	4
13	16	SHAKE ME, I RATTLE (Squeeze Me, I Cry), Marion Worth, Columbia 42640	4
14	15	JAVA, Floyd Cramer, RCA Victor 8116	4
15	12	RUBY ANN, Marty Robbins, Columbia 42614	10
16	18	CAST YOUR FATE TO THE WIND, Vince Guaraldi Trio, Fantasy 563	7
17	19	CHICKEN FEED, Bent Fabric, Atco 6245	2
18	—	MOLLY, Bobby Goldsboro, Laurie 3148	5
19	—	SETTLE DOWN, Peter, Paul and Mary, Warner Bros. 5334	1
20	20	I WANNA BE AROUND, Tony Bennett, Columbia 42634	2

YESTERYEAR'S HITS

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

POP—5 Years Ago January 20, 1958

1. At the Hop, Danny and the Juniors, ABC-Paramount
2. Stood Up, R. Nelson, Imperial
3. Great Balls of Fire, J. L. Lewis, Sun
4. April Love, P. Boone, Dot
5. Peggy Sue, B. Holly, Coral
6. Jailhouse Rock, E. Presley, RCA Victor
7. Raunchy, B. Justis, Phillips Intl.
8. Kisses Sweeter Than Wine, J. Rodgers, Roulette
9. You Send Me, S. Cooke, Keen
10. Silhouettes, The Rays, Cameo

RHYTHM & BLUES—5 Years Ago—January 20, 1958

- At the Hop, Danny and the Juniors, ABC-Paramount
 Peggy Sue, B. Holly, Coral
 Raunchy, E. Freeman, Imperial
 Raunchy, B. Justis, Phillips Intl.
 You Send Me, S. Cooke, Keen

POP—10 Years Ago January 17, 1953

1. Don't Let the Stars Get In Your Eyes, P. Como, RCA Victor
2. Why Don't You Believe Me!, J. James, MGM
3. Till I Waltz Again With You, T. Brewer, Coral
4. Glow Worm, Mills Brothers, Decca
5. It's in the Book, Paris I & II, J. Standley, Capitol
6. Tell Me You're Mine, Gaylords, Mercury
7. Oh, Happy Day, D. Howard, Essex
8. Have You Heard, J. James, MGM
9. Hold Me, Thrill Me, Kiss Me, K. Chandler, Coral
10. Keep It a Secret, J. Stafford, Columbia

- Great Balls of Fire, J. L. Lewis, Sun
 Get a Job, Silhouettes, Ember
 I'll Come Running Back to You, S. Cooke, Specialty
 La Dee Dah, Billy and Lillie, Swan
 Don't Let Go, R. Hamilton, Epic

Billboard Pop Chart Prime Source for Clark Playlist

NEW YORK — The record playlist of the new syndicated "Dick Clark Show" will be based on national pop charts of Billboard and other survey sources, but there'll be room as well for regional and local breakouts on the two-hour-daily show.

That's the word from Clark, and from Phil Nolan, producer of the series distributed by Mars Broadcasting of Stamford. The shows will be taped no later than nine days before local broadcast (Mars is trying to cut the lag time to seven days), and will be delivered to stations complete with "running tape" (a sort of network-level tape of basic Clark material and national record picks) and a "local tape" (localized inserts).

Kick-off show in the Clark series last week featured a Clark-selected review of the single hits of 1962. Future shows will be guided by the selections made by a special music committee appointed by Clark which will meet on Fridays at the Mars office in Stamford, Conn.

The pricing of the "Dick

Clark Show" in radio will average about \$200 per week per market, using a sliding scale which starts at the New York tag (about \$850 weekly, with no takers so far) down to small-market stations.

Mars sales chief Stan Kaplan estimates that if the Clark show is sold on 100 stations in as many markets the program's gross will be "about \$1 million annually."

Minneapolis' WTCN

Continued from page 34

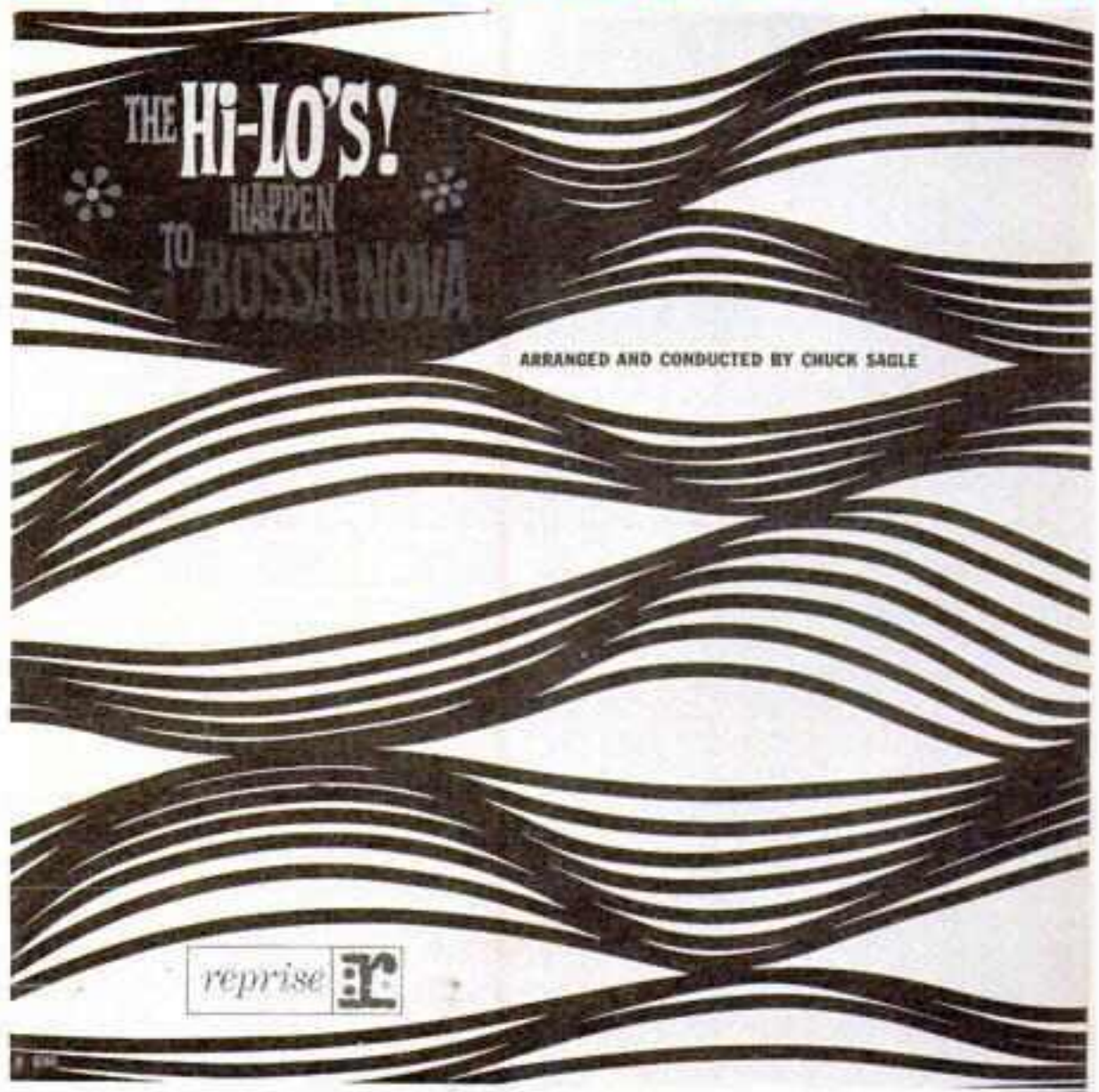
fact that there are more cultural music groups in the Twin Cities than in any other metropolitan area of comparable size.

"We are not trying to please everyone and definitely are not out for a mass audience," he added, indicating the station believes it can reach influential and professional-income listeners with these offerings. WTCN may publish a guide to its upcoming music schedules like WPAT, Paterson, N. J., King added.

THE HI-LO'S ONE OF THE TEN HEADLINERS IN THE REPRISE JAN.-FEB.

\$74,000,000

TALENT BONANZA



reprise logo and number 6066

CUB'S HIT OF THE YEAR!

**WEST NORTH
EAST SOUTH**

**Breaking Big
R&B-Goin' Pop!**

DRIFTING APART

MACK STARR AND THE MEADOWS

K 9117



DISTRIBUTED BY

ATLANTA, GA.: Godwin Dist. Co., 1220 Spring St. N.W.
BALTIMORE, MD.: Marnel of Md., Inc., 6 E. Mt. Royal Ave.
BOSTON, MASS.: Mutual Dist., Inc., 1241 Columbus Ave.
BUFFALO, N. Y.: Paragon Record Dist. Co., 769 Main St.
CHARLOTTE, N. C.: Bertos Sales Co., 2214 W. Morehead St.
CHICAGO, ILL.: Music Dists, Inc., 1343 S. Michigan Ave.
CINCINNATI, OHIO: Supreme Dist. Co., 1000 Broadway
CLEVELAND, OHIO: Concord Dist. Co., 620 Frankfort Ave.
DALLAS, TEX.: Big State Dist. Corp., 1337 Chemical St.
DENVER, COLO.: Walter Slagle & Co., 725 S. Broadway
DETROIT, MICH.: S & L Dist. Co., 7717 Lynden St.
EL PASO, TEX.: Sunland Supply Co., 1200 E. Missouri Ave.
GREAT FALLS, MONT.: Music Service Co., 204 Fourth St. South
HARTFORD, CONN.: Trinity Record Dist. Corp., 477 Park Ave.
HIALEAH, FLA.: Tone Record Dist., 495 S.E. 10th Court
HONOLULU, HAWAII: Eric of Hawaii, 607 Coral St.
HOUSTON, TEX.: United Record Dist. Co., 1613 St. Emanuel

INDIANAPOLIS, IND.: Associated Dists, Inc.
LOS ANGELES, CALIF.: Record Sales Co., 2818 W. Pico Blvd.
MINNEAPOLIS, MINN.: Harold N. Lieberman Co., 257 Plymouth Ave. N.
NASHVILLE, TENN.: Southern Record Dist., 147 Lafayette St.
NEWARK, N. J.: Wendy Dists, Inc., 270 Halsey St.
NEW ORLEANS, LA.: Record Sales, Inc., 640 Baronne St.
NEW YORK, N. Y.: Superior Record Sales Co., 656 Tenth Ave.
OKLAHOMA CITY, OKLA.: B & K Dist. Co., 129 Northwest 23rd
PHILADELPHIA, PA.: David Rosen, Inc., 835 N. Broad St.
PHOENIX, ARIZ.: Sunland Frontier Dist., 2833 N. 16th St.
PITTSBURGH, PA.: Standard Dist. Co., 1705 Fifth Ave.
ST. LOUIS, MO.: Roberts Record Dist. Co., 1906 Washington Ave.
SALT LAKE CITY, UTAH: Great Western Record Co., 1544 South Redwood Rd.
SAN FRANCISCO, CALIF.: Mainland Dist. Co., 235 Ninth St.
SEATTLE, WASH.: C & C Dist. Co., 3711 Hudson St.
SHREVEPORT, LA.: Stan's Record Shop, 728 Texas St.

Cub Records is a Division of Metro-Goldwyn-Mayer, Inc.

The Money-Makers in '63!

**MR. ACKER BILK
ONLY YOU**

6247

**APRIL STEVENS
AND
NINO TEMPO
PARADISE
AND
INDIAN LOVE CALL**

6248



ATCO RECORDS

1841 Broadway, New York 23

Air Categories

• *Continued from page 34*

successful membership year, with all categories up.

Associate memberships, among equipment manufacturers, film distributors, et al., increased by 18, to 138 members.

The Radio Code subscribers zoomed to an all-time high of 1,685, an increase of 218, and TV subscribers totaled 400, up 11, according to Robert D. Swezey, director of NAB's Code Authority.

Success in the membership drive was attributed in part to the NAB field staff, under Alvin M. King, field director. The field workers had plenty of talking points, with the FCC coming closer to an "or else" in the matter of curbing over-commercialism through voluntary code adherence, or face government rulings.

Also, there have been the commission's unprecedented disciplinary actions and fines; the announcement of more locally based public hearings on TV

programming, this time in Omaha; the order to make available to the local public certain station records heretofore based only in Washington, and, finally,

the freeze procedure in the AM service, the Federal Communication Commission's chief target recently in the "bad taste" category.

Sold direct to dealers only
All new instruction album


DO THE HULA


- 12 all time favorites
- 400 color instruction photos
- Monaural, Stereo

Write for revised catalogue

WAIKIKI RECORDS

1892 Kalakaua Ave.
Honolulu, Hawaii

BV 3312 



Annette
The Story of My Teens

16 Annette hits plus 8 page full-color book

A COUNTRY & WESTERN SMASH
"HIS & HERS"

**TONY DOUGLAS
VJ 481**

 **RECORDS**

1449 S. Michigan Ave.
Chicago 5, Ill.

"LADY LUCK"

THE CREATIONS



TAKE TEN RECORDS
360 N. MICHIGAN
CHICAGO

CUSTOM RECORD PRESSING

Mastering—Processing—Labels
POLYMAX 100% ANTI-STATIC
FACTORY CLEAN

SIDNEY J. WAKEFIELD

P. O. Box 6037, Phoenix 5, Ariz.
Direct Dial 602-252-5644

**RECORD PROCESSING
AND PRESSING**

45 R.P.M.—33 1/3 R.P.M., any quantities.
Complete Record Service.
Includes Labels—Processing—Masters.

Send your tape—we do the rest!
SONGCRAFT 1650 Broadway
New York 19, N. Y.

BREAKING POP!

"I'M IN LOVE AGAIN" b/w "EVERY NIGHT ABOUT THIS TIME"

By the World Famous **UPSETTERS**

Little Star #123

★ **LITTLE STAR RECORDS**, Hollywood, Calif. HO 6-6129

POLYMAX
PRESSINGS ADD A NEW SOUND DIMENSION


You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.
CREATED BY RESEARCH CRAFT CORPORATION
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

THE NOVELTY
HIT POLKA THAT IS
SWEEPING THE COUNTRY

**ORIGINAL
HIT VERSION
BY DANA**



**WHO
STOLE THE
KEESHKA?**



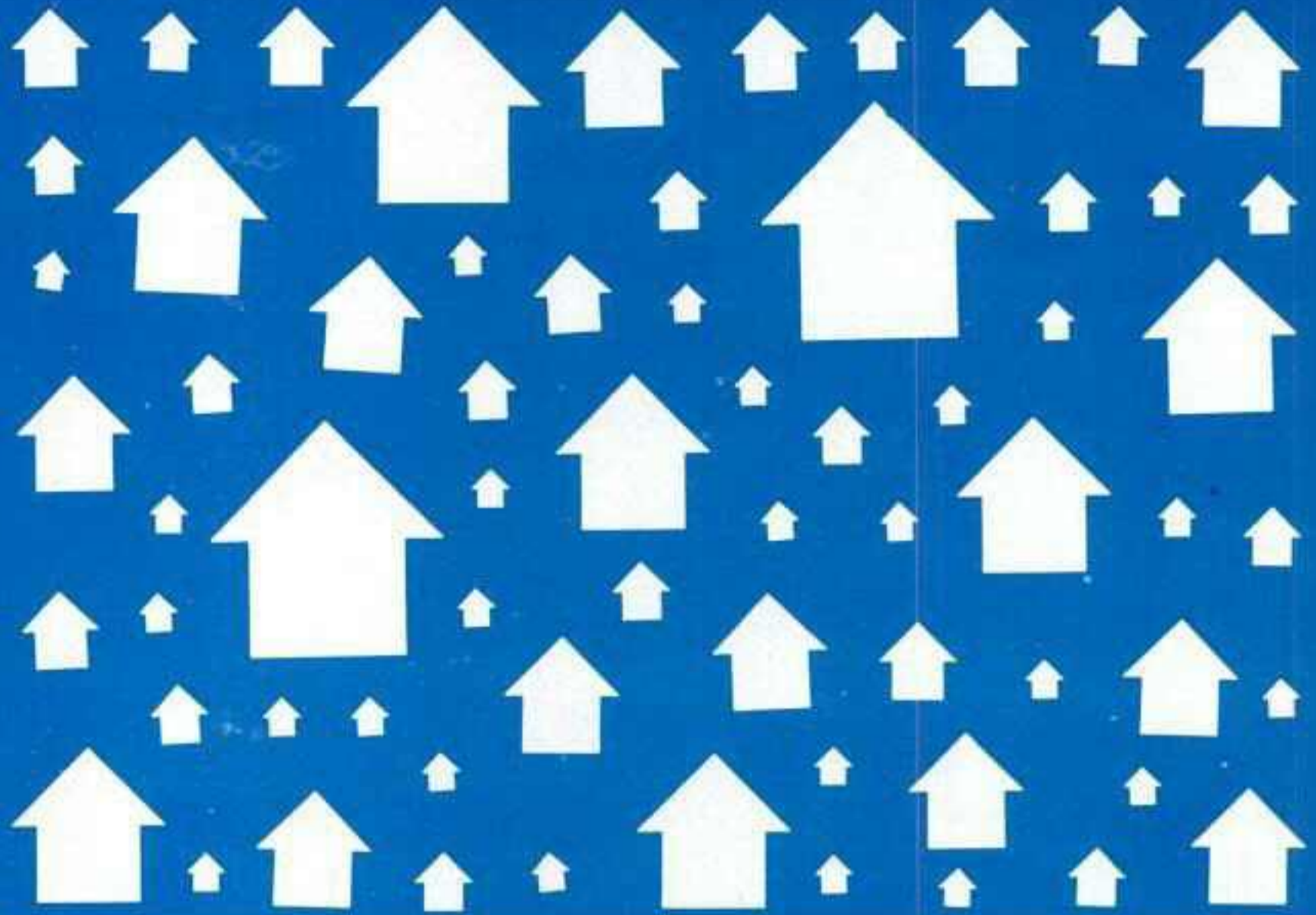
DANA
RECORDS, INC.

NATIONALLY DISTRIBUTED THRU
JAY-GEE RECORD CO., INC.
318 W. 48 Street, New York 36. PL 7-8570
A DIVISION OF THE COSMAT CORPORATION

b/w HOYA HOYA—BOOM BOOM
WALTER SOLEK AND HIS ORCH.

DANA 45-2112

**MAKE ROOM AT THE TOP!!
FIVE BIG ONES FROM MGM
ARE ON THEIR WAY UP!!!**



CONNIE FRANCIS

I'm Gonna Be Warm This Winter

c/w AL DI LA.....K13116

Packaged in eye-catching four-color sleeve!

JONI JAMES

Any One But Her

.....K13117



THE LITTLE SISTERS

Goin' To Boston

.....K13113

CONWAY TWITTY

The Pickup

.....K13112



MGM



RECORDS

DICK STEWART

I Believe

.....AVA C-117

AVA Records are distributed by MGM Records

The Starpower Label!

MGM Records is a Division of Metro-Goldwyn-Mayer, Inc.

Prestige & Money Attract Folk Acts

• Continued from page 18

group reached national prominence and the album hit the best seller charts.

More recently, ex-Tarrier and ex-Weaver, Erik Darling, put together a new folk group

known as the Rooftop Singers, a fact which accounted for Vanguard Records acquiring its first single record hit in many moons. The tune, "Walk Right In," in a very few weeks has hit the top 30 grouping.

Talents like these have had the hits and have enjoyed the major share of publicity. Others like the Kingston Trio, Harry Belafonte, the Limelites, the Chad Mitchell Trio and the Brothers Four have made a more or less permanent impression and share the best selling list with the others.

15 Hot Ones

Meanwhile, two other significant groups of artists manifest themselves as factors to be reckoned with. According to numerous dealers of a pop rather than a specialist nature, reporting to Billboard, there are at least 15 others, with varying styles and in different basic schools of folk repertoire, which continue as strong retail sales factors.

Sales of these artists vary somewhat as to location and type of outlet (campus stores do very well with many of them). As can be seen from the list, their backgrounds vary widely — from the Israeli-oriented material of a Bikel, to the Irish-slanted offerings of the Clancy Brothers, to the authentic-sounding American mountain string band style of the Lost City Ramblers, to the South African roots of a Miriam Makeba. Still these all belong to the broad, sometimes hard-to-define world of folk music, and what's more, they sell.

Today, thanks to the fancy of the public swinging more and more to folk, and particularly to the impact of the growing college market, such artists have a chance to make both a name and money for themselves—on records.

Monterey

• Continued from page 18

tival and will act in the same capacity for the new folk festival.

Among the artists expected to attend are the Kingston Trio, Harry Belafonte and the Limelites. In addition Mahalia Jackson and other gospel singers are being scheduled for concert performances.

The time of the year has been selected because business is slow

Philly in the Fall

• Continued from page 18

and will feature a Friday evening program of folk and square dancing, a Saturday series of workshops and forums, a Saturday evening concert, and two concerts on Sunday. There will be a children's concert and a so-called bawdy concert, to run simultaneously, with parents attending the latter affair while their children attend the former.

Last year's event was recorded on two LP's by Prestige Records. It is hoped that a similar arrangement can be worked out this year.

during the late spring, and a group of Monterey businessmen sponsoring the event hope the folk festival will perk up activities at that time of the year.



FROM
20th FOX
MARILYN SINGS
HER GREATEST
HITS
'MARILYN'
FXG 5000

ATTENTION, ALL MANUFACTURERS

OF 99¢ RETAIL LP SELLERS

We will need large quantities
of these low priced records

Classical, Jazz, Kiddie, Western, Pop, etc.

