

# Billboard

The International Music-Record Newsweekly

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

Special **EUROPEAN COIN MACHINE CONVENTION SECTION**

(SEE PAGE 53)

**ANATOMY OF 'THE FIRST FAMILY' SUCCESS—HOW IT WAS DONE**

(SEE PAGE 6)

Billboard

PAGE ONE SINGLES

★ **NATIONAL BREAKOUTS**

**WALK LIKE A MAN . . .**

Four Seasons, Vee Jay 485

**SEND ME SOME LOVIN' . . .**

Sam Cooke, RCA Victor 8129

**SHE'LL NEVER KNOW . . .**

Brenda Lee, Decca 31454

★ **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.

**JIVE SAMBA . . .**

Cannonball Adderley Sextet, Riverside 4541 (Artillery, BMI) (Chicago, New York)

**LOVE FOR SALE . . .**

Arthur Lyman Group, Hi-Fi 5066 (Harms, ASCAP) (Detroit, Buffalo)

**FIRST STAR . . .**

Frankie Love, LaRosa 101 (Hill & Range, BMI) (Detroit, Baltimore)

**I'M SORRY PILLOW . . .**

Lee Andrews, Parkway 860 (Woodcrest, BMI) (Philadelphia)

**OUR DAY WILL COME . . .**

Ruby and the Romantics, Kapp 501 (Rosewood, ASCAP) (New York)

**M. G. BLUES . . .**

Jimmy McGriff, Sue 777 (Saturn-Jell, BMI) (Chicago)

**COOL WATER . . .**

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

**I'LL RELEASE YOU . . .**

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

**NOBODY BUT ME . . .**

Isley Brothers, Wand 131 (Wemar, BMI) (Pittsburgh)

**ALL GROWN UP . . .**

Johnny Horton, Columbia 42653 (Buna, BMI) (Chicago)

**TRIBUTE TO BUDDY HOLLY . . .**

Mike Berry, Coral 62341 (No Publisher Available) (Baltimore)

**GUILTY . . .**

Crests, Selma 311 (Feist, ASCAP) (Philadelphia)

**THE WALK . . .**

Lue Cazz, Vee Jay 483 (Arch, ASCAP) (Baltimore)

**I'M LAUGHING TO KEEP FROM CRYING . . .**

Isley Brothers, Wand 131 (Aldon, BMI) (Philadelphia)

**ALBUMS**

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

## Bids for Young Talent Soar High

### Wild Bids Fly For L.A. Youth

BY LEE ZHITO

HOLLYWOOD — A young lad by the name of Dick Dale—whose records to date have only racked up local sales action—is creating so much excitement on the West Coast that a number of major and indie labels have been opening up the purse strings and coming through with offers ranging as high as \$500,000 guarantees over a 10-year period.

Reason for all the excitement is the lad's sensational single and album sales here, and his S.R.O. personal appearances in local ballrooms. Right now the singer is drawing turn-away crowds at the Harmony Park Ballroom in Anaheim, Calif., and he has cracked records at other spots close to Los Angeles as a result of his large, loyal and passionate following.

(Continued on page 8)



TRUMPET STAR MILES DAVIS and Columbia President Goddard Lieberson, caught exchanging opinions at special meeting held by label to introduce new jazz product Tuesday (15). Besides Lieberson and pop a.&r. director, Dave Kapralik, Mike Berniker, John Hammond, Frank Driggs and Teo Macero spoke about Columbia jazz plans and product.

### Offers Often Hit \$50,000

By BOB ROLONTZ

NEW YORK — Major and large indie firms' bids for young talent continue to grow wilder and wilder. Now that Victor, Columbia and Capitol — never reluctant to come up with sizable guarantees — have been joined by a now free-swinging Decca, the bidding can only go higher.

Decca's joining of Rick Nelson last week for \$1 million over a 20-year span is an indication of that label's new-found aggressiveness, which could also be due to its MCA association. The Decca-Nelson pact is but one of many that have come off over the past 12 months featuring hefty guarantees and long-term contracts—and all covering young talent that had proved itself on other labels.

However, even here there is a new trend. The offers being made to newcomer Dick Dale on the Coast by major labels, indicate that firms are even willing to come up with substantial bids for untested talent — provided the talent pulls them in at night clubs or ballrooms.

Over recent months big money contracts and expensive production deals have been made by Victor for Paul Anka; Columbia for Steve and Eydie, Andy Williams, Dion, and Patti Page; Capitol for Bobby Darin, and Decca for Nelson. When it was believed that Fats Domino would leave Imperial — which he did not—offers at the rate of \$50,000 yearly guarantees were common.

It isn't only pop artists who are getting hot offers to jump labels. Jazz, r.&b. acts, country acts and even classical performers are getting them as well.

Large companies are compelled to offer big guarantees to insure strong names for the label. The names must not only have a strong track record on singles, but they also must develop into album sellers if they haven't done so already. Club operations also enter the picture since the addition of a potent album artist also strengthens the club picture.

## FTC Opens Trust Case

By REN GREVATT

NEW YORK—The Federal Trade Commission commenced its case against the Columbia Record Club here last Wednesday (16). First two days of what is expected to be 12 weeks of hearings were characterized by opening statements by both sides, establishment of ground rules for the hearings by examiner Donald R. Moore, and opening testimony by Goddard Lieberson, Columbia Records president; William Shockett, treasurer of Malverne Distributors here; Thomas Noonan, research director of Billboard, and J. Stephens Stock, a market research consultant.

In opening statements, counsel for the Commission held that the respondent (Columbia) is extending its domination over the record industry, restraining and destroying competition and establishing a dangerous tendency toward monopoly through certain practices employed in its record club operation.

The attorneys made clear that the FTC was not challenging the concept of the record club as such, but rather, its use of "certain methods of accumulating power and increasing concentration." The Commission also attacked certain "deceptive pricing claims" used by the club.

In summing up the FTC case, its attorneys said, they would focus on three basic points: (1) Respondent's acquisition of competitive products which has an anti-competitive effect; (2) respondent's dual pricing system, and (3) pricing in record club advertising. Dual pricing was clarified as having to do with one set of prices on club sales and another on sales through distributors to dealers.

**Challenges Stand**

In his opening statement for Columbia, attorney Asa Sokolow challenged the government's stand on exclusivity of Columbia's contracts with smaller labels for the offering of product through the club. He indicated

that the FTC's opinion regarding the exclusivity was greatly magnified over the actual situation.

Sokolow also held that a company which offers only its own product through its club is actually acting contrary to the public interest in the sense that such offerings constitute a limitation on choice. Sokolow further said that the club has "stimulated interest in record buying, thus broadening the base of the record buying public." In connection with pricing, he noted that Columbia's price policies in the club are identical to those employed by the clubs of its competitors, RCA Victor and Capitol.

The first witness was Lieberson, who was questioned at length regarding Columbia's corporate structure, its personnel, its recorded repertoire and its artists. The testimony was not without its touches of humor. Questioned at one point about his own career with Columbia, Lieberson said, "It bores me but I'll try."

In lengthy questioning on the various categories of artists within the Columbia fold, he described Mitch Miller as "a very serious musician who plays the oboe," and Dave Brubeck as "a jazz artist, a progressive jazz artist, a way-out jazz artist."

Questioned on the likelihood that big companies get the biggest share of the hits, Lieberson disagreed, pointing to the example of Cadence Records and its experience with "a man named Meader."

In an attempt to establish a point in connection with Columbia's licensing of product from smaller companies for its club, FTC counsel Mort Needelman asked Lieberson