We MUST buy DIRECT • NO jobbers or distributors

We MUST have mats for advertising

SAM GOODY, Inc.

235 W. 49th St., New York, N. Y.

CALL MR. GOODY • Circle 6-1708

1564 BROADWAY, N. Y. C.
TIMES SQUARE OFFICE SPACE FOR RENT
8700 SQUARE FEET

Central Air Conditioning
Very Reasonable Rental

Contact: Kenneth Laub of Collins Tuttle & Co.
261 Madison Avenue, New York 16, N. Y.
Telephone: MUrrayhill 2-4020

Headed for the Top!

"COOL WATER"

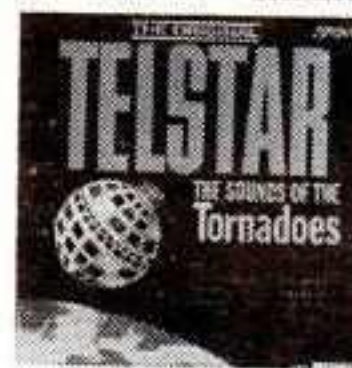
THE BLUE BELLES

Newtown #5009

NEWTOWN RECORDS

Harold B. Robinson
6600 N. Broad St., Philadelphia, Pa.
Livingstone 8-5010

HEADING FOR THE TOP
OF THE LP CHARTS



LONDON RECORDS

HOT! HOT! HOT!

and

Still Getting Hotter

"CALL ON ME"

BOBBY BLAND

Duke #360

DUKE-PEACOCK RECORDS, INC.

2809 Erastus St. Houston, Texas
OR 3-2611

BREAKING WIDE OPEN!!

Dodie Stevens

'DADDY COULDN'T GET ME ONE OF THOSE'

#5908

IMPERIAL RECORDS

6425 Hollywood Blvd., Hollywood, Calif.

IN CANADA • LONDON RECORDS, Ltd.

EQUIPMENT NEWSLETTER

By DAVID LACHENBRUCH
Billboard Contributing Editor
Managing Editor, Television Digest



TRENDS IN NEW PHONOS. The traditional midwestern introductions of new packaged phono merchandise are just about complete. This is the time of year, of course, when each manufacturer—having sized up his competitors' lines—tries to fill in the categories where he has been weakest. But at midwinter, sometimes there are a few surprises and innovations.

This year so far changes have been moderate. There are some pronounced trends, and most of them are extensions of ideas which began last year or the year before.

You can't keep a good idea down in this highly competitive industry, and innovations spread rapidly from one manufacturer to the rest of the industry—if they really look hot. Of course, not every innovation spreads like wildfire. Several years ago, you may recall, GE had the brilliant idea of putting a tiny vacuum cleaner in its pickup arm to suck the dust from the records. Some people couldn't see how this was any better than a brush. GE still has one or two combination phonographs-and-vacuum-cleaners in its line, and they may still be selling to those enthusiasts with a cleanliness fetish who don't want unsightly record-dust spread around the house. Nevertheless, this was probably the most widely un-copied feature in the industry.

Several other GE innovations, on the other hand, have caught on like wildfire. One is the drop-down (or tilt-down, or swing-down, or push-down, or drift-down, depending on the manufacturer) record changer. The other is the speaker door, which covers the set when closed.

This year's midwinter supplementary phonographs see the drop-down trend extended to practically every make. It seems to be the new format for portable stereo phonos—and even some mono units (Symphonic, for example). Manufacturers have also discovered you can do some rather interesting things in console furniture with the drop-down changer. One of the most appealing new console designs this year is Zenith's compact unit, which is only 11½ inches deep when the changer is not in use.

THE OTHER REALLY BIG TREND this year is the scratch-proof "floating cartridge" phono pickup—discussed in this space last week—in which the cartridge retracts into the arm when it's dropped or pushed. This came out almost simultaneously last year in Zenith and Philco changers, and is now extremely contagious. BSR (USA) Ltd., distributor of the British-made changer to U. S. end-equipment market, has broken a big ad campaign geared to this feature.

Another feature of the BSR and other changers is new thin or compact design—a great advantage in a drop-down changer. This feature, too, will become almost universal this year.

In stereo furniture design, a reaction to the recent trend to very short separation of speakers may be setting in. At least two manufacturers—Admiral and Symphonic—have introduced stereo consoles 72 inches wide. In the case of Symphonic, the widest unit in its line had been 48 inches; Admiral's was 61 inches.

There's a little more preoccupation with furniture than is usual at this time of year. Magnavox, for example, has unveiled a whole new line of Early American and Colonial consoles in maple and cherry. Motorola, pleased with the reaction to its really hot coffee-table stereo, has dropped in two new versions.

More transistorized sets are showing up, too. Magnavox added five new models to its Astro-Sonic line of consoles. Some new transistorized (but not battery-operated) stereo portables are beginning to make their appearance.

THERE'S NO MAD RUSH TO ADD FM STEREO to all consoles, although it's certain there'll be more sales in that category this year. In new sets introduced this month and last, there are still quite a few with AM-FM but without the FM-stereo feature. This is a reflection of last year's sales experience—in areas where there's little or no stereo broadcasting, it's difficult to sell FM stereo as a feature.

From Emerson comes an interesting set, which, to the best of our knowledge, is the first of its kind. It's a portable stereo phono with AM-FM and FM stereo. Its list price of \$149.95—lower than some FM-stereo table radios—makes it especially attractive. Here is a double-purpose portable stereo instrument with detachable speakers—a stereo radio and stereo phonograph. If people really use portable stereo phonographs to listen to stereo records, we have no doubt they'll find a built-in FM stereo radio a powerful added attraction, and this idea should spread.

AS TO PRICES of the new additions to phonograph lines, they give some indication that the downward trend of the past year is beginning to bottom out. This time of year there is always some promotionally priced items—but there seem to be no really drastic cuts. It's true that some list prices on low-end items run about \$10 lower than previous items in the same lines, but this appears to be a defensive action, to meet competition rather than to blaze any price-cutting trails. The keynote is more features, better quality, rather than price.

The fact is, "they've gone about as far as they can go" in low prices, at least for the time being. We can even expect to see a little inching up when the complete new lines are introduced this spring and summer.

The midwinter new-model drop-ins were a little less extensive than usual this time—and there's a good reason for it. Last spring and summer's redesign and restyling apparently struck a responsive note, and consumers began buying phonos at a record rate during the second half of 1962. Sales are going well—and there's no use arguing with success.

Ad Blackout Hits Dealers

By RALPH FREAS

NEW YORK — While audio equipment sales around the country are showing good strength, Manhattan dealers are singing the blues. Promotional efforts are halted by the general newspaper strike and effects are felt where hurts most — in the till.

Hardest hit — though they aren't saying so—are the bigger stores and the chains — stores like Goody's, Korvette's, Harvey's and Terminal Radio. The smaller stores never did depend on big display space in newspapers as a traffic-producer. The smaller the store, the more it depends on street business.

One of the biggest chains told Billboard — and didn't want to be quoted — that they didn't know newspapers ads were so important. They can easily estimate what they're losing in New York by comparing what's happening in the rest of their chain.

Papers Essential

Sadly, there's no substitute for the papers. A buyer for one of the stores told Billboard that he hasn't bought more radio air time "because I don't think it's worth much." And he said that the newspaper strike has even affected regular direct mail campaigns.

"We haven't increased direct mail he said "mostly because we depended on newspapers for developing leads."

The city is not completely newspaper-less. The Philadelphia Inquirer, Philadelphia Evening Bulletin, Christian Science Monitor, Newark Evening News and Wall Street Journal are now the leading sources for national news here. Are these papers any substitute for the New York dailies as an advertising medium? Dealers think not.

"Compared to the New York papers," said one buyer, "The effect of the Philadelphia Inquirer's 100,000 circulation here would be insignificant."

Obviously, he had researched the subject. Also considered are the weekly magazines like New Yorker and Cue. But the publishing schedules of these books, with ad deadlines far in advance of publication date, are considered too rough.

Some FM users

Not all dealers are convinced of radio's ineffectiveness. Many have used FM air time to good advantage and find it a happy medium with or without newspapers around. Those who have not used radio—and don't intend to—have a reason. An ad message on the air has to be short and punchy, they believe. And they say that component high fidelity doesn't lend itself to this kind of message.

It will be no satisfaction to Manhattan dealers, but it's worth noting that a check

Symphonic Adds Console Pair

NEW YORK—Two new console phono models have been added as drop-ins to the Symphonic 1963 phono line, according to sales chief, Duke Wellington. Previously dropped in were two hide-away portables.

Model 4CN24 is housed in a 36-inch cabinet and contains two eight-inch, dual-cone speakers. It's available in traditional, contemporary and early American stylings with prices starting at \$119.95. The unit is also available with FM-AM radio as Model 4XF25 in mahogany, walnut and maple, beginning at \$179.95.

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

around the U. S. shows an up-trend in audio sales. Beverly Electronics in Los Angeles says that sales are "Swingin'." "Jumping" is the way business was described by Catiana Audio in San Rafael, Calif. Sales were are so good that the store is undergoing a remodeling. In Texarkana, Tex., McGuire's TV Service reports sales in some

components up three times and the shop is about to move into a higher rent major shopping center.

Meanwhile, the big New York dealers hope for an early end to a strike that shows little signs of ending. The only gain they can claim is new-found knowledge of the power of newspaper advertising.

Decca Adds 9 Units To New Year Line

NEW YORK—Decca Records is adding nine new phonographs to its 1963 line. There are two entirely new machines and seven completely re-designed and restyled phonos in the new release. This makes a total of 18 phonographs in all, nine other units having been introduced in June, 1962.

Leaders among the new phonos are the Versa-Tilt on the portable side and the Marshall on the console end. The Versa-Tilt is an innovation for Decca. It's the firm's version of the tilt-down automatic machine that has come into prominence recently. The set has two eight-inch speaker wings and sells at

gain of some 30 per cent has been realized through the use of a special network of by-pass capacitors.

The Sheldrake has also been changed to a great extent. The unit now has improved output and bass response, re-designed cabinet, which permits playing of the unit while the lid is closed, exposed controls and two new finishes, which utilize metal.

The Devona is the successor to one of Decca's most successful models. The unit has been expansively re-styled and improved with an amplifier that delivers double the output of its predecessor and two separate speaker enclosures. It lists at \$139.95.

Hipped-Up Ramsey

The second console unit is a re-vamped version of the Ramsey. This console now has a split top cabinet, a new BSR changer and the phono now has four speakers.

Trade and consumer advertising has been slated to tie in with introduction of the new units, along with dealer aids and in-store advertising.



THE MARSHALL

a suggested list price of \$79.95. The Marshall is an entirely new console which contains AM-FM radio, a battery of speakers, automatic changer and diamond needle and lists at \$189.95.

The company has also improved its biggest seller, the Palm Beach. This four-speed manual portable is now available in four colors instead of three and sports a front-mounted speaker and flipover cartridge. The set still sells for \$19.95.

Controls in Front

The Seaford has been improved by moving controls to the front panel. The completely re-vamped Lenox now has detachable speaker and a volume

Space Tone to Sell In Department Stores

WASHINGTON—Space Tone Electronics, which has merchandised its phono line until now through a wholly owned subscription club subsidiary, will commence department store marketing for the first time this month. The move represents a major expansion for the manufacturer.

The line, according to Philip Connor Jr., president, will range in price from \$150 to \$995. Exclusive area distributorships are available.

Five consoles will be offered, highlighted by the President model, a 73-inch long unit, at \$995. Low end unit is the Page Boy at \$150.

WelDee in Comedy Field

NASHVILLE — Bob Terry, a.&r. director of WelDee Music Company here, announces that the firm is entering the comedy album field. Arrangements have been made with Dooto of Hollywood to release an album by a new comedy find, Larry Womak. The album will be cut in Nashville later this month, Terry says.



THE VERSA-TILT

the newest sights in sound

THE BEAUTIFUL DECCA[®] PHONOGRAPHS FOR

'63



THE MARSHALL DP-213 (Mahogany), DP-214 (Walnut), DP-215 (Blond Mahogany). Self-Contained Full Stereo Console with AM/FM Radio
\$189⁹⁵
 (Mah.)



THE RAMSEY IV DP-118 (Mahogany), DP-119 (Walnut). Self-Contained Full Stereo Console
\$119⁹⁵
 (Mah.)

THE MEAD II DP-218 (Mahogany), DP-219 (Walnut). Same as Ramsey IV with AM/FM Radio
\$159⁹⁵
 (Mah.)



THE DEVON III DP-299. High Fidelity Full Stereo Portable Automatic
\$139⁹⁵



THE SHELDRAKE III DP-662. High Fidelity Full Stereo Portable Automatic
\$79⁹⁵



THE VERSA-TILT DP-663. High Fidelity Full Stereo Portable Automatic with Tilt-Down Front
\$79⁹⁵



THE LENNOX II DP-595. Deluxe Hi-Fi Manual
\$34⁹⁵



THE SEAFORD VII DP-594. Deluxe Four Speed Manual
\$24⁹⁵



THE PALM BEACH VI DPS-16. Deluxe Four Speed Manual
\$19⁹⁵

for immediate delivery

DECCA *distributing corporation*

All prices suggested list—Slightly higher in South, Southwest and West. Automatic prices plus 45 rpm spindle.

sales
proven
decca
phonograph
favorites



THE ALLEGHENY VII • DP-316 (Mahogany), DP-317 (Walnut), DP-318 (Fruitwood). Self-Contained Full Stereo High Fidelity Console (Ma.) \$149.95

THE PALMER III • DP-416 (Mahogany), DP-417 (Walnut Finish), DP-418 (Fruitwood). Same as PALMER III—with complete AM/FM Stereo (Multiplex) radio. (Mah.) \$229.95



THE SHELBY II • DP-636A. High Fidelity Full Stereo Portable Automatic. The New Home Music System. \$129.95



THE MONROE • DP-670. High Fidelity Full Stereo \$99.95



THE ANNIVERSARY V • DP-654. Deluxe Budget-Priced Full Stereo Automatic Portable \$64.95



THE RICHMOND • DP-490. Hi-Fi Portable Automatic with AM Radio \$69.95



THE SUFFOLK • DP-492. Four-Speed Hi-Fi Automatic Portable with AM/FM Radio \$89.95



THE PERRY VI • DP-642. Four-Speed Hi-Fi Automatic Portable \$44.95

**BEST SELLING
PHONOGRAPHS, RADIOS & TAPE RECORDERS**

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

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

PHONOS LISTING UNDER \$30

POSITION	This Issue			BRAND	% OF TOTAL POINTS
	10/20/62 Issue	7/21/62 Issue	7/21/62 Issue		
1	3	—	—	Masterwork	22.2
2	1	1	—	Decca	19.6
3	—	6	—	RCA Victor	14.5
4	5	3	—	Capitol	7.1
5	4	8	—	General Electric	5.6
5	2	5	—	Symphonic	5.6
7	7	—	—	Webcor	4.7
8	6	2	—	Voice of Music (V-M)	3.6
				Others	17.1

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

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

7/21/62 Issue: Majorette (4); Phonola (6).

NEW DEALER PRODUCTS

New RCA Recorder



The compact new Cordon Bleu cartridge tape recorder has been introduced by RCA Victor. The latest in a series of cartridge units from Victor, it employs a transistorized amplifier and a separate lid speaker. With complete record and playback facilities, it carries an optional dealer price of \$199.95.

equipment. Based on the theory Q-tip swabs for infants, clean-tips swabs are priced at 75 cents for a pack of 100. The swab is particularly adaptable to cleaning tape recorder heads, the firm said.

Compact Transceiver



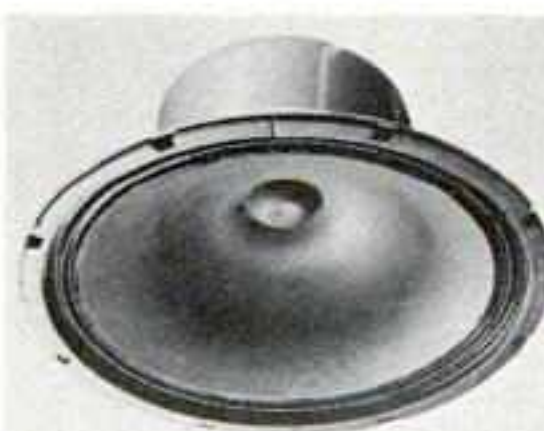
The Unitalky 10 is the newest in the citizen's band transceiver line of Standard Radio Corporation. The Japanese-based firm said the set has a range of two to three miles over average topography with an overwater distance potential of 10 to 11 miles. The rugged, nine-transistor unit is powered by eight penlight batteries, with a matched pair listing at \$169.95.

Sylvania Portable



This luggage-styled stereo portable is the newest in Sylvania's current phono line. Four-speed changer, five-inch, swing-away speakers and autumn brown cabinet color are features. Suggested list is \$99.95.

Parabolic Woofer



Utah Electronics has brought out the Utah G12P woofer, employing a parabolic cone shape for improved bass frequency response. Response is noted as 25 to 1,500 c.p.s. with power handling ability of up to 30 watts.

New Robins Cleaner

Robins Industries has offered to the trade a new product known as "clean tips," which are said to solve the problems of cleaning and oiling normally inaccessible parts of electronic

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.

- DOT**—Expires January 31, 1963. Started December 26, 1962. Three programs: On albums: 10 per cent cash discount for mono and 15 per cent for stereo on LP's in category A; 15 and 10 per cent on category B albums, and 20 and 25 per cent on category C albums. On EP's: 25 per cent discount. On single prepacks: 20 per cent discount.
- AUDIO-FIDELITY**—Expires February 15, 1963. Started January 1, 1963. Label is offering one for three on the complete catalog.
- ELEKTRA**—Expires February 15, 1963. Started January 1, 1963. Label is offering a 10 per cent restocking plan on firm's complete catalog.
- LIBERTY-DOLTON**—Expires February 15, 1963. Started December 31, 1962. A 10 per cent cash discount taken off the face of the invoice on dealer orders. A 15 per cent cash discount on individual dealer orders of 200 or more LP units. Plan covers new releases plus entire catalog.
- MERCURY**—Expires February 15, 1963. Started January 1, 1963. Label is offering a 15-free-with-each-100-purchased deal on its January release of 30 LP's plus selected items from firm's entire catalog. See page 5, January 5 issue, for details.
- PRESTIGE**—Expires February 15, 1963. Started January 1, 1963. Label is offering a 15 per cent discount on all Prestige International and Prestige Giant product.
- PHILIPS**—Expires February 15, 1963. Started January 1, 1963. Firm is giving a 10 per cent discount on its entire catalog including 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.

**SINATRA-BASIE
TWO OF THE TEN
HEADLINERS IN THE
REPRISE JAN.-FEB.**

\$74,000,000

**TALENT
BONANZA**

SINATRA-BASIE

AN HISTORIC MUSICAL FIRST



reprise



FOR IMMEDIATE DELIVERY
All prices suggested list—Slightly higher in South, Southwest and West. Automatic prices plus 45 rpm spindle.

"WHO STOLE THE KEESHKA?"
THE MATYS BROS.
 Select S-719

JOY RECORDS
 1619 B'way., N.Y. 19, N.Y.

Climbing to the Top!
I'M SORRY
PILLOW
LEE ANDREWS
 P-860

ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise. Write to be placed on our national mailing list.

We ship anywhere C.O.D.

Barney's One-Stop

1144 S. Kedzie Av., Chicago 12, Ill. Phone: NE 8-9053

#1 in Pittsburgh... Now Breaking in New York, Newark, Buffalo, Cleveland and St. Louis!

"THE GYPSY CRIED"


R-4457

LOU CHRISTIE
ROULETTE RECORDS
 1631 B'way, N. Y., N. Y.

DENNIS DAY
ONE OF THE TEN HEADLINERS IN THE REPRISE JAN.-FEB.

\$74,000,000


TALENT BONANZA



DENNIS DAY
Shillelaghs & Shamrocks!

DANNY BOY • DEAR OLD DONEGAL • IT'S THE SAME OLD SHILLELAGH • FINNEGAN'S WAKE • TOG-RA-LOO-RA-LOO-RA! • MACHAMARA'S BAND • THE MINSTREL BOY • THE BOYS FROM THE COUNTY ARMAGH • THE WILD COLONIAL BOY • MRS. McGRATH • CLANCY LOWERED THE BOOM • Medley: MY WILD IRISH ROSE/WHEN IRISH EYES ARE SMILING

Arranged and conducted by PETE KING

reprise 

reprise  6065

when answering ads . . .
Say You Saw It in Billboard

THE NATION'S TOP TUNES
HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JANUARY 19

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	GO AWAY LITTLE GIRL	By Goffin-King—Published by Aldon (BMI)	7
2	2	TELSTAR	By Meek—Published by Campbell-Connelly (ASCAP)	9
3	4	HOTEL HAPPINESS	By L. Carr-E. Shuman—Published by Dayben-Mansion (ASCAP)	7
4	3	LIMBO ROCK	By W. E. Strange-Jon Sheldon—Published by Four Star-Twist (BMI)	14
5	6	TELL HIM	By Bert Russell—Published by Mellin (BMI)	5
6	10	THE NIGHT HAS A THOUSAND EYES	By Weisman-Wayne-Garrett—Published by Blen-Mabs (ASCAP)	4
7	14	TWO LOVERS	By W. Robinson—Published by Jobete (BMI)	5
8	5	PEPINO THE ITALIAN MOUSE	By Allen-Merrell—Published by Romance-Ding Dong (BMI)	5
9	11	MY DAD	By Mann-Weil—Published by Aldon (BMI)	5
10	—	WALK RIGHT IN	By Darling-Svanoe—Published by Ryerson (BMI)	1
11	—	HEY PAULA	By Hildebrand—Published by LeBill-Marbill (BMI)	1
12	7	BIG GIRLS DON'T CRY	By B. Crewe-B. Gaudio—Published by Bobob (ASCAP)	13
13	17	UP ON THE ROOF	By Goffin-King—Published by Aldon (BMI)	4
14	15	IT'S UP TO YOU	By Jerry Fuller—Published by Four Star (BMI)	4
15	18	I SAW LINDA YESTERDAY	By Lee-Reynolds—Published by Jack (BMI)	3
16	8	ZIP-A-DEE-DOO-DAH	By R. Gilbert-A. Wrubel—Published by Joy (ASCAP)	6
17	19	LOOP DE LOOP	By Vann-Dong—Published by Tobi-Ann & Vann (BMI)	2
18	13	YOU ARE MY SUNSHINE	By J. Davis-C. Mitchell—Published by Peer Int'l (BMI)	7
19	—	MY COLORING BOOK	By Ebb-Kander—Published by Sunbeam (BMI)	1
20	21	HALF HEAVEN—HALF HEARTACHE	By Schroeder-Gold-Goehring—Published by Arch (ASCAP)	2
21	9	BOBBY'S GIRL	By Hoffman-Klein—Published by A.M.E. (BMI)	11
22	23	EVERYBODY LOVES A LOVER	By R. Allen-R. Adler—Published by Korwin (ASCAP)	4
23	12	RETURN TO SENDER	By O. Blackwell-W. Scott—Published by Presley (BMI)	13
24	—	REMEMBER THEN	By Powers-Rose—Published by Maureen (BMI)	1
25	25	SHUTTERS AND BOARDS	By Murphy-Turner—Published by Camp & Canyon (BMI)	3
26	16	THE LONELY BULL	By Sol Lake—Published by Almo (ASCAP)	10
27	—	I'M GONNA BE WARM THIS WINTER	By Hunter-Barkan—Published by Merna (ASCAP)	1
28	—	YOU'VE REALLY GOT A HOLD ON ME	By Robinson—Published by Jobete (BMI)	1
29	29	DON'T MAKE ME OVER	By David-Bacharach—Published by Bacharach-Jac (ASCAP)	2
30	22	WIGGLE WOBBLE	By Les Cooper—Published by Bob-Dan (BMI)	8

RECORDINGS AVAILABLE
 (Best Selling Record Listed in Bold Face)

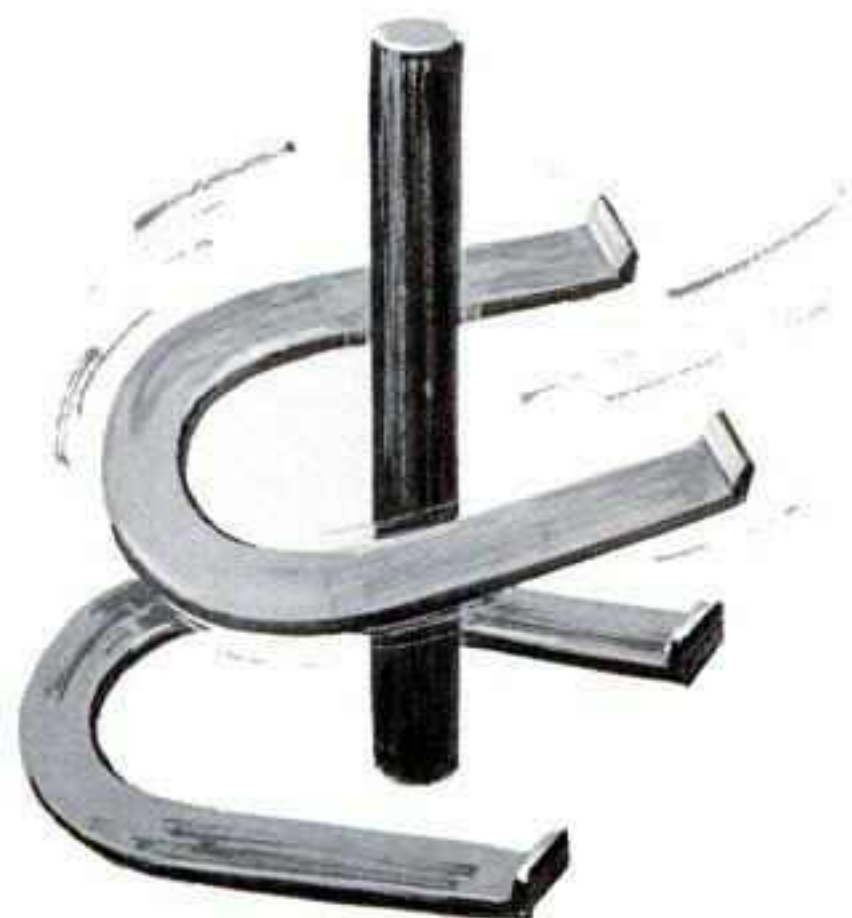
- GO AWAY LITTLE GIRL** — Steve Lawrence, Columbia 42601.
- TELSTAR** — Tornados, London 9561.
- HOTEL HAPPINESS** — Brook Benton, Mercury 72055.
- LIMBO ROCK**—Chubby Checker, Parkway 849; Billy Wade, Twin Hits 2033; Dave Pike, Prestige 242.
- TELL HIM** — Exciters, United Artists 244; Ed Townsend, Liberty 55516.
- THE NIGHT HAS A THOUSAND EYES** — Bobby Lee, Liberty 55521.
- TWO LOVERS** — Mary Wells, Motown 1035.
- PEPINO THE ITALIAN MOUSE** — Lou Monte, Reprise 20106.
- MY DAD**—Paul Petersen, Colpix 663.
- WALK RIGHT IN**—Moments, Era 3099; Rooftop Singers, Vanguard 35017.
- HEY PAULA**—Paul & Paula, Philips 40084.
- BIG GIRLS DON'T CRY** — Four Seasons, Vee Jay 465; David Carroll, Mercury 72070.
- UP ON THE ROOF**—Drifters, Atlantic 2162.
- IT'S UP TO YOU**—Rick Nelson, Imperial 5901.
- I SAW LINDA YESTERDAY**—Dickey Lee, Smash 1719.
- ZIP-A-DEE-DOO-DAH** — Bob B. Soxx & the Blue Jeans, Philips 107.
- LOOP DE LOOP** — Johnny Thunder, Diamond 129.
- YOU ARE MY SUNSHINE**—Ray Charles, ABC-Paramount 10375.
- MY COLORING BOOK**—George Chakiris, Capitol 4892; Kitty Kallen, RCA Victor 8124; Sandy Stewart, Colpix 669; Barbara Streisand, Columbia 42648.
- HALF HEAVEN — HALF HEARTACHE** — Gene Pitney, Musicor 1026.
- BOBBY'S GIRL**—Marcie Blane, Seville 120.
- EVERYBODY LOVES A LOVER**—Shirelles, Scepter 1243.
- RETURN TO SENDER**—Elvis Presley, RCA Victor 8100.
- REMEMBER THEN**—Earls, Old Town 1130.
- SHUTTERS AND BOARDS** — Jerry Wallace, Challenge 9171.
- THE LONELY BULL**—Tijuana Brass, A & M 703.
- I'M GONNA BE WARM THIS WINTER**—Connie Francis, MGM 13116.
- YOU'VE REALLY GOT A HOLD ON ME** — Miracles, Tamla 54073.
- DON'T MAKE ME OVER** — Dionne Warwick, Scepter 1239.
- WIGGLE WOBBLE** — Les Cooper, Everlast 5019.

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

Mercury HAS THE



RINGERS!



Picked by

Cash Box and Music Vendor / Billboard and Music Reporter

THE ORIGINAL WAXING

FIRST VOCAL VERSION OF "TELSTAR"

"MAGIC STAR"

MARGIE SINGLETON
72079

SURE-FIRE CHART MAKER



"GREENBACK DOLLAR"

MERRY MELODY SINGERS
72083

America's First Family of Fine Recordings



MERCURY RECORD CORPORATION • 35 EAST WACKER DRIVE • CHICAGO 1, ILLINOIS

Copyrighted material

'Prestige' Means 'Made in U. S.' to West Germans

By OMER ANDERSON

COLOGNE — A poll of West Germany's 5,000 coin machine operators indicates that the Germans will buy large, if not near record, quantities of American equipment in 1963.

Polling of German operators reveals a radically different attitude toward U. S. equipment than is presented by "informed trade opinion," meaning mainly the opinions of European manufacturers, that the U. S. is losing the European market to the Continentals.

The year 1962 brought a marked upsurge in the volume and quality of European-produced equipment. It also produced a spate of speculation that U. S. producers were about to be eclipsed in the European, if not in the world, market by the cocky Continental producers.

"Informed" Continental trade opinion has been that the European market for American phonographs was pretty well passe, and that only American domination of the games market was up for contest in 1963.

Different Attitudes

Polling of German operators on their equipment purchase plans for the year ahead discloses a vastly different

attitude by the men who operate the equipment than by non-operator trade sources.

The Billboard poll established:

1. Interest in U. S. equipment, far from fading, is at what may be the all-time peak.

2. Continental producers have failed to make the grade with prestige products. The Continental juke box version of the Mercedes Benz or Rolls-Royce automobile has yet to emerge. On the contrary, "prestige" is understood by the average German operator to be a virtual synonym for U. S. equipment.

3. More German operators will upgrade (e.g., buy U. S. equipment) in 1963 than in any year yet, mainly because of the increasing competitive pressures.

4. Complaints that operators are being squeezed out of business will exert little influence on their buying of equipment, and most operators in any event, feel that U. S. equipment "is cheaper in the long run," even if priced higher than the indigenous product.

5. There is little evidence that European-made equipment will register unusually spectacular technical progress in 1963. On the contrary, European producers expect to

proceed cautiously with the step-by-step improvement of present production.

6. Europe will continue to lag far behind the U. S. in games, despite strong European criticism of American games as being "immature" and "stereotyped."

Not Aggressive Enough

The poll, which covered operators in every major German geographic area and operating category, underlined that, by and large, European coin machine production still lags far behind European industrial production generally. The coin machine producers lack the aggressive approach of European producers in other lines, and this fact has communicated itself to the operators.

Interestingly, by far the most aggressive and imaginative German phonograph distributors are those handling American equipment. In Germany, at least, this fact alone virtually assures the continued domination of the German market by U. S. equipment.

Competition is increasing far more among distributors of U. S. equipment than between distributors of U. S. and European equipment. The strong U. S. equipment distribu-

(Continued on page 48)

Top 10 Still the Thing

• *Continued from page 1*

When the half dollar is deposited, the golden bar lights up and reads "Press for Top Tunes." If the patron chooses the pre-selected program, a single press of the bar racks up all 10 tunes on the selector.

If a personally chosen program is preferred, the first letter - numeral combination selected from the red keys also extinguishes the light and the patron may then select the remaining numbers offered for the regular half-dollar deposit.

Standard with both models is "Music of the Week" or "The Best in Music" programming selection panel, depending on the location type. The former is designed for teen-age locations and swinging bars; the latter is for the more sophisticated cocktail lounges and restaurants.

Soft back lighting from three standard 28-inch fluorescent tubes — available in red, blue and green — tailor color and light control for each location and may be used to soften the light and match the location decor.

Heavily chromed zinc die castings are used in the cabinet styling. They are also a structural part of the phonograph

(Continued on page 60)



BACK-LIGHTED LOCATION IDENTIFICATION, new selector panels and keys are features of the Wurlitzer Model 2700. Wurlitzer distributors began holding showings Sunday (13).

Firms Answer Rise in Costs By Merging Service Facilities

By GODFREY LEHMAN

OAKLAND, Calif. — While equipment costs have risen sharply over the last decade, the biggest thorn in the side of the juke box operator—at least as far as operating expenses are

concerned — has been the increased cost of servicing locations.

Servicemen's salaries and vehicle costs have soared in the last decade, and collections have failed to keep pace with this increased nut.

However, two local operators may have found a partial solution — merging service facilities and still retaining their identities as independent operations.

Sam-Russ, Inc., last week took over the maintenance service of juke boxes for the United Music Company, also of Oakland. For the time being, United continues to operate its machines and distribute its own records, but all mechanical and upkeep work will be performed by Sam-Russ.

Better Coverage

The latter firm has increased the size of its maintenance staff from three to five men, taking two from United, who now uses only a single part-time man. According to Russ Catanho, president of the company, better coverage at lower unit cost is expected to result. Joe Tessler is a principal at United, and his brother Sam is affiliated with Catanho.

Sam - Russ also anticipates further expansion during the year. Several of the music op-

(Continued on page 62)

J. C. Gordon Seeburg Exec Vice-President

CHICAGO — John Cameron Gordon, who joined the Seeburg Corporation in the late 1940's as Eastern district manager, has been named executive vice-president and a director of the firm, Delbert W. Coleman, chairman of the board, announced this week.

Gordon became vice-president in charge of phonograph sales in 1959, and last year was appointed director of sales and distribution for the Seeburg organization.

He played a major role in

selling the concept of the multi-selection phonograph to Eastern operators when the Seeburg Select-O-Matic 100 was introduced in 1948.

He also introduced and promoted the Seeburg "Artist of the Week" program with album cover display and stereo album music in coin operated phonographs.

This concept was the basis for the Seeburg "Breakthrough" LP Console program which Gor-

(Continued on page 62)

Coin Machine

OPERATING

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

FEINSTEIN & OVITZ BUY SEEBURG OUTLET



NATE FEINSTEIN



IRVING OVITZ

CHICAGO—Nate Feinstein and Irving Ovitz, veteran music machine sales executives, have bought World Wide Distributors, Chicago Seeburg outlet, from Joel Stern. William S. Adair, Seeburg

(Continued on page 48)

Paul Huebsch Quits Keeney, Joins Rowe



PAUL HUEBSCH

CHICAGO — Paul Huebsch, for many years vice-president and general manager of J. H. Keeney & Company, Inc., manufacturer of amusement games,



ROBERT MacGREGOR

has resigned his post to become regional sales manager of music for Rowe AC Services' Midwest Marketing Region.

(Continued on page 62)

EUROPEAN NEWS BRIEFS

See Bowl Boom in Italy

ROME — Distributors are building up inventories of coin bowlers in anticipation of a bowling boom in Italy. The first bowling centers are being opened in Rome, and they have become an instant success. There is now a rush to install bowling games in the neighborhood bistros—the trattoria. Milan, Turin, Naples and other metropolitan centers are also throbbing with bowler activity. The trade believes bowlers will boom here simply because they have everywhere else on the Continent, and because bowling has a tradition here in the game "boccia," a form of lawn bowling.

Swiss Plan Museum

GENEVA—The Swiss coin machine trade is planning the creation of a European coin machine museum which would trace the history of coin machine development. The proposed museum would parallel the transportation museum at Lucerne.

With co-operation from the European and perhaps world trade, the museum would become a repository for vintage equipment illustrating the evolution of all categories of coin machines. A main exhibit visualized for the projected museum is a phonograph dating back to 1890 which is still in service at the railroad station at Gland, between Lausanne and Geneva. The primeval Gland machine plays cylinders, but otherwise is an authentic antediluvian juke box.

Ops Seek Austerity Disk

COLOGNE—West Germany diskeries are being requested to produce a juke box austerity disk to sell at a reduced price. The request has been put by Hasso Loeffler, president of the Central Organization of Coin Machine Operators (ZOA). Es-saying a statesmanlike approach to the rhubarb between diskeries and operators over recent disk price hikes, Loeffler proposes that the diskeries dispense with disk jackets, and similar fripperies in supplying the trade with a "basic record" for juke box play. Loeffler calculates it should be possible to effect production economies of between 20 and 40 pfennigs per disk for passing on to the operators. Loeffler told the diskeries that the trade is so severely pinched that even 10 pfennigs per disk can mean the margin between solvency and bankruptcy for some operators.

Fight High Spain Tax

MADRID—The Spanish trade is enlisting help from U. S. and West German exporters in seeking a reduction of the stiff Spanish coin machine taxation and liberalization of exports. Import duties and first-year taxation total nearly 100 per cent of the imported machine's purchase price. Moreover, there is still a ban on the importation of re-conditioned equipment. The trade contends that it will remain stifled as long as taxes, customs, and special levies remain at confiscatory levels. Even greater emphasis is being put on liberalizing import restrictions to

open the Spanish market to re-conditioned equipment. There is a tremendous unfilled demand here or U. S. pinballs, for example. The Germans also hope to develop the Spanish market for payout machine exports.

Jap Phonos in Europe?

LONDON—The Japanese are planting a foot in the European coin machine market through fruit machines, and it is reported that they will follow up with phonographs next year. The fruit machine in question is a Sega, which is being offered on the British market in four models. The Japanese are moving step by step into the European market, and with the fruit machines they are testing demand and general operating conditions for an expanded thrust into Common Market area. Sony, the Japanese electronics producer, already is assembling products in Ireland. It is understood that several Japanese electronics producers are preparing to enter phonograph production, and that at least one of them is contemplating an Ireland-based assembly operation.

Stress Permanent Sites

GLASGOW—British operators are revamping operating patterns for 1963. They will reduce placing of equipment at resorts and concentrate on permanent locations and in developing more permanent locations. Trade studies show that the holiday traffic is becoming so diffused that it is no longer possible to pinpoint areas of "holiday density" for seasonal concentration of equipment. On the other hand, more and more astute British trade figures are becoming convinced that greater effort can be expended profitably in developing collections from permanent locations. For example, efforts are being made to increase the placing of phonographs at snack bars, bowling alleys, and in the supermarkets which are beginning to appear in Britain.

Call Off Red Phono

EAST BERLIN—East Germany has postponed production of its first juke box because of the serious economic situation. The machine, tentatively designated as the Polyheimat, was to be produced by the VEB ("People's-Owned") Funkwerk Erfurt at Erfurt. A number of test models were produced, but the project was canceled before full-scale production was begun. East Germany is now grappling with the worst economic crisis since founding of the Communist state. The 80-selection juke box was intended for state-operated night clubs, restaurants, and recreation centers. It was also hoped to export the machine to other Communist states.

FEINSTEIN & OVITZ BUY SEEBURG OUTLET

• Continued from page 47

vice-president in charge of sales, announced that World Wide would retain the Seeburg franchise.

Feinstein becomes partner and general manager and Ovitz becomes partner in the firm. Stern will remain in an executive sales capacity.

Both Feinstein and Ovitz had been executives with the Atlas Music Company, which had been a Seeburg distributor for many years until Eddie Ginsburg, Atlas head, sold his interest to Automatic Canteen and remained as manager for the Rowe-AMI outlet.

Feinstein spent 20 years with Atlas, the last two as general manager. He will assume similar duties with World Wide.

Ovitz joined Atlas in 1937, leaving in 1943 to join the Armed Forces. After World War II, he was partner and sole owner in several coin machine enterprises, before rejoining Atlas, where he remained until the latest move.

World Wide distributes the Seeburg background music and vending line in addition to the phonograph. It is also franchised distributor for Chicago Coin, Valley Sales and the Irving Kaye Company.

The firm recently moved into a 40,000-square-foot headquarters at 2732 W. Fullerton Avenue here.

Both Feinstein and Ovitz said that no changes in the World Wide method of operation or its personnel is contemplated.

'Prestige' Means 'Made in U. S.'

• Continued from page 47

tor networks account almost as much for U. S. supremacy on the Continent as the quality of the American product.

There has been a noticeable sharpening of competition since Seeburg invaded the German market with its own distributing organization, Seevend, which is aggressively jousting with Rock-Ola, AMI and Wurlitzer for German market leadership.

The 5,000 German operators consist of around 3,000 organized in the Central Organization of Coin Machine Operators and the rest independent operators. Seventy per cent of the organized operators reported plans to increase equipment purchasing next year, and 55 per cent said they would purchase one or more pieces of American equipment. Of the 55 per cent, 35 per cent plan to buy U. S. phonographs and the rest U. S. games.

The poll established that there is strong operator interest in the new Seeburg LP Console programming concept, with most German operators inclined to accept Seeburg's claim that the console will revolutionize pho-

nograph operation. The Seeburg LP concept, in fact, has already been anticipated by the upsurge in LP disk sales in West Germany.

Most operators, according to the poll, are not as pessimistic about their "Existenzkampf"—battle for survival—as the operator associations make out. The majority of operators believe the trade is now in a position to push for an increase in play prices and thus generate the cash to buy new equipment.

Exclusive BUILT-IN AUTOMATIC INCOME TOTALIZER

The Revolutionary **SEEBURG LP CONSOLE**

INVENTORY REDUCTION SALE

CIGARETTE VENDORS
 National, Model 222 (22 Col.)... \$295.00
 National, Model 111 (11 Col.)... 150.00
 National, Model M1 (9 Col.)... 95.00
 National, Model 9 (9 Col.)... 85.00
 Seeburg, Model E-2 (22 Col.)... 210.00

Rowe, Model Commander (11 Col.)... 85.00
 Rowe, Model 520 (11 Col.)... 125.00
 Rowe, Model Ambassador (14 Col.)... 145.00
 Cousins (20 Col.)... 150.00
 DuGrenier, Model K-12 (12 Col.)... 125.00

CANDY VENDORS
 Stoner (8 Col.)... \$150.00

COFFEE VENDORS
 Seeburg Fresh Brew, Model 510... \$245.00
 Seeburg Fresh Brew, Model 1010... 445.00

W. B. DISTRIBUTORS, INC.
 1012 Market St., St. Louis, Missouri
 A Service to Operators for Over 30 Years.

We have whatever you need in **GOTTLIEB GAMES!**

Contact Us Today
 World's Largest Distributor of Pinballs

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE AMUSEMENT MACHINES CO.
 666 N. Broad St., Phila. 30, Pa.
 POplar 9-4495
 Write or wire for prices

You can ALWAYS depend on ACTIVE ALL WAYS

FIVE BALL FLIPPER GAMES

Aloha, 2 Pl.	225	Flipper Parade, 1 Pl.	250	Score Board, 4 Pl.	125
Around the World, 2 Pl.	225	Flipper Clown, 1 Pl.	275	Silver, 1 Pl.	150
Bo Bo, 1 Pl.	225	Flying Circus, 2 Pl.	375	Straight Shooter, 1 Pl.	175
Big Casino, 1 Pl.	295	Frontiersman, 1 Pl.	75	Sittin' Pretty, 1 Pl.	175
Confest, 4 Pl.	235	Gypsy Queen, 1 Pl.	75	Stage Coach, 1 Pl.	75
Coral, 1 Pl.	295	Hot Diggity, 1 Pl.	75	Steeple Chase, 1 Pl.	145
Cover Girl, 1 Pl.	325	Hot Rod, 1 Pl.	75	Sunset, 2 Pl.	145
Cross Words, 1 Pl.	125	Jolly Joker, 1 Pl.	225	Spot a Card, 1 Pl.	235
Derby Day, 1 Pl.	75	Jungle, 1 Pl.	195	Super Circus, 2 Pl.	165
Darts, 1 Pl.	195	Jockey Club, 1 Pl.	75	Southern Belle, 1 Pl.	75
Double Action, 2 Pl.	225	Lady Luck, 1 Pl.	75	Sunshine, 1 Pl.	165
Duette, 2 Pl.	160	Kewpie Doll, 1 Pl.	250	Top Hat, 1 Pl.	150
Diamond Lil, 1 Pl.	75	Lancer, 2 Pl.	395	Show Boat, 1 Pl.	285
Egg Head, 1 Pl.	295	Liberty Bell, 4 Pl.	495	Tic Tac Toe, 1 Pl.	125
Falstaff, 4 Pl.	185	Life a Card, 1 Pl.	295	Twenty Grand, 1 Pl.	75
Fashion Show, 2 Pl.	425	Lightning Ball, 1 Pl.	210	Tournament, 2 Pl.	125
Fun House, 4 Pl.	150	Marathon, 2 Pl.	100	Twin Bill, 1 Pl.	100
Photo Finish, 1 Pl.	285	Miss Annabelle, 1 Pl.	195	Thunder Bird, 1 Pl.	100
		Nags, 1 Pl.	175	Universe, 1 Pl.	195
		Queen of Diamonds, 1 Pl.	195	Whirlwind, 2 Pl.	195
		Pin Wheel, 1 Pl.	100	Wonderland, 1 Pl.	75
		Picnic, 2 Pl.	175	World Beauty, 1 Pl.	225
		Race Time, 2 Pl.	225		
		Royal Flush, 1 Pl.	125		
		Rocket Ship, 1 Pl.	150		
		Sea Wolf, 1 Pl.	150		
		Q Ball, 1 Pl.	125		
		Sea Belles, 2 Pl.	125		
		Smoke Signal, 1 Pl.	100		

NEW MARDI GRAS, 4 Player—Write.

CLEVELAND COIN MACHINE EXCHANGE Inc
 2029 PROSPECT AVE., CLEVELAND 15, OHIO
 All Phones: Tower 1-6715

M. S. GISSER Sales Manager

the **FUTURE** with a **promise**

NAVY

CENTRAL OHIO QUALITY BUYS BOWLERS

UN 16 Ft. Alamo B/A	\$850.00
UN 16 Ft. Savoy B/A	595.00
UN 16 Ft. League B/A	475.00
UN 16 Ft. Advance B/A	450.00
UN 16 Ft. Duplex B/A	395.00
UN 16 Ft. Bonus B/A	295.00
UN 16 Ft. Jumbo B/A	250.00
Bally 16 Ft. ABC Tournament	275.00

ARCADE

WMS Hercules Gun	\$295.00
WMS Titan Gun	250.00
WMS Vanguard Gun	225.00
WMS Tenstrike	95.00
WMS Deluxe Baseball	75.00
WMS King of Swat	75.00
Midway Deluxe Baseball	395.00
Midway Joker Ball	195.00
UN Deluxe Bonus Gun	125.00
Genco Big Top Gun	95.00
C.C. Bull's-Eye Baseball	175.00
2 Thunderbolt Horses (new)	395.00
Midway Skee Fun (like new)	350.00
10 Challenger Guns, ea.	45.00

All equipment cleaned and shopped.

CENTRAL OHIO COIN MACHINE EXCHANGE, INC.
 858 N. High Street Columbus 15, Ohio
 Phone: AXminster 4-3529

Valley DELUXE 6-POCKET

DESIGNED for PROFITABLE PLAY



MAHOGANY OR WALNUT

New Styling! New Operating Mechanism! Formica Burn-Proof Rails! Exclusive Valley "Easy-Count" Scoring! Regulation 2 1/4" Balls! 3 Popular Sizes: 75x42, 84x47, 90x50. Many other features.

Ask your distributor for a demonstration, or write or phone direct for information.

VALLEY SALES CO. A DIVISION OF VALLEY MFG. CO.
 333 MORTON ST., BAY CITY, MICHIGAN. TWinbrook 5-8587

BULK VENDING

Lone Op Drives Against N. Y. Tax

NEW YORK—Milton Klausner, local scale operator, has launched a one-man drive to get relief from the New York City Occupancy Tax for bulk and scale operators.

Klausner feels that operator trade associations are beset with enough other problems so that they do not have the time to seek tax relief on this measure.

His latest effort was a letter to Mayor Wagner, with copies to leading city officials. The text of the letter follows:

"I can not believe that it was the intent of the Occupancy

Tax Law to impose an annual tax of more than \$200 on a small business like mine, especially since my General Business Tax was \$10.87 in 1961.

"Each one of my penny scales is now taxed at 40 cents per year. As the annual rental I pay to storekeepers is about \$10 per year per scale, the 40 cents is 4 per cent of rental, while other businesses pay an Occupancy Tax rate considerably less than 4 per cent. Even if Macys pays a rental of \$1,000,000 a year for its 34th Street store, its Occupancy Tax is a maximum of \$12.

"Obviously, penny scales escaped the notice of the lawmakers when the provisions were drawn up. The only fair thing to do would be to exempt penny machines entirely, or write an amendment exempting annual rentals of less than \$20 or so.

"There are many precedents for such a minimal exemption. Federal and State income taxes,

the City's sales tax (even on meals) all have exemptions to avoid an excessive burden. New York City recently saw the justice in changing the General Business Tax to include a \$10,000 exemption to protect the small marginal business. Several years ago, the State when enabling the City to impose new taxes on coin operated machines recognized the inability of penny machines to meet further taxes and specifically exempted penny machines.

"I desperately need your consideration for relief from this burdensome tax which is highly discriminatory because of the nature of my business. The doubling of the tax this year makes it doubly pressing. Needless to say, I shall be grateful for your consideration.

"I'm a small business man, uninitiated in the ways of handling a matter of this sort. I'd greatly appreciate your suggestions."

Charlie Dates His Nuts To Show They're Fresh

DENVER — Because many people have been aggravated by finding peanuts rancid, staling from bulk vending machines in the past, it is important to date every change of fill, according to Charles Flowers,

Denver bulk route operator. Flowers uses a small white label, attached inside the head of each machine, which reads "Filled _____." Whenever he changes any item, peanuts and cashews in particular, he fills in the date, using a broad-nib pen which is easily read by even the most myopic of customers.

The effect on peanut sales has been tremendous, says Flowers, with most of the extra volume coming from people who have been disappointed once or twice in peanut purchases, and have resolved either consciously or unconsciously never to do it again.

Now, wherever he has used the date label, Flowers can count on volume increasing rapidly. It isn't unusual in a service station, for example, for a customer stepping inside when his car is being serviced, to ask "Is that date true?"

When the attendant replies that it definitely is, the usual reaction is to dig out a few pennies, and enjoy a tasty peanut snack.

A solid believer in keeping his market thoroughly satisfied, (Continued on page 58)

Op's Yule Letter Builds Goodwill

DENVER — Sending out a Christmas letter to all of his associates and friends, instead of the usual Christmas card, is a good will-building holiday policy with Frank Thorwald, veteran bulk operator in Denver.

Written by his wife, Mary Ellen, and reproduced with offset, on a colorfully headed 8½ by 11 letterhead, the sheet includes the usual seasonal best wishes, and at the bottom, a photograph of Thorwald's 12-year-old son, a process which has been repeated year after year. In each letter, Mrs. Thorwald recaps the year, with family experiences, such as a fall on the ice which cost Thorwald a week in bed and several stitches in the back of his head.

In this year's mailing, the veteran Denver operator, who specializes in supermarket and drugstore locations, was saddened to report the serious illness of his mother.

Shift From Penny to Nickel Multiplies Profits by Five

DENVER—Will it pay to upgrade a penny-machine location to an all 5-cent variety? The answer to that is an emphatic "yes," according to Leonard Dorie, bulk operator specializing in discount house and supermarket locations in the Denver area.

At one typical location, the big Union-Pal, discount department store in North Denver, Dorie took a chance when he decided to move up all six machines on a two-level stand from 1 cent to 5 cents. Vended were exactly the same items, charms, capsules, novelties, peanuts, cashews and hard candy mix. This was six months ago.

Since that time the Denver operator has found that the switch from 1-cent to 5-cent vending has netted him exactly five times the usual return. In other words, there have been as many transactions on the basis of a nickel, as formerly took place for a penny—the major

difference being that Dorie had to service the machines five times as often.

1-Cent Unit Attached

Thoroughly pleased with this phenomenal increase in his take, Dorie has upgraded other stops on exactly the same basis. He soon found, however, that it was necessary to attach a 1-cent ball gum machine to all of his 5-cent units, if for no other reason than the fact that many people have made chewing ball gum a habit, and, of course, there was no way to vend this product at 5 cents.

In some locations, Dorie has simply removed the slowest-selling 5-cent machine (usually Boston baked beans) and replaced it with a penny ball gum vender, which solved the problem of where to put the gum machine admirably.

The experiment, conducted with attractive, new units in red and gold, has proven to Dorie (Continued on page 62)

GHASTLY FINGER
FOOL THEM WITH A REAL-LOOKING CUT OFF FINGER!

\$38.00 per thous. in capsules

AT YOUR NEAREST WAREHOUSE OR DIRECT FROM
KARL GUGGENHEIM
159-07 Archer Ave., P.O. Box 510, Jamaica 31, N.Y. 212 RE 9-5433

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N.E. Atlanta 7, Ga
Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.

VENDING HEADQUARTERS
for **VICTOR**
THE MOST COMPLETE and FINEST LINE of BULK VENDORS

← **VENDORAMA**

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1¢, 5¢, 10¢ or 25¢ play.
Large Stock of Vendors—Parts and Merchandise.
Write for Prices.

LOGAN DISTRIBUTING CO., 1850 W. Division St., Chicago 22, Ill.

5c JUMBO or ROCKET CHARM VENDING IS HERE TO STAY
Get in the Swim Now!
Write for details and prices of quality assortment . . . 30 different items.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The **PENNY KING** Company
2534 Mission St., Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

Penny-Nickel ATLAS MASTER Vendors

VISIT THE VENDORAMA®
The Most Colorful and Practical Multiple Operation Known to Bulk Vending.

Super Marts, Chain Stores, Discount Houses, etc., demand this unique display and the ease of servicing.

All of these Victor Vending machines are serviced from the front . . . no mess of coins falling on the floor. This is the most practical and successful operation known.

Write for beautiful color circular giving prices of machines and Victor's NEW Universal 4-6-8 Multiple Chrome Display Stand . . . another Victor original.

VICTOR VENDING CORP.
5711 W. Grand Avenue
Chicago 39, Illinois

IMMEDIATE DELIVERY
World Famous
VICTOR
Standard **TOPPER**



1c or 5c

For Ball
Gum and
Charms.

Also
available
for Peanuts
and Bulk
Candies.

Packed and
sold 4
to a case.

Member National Vending
Machine Distributors, Inc.

BITTERMAN & SON

4711 E. 27th, Kansas City 27, Mo.
Phone: WAbash 3-3900

Buy OAK
for your
PROFIT LINE!



MANUFACTURING COMPANY, INC.

11411 Knightsbridge Ave., Culver City, California

**After 10 Years in Wings, Ex-Actor,
Now Denver Op, Lands Biggest Spot**

DENVER — Frank Thorwald, veteran bulk vending operator and old movie actor, doesn't give up easily.

Thorwald, who operates 600 machines, prefers super drugstores and supermarket locations, multiple-head stands, and a constant change of vended products, to keep collections rolling in. Good business methods, careful maintenance of machine appearance, have worked out so well that Thorwald's spots are in some of the best locations in Colorado.

There was one exception, however—the 35 stores operated by National Tea Company throughout Colorado, under the original title of Miller's Super Markets. For more than 10 years, Thorwald had called steadily on the Miller organization's buyers, attempting to land bulk vending spots in the stores, some of the busiest and most successful in Colorado.

He met nothing but disappointment, however, in spite of the fact that at the beginning most of the bulk vending in Miller's stores was on a helter-skelter basis, with managers of individual stores working out separate arrangements with other bulk vendors for whatever equipment went into their stores.

Location-Owned

It certainly was no help, a few years ago, when the Miller stores decided to "operate their own" thus becoming the first supermarket chain in the Rocky Mountain States to include a vending machine department on its operational list.

The Miller headquarters bought machines for all stores, usually two three-head stands, and until late 1962, were apparently lost forever as a potential market for Thorwald.

The Denver operator, who was well known in movies in his youth, continued to make calls on Miller headquarters nevertheless, continuously pointing out the better automatic service he could render, a much wider choice of products offered, experience, etc.

It had gotten to the point that Miller's vending department heads recognized Thorwald as an old friend whenever he called, even though nothing was done about an installation contract.

Phone Call

In late 1962, however, after he had completely given up on the Miller possibility, Thorwald got a phone call—would he kindly begin installing his machines in all Miller's Super Markets throughout Colorado?

"After 10 years of plugging away, and giving up, here was the contract on the proverbial platter," Thorwald said. "All of which proves that it pays to make calls, even though the market looks hopeless."

During December, Thorwald was busy making installations in the Denver and suburban Denver areas, where there are more than 25 stores under the Miller aegis. He plans to stick to his familiar bright red and yellow color scheme in all of his supermarket locations, and to upgrade locations with 5-cent machines, along with penny types.

when answering ads . . .

Say You Saw It in
Billboard

**Phillips St. Louis Factory
Is Eppy Warehouse No. 10**

NEW YORK—Eppy Charms, Inc., has named the Samuel J. Phillips Company, St. Louis as a factory warehouse, rounding out the number of the firm's distribution outlets to 10.

Other Eppy warehouses are Calvin Sales Company, Baltimore; Northwestern Sales and Service, Boston; King & Company, Chicago; Ridge Gum Corporation, Cleveland; Operators Vending Machine Supply Company, Los Angeles; Shiro Vending Service Company, New Orleans; Northwestern Sales and Service, New York; Standard

Vending Machine Supply Company, Oakland, Calif., and Rake Coin Machine Exchange, Philadelphia.

The Eppy sales policy is to sell charms at all factory outlets at the same price per thousand, and to maintain the same price per thousand regardless of the size of the order.

All items are packaged and price-stocked on steel shelves, with supermarket baskets for the operator to place his purchases.

Fingers Holding Up

NEW YORK—Fred Loewus, sales manager at Karl Guggenheim, local charm manufacturer, returned this week from a Chicago sales trip. Loewus said that sales of the firm's Ghastly Finger are holding up well and that the company will announce a new item next week.

- ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
- ONLY EPPY**
can bring you the
LARGEST SELECTION
for your 5c and 10c
Capsule Machines
- Filled 5c Capsules**
- ★ 42 Ring Mix, Assorted Plated Adjustable Rings, 42 Styles, One More Beautiful Than the Other \$18.50
 - ★ 2 Life-Like Bugs in a Capsule, 11 Different Kinds 22.00
 - ★ Twin Skeletons that Glow in the Dark, 2 in each Capsule 20.00
 - ★ Monster Teeth, Sanitary Packed, the Best Novelty 20.00
 - ★ Book of 24 Tattoos, Assorted Pictures 20.00
 - ★ Parachute With Soldier, Play Value and Beautiful 20.00
- Filled 10c Capsules**
- ★ Sixteen Large Horribles, Only Eppy Can Do This \$30.00
 - ★ Diamond Tiffany Metal Adjustable Rings, 40 Styles & Stones 30.00
 - ★ Six Tropical Fish, They Float, You'd Swear It's Alive 38.00
 - ★ White Mouse Finger Puppet, Original That Works 38.00
 - ★ Large "Glow in the Dark" Skeleton, Beautiful, Wiggly 38.00
 - ★ 4 Shrunk Heads With Hair, Amazon Authentic 38.00

EPPY
CHARMS INC.
81-15 144th Place, Jamaica 35, N.Y.

Electric Money Maker
Famous ACME
ELECTRIC MACHINE



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
2 and up 23.50
Floor Stand 5.00

ORDER TODAY

1/3 Dep., Bal. C.O.D., F.O.B. N. Y.
Distributors, Write for Prices.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Fillers, Concocting and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
PResident 2-2900

**MANDELL GUARANTEED
USED MACHINES**

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Porc. Con- verted for 10c ct. B.G.	6.50
Silver King, 1c B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Model #33 Peanut, 1c	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.77
Pistachio Nuts, Jumbo Queen, White . . . . .	.70
Pistachio Nuts, Large Yucca . . . . .	.75
Pistachio Nuts, Vendor's Mix . . . . .	.48
Pistachio Nuts, Sheik, Red . . . . .	.58
Cashew, Whole . . . . .	.48
Cashew, Buifs . . . . .	.43
Peanuts, Jumbo . . . . .	.45
Spanish . . . . .	.35
Mixed Nuts . . . . .	.37
Baby Chicks . . . . .	.32
Rainbow Peanuts . . . . .	.32
Bridge Mix . . . . .	.32
Boston Baked Beans . . . . .	.32
Jelly Beans . . . . .	.30
Licorice Gum . . . . .	.48
M & M, 500 ct. . . . .	.47
Hershey's . . . . .	.47
Rain-Blo Gum, 72 ct.	\$.32
Maltette, 100 ct., per 100 . . . . .	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. . . . .	.32
Rain-Blo Ball Gum, 100 ct. . . . .	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct. . . . .	.45
Wrigley's Gum, all flavors, 100 ct. . . . .	.45
Beech-Nut, 100 ct. . . . .	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	
Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.	
One-third Deposit, Balance C.O.D.	

IMMEDIATE DELIVERY

on the New

Northwestern

GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN
SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

Say You Saw It in
Billboard

The SUPER SIXTY
Capsule Vender*

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

*With QUICK-TACH at slight extra cost.

CLEVELAND COIN MACHINE EXCHANGE, INC.

2029 Prospect Ave. Cleveland 15, Ohio
Phone: TOver 1-6715



STERLING B. DOUGLAS



DICK ROLLINS



ROY F. CHASE



WATCH

"Bubbles the Elephant"

GROW IN 1963!

How Big Can An Elephant Be?

BEAVER VENDING MACHINE AND SUPPLY OF AMERICA

11036 WHITTIER AVENUE (Exclusive Representative in the U. S.) DETROIT 24, MICHIGAN

YOUR MACHINES WILL EMPTY FAST
with these beautiful, detailed, multicolored



CORAL SNAKES

Only \$50.00 per M Capsuled WATER SNAKES, in assorted colors.
ONLY \$46.00 per M Capsuled Labels available.

PAUL A. PRICE CO., INC.
55 Leonard St., New York 13, N.Y.
Cortland 7-5147-B

Coast Op Walks Away From Bingo

SAN FRANCISCO — New governmental regulations may be complicating the lives of many of the music operators, but in the case of two representatives of the juke box industry in Northern California, life will be easier in 1963. Their reasons are entirely different.

For the R. F. Jones Company, the new Eastman Act will not be trouble at all. This act prohibits operators from shipping certain types of coin games in interstate commerce and requires registering of machines even for intrastate use.

The Jones firm is avoiding the trouble by giving up the sale of all types of bingo machines completely. This action does not, however, affect other types of novelty games, such as bowlers, arcade games, pool tables and others not affected.

The decision is in part a result of supplier Bally Manufacturing Company's decision in turn to stop manufacturing the machines.

For music operator Sam-Russ, Inc., Oakland, the Internal Revenue Service's new ruling requiring the filing of information for each location yielding \$600 or more in commissions may be a blessing in disguise. It has prompted a new record system which went into effect with the new year and which will enable the firm to keep better records for itself and thus better

control over its operation.

President Russ Catanho summarizes the new record keeping system as classification of income by locations instead of by function alone. Hitherto, records were maintained in ledger books under such headings as phonographs, games, cigarette machines and others. In order to evaluate the income from a particular location, the bookkeeper would have to make separate records from each ledger.

Davis Opening Service School

SYRACUSE—The Davis Distributing Corporation will hold service schools for the new Seeburg LP Console at its four offices during the next two weeks.

Schools are set for Albany Tuesday (15); Syracuse Thursday (17); Rochester Tuesday (22) and Buffalo Tuesday (29). All sessions begin at 10 a.m. and end at 4 p.m.

Harry Stuckey, Seeburg factory sales engineer, will be in charge of the sessions, the last 90 minutes of which will be question-and-answer periods.

Refreshments will be served at all schools.

card file is being set up classified by location—one card to a location, capable of holding records for two years. The sub-headings on each card are the various functions, and these entries are made each month from the route men's tags as they are turned in weekly for each location. The records are being posted retroactively to January 1, 1962. Thus, according to Catanho, it is possible at a glance to study the effectiveness of a single location and to compare one with another.

The system will answer the requirements of the IRS, "but it is better for us also," he says.

Cigarette machines will also be kept under better control by another card system maintained from the salesman's tags. Instead of merely tallying income against stock sold, the cards will show shortages, overages, losses by slugs, number of cigarettes dispensed, and related information.

New records on mechanics will also mean tighter control over individual performance of each man and better information about the physical condition of each machine.

Times are continually changing and you have to keep up with them, Catanho believes.

Seeburg Ups Sales 45%; Venders Lead

CHICAGO — The Seeburg Corporation reported a sales increase of 45 per cent and a profit before taxes of 162 per cent for fiscal 1962, which ended October 31.

Net increase was \$1,696,310, equal to 89 cents a share on 1,900,554 shares outstanding. This compares with net income of \$1,051,145, equal to 55 cents a share, the previous year.

Sales for fiscal 1962 jumped from \$35,277,000 to \$51,051,415.

While sales of all Seeburg products increased during the year, Delbert W. Coleman, chairman of the board, said that vending equipment showed the greatest jump — from \$12,200,000 to \$25,000,000. Vending now accounts for 48 per cent of the firm's business.

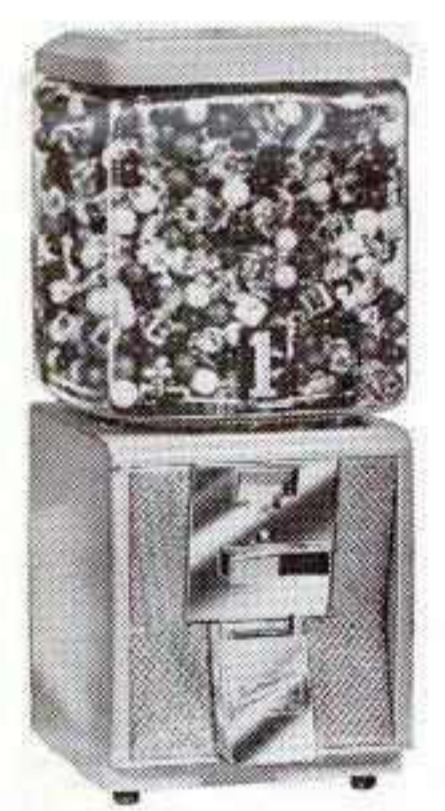
Automatic phonograph sales rose from \$16,800,000 to \$19,600,000.

Seeburg is in the process of bringing new milk, candy and pastry machines to market and plans to open a 260,000-square-foot plant in Hartford, Conn., in March.

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION
2133 Armstrong St. Morris, Ill.
Phone: WHiting 2-1300

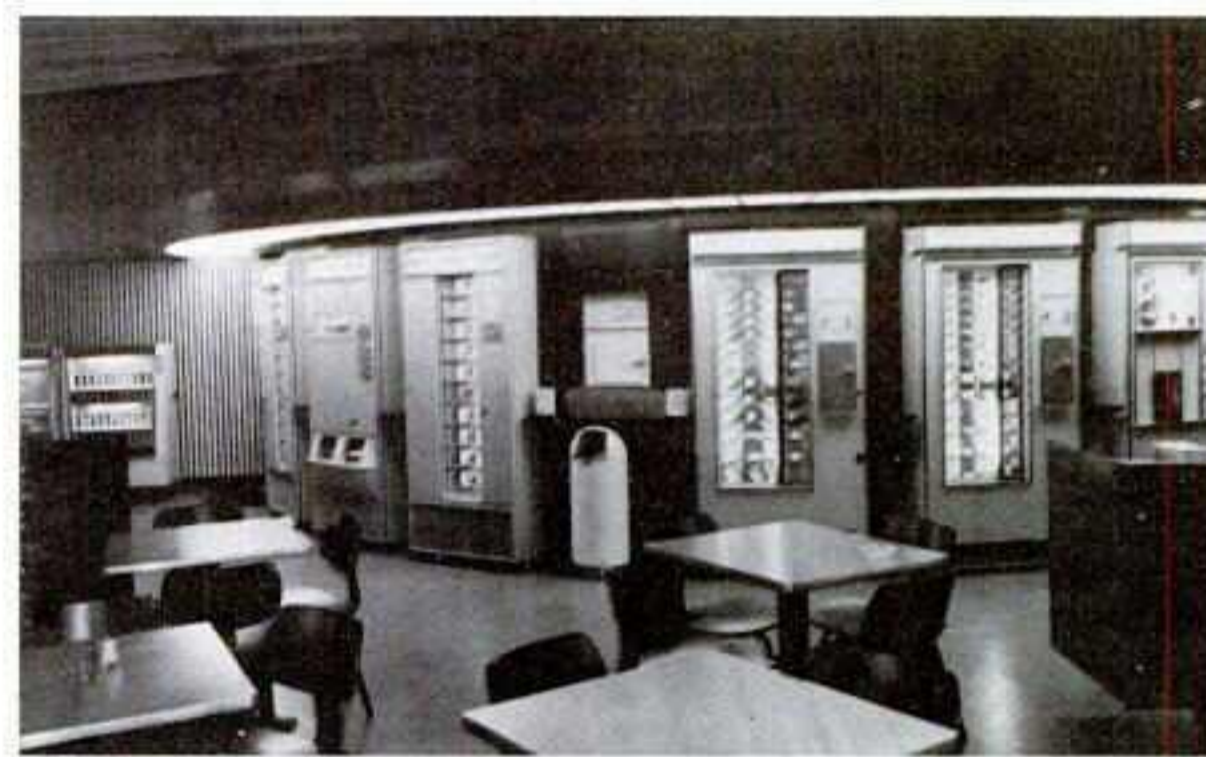
BIG SAVINGS on BALL AND VENDING GUMS

SAME FINE FLAVORS, CENTERS AND COATING

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size	28 1/2¢ lb.
Chicle Ball Gum, 130 ct.	36 1/2¢ lb.
Clor-o-Vend Ball Gum	41 1/2¢ lb.
Clor-o-Vend Chicks, 320 ct.	41 1/2¢ lb.
Chicle Chicks, 320 & 520 ct.	37 1/2¢ lb.
Bubble Chicks, 320 & 520 ct.	29 1/2¢ lb.
Tab (short stick), 100 ct.	38¢ box
5-Stick Gum, 100 packs	\$1.90
F.O.B. Factory 150 lb. lots.	

AMERICAN CHEWING PRODUCTS
38 years of manufacturing experience
4th & Mt. Pleasant • Newark 4 N J



SELLING REFRIGERATORS TO ESKIMOS is probably not beyond the capacity of David Rosen, Philadelphia Rowe-AMI distributor. The installation shown above was made by Rosen for Horn & Hardart, pioneers of automatic food vending, in a Philadelphia police station. H.&H. has always used its own equipment, but this time the firm decided that the Rowe vending machines would do the trick. Because of the unique location, vandalism and pilferage should be held to a minimum.

PHONO RESTYLING KITS

- Gives Phonos new Look!
- Easy to Install!

Kits for Seeburg B, C, G & W, R & J. \$39.95 ea.

Kits for Wurlitzer 1700, 1800, 1900, 2000, 2100, 2104. \$36.95 ea.

Kit for Seeburg V & VL \$79.95 ea.

WICO
World's Largest Distributor of Coin Machine Parts & Supplies
2901 N. Pulaski Rd., Chicago 41, Ill.

Exclusive Vending Headquarters for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

← VENDORAMA

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1¢, 5¢, 10¢ and 25¢ play.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

Member National Vending Machine Distributors, Inc.
GRAFF VENDING SUPPLY CO., INC.
2817 W. DAVIS ST. DALLAS, TEXAS

HERE'S JUST THE THING FOR A NUT CONNOISSEUR

DUSSELDORF, W. Germany—The "gift of the season" this year in West Germany in the Ruhr millionaire set is the gold-plated peanut vending machine for the home bar.

At least a dozen home bars in the Ruhr barons' villas have acquired this bulk vending embellishment as this season's gag gift for the "millionaire who has everything." In fact, most of the millionaires to receive the gold-plated peanut machines (one millionaire received his platinum plated) have leopard-upholstered bar stools to set off the glitter of the peanut machines.

Most of the millionaires leave the coin collection equipment intact and donate the collections to charity. Some especially charity-minded millionaires have had the coin slots replaced with a slot adjusted to take only German gold coins (which are sold on the open market and circulate freely in this country).

The machine favored by the Ruhr tycoons as this country's newest status symbol is the Brunswig Nussautomat Junior, which adapts easily to gold-plating.

Conventional peanut vending machines have become standard equipment in most German home bars, along with juke boxes and payout machines. The better-equipped home bars have two or more machines vending different kinds of nuts.

Some of the more thrifty home bar proprietors (though not the gold-plated peanut machine set) calculate that they can finance their bar operation from the proceeds of coin machine receipts—phonograph, payouts (the larger home bars have two or more payouts) and nut vending machines.

While most of the home-bar machines vend peanuts, the trend is to offer an exotic supply of imported nuts. This is particularly true of the possessors of gold-plated peanut machines, some of whom are nut connoisseurs and import exotic varieties at great expense. These are usually the nuts vended for gold coins to produce charity funds.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum—Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.



ATTENTION EXPORT BUYERS AND MARYLAND OPERATORS

We Have in Our Cecil County Warehouse the Following Bingo and Uprights.

FOR SALE

Golden Gates	\$900
Lidos	750
Can Can	600
Circus Queens	500
Roller Derbys	400
Laguna Beaches	375
Ballerina	350
Sea Islands	300
Touch Downs	300
Acapulo	300
Any Older Bingo at Fraction of Market Value.	

UPRIGHTS

Black Dragon	\$800
Flash Backs	250
Wild Arrows	350
Red Arrow	100
Swanee	75
Sportsman	50
Any Other Older Uprights	

CONTACT:

R. MOOR
AT 302-368-2350
EASTERN SHORE
AMUSEMENT CO. SERVICE
Chesapeake City (Cecil County), Maryland
Terms: C.O.D., Chesapeake City, Maryland

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS



Picture Titles Snappy for Programming

Canada Op Finds Play Stimulated

By AARON STERNFIELD
CALGARY, Alberta, Canada—Music merchandising is probably the most gaping chink in the juke box operator's armour. A good operator uses top equipment, takes care of it, programs carefully and keeps a sharp eye on commissions and loans.

But when it comes to selling the actual product to the ultimate consumer, he's a failure. Whatever point-of-purchase aids he uses are provided him by the juke box manufacturer in display panels and selector illumination, or by the title strip company in title strips.

A progressive operator makes intelligent use of these programming aids, but he does little on his own hook to make his product—recorded music—more salable to the patron.

Southern Music Ltd., Alberta Seeburg distributor and operator in 250 locations, is a glaring exception to the rule. Southern is headed by J. R. Johnson here.

Better Title Strips

Johnson, long dissatisfied with the product turned out by title stripping companies, recently decided that he could design better strips than those already on the market. He reasoned that the juke box patron would be more apt to drop money in the music machine if he could see a likeness of the artist next to the selection legend.

First problem was getting glossy photos of the artists. Johnson wrote to Billboard for assistance and he was advised to get in touch with the record labels directly, as the diskeries would be only too happy to promote their artists.

Johnson had one factor working in his favor. Southern does all its own printing, having purchased an A. B. Dick Offset Duplicator several years ago.

\$5,000 Investment

According to Johnson, the duplicator and auxiliary equipment to make the plates represent an investment of about \$5,000, though similar adequate equipment costs less today.

Johnson got started in the printing business four years ago when he began printing Music Menus for juke box display four years ago (see cut).

These 6½ by 6-inch colored cards were displayed in phonographs and wall boxes with each record change. New music menus are printed weekly.

The cards contain brief reviews of new records. For the last year, a picture of the artist accompanies the review. Another point-of-purchase display used by Southern is the artist biography card (not pictured) which carries a photo of the artist and a brief biography.

According to Johnson, "with the preponderance of new recording artists on today's market—and with little television exposure in our area—they have proved most helpful in getting new releases off the ground."

"The picture title strips," Johnson added, "were adopted to our operations very recently, and the initial reaction has been most encouraging. Undoubtedly they have been instrumental in generating additional interest in phonograph play. Their prime value has been to attract new faces to our music service, some admittedly through curiosity only.

Fresh Interest

"This curiosity was sparked by repeated good television coverage highlighting this new play-stimulating idea. At least it is new in this area. We intend to maintain this fresh interest by ensuring that all types of music—including light classics—are programmed."

The size of Southern's operation makes the printing operation feasible. Many of the 250 locations are equipped with remotes, so that it takes 1,200 copies of each title strip to cover the operation, thereby cutting down the per-unit cost.

"Our operations," Johnson explained, "are continuing to expand."
(Continued on page 58)

	TELSTAR THE TORNADOS JUNGLE FEVER
	SUSIE DARLIN' TOMMY ROE PIDDLER DE PAT
	ESO BESO PAUL ANKA GIVE ME BACK MY HEART
	LIMBO ROCK CHUBBY CHECKER POPEYE
	NO ONE CAN MAKE MY SUNSHINE SMILE EVERLY BROTHERS DON'T ASK ME TO BE FRIENDS

ARTISTS' PICTURES appear in the left of each title strip. Two-color printing is used.

Kapp Brings Out 45 Line For Juke Box

NEW YORK—Kapp Records this week introduced a new 45 monaural line—"Special Juke Box Records"—aimed specifically for the music machine operator. The disk will be sold directly to juke box operators and one stops.

The 10 singles in the first package are housed in special sleeves and carry special labels which both carry the legend, "Special Juke Box Records."

According to Eric Steinmetz, Kapp executive, the disks, carrying two standards in a single record, have been location tested in several markets.

The 20 sides are taken from the Kapp all-time hits. The releases are:

"Autumn Leaves," b-w "Till,"
(Continued on page 58)

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.

HOTEL HAPPINESS AND STILL WATERS RUN DEEP	BROOK BENTON Mercury 72055
THE NIGHT HAS A THOUSAND EYES AND ANONYMOUS PHONE CALL	BOBBY VEE Liberty 55521
IT'S UP TO YOU AND I NEED YOU	RICK NELSON Imperial 5901
I'M GONNA BE WARM THIS WINTER AND AL DI LA	CONNIE FRANCIS MGM 13116
TROUBLE IS MY MIDDLE NAME AND LET'S KISS AND MAKE UP	BOBBY VINTON Epic 9561
WOULD IT MAKE ANY DIFFERENCE TO YOU AND HOW DO YOU TALK TO AN ANGEL	ETTA JAMES Argo 5430
CALL ON ME AND THAT'S THE WAY LOVE IS	BOBBY BLAND Duke 360
I WANNA BE AROUND AND I WILL LIVE MY LIFE FOR YOU	TONY BENNETT Columbia 42634
SEND ME SOME LOVIN' AND BABY, BABY, BABY	SAM COOKE RCA Victor 8129

Recent STEREO RELEASES for Music Operators

ROWE-AMI TOP TALENT

OFF BEAT—Don Lamond, Command (Pop Instrumental)
• Forty-Second Street/Do Nothin' Till You Hear From Me • Let's Face the Music and Dance/Drums in My Heart • I'm Beginning to See the Light/Sophisticated Lady • I Won't Dance/Cheek to Cheek • All Alone/The Big Brush-Off

DELLA ON STAGE

Della Reese, RCA Victor (Pop Vocal)
• Comes Once in a Lifetime/Bye Bye Blackbird • Misty/The Lamp Is Low • You Came a Long Way From St. Louis/Ol' Man River • His Eye Is on the Sparrow/Mad About Him • If Ever I Would Leave You/Someday

SEEBURG ARTIST OF THE WEEK

NEW THEMES FROM MOTION PICTURES
Various Artists—Time (Pop Instrumental)
• Theme from Advise and Consent/Road to Hong Kong • Prologue from West Side Story/Lolita • Till There Was You and 76 Trombones/It Might as Well Be Spring • Let Me Entertain You/The Naked Island • La Dolce Vita/Maria

All titles listed above are custom 33½ stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

New Manager At Seeburg: Bill Schwartz

CHICAGO—William Schwartz has been named national sales manager of the Seeburg Corporation's Vending Division, according to an announcement by William F. Adair, sales vice-president.

A veteran of 20 years in vending machine sales, Schwartz spent 16 years with the Stoner Company and continued to work for Stoner after it was acquired by Vendo.

He entered the vending business in 1941 when he set up his own shop to refurbish and resell used equipment.

Schwartz attended the University of Southern California and holds a law degree from St. John's University. He joined the Seeburg Corporation as Eastern district manager in 1960.

Southern's Musical Menu

"MARY ANN REGRETS"—Burl Ives comes up with a refreshing style that should get big chart action. Haunting "infectious" guitar support and first rate choral assist. Flip—"How Do You Fall Out Of Love".

"SUSIE DARLIN"—Tommy Roe, who is still scoring with "Sheila", makes it two in a row with this new two-sided click. Top's a soft beat cha cha, while "Piddler de Pat", is a galloping delighter.

"LIMBO ROCK"—Chubby Checker gives a happy-go-lucky vocal demonstration of the limbo. Flip—"Popeye"—is a sparkling handclapper that Chubby and the ork-chorus sell with solid sales authority.

"(Dance With The) GUITAR MAN"—Another powerful entry by Duane Eddy. An enticing twister, that sports a delightful vocal assist by the Rebelettes. "Stretchin' Out"—an all instrumental outing.

"NO ONE CAN MAKE MY SUNSHINE SMILE"—The Everly Brothers hit the wax scene with a powerhouse pairing. Top is a cha cha styled entry while "Don't Ask Me To Be Friends" is a soft ballad.

SPECIAL RELEASE
SOUTHERN SEZ
If you want to be well heeled, you'd better keep on your toes.

MUSICAL MENU tells the juke box patron what new releases appear in the machine and also tell him something about the record.

America's Largest and Oldest
ONE-STOP RECORD SERVICE!
45 RPM 60c
All LP's — Regular Distributor. Wholesale—Nothing Over.
SAME DAY SERVICE
THE MUSICAL SALES CO.
The Musical Sales Bldg.
Baltimore 1, Maryland

WURLITZER

2700

200 AND 100
SELECTIONS





WURLITZER 2700

The Greatest Money-Maker of Them All

Look at the Wurlitzer 2700 in either its 200 or 100-selection version. Listen to it play. Run down its long list of fabulous features.

The better you know the automatic phonograph business, the quicker you'll reach the conclusion — this is the year's big money-maker! You can invest in it knowing that you can count on it to out-earn anything in the field.

Let's start with its styling.

Size-wise it's just right. Big enough to command attention. Small enough not to demand too much floor space.

The smart new chromed dome features the most versatile, colorful display panel in the industry.

The all-new program panel is better designed, better lighted, better slanted than ever to make tune-choosing easy.

The selector panel holds a host of styling and functional firsts . . . including the great new "Golden Bar" Ten Top Tunes Selector.

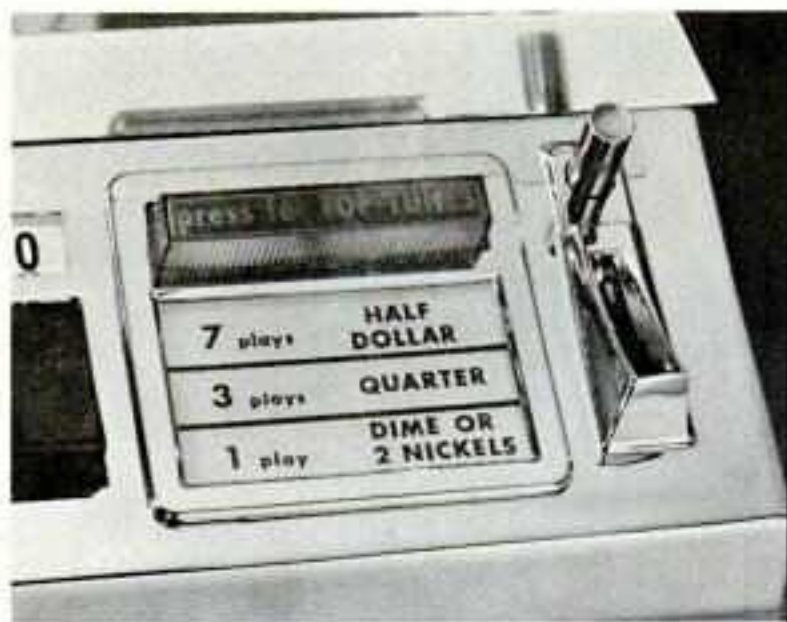
The glowing glass "Wurlitzer Stereo" panel is an unparalleled play-promoter crowning a brightly chromed grille that features a die-cast "W" mounted on a glittering gold rectangle.

The sides of the Model 2700 are Oriental Walnut wood-grained Dinoweld panels framed with stainless steel strips that serve as protective rails. Each side features a back-lighted, see-deep Wurlitzer crest medallion encased in a raised chrome-finished ring.

Never before has a phonograph combined such beauty of cabinetry, such unique illumination with so powerful a play-promoter as the Ten Top Tunes feature.

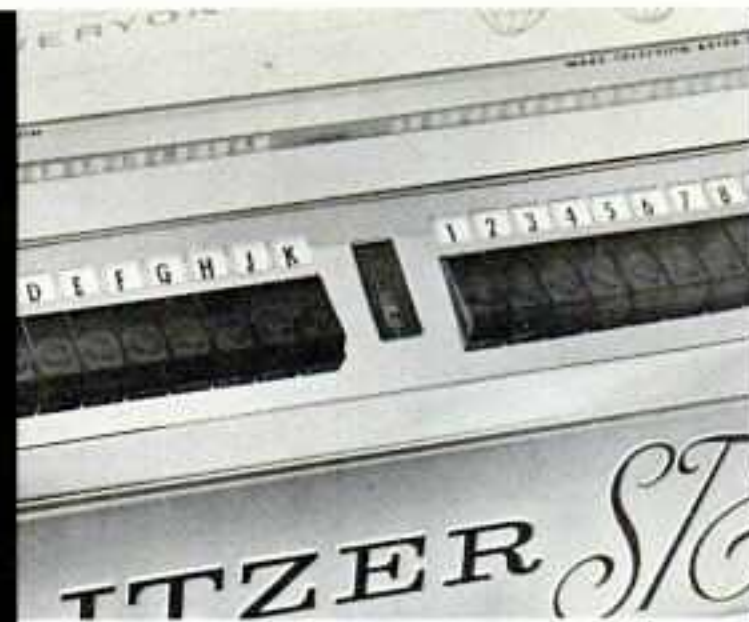
Viewed from any angle in any location (including what you will see in the cash box), it is by far the greatest money-maker of them all.

Every One of These WURLITZER 2700 Features Is Money in the Bank for You



TEN TOP TUNES FEATURE NOW OPERATED BY A GOLDEN SELECTOR BAR

The Wurlitzer Ten Top Tunes feature has proved in thousands of locations the greatest play-stimulator ever developed. To this exclusive Wurlitzer feature is now added even greater appeal. On the selector panel next to the coin insert is the new Wurlitzer Golden Selector Bar. Every time a half-dollar coin is deposited, the Golden Bar glows brilliantly, displaying the message "Press for Top Tunes." Pressing the bar extinguishes the light, starts the top tunes playing. A marvelous extra income feature.



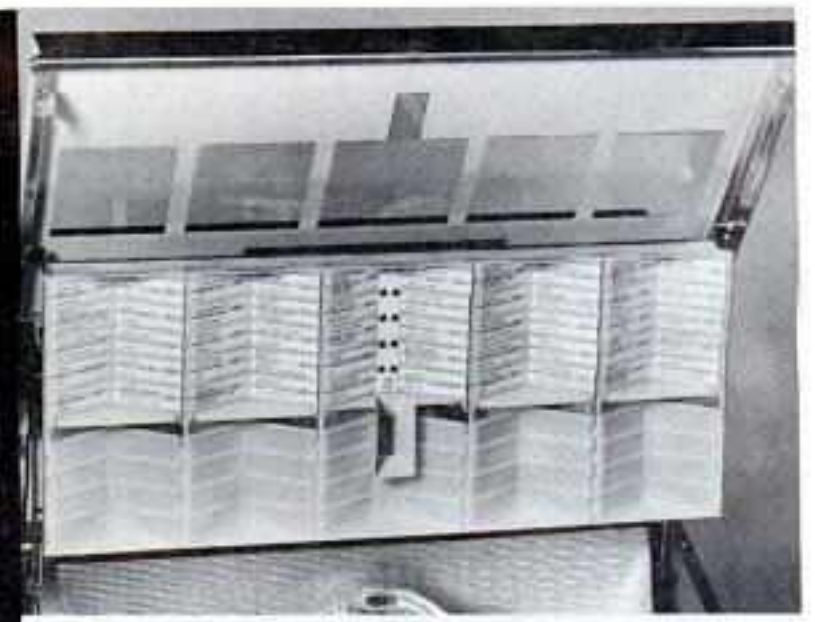
NEW SELECTOR PANEL

This newly designed panel incorporates keys similar to those on an instrumental keyboard. Constructed of long lasting Lucite plastic with slight finger depressions, bright red in color, they enable patrons to select tunes with greater accuracy and ease. Keys are arranged in one bank of 20 and one bank of 10 on the 200-selection phonograph, two banks of 10 on the 100-selection model. There is no reset button. To change selection, simply press another key in the same bank. Original key will snap up if key in second bank has not been pressed to complete circuitry. New tapered flange coin insert allows greater accuracy when depositing coins.



NEW DOME DISPLAY

The 2700's top Display Panel is a colorful and compelling invitation to play this incomparable instrument. Its versatility is almost unlimited. It can be used for location personalization and to feature an album cover in conjunction with Music of the Week or Ten Top Tunes program. The transparent, backlighted letters can glow in limitless color combinations — thanks to the availability of special color strips, or the use of 28" colored fluorescent tubes. Complimentary or contrasting color fluorescent tubes are also available for the WURLITZER STEREO panel and grille illumination.



HIGH-SPEED TITLE STRIP CHANGING

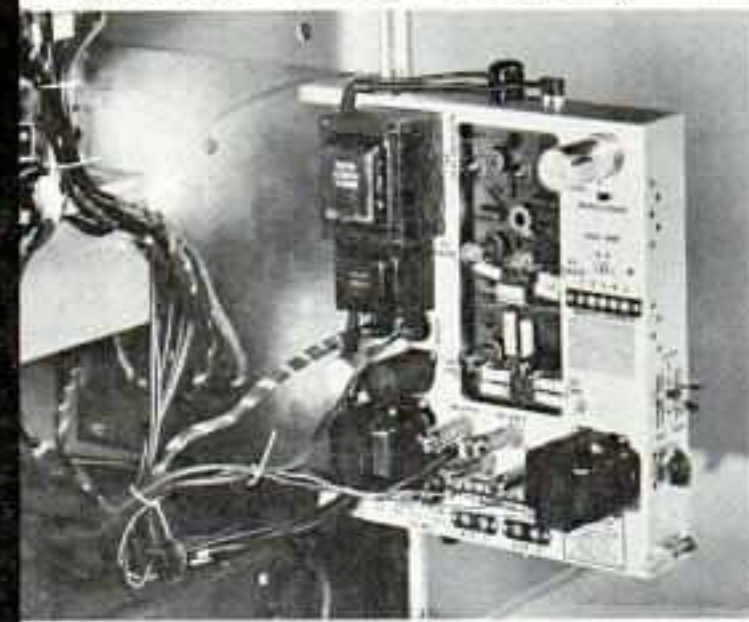
Raise the dome, the program frame and holders move up with the lid. Pull in on two spring-loaded slide bars and the entire rear hinged program unit drops in a vertical position. The V-shape of each section allows for quick, easy access to all title strips. Record changing is almost automatic. Tone arm adjustment and needle changing are quickly accomplished while dome is in raised position.

Dual dome lock protection and twin fall supports are provided for added rigidity. Another Wurlitzer extra-quality feature that every operator will appreciate.



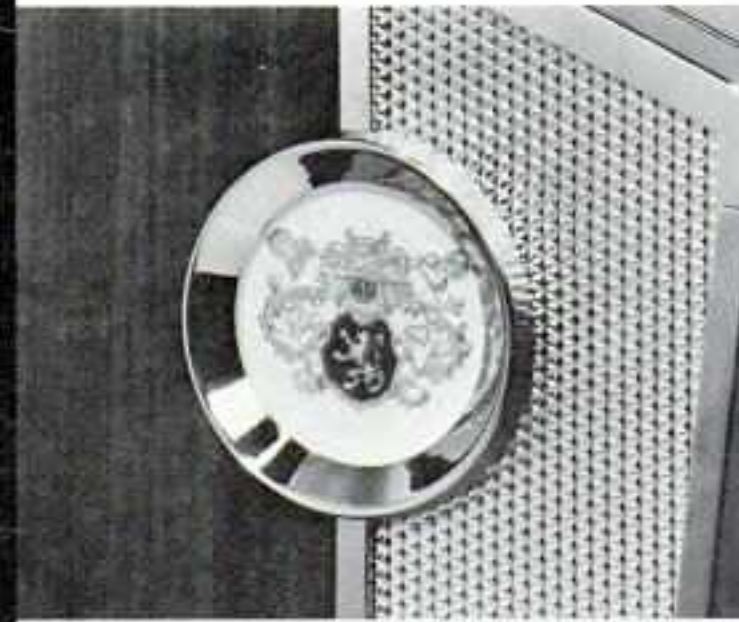
WURLITZER PROMOTION PANEL

Softly glowing, fired-on, edge lighted letters indicate the presence of Wurlitzer Stereophonic Music — a real extra play-producer. Two spring latches release the entire panel from the inside. It can be lowered for immediate access to the switch banks and for changing the 28" fluorescent tube or the grille color shield.



SIMPLIFIED AMPLIFIER SERVICING

Amplifier rests on free-floating mounts. Release a single spring-loaded screw latch and it can be pivoted out so entire pan is accessible for circuitry check or tube changing. If, for any reason, it is desirable to remove the amplifier, merely pull the plugs, lift up a quarter inch, and it's free.



ILLUMINATED SIDE PANEL MEDALLIONS

Each side of the Wurlitzer 2700 cabinet features a sculptured Wurlitzer Crest medallion encased in a raised chrome ring and illuminated from within — a decorative touch that gives the instrument added eye appeal.

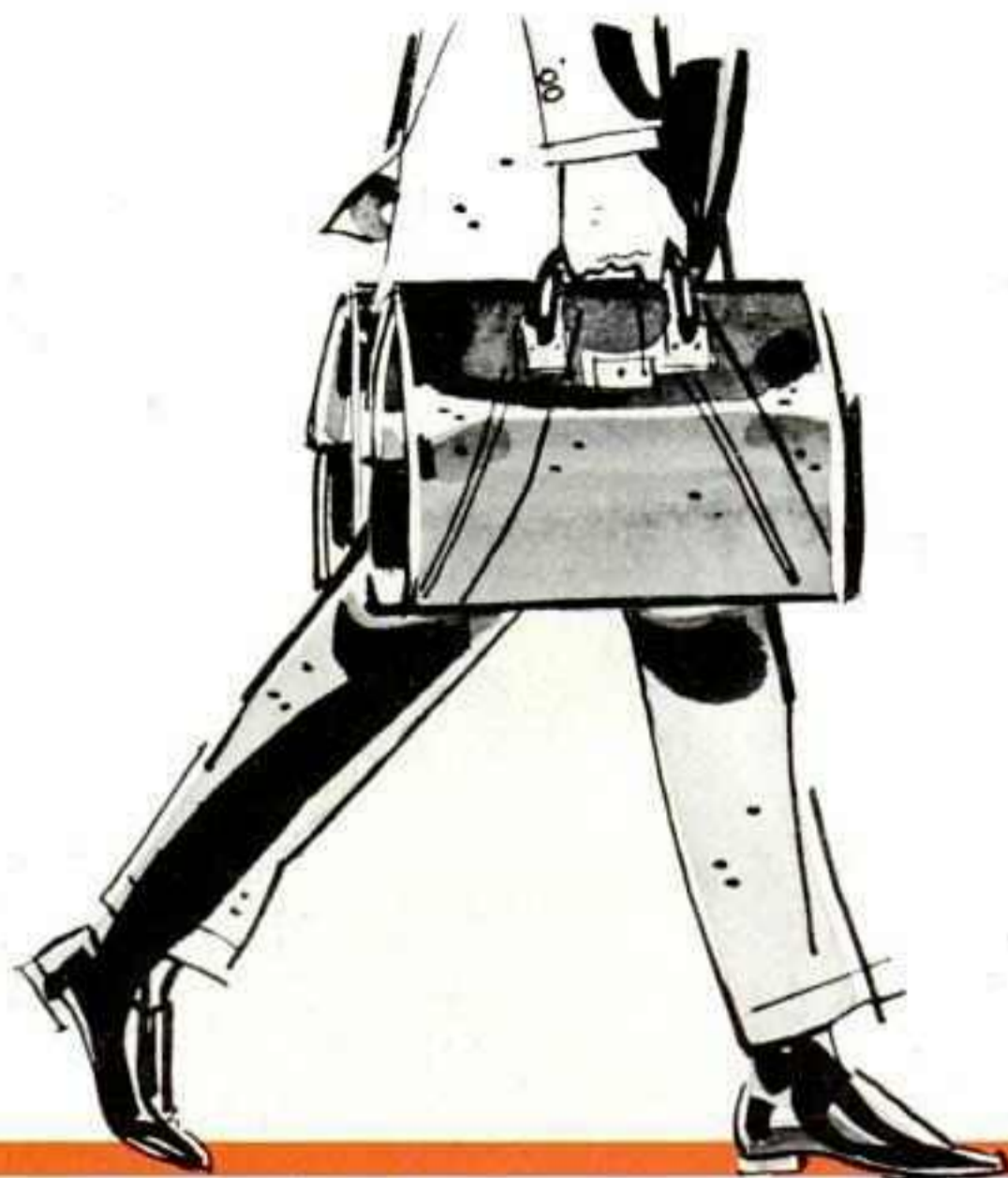


HIGHLY STYLIZED GRILLE IS COLORFUL ATTRACTION

The brightly chromed Model 2700 grille can be illuminated in many color combinations, and features a striking chromed "W" mounted on a glittering gold background. Topped by the illuminated "WURLITZER STEREO" panel, the effect is one of exceptional beauty.



Model 2700



Every Unit of Wurlitzer Remote Equipment Is Designed to Boost Collections

STEREO SPEAKERS

that assure any location true stereo or full range high fidelity sound coverage regardless of its size, shape or area.



◀ STEREO EXTENDER Model 5125

New wraparound grille in antique bronze finish features brass-plated zinc "W" and script "Stereo," brass moldings. Neutral finish top and bottom. A 6" x 9" oval speaker is set in a 20° fixed baffle. Treble and middle sound ranges extend stereo sound through location. Sold in pairs.

DIMENSIONS:
12" High, 14" Wide, 8" Deep.



◀ STEREO DIRECTIONAL SPEAKER Model 5126

Uniquely designed to fill a variety of requirements. May be mounted on wall or in corner. Vertically or horizontally rotated 180°. Bronze metal grille, sturdy metal case. Neutral finish. Houses 6" x 9" speaker. Has fader control and matching transformer. Mounting brackets furnished. Packaged in pairs.

DIMENSIONS:
22½" High, 9¼" Wide, 8" Deep.



▲ WALL SPEAKER Model 5123

Top and sides are neutral finish with wrap-around grille of fabric. "Wurlitzer" and "Stereo" in brass-plated zinc castings on speaker face. Has 12" full range fidelity speaker, including 3½" coaxial tweeter, with baffle to enhance brass resonance.

DIMENSIONS:
26" Wide, 20" High, 11" Deep.

HALF-DOLLAR SINGLE COIN WALL BOX Model 5010



The already fantastic play-stimulating power of the Wurlitzer Ten Top Tunes feature gets an added boost from these wonderful little wall boxes. Only 6" wide, 9" high and 2¾" deep, they fit on bars, counters or in booths. Patron doesn't have to move from his seat to enjoy the programmed top tunes at the drop of a half-dollar coin. DeLuxe chromed bracket permits eye-appealing installation, features Wurlitzer Crest with see-deep effect. Also available in aluminum finish.

WALL BOX Model 5250



Accepts all coins including half-dollars. Has credit indicator and coded key. Top-operated program pages and title strips illuminated top and bottom. Chromed die-cast case. Available as Model 5250 (200 Selections) and Model 5200 (100 Selections).

DIMENSIONS:
15¾" High, 11" Wide, 8" Deep.

BASIC PHONOGRAPH SPECIFICATIONS Models 2700-2710

SIZE: Height 54⅞" Width 32¼" Depth 27⅝"

RECORD CHANGERS

Model 2700	Model 2710
200 Selections	100 Selections
from 100	from 50
33 and 45	33 and 45
seven-inch records	seven-inch records

SOUND SYSTEM AMPLIFIER

Slide switch converts from monophonic to stereophonic sound system. Each amplifier contains automatic, two channel, level control. Four-step, bass and treble controls for each channel. Balance control and manual loudness control.

SPEAKERS

Two 12-inch, one heavy duty and one mid-range. One 3½-inch tweeter.
Both models equipped with multipurpose sonotone pick-up with dual 7/10 mil. sapphire stylus.
WATTAGE: Complete 325; Maximum with auxiliary equipment 460; Standby 125.

WEIGHTS

	Model 2700		Model 2710
Uncrated	332 lbs.	Uncrated	317 lbs.
Crated	378 lbs.	Crated	363 lbs.



THE WURLITZER COMPANY NORTH TONAWANDA, NEW YORK

107 Years of Musical Experience

New Hot Singles Just What Beer City Hand Called For

MILWAUKEE—A batch of new hit singles—just what the doctor ordered—has local juke box disk buyers in a merry mood as the new year unveils.

"Operators were impatient to get their holiday music off the juke boxes so they could put on the new numbers that are breaking," claimed one-stopper Gene Geier, Record City.

"One up-State operator of a medium-sized juke box route came in January 2 and bought 600 records at one time. He wanted to give his route a 'fresh sound,' he said."

Top Single

Both Gene Geier and Gordon

Pelzek, Radio Doctors, agreed that the top ranking juke box single heading into 1963 is "From a Jack to a King," with Ned Miller on Fabor.

Also in heavy demand at Record City are these items: Walk Right In," The Moments on Era Records; the latest Tony Bennett release, "I Wanna Be Around," and Eydie Gormea's very promising new Columbia waxing, "Blame It On the Bossa Nova."

Also favored by the operator trade are the new Decca, Ives "Same Old Hurt," Buca, and Jerry Wallace's "Shutter and Boards," on Challenge.

"Limbo Rock"

Limbo records continue to show up on the operator shopping lists, with Chubby Checker's "Limbo Rock" still leading the pack.

In demand at Radio Doctors' downtown headquarters, according to Gordon Pelzek, are Frank Ifield's "Lovesick Blues," and "If I Never Get to Heaven," Kathy Dee on B. & W. Records. Also big: "Cherry Red," Bent Fabric, Atco Records.

Two local records were reported making a healthy impact on juke box routes: "Angel in My Eyes," with the Royal Lancers and Paul Stefan on Citation Records, and "Bop-A-Lina" with the Legends on Ermine Records.

Custom Boxes Get Snub in Phoenix

PHOENIX, Ariz.—High operating costs and lowered collections have brought an almost complete end to the elaborate custom installations of phonographs and speakers in this area.

Phoenix, one of the fastest-growing cities in the nation, was an ideal city for custom installation simply because many of the new stores which operators were taking on were in brand-new buildings, which meant that phonograph facilities could be built in as part of the original building plan.

In numerous instances, such operators as Ben Spalding were able to land top-notch hotel,

restaurant and club locations through the ability to promise completely concealed installations.

With an expert designer on his staff, Spalding frequently spent hundreds of dollars in removing phonograph installations in such a way that the customer got full choice of records, but no phonograph or the usual type of remote selectors were visible.

Now even Spalding has done away with customizing, except that he lets the location owner choose the number of speakers, and their place in the location.

Not infrequently, new location owners will ask for out-of-

sight phonograph facilities, but will usually settle either for a background music system, or a "plain old exposed box."

Many Phoenix operators remember with pride the fact that dozens of such customer installation won plaudits from manufacturers involved.

NATIONAL'S NEWEST SHUFFLEBOARDS
16', 18', 20', 22' ASTRO-LITE and 13' STAR-LITE MODELS. ALSO FACTORY RECONDITIONED.

COMPLETE LINE OF WAXES

POOL TABLES
50"x90"

IMMEDIATE SHIPMENT NATIONAL SHUFFLEBOARD CO.
31 Main St., East Orange, N. J., or PHONE: 201-OR 2-9100

when answering ads . . .
Say You Saw It in
Billboard

BUY! METAL TYPERS
VENDING ALUMINUM IDENTIFICATION DISC

WHY!

1. LIFE-TIME INCOME
2. TROUBLE-FREE OPERATION
3. ONLY 18"x18"

STANDARD HARVARD METAL TYPER, inc.
1318 N. WESTERN AVE. CHICAGO 22, ILL. EV 4-3120

Exclusive Chicago Area Distributor for
WURLITZER PHONOGRAPH and PARTS

IMPORTERS SEND FOR FREE LATEST CATALOG
64 Pages—Fully Illustrated.

FIRST COIN MACHINE EXCHANGE, INC.
Joe Kline
Cable: "FIRSTCOIN"—Chicago
1750 W. NORTH AVE. CHICAGO 22, ILLINOIS Dickens 2-0500

BE CERTAIN TO STOP AT BILLBOARD'S STAND!

When you visit the Amusement Trades Show

- Europe's Most Important Coin Machine Event

New Royal Horticultural Hall
London, England—January 29-January 31

- Pick Up The Latest Jet-Flown Issue of Billboard With Our Compliments. We look forward to seeing you.

Arthur Rosett, European Director
Aaron Sternfield, Coin Machine Editor
Frank Luppino, International Director



KANSAS JUKE BOX OPERATORS, 150 of them, got their first glimpse of the new Wurlitzer at the Candle Club, Wichita, Kan., when M. Y. Blum, of United Distributors, Inc., held a showing. Some of the guests were, left to right, manager; Claire Ingram, Hays, Kan.; Virginia Beaver, United office manager; Mark Blum, United president; Mrs. Melvin Hammer; Melvin Hammer, United vice-president; Mrs. Claire Ingram; Clyde Gage, United service manager; Don Fooshee, El Dorado, Kan.; U. S. Grant, McPherson, Kan.; Mrs. U. S. Grant; Mrs. Don Fooshee; Mrs. Ivan Martin, Ivan Martin, Winfield, Kan., and, back to camera, Mr. and Mrs. E. L. Whitehead, Pratt, Kan., and their son.

COINMEN IN THE NEWS

Bill Burbank, Montrose Music Company, Montrose, Calif., was in Denver recently buying both new and used equipment for his mountain valley locations. . . . **Myrna Morrison**, who works for operator **Chet Morrison**, celebrated a birthday in November.

Howard Hold, who has been an operator for several years in Salida, Colo., following a long tour as a Wurlitzer distributor in Denver, has sold his Salida routes to **Robert Wiley** and retired to **Denver**. Hold joined the staff of Apollo Music Company in Denver briefly, then

decided to "take it easy" for a while.

James Woodruff, Los Animas, Colo., operator, who combines management of his big Golden Gate Cafe with Golden Gate Amusement and Golden Gate Company, has added several new phonographs and amusement machines during the past few weeks. In pioneering this South-eastern Colorado area, Woodruff has been operating with practically virgin territory in many spots where no previous juke boxes or amusement machines have ever been used.

FOR SALE GAMES & BOWLERS

Wild West Gun	\$245.00
Midway Shooting Gallery	
Deluxe	195.00
United Handicap Shuffle	65.00
Chicoin Champion Shuffle	95.00
Road Racer	225.00
Keeney Highstraight	125.00
Miss Annabelle	165.00
Williams Tic-Tac-Toe	95.00
Bally U.S.A.	195.00
Bally Congress Shuffle	95.00
Congress Shuffle	85.00

PHONOS

Wurlitzer 2400, 2404, 2410	\$595.00
Wurlitzer 2500, 2504, 2510	695.00
Wurlitzer 2300	495.00
AMI G200	165.00
Rock-Ola 1488	545.00
Rock-Ola Hide-A-Way 1440	75.00

CIGARETTE VENDORS

Smokeshop, 9 column	\$25.00
Eastern, 22 column	45.00

Call, Write or Cable.
Cable: LEWJO
We are now distributors for Smokeshops and Gottlieb.

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. 329 W. Ninth St.
Indianapolis, Ind. Covington, Ky.
Greater Cincinnati
Tel.: MEIrose 5-1593. Tel.: AX 1-6969

ZIG-ZAG Counter Game

5-ball play. 1¢-5¢-10¢ play. Size 12"x17"x9". In line scoring high scoring. All natural wood cabinet.

\$49.50

SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horsecollar). Overhead double-faced model on chrome stands, complete with coin box.

\$159.50

SPECIALS! POOL SUPPLIES

5-Oz. Bumper Pool Balls (10)	\$ 9.00
4-Oz. Bumper Pool Balls (10)	7.50
2 1/2" Pool Balls, 1-15 w/Cue	12.50
Ball, Set	
2 1/2" Pool Balls 1-15 w/Cue	16.95
Ball, Set	
Plastic Triangles, 2 1/4"	1.50
48" Cues	\$1.50 ea.; 25, \$1.25 ea.
52" Cues	\$1.95 ea.; 25, \$1.50 ea.
57" Plastic Cues \$3.50 ea.; \$36.00 dx.	

We carry complete line of Pool Supplies—Write for list.

PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg & A.M.I. Write for literature.

1/2 Deposit, Balance C.O.D. or S.D.

MARVEL Manufacturing Co.
2845 W. Fullerton Ave.
Chicago 47, Ill.
Phone: Dickens 2-2424

AMERICAN'S Imperial

The **ULTIMATE** in shuffleboards

Watch your profits soar when you operate the

ALL NEW IMPERIAL!

Featuring: Totally new, cantilevered scoreboard. New built-in light in scoreboard. New end lamps for beauty and illumination. New! For the first time—Horse-Collar Play Control!

See it at your distributor now or write for free color brochure.

American SHUFFLEBOARD COMPANY
210 Paterson Plank Road, Union City, N. J. UNION 5-6633

NOW! Available with tamper-proof PIN GATE CONTROL (even when electricity is off) or with exclusive MAGNO-PLAY CONTROL.

Picture Titles Hype Programming

• Continued from page 52

plained, "are spread over an area some 1,000 miles long and 300 miles wide. We are therefore required, on occasion to program differently for the various areas. In any given week we may purchase only three different releases, or, if there is a great variation in what is going well in the branch areas, a maximum of six or eight different releases.

Fast Routine

"Actually, our whole reason for obtaining our own printing set-up was to be able to employ the greatest possible diversification and to get these good new records on the boxes without delay. We may buy a record in the morning, do the strips, Musical Menu and biogs the same day, and commence placing these new releases on locations the following morning.

NEW ROWE AMi 3 in 1 phonograph

You can program 200, 160 or 100 selections to fit any location. Features fabulous self-contained Stereo Round.* Brilliant design, moving color. Loaded with play building features.

*Patent pending

See your Rowe AMi Distributor!

Rowe AC Services
Division of Automatic Canteen Company of America
18 So. Michigan Ave., Chicago 3, Ill.

Normally we buy one week for the following week's programming."

Johnson determines his record choice by results on seven test locations. Three years ago, some 25 test locations were used, but Johnson discovered that many of these locations were similar and that an accurate result could be determined from seven.

Test locations are serviced weekly with six to eight new releases chosen from Billboard Hot 100 listings and various local radio station charts. Popularity meter readings are taken, and the leading disks are placed on the entire route.

Johnson added, "Naturally, our greatest asset is a good 'play stimulator' record. If test reaction is exceptionally good, we will immediately print strips and program this record without delay. If they fall into the normal category, we simply choose the best two or three releases, follow our usual routine, and commence programming these the following week."

On many occasions, Johnson continued, a record will be held a week or two because the reaction was not good. After a week or two, they may show action.

"When these various releases are purchased for test," said Johnson, "we try to line up the pictures of these artists and have the required negatives made.

This is only part of the operation that we must farm out, and it is consequently the most expensive for us. We have found that to get the picture quality that we demand, we must obtain half-tone rather than line negatives, and this adds to the cost.

Negative Library

"Since October we have increased our negative library to include approximately 250 current recording artists. Our cost for the majority of these was very nominal in that we locked up as many as 50 or 60 different pictures at one time, had one negative made, cut them out, and placed them in their respective files."

Southern now has evolved a system which makes it possible to do all the printing—including Musical Menus, artist biogs and title strips—one afternoon a week.

"When the costs are amortized over a prolonged operational period," Johnson said, "the individual cost per title strip or per menu, is not great. It would be even less expensive in the United States."

"Certainly it is nominal when one considers the added interest it has created in our area. We now find it much less difficult to introduce effectively new artists to our programming. This is most important to us, since these new artists are often the play stimulators that we require to insure a continued interest in our music systems. We are most pleased with the results in the collections."

Billboard to Cover Europe Coin Exposition

LONDON — Four Billboard staff members will attend the Amusement Trades Exposition, to be held at Royal Horticultural Hall here, January 29-31.

Frank Luppino, international sales manager, and Aaron Sternfield, coin machine editor, will fly in from New York for the coin machine show.

Art Rosett, European sales director, and Brigitte Keeb, United Kingdom correspondent, will also be on hand.

The Billboard quartet will provide the U. S. publication with the most extensive coverage ever given the event by a trade paper. Billboard will have a booth at the show, as well.

After the exposition closes, Luppino will visit music and coin machine executives on the Continent.

Dated Nuts

• Continued from page 49

Flowers keeps tab on the fill dates in any location, and will discard peanuts or cashews which have been in the machine for more than a week, rather than take a chance on irritating a single customer. "This is an age where people expect to get their money's worth, whether they are buying a home, or a penny's worth of peanuts," he pointed out.

The Denver bulk operator recently completed a new shop, which features completely sanitary methods of filling, servicing machines, storage, etc., and also incorporates high-pressure air for spray cleaning of the many types of bulk venders which Flowers operates.

Kapp 45 Line

• Continued from page 52

Roger Williams; "Midnight in Moscow," b-w "The Green Leaves of Summer," Kenny Ball; "Love Makes the World Go Round," b-w "Fly Me to the Moon," Jane Morgan; "Lollipops and Roses," b-w "A Lot of Livin' to Do," Jack Jones; "Fascination," b-w "The Day the Rains Came," Jane Morgan; "O Sole Mio," b-w "Romantica," Robertino; "Yellow Bird," b-w "Almost Paradise," Roger Williams; "Sailor," b-w "Theme From a Summer Place," Lolita; "Hey Look Me Over," b-w "My Favorite Things," Pete King, and "Temptation," b-w "Near You," Roger Williams.

OPERATE
UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE

UNITED MANUFACTURING CO.
3401 N. California Ave.
Chicago 18, Ill.

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 Playtime Bowling Alley, 16 Ft. \$449.50
United Mini-Bowl, Advance 549.50
Bally Challenger Bowler... 350.00
Bally Strike 149.50
Chicago Coin 'Classic' Bowler, 11 Ft. 149.50
The above-mentioned bowlers are reconditioned by skilled workmen, and we have the reputation of being unsurpassed in our craftsmanship on reconditioning this kind of equipment.

Write or Call Us Collect.
MAIN 1-3511
Write for Our Price List on Full Line of Coin-Operated Machines.

Central
DISTRIBUTORS, Inc.

2315 Olive St., St. Louis 3, Mo.
Phone: MAIN 1-3511; Cable: Cendist

Pep Up Kiddie-Ride Spots WITH SENSATIONAL NEW Bally BUCKY

THE BUCKING BRONCO WITH REAL BUCKING ACTION

AMAZING NEW INVENTION - "Mechanical Muscles" - UPS KIDDIE-RIDE COLLECTIONS

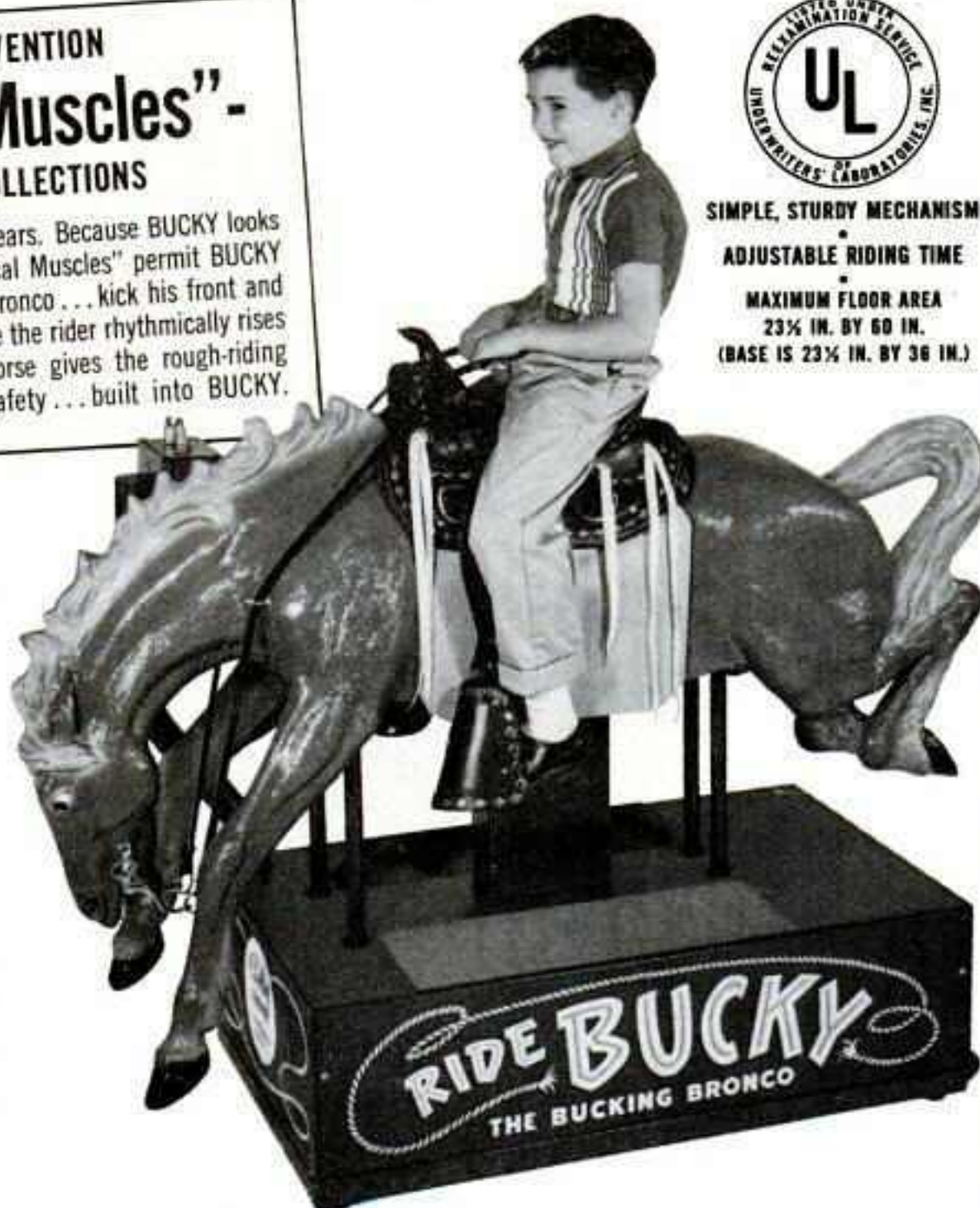
Ride revenue is up wherever BUCKY appears. Because BUCKY looks alive... and acts alive. New "Mechanical Muscles" permit BUCKY to buck up his back like a real rodeo bronco... kick his front and hind legs in opposite directions... while the rider rhythmically rises and sinks in the saddle. No other horse gives the rough-riding illusion... combined with positive safety... built into BUCKY.

Appeals to wide range of ages

Safety-styled for smallest toddlers... but actionized to appeal to junior teen-agers... BUCKY attracts youngsters from 3 to 15, gets play other horses miss. Bucking action is thrillingly realistic... but never sudden or jerky. Speed change is gradual, easily controlled by pulling or relaxing reins. Saddle-seat is only 29 in. above slip-proofed platform, which is only 10 in. high.

Flashy eye-appeal gets quick attention

Iron-tough fiberglass BUCKY body... with strongly detailed muscles and sinews... is a rich sorrel red with blonde tail and mane. Genuine western saddle is handsomely tooled leather with gleaming metal ornaments. All-steel base is forest green. No horse in kiddie-ride history can compare with BUCKY for life-like form and eye-catching beauty.



RECOMMENDED BY UNDERWRITERS LABORATORIES, INC.
SIMPLE, STURDY MECHANISM
ADJUSTABLE RIDING TIME
MAXIMUM FLOOR AREA
23 1/2 IN. BY 60 IN.
(BASE IS 23 1/2 IN. BY 36 IN.)

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

ATLAS... Reconditioned—Guaranteed MUSIC • GAMES • VENDING

VENDING	MUSIC
ROWE L-1000, 4 Flavor \$595	A.M.I. CONTINENTAL 2-200 (50c) \$745
ROWE RV-750 (Fresh Brew) 500	A.M.I. 1-200E (50c) 395
DUGRENIER K-14 Cig. (Man.) 150	A.M.I. 1-200M (50c) 350
SEEBURG E-2 Cig. 200	A.M.I. F-120 175
CORSAIR (30-Col.) Cig. 165	ROCK-OLA 1448 265
VENDO ICE CREAM #210, P.S. 395	ROCK-OLA 1455 275
VENDO MILK #210, P.S. 395	SEEBURG 201-SH (50c) 595
STONER CANDY, Mod. 160, G/M 175	UNITED UP-100 175
APCO 4-Flavor Ice (Dual Comp.) 1095	WURLITZER 2400 Stereo (50c) ... 595
NATIONAL CANDY, 10 Col. Slant .. 265	WURLITZER 2510 Stereo (50c) .. 595

GAMES	
Completely Reconditioned	
Gottlieb FLIPPER FAIR \$250	Gottlieb LIBERTY BELLE 4/p. ... \$475
Gottlieb FLIPPER PARADE 225	United TEAM BOWLER 135
Gottlieb GLADIATOR 2/p. 100	Ganco STATE FAIR Gun 225
Gottlieb SEA BELLES 125	Chicoles HOLIDAY S. A. 150
Gottlieb EGGHEAD 275	Bally BIG INNING 150

1/3 Dep., Bal. C.O.D. or Sight Draft. Cable: "ATMUSIC"—Chicago

Distributors for
AMI—ROWE—BALLY
ATLAS MUSIC COMPANY
A Quarter Century of Service
BRANCH OF ROWE-AC SERVICES DIVISION
DES MOINES, IOWA
1120 Walnut St.
Ph.: 283-2393
CHICAGO 47, ILL.
2122 N. Western Ave.
ARmitage 6-5005

See your distributor... or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

**NO GARRISON
FINISH HERE**



**WURLITZER 2700
WINS GOING AWAY
CRUZE DISTRIBUTING
COMPANY, INC.
CHARLESTON, WEST VIRGINIA**

**LEAVES THE
OTHERS
AT THE POST**



**THE 2700 TOPS THEM
ALL FOR FEATURES
CULP DISTRIBUTING
COMPANY
OKLAHOMA CITY, OKLAHOMA**

**LEADS THE FIELD
BY SEVERAL
LENGTHS**



**WURLITZER HAS
THE WINNER
DIAMOND COIN MACHINE
EXCHANGE, INC.
NORFOLK, VIRGINIA**

**DON'T PUT YOUR
MONEY ON
AN ALSO-RAN**



**WURLITZER HAS
THE WINNER
DRACO SALES COMPANY
DENVER, COLORADO**

**WURLITZER
HAS THE
WINNER**



**WE'VE SEEN AND HEARD IT
WE KNOW IT
FIRST COIN
MACHINE EXCHANGE, INC.
CHICAGO, ILLINOIS**

**WATCH IT WIN
GOING AWAY**



**THE FAVORITE FOR
EARNING POWER
LEW JONES DISTRIBUTING
CO., INC.
INDIANAPOLIS, IND. • COVINGTON, KY.**

**THE SMART MONEY
IS GOING ON
WURLITZER**



**THE 2700 TOPS THEM
ALL FOR FEATURES
MID-WEST DISTRIBUTORS
KANSAS CITY, MISSOURI
UNITED DISTRIBUTORS, INC.
WICHITA, KANSAS**

**SETS THE PACE
RIGHT FROM
THE START**



**THE WURLITZER
2700
MUSICAL DISTRIBUTORS
CORPORATION
BROOKLYN, NEW YORK • NEW YORK, N. Y.**

**GREATEST
MONEY-MAKER
OF THEM ALL**



**WURLITZER 2700
NORTHWEST SALES
COMPANY
SEATTLE, WASHINGTON • PORTLAND, ORE.**

See the
ROCK-OLA
BIG 3 FOR
'63! BIG IN STYLE!
BIG IN DESIGN!
BIG IN APPEAL!

Capri 100
With Full
Dimensional Stereo
Model 404
DeLuxe Stereo
Monaural
Phonograph



ROCK-OLA
Capri 100



Capri 100
Model 404
DeLuxe Stereo
Monaural
Phonograph

Top Ten Is Still the Thing

• Continued from page 47

and flank the back-lighted top display panel.

Programming Features

The panel itself contains an album cover, personalization strip for the location, programming indication, and a display for either the Top Ten Tunes, Music of the Week or the Best in Music.

The entire program holder may be pulled down when the dome is raised, and the title strips may be changed with ease.

The new program holder is more highly illuminated than the unit in the previous model and is visible under a glass dome trimmed with a gold pattern.

The dome itself has two fall supports with a center release which makes for ease in changing title strips. Two spring-loaded pins at each side release the entire program holder which moves down in a verticle position away from the glass. Title strips are at eye level.

Selector keys are cherry-red plastic, with the golden bar which activated the Ten Top Tunes at the far right.

A glass panel with the words "Wurlitzer Stereo" in a halo of light is below. A die cast "W" mounted on a gold rectangle is in the center of the grille. The lower front of the Model 277 is protected by a chromed steel kickplate.

Sides of both models feature Oriental walnut wood-grained panels of Dino-weld, with the

grained effect framed with stainless steel strips of a diamond pattern which are trimmed with stainless steel snap-on mouldings.

Each side carries a lighted Wurlitzer crest mounted in a chromed circle, aluminum extruded guard rails protect the two metal rear doors which give access to the interior.

A single lock using the same key which releases the dome and two snap latches release both rear doors giving full access to the interior.

New Amplifier

The new amplifier mounting permits tilting the entire installation forward so that one movement places the amplifier entirely outside the housing cabinet. The amplifier itself has full stereophonic output with about 200 watts for each channel. Bass and treble controls are built into the cover.

These adjustments make it possible to tailor the sound in any location to the desired level regardless of the physical features of the location. Below the four levers is a balance rheostat for volume control.

Quick change relays which may be seen at the side of the junction box are another innovation. One relay has a red plastic cover and the other a white plastic cover. If relay trouble develops, each unit may be checked individually. Relay plugs are color coded to insure proper replacement.

Three new wall boxes are

being shown. The half-dollar single coin wall box Model 1500 is designed specifically for the Ten Top Tunes feature. The Model 5250 accepts all coins and is designed for the 200-selection juke box. The Model 5200 is designed for the 100-selection box.

A full line of stereo speakers is available. The Stereo Extender Model 5125 is a drum type speaker with a wrap-around grille in antique bronze finish with a six-inch by nine-inch oval cone set in a 20 degree fixed baffle. It is sold in pairs mainly for stereo installations.

The Stereo Directional speaker Model 5126 may be mounted on a wall or in a corner and rotated vertically or horizontally by 180 degrees. It contains a six-inch by nine-inch speaker cone and has fader control and matching transformer. It is also packaged in pairs.

Wall Speaker Model 5123 is a heavy-duty, full-range high fidelity unit with a 12-inch bass and middle range cone and a 3/2-inch coaxial tweeter.

**WORLD'S
LARGEST
INVENTORY
FOR SALE**

Send for
Complete Lists

**ARCADE—GAMES
BINGOS—RIDES
MUSIC, etc.**

DAVID ROSEN

Exclusive A M I Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

"Profit-Makers" From
chicago coin
ROYAL CROWN BOWLER • BIG HIT
WORLD'S FAIR RIFLE GALLERY • CITATION PUCK BOWLER
CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14



completely
profit
tested

Twin Coin Chutes

2 MOVING TARGETS
FAST SCORING • KEEN COMPETITION
for 1 or 2 players



Two Moving Targets Increase Play Appeal

- ❖ One of 5 Center Rollover Buttons is always lit. Scores 10 points when hit, then advances.
- ❖ Top Rollover Button when lit scores 100 points when hit, changes Top Bumper value from 10 to 100 points, advances values of both Red and Yellow Moving Targets from 10 to 50, to 100 points.
- ❖ Two Bottom Shooters increase target values and propel ball toward Red and Yellow Targets.
- ❖ Hitting Top Center Button advances values of two lit Jet Bumpers from 1 to 10 points.
- ❖ Two Top Rollover Lanes good for 50 points when lit.
- ❖ 2 Flippers • Rebound Kickers • Plastikote finish playfield

Order Tom Tom from your Williams Distributor



Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

SEE THESE NEW AND
EXCITING FEATURES IN
ALL NEW WILLIAMS GAMES

New 24 volt system • New "push-pull" latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New Relays • New "brushed nickel" front door and frame.

**WURLITZER
HAS THE
WINNER**



**WE'VE SEEN AND HEARD IT
WE KNOW IT**

**ANGOTT DISTRIBUTING
COMPANY, INC.
DETROIT, MICHIGAN**

**THE SMART MONEY
IS GOING ON
WURLITZER**



**WURLITZER HAS
THE WINNER**

**BILOTTA
ENTERPRISES, INC.
NEWARK, NEW YORK • ALBANY, NEW YORK
SYRACUSE, NEW YORK**

**PUT YOUR MONEY
ON A SURE THING
...WURLITZER**



**THE WURLITZER 2700
TOPS THEM ALL FOR
FEATURES**

**BRADY DISTRIBUTING
COMPANY
CHARLOTTE, NORTH CAROLINA**

**GREATEST
MONEY-MAKER
OF THEM ALL**



WURLITZER 2700

**BRANDT DISTRIBUTING
COMPANY, INC.
ST. LOUIS, MISSOURI**

**LEADS THE FIELD
BY SEVERAL LENGTHS**



**THE WURLITZER
2700**

**CENTRAL DISTRIBUTING
COMPANY
OMAHA, NEBRASKA**

**THE FAVORITE
FOR HIGH
EARNING POWER**



**IN LOOKS...IN SOUND
...IN EARNING POWER**

**CLEVELAND COIN MACHINE
EXCHANGE, INC.
CLEVELAND, OHIO • TOLEDO, OHIO**

**DON'T PUT YOUR
MONEY ON
AN ALSO-RAN**



**WURLITZER HAS
THE WINNER**

**COMMERCIAL MUSIC
COMPANY, INC.
DALLAS, TEXAS**

**WATCH IT WIN
GOING AWAY**



**THE FAVORITE FOR
EARNING POWER**

**F.A.B. DISTRIBUTING
COMPANY, INC.
NEW ORLEANS, LOUISIANA**

**SETS THE PACE
RIGHT FROM
THE START**



**WURLITZER 2700
WINS GOING AWAY**

**CONSOLIDATED MUSIC
COMPANY
LAS CRUCES, NEW MEXICO**

Gordon Seeburg V.-P.

• Continued from page 47



J. C. GORDON

don devised and which was introduced last August.

Another of Gordon's innovations was the "Album of the Month" feature, with 50-cent pricing for a single LP selection, income totalizing and the "Console" wall box featuring albums and remote stereo sound.

Gordon also pioneered the

Penny to Nickel

• Continued from page 49

that where customers are out on shopping expeditions, of the type which bring them into a discount department store, investing a nickel instead of a penny in a vending machine is no problem.

Probably the most valuable merchandising asset, so far as the market is concerned, is the predominance of family-type shoppers, who bring small children along, and pacify them with a nickel's worth of jelly-beans, nuts and charms from the vending machines.

The Denver operator doesn't expect this sort of increase whenever he converts 1-cent machines to 5-cent units, but he believes that the increase will be valid in the majority of busy department store and supermarket-front locations.

location personalization of music machines—a step that was subsequently adopted by the vending industry—and was responsible for "Directional Stereo," the principal feature in the Seeburg DS model.

Firms Answer

• Continued from page 47

erators are considering selling their routes to Catanho and Tessler in order to save on servicing costs, but the company is not ready to make any announcements on this score as yet.

One of the largest music operators in Northern California, Sam-Russ owns about 1,000 machines in various locations. It employs specialists as route salesmen to service machines catering to special ethnic groups, such as Negroes, Spanish speaking and others. These men closely watch reaction to new records and keep tabs on the several radio stations who cater to the ethnic population.

The route men have been doing their own record selection and buying, with some success, but Catanho reports a major overhaul in this system as well as in the firm's record library system. Greater central control over buying will permit giving a review to route-men's recommendations, Catanho feels.

Sam-Russ itself is the result of a fairly recent merger. Tessler had owned the Oakland Automatic Sales Company since 1935, and Catanho founded Central Automatic Cigaret Service with a single machine in 1957. The two companies just over three years ago came together as Sam-Russ, Inc.

Firm Changes Name

NEW YORK—The Standard Financial Corporation, which specializes in coin machine financing, has changed its name to the SFC Financial Corporation. The New York Stock Exchange symbol (SFR) will remain the same.

Bally Horse Has Action of Rodeo Steed



BUCKY

CHICAGO—The Bally Manufacturing Company this week went into production on a new horse ride, Bucky, which simulates the actions of a rodeo steed by jogging, rocking and bucking while kicking his fore and hind legs in opposite directions.

Bucky follows 10 years of continuous production of another Bally horse ride, Champion.

Speed change on the new ride is gradual and is controlled by pulling or relaxing the reins.

The saddle seat is 29 inches above the slip-proof platform, which stands 10 inches high.

Huebsch to Rowe

• Continued from page 47

Huebsch, long considered one of the nation's top coin machine sales executives, will be in charge of Rowe AC automatic phonograph sales for the area.

Jack Harper, Rowe AC vice-president and general manager, also announced the appointment of Robert MacGregor as vending regional sales manager for the same area.

Harper explained that the appointments are part of Rowe AC's new decentralization program in which regional sales managers work directly with operators and distributors. He added that Rowe AC personnel will continue to add to this program of local-level services.

Area covered by the new appointees will include North Dakota, South Dakota, Minnesota, Wisconsin, Upper Michigan, Illinois, Missouri, Kansas, Nebraska and Arkansas.

Rowe AC distributors in the area are Atlas Music Company, Chicago and Des Moines; Pioneer Sales & Service, Inc., Milwaukee; Central Distributors, Inc., St. Louis, and W. B. Music Company, Inc., Kansas City, Mo.

MacGregor has been with Rowe AC for 11 years as vending co-ordinator and district sales manager.

The ride itself is geared for youngsters from 3 to 15 years old.

The Fiberglass body details the muscle and sinews. The body itself is sorrel red, with blond tail and mane. The saddle is tooled leather with gleaming metal ornaments. Base is all steel in forest green with bold letters.

EXPORT SPECIALS
Write for list of music and games on hand or en route to Antwerp.

MUSIC		AMUSEMENTS	
Rock-Ola 1458	\$295	Midway Baseball	\$395
Rock-Ola 1455	225	United Bonus Baseball	395
AMI JAI 200E	365	Golf Champ	145
AMI JCH 100M	245	Bally Champion Horse	345
Wurlitzer 2017	195	Toonerville Trolley	295
Wurlitzer 2150	275	All Tech Fire Engine—New	525
Wurlitzer 2100	295	All Tech Chuck Wagon—New	525

WILL TRADE OR PAY CASH FOR Gottlieb and Williams 1957 and later. Complete line music—Pins—Shuffles—Bowlers—Arcade—Kiddie Rides—Vending.

CALL BOB JONES
REDD DISTRIBUTING COMPANY, INC.
126 LINCOLN STREET BRIGHTON, MASS.
Seeburg Distributor for 5 States. New England's leading distributor
Music—Vending—Games—Alleys—Seeburg—Bally—Chicago Coin—Keeney.



NOW! DYNAMIC ANIMATION IN A SINGLE PLAYER GAME

Gottlieb's **RACK-a-BALL**



BALLS ROLL UP ON RACK IN LIGHT BOX!

Scoring any lit rollover rolls multi-colored balls up on rack in light box.

Specials scored for racking up 9 balls.

- Additional specials scored for racking up more balls.
- Hitting blue, green, and red targets lights pop bumpers for high score and bottom roll-overs for specials.
- Match feature • Sparkling cabinet design

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!



1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb **FLIPPER** SKILL GAME

**PUT YOUR MONEY
ON A SURE THING
...WURLITZER**



**THE WURLITZER 2700
TOPS THEM ALL FOR
FEATURES**

**BILL WILLIAMS
DISTRIBUTING CO.**

HOUSTON, TEXAS • SAN ANTONIO, TEXAS

**WURLITZER
HAS THE
WINNER**



**THE WURLITZER
2700**

**DAN STEWART
COMPANY
SALT LAKE CITY, UTAH**

**GREATEST
MONEY-MAKER
OF THEM ALL**



**WE'VE SEEN AND HEARD IT
WE KNOW IT**

**ROTH NOVELTY COMPANY
WILKES-BARRE, PENNSYLVANIA**

**SETS THE PACE
RIGHT FROM
THE START**



**WURLITZER HAS
THE WINNER
THE WURLITZER COMPANY**

LOS ANGELES, CALIFORNIA
BOSTON, MASSACHUSETTS

**DON'T PUT YOUR
MONEY ON
AN ALSO-RAN**



**EMARCY DISTRIBUTING
COMPANY
SAN FRANCISCO, CALIFORNIA**

**LEADS THE FIELD
BY SEVERAL
LENGTHS**



**THE 2700 TOPS THEM
ALL FOR FEATURES**

**SOUTHERN MUSIC DISTRIBUTING
CO., INC.
ORLANDO, FLORIDA
JACKSONVILLE, FLORIDA**

**WATCH IT WIN
GOING AWAY**



**THE WURLITZER 2700
TOPS THEM ALL FOR
FEATURES**

**SANDLER DISTRIBUTING
COMPANY**

MINNEAPOLIS, MINNESOTA

**THE SMART MONEY
IS GOING ON
WURLITZER**



**THE FAVORITE FOR
EARNING POWER
PEACH STATE MUSIC
COMPANY**

MACON, GEORGIA • ATLANTA, GEORGIA
COLUMBIA, SOUTH CAROLINA

**LEAVES THE
OTHERS
AT THE POST**



**LEADS THE FIELD
BY SEVERAL LENGTHS**

**ROCK CITY DISTRIBUTING
CO., INC.**

NASHVILLE, TENNESSEE

FRANCIS C LAUDA
 118 MIDDLENECK RD
 PORT WASHINGTON L I N Y F
 '33 E21020 32KR 67801206

Newsmakers



SHOP TALK: Singer Tony Bennett had a chance recently to discuss his specialty with a fellow artist from South America, Roberto Yanes, whose three Columbia LP's have been strong U. S. sellers for label.



ANKA'S AWAY: Singer-composer-actor Paul Anka gives out with his rendition of "The Longest Day," the title song he composed for Darryl F. Zanuck's blockbuster film, while the movie's key female star, Irina Demich, and Mitch Miller

listen appreciatively. Mitch recorded the Anka tune for Columbia Records in both instrumental and vocal versions, and the song has been nominated for an Academy Award among 1962 entries.



UA MEET: At luncheon gathering of United Artists sales toppers, group pauses for portrait, above. At left: Singer Gene Pitney was introduced to assembled distributors by UA's Art Talmadge.



HAPPY HOPE: During stopover in Japan during annual tour of military bases, Bob Hope breaks up singer Anita Bryant and actress Lana Turner. They'll be on TV special January 16.



SISTER ACT: Germany's singing Kessler Twins, who have visual as well as vocal appeal, are guest stars of three TV specials for the West German TV network. The blond thrushes have a strong-selling record, "San Francisco," on the Polydor label in Europe.



SIDEMAN: An unexpected guest artist in forthcoming bossa nova album cut by Lionel Hampton for his own Gladhamper label was Sacha Distel, French star.



NORMA BEATRIZ NOLAN, the shapely Argentinian brunette who holds the "Miss Universe" title, admires New York's skyline from the terrace of WMCA with deejay Jim Harriott. She was guest on "Harriott's Hideaway" Show.



DECCA DEAL: Johnnie Ray has been signed to long-term recording pact by Decca. The news pleases the label's executive v.p., Leonard W. Schneider. Ray will wax in Nashville studios.



BIG SQUEEZE: To commemorate two-millionth pressing by RCA Custom Records of "The First Family," Cadence Records' Archie Bleyer was awarded gold album. Columbia had already pressed a million of smash-hit comedy LP.

THOUSANDS OF VISITORS TO THE THOUSAND ISLANDS KEEP THIS WURLITZER MUSIC SYSTEM PLAYING DAY AND NIGHT



Proprietor Vince Dee, the Wurlitzer 2710 and its operators, Charles Brenon, Jr. and Henry Genter

Ten Top Tunes Feature Plus WURLITZER MODEL 5010 Half Dollar Wall Boxes Work Wonders



Charlie, Henry and Vince admire the new Wurlitzer Half Dollar Single Coin Wall Box

Clayton, N. Y. is the entrance to the Thousand Island area of the St. Lawrence River. McCormick's Restaurant is the almost legendary rendezvous of fishermen, boatmen and tourists who flock to Alexandria Bay. Proprietor Vince Dee says . . . "Our Wurlitzer hardly ever stopped playing — now, since we installed a new Wurlitzer 2710 with Half Dollar Single Coin Wall Boxes, it **never does!** These little boxes mean people don't even have to leave their seats to enjoy 10 top tunes for 50 cents — and, brother, how they go for this bargain. My advice to any restaurant or tavern owner is simply this — if you want to turn music into money, turn to this great Wurlitzer combination."



THE WURLITZER COMPANY • 107 Years of Musical Experience • NORTH TONAWANDA, N.Y.

FRANCIS C LAUDA
 118 MIDDLENECK RD
 PORT WASHINGTON L I N Y
 1134 B31014 32KR



HARPO WIGS MAHALIA: Gospel singer Mahalia Jackson recently recorded two songs composed by Harpo Marx in Hollywood. Prior to the session Mahalia took a double take over Harpo's famous tresses, then got down to business. Harpo also accompanied her on the disk.



IT'S COLE IN TORONTO: Capitol Records of Canada honored Nat King Cole with a silver disk for 100,000 sales of "Ramblin' Rose." Pictured are, left to right, G. Edward Leetham, director of sales; Geoffrey F. Racine, executive v.p., and Paul White, national promotion.

MGM GETS TILLOTSON: Johnny Tillotson (center) watches as his manager, Mel Shayne, signs contract with MGM President Arnold Maxin. Tanridge Productions will a.&r., produce and manufacture Tillotson disks for MGM distribution.



Billboard
 PHOTO GALLERY OF
Newsmakers



LATIN SING ALONG: A young audience gathered at P. J.'s in Hollywood for a live recording session with popular Trini Lopez. This will be Trini's second album for Reprise.



CAPITOL NEWCOMER: Sharon Marie is new to Capitol Records. Her single, "Run Around Lover," was written by Brian Wilson and Mike Love (of the Beach Boys). Here she is welcomed by Karl Engemann, a.&r. contract administrator; Brian and Mike.

NEW RADIO NETWORK: MGM artist Ginny Arnell is interviewed by NYU deejay Marly Weksar on occasion of opening WCAG. She also plugged new release, "Dumb Head."



MUSIC CITY RESIDENT: Earl Scott, who is now residing in Nashville, recently cut a record at the Mercury studios there.



HASTY LANDING: Cliff Richard whizzed through New York customs last week for a quick stay and television appearance on the Ed Sullivan show. Epic Records played host at press party the next day.



KEEPING HER EYE ON THE BALL: Georgia Brown made a deal with Sandy Koufax recently. She signed a copy of her London LP, "Georgia Brown Loves Gershwin," in exchange for Koufax's autograph.



LIGHT PRESENTATION: Enoch Light, managing director of Grand Award, presents special copy of company's French language course to Andre Alphand, of the French Govt. Tourist Office of North America. Album is one of a series of three.

ORDER

ALL

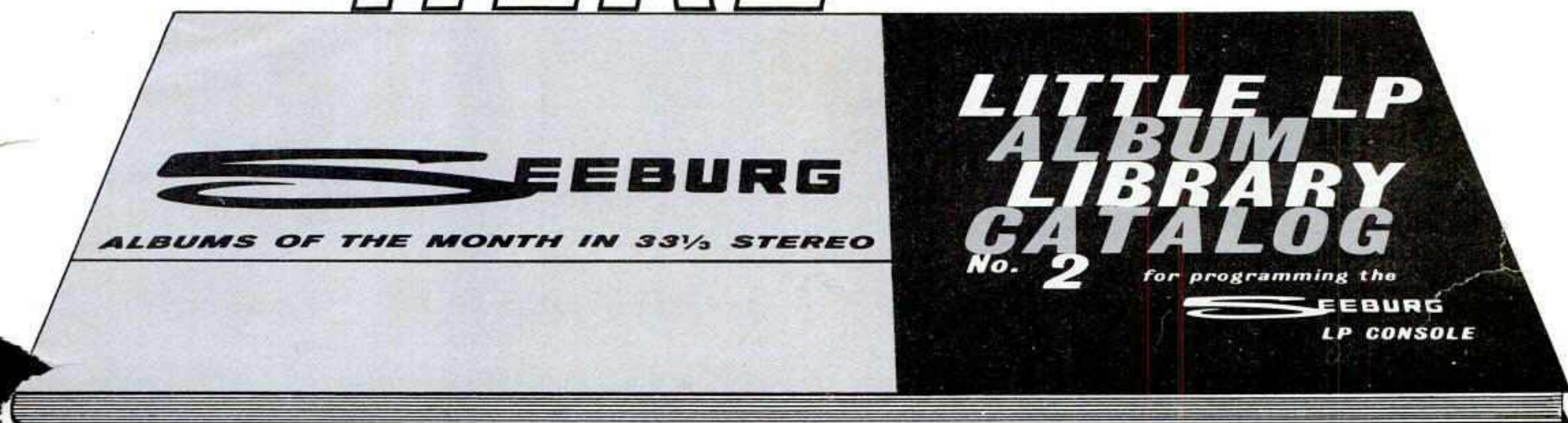
THOSE

PROFITABLE

LITTLE LP ALBUMS

HERE

ABC-PARAMOUNT
AMPHORA
AUDIO FIDELITY
CADENCE
CAPITOL
COLUMBIA
COMMAND
CORAL
DECCA
DOLTON
DOT
EVEREST
IMPULSE
JAZZLAND
KAPP
LIBERTY
LONDON
MERCURY
MONUMENT
RCA VICTOR
REPRISE
RIVERSIDE
TIME
VEE-JAY
WASHINGTON
WORLD PACIFIC



Ready now, for Seeburg operators everywhere . . . the 2nd edition of this exclusive catalog of Little LP 33 $\frac{1}{3}$ stereo albums manufactured expressly for play on the new LP Console: 223 best-selling album titles: 26 labels. Vocals, instrumentals, jazz /rhythm/blues, country & western, classical. All are in stereo. Every kind of album music you can program profitably . . . in every kind of location . . . on the great new Seeburg LP Console.

FRANCIS C LAUDA
 116 MIDDLENECK RD
 PORT WASHINGTON L I N Y
 1133 B21020 32KR 67801206



TRAIN OF THOUGHT: In Sweden, Electra (distributor of RCA Victor, Decca, Warner Bros.)

recently showcased new stereo releases with aid of special "stereo" railroad car.



GOLD LP: Sixth gold platter for Kapp's Roger Williams was presented this month at label's annual sales meeting in New York. Pianist's fans have spent \$25 million for his platters.



DEBUT WAX: Thelonious Monk's first waxing for Columbia label will be "Monk's Dream—The Thelonious Monk Quartet." Album is due for release this month.

NEWEST BRAHMIN: Boston Symphony Orchestra, under baton of its new music director, Erich Leinsdorf, will be heard in Bartok's "Concerto for Orchestra" in RCA Victor's Red Seal releases this month. Leinsdorf, who replaced Charles Munch, is famed for his work with Metropolitan Opera, has been heard in recordings for both Capitol and RCA Victor.



Billboard
PHOTO GALLERY OF
Newsmakers



GOSPEL SCENE: Clara Ward and the Ward Gospel Singers are due for special engagement in New York at Ziegfeld Theater,

starting February 25, plus Ed Sullivan TV appearance March 10.



BOSSA MANN: New Herbie Mann album for Atlantic was taped in land of Bossa Nova. Seen with Mann

at Rio session is composer-pianist Antonio Jobim ("Desafinado") and Nesuhi Ertegun.



BASIE RIDES AGAIN: Back on the Verve label is Count Basie and ork after stretch under Roulette banner. He has passed the quarter-century mark as a band leader, having waxed his first session in that capacity in 1936 after several years as top sideman on Victor sides with Moten and others.



JUDY ON TV: CBS-TV program chief Hubbell Robinson holds signed contract calling for weekly hour-long

show of onlooker Judy Garland. Others: Salvatore Iannucci of CBS; David Begelman, Judy's agent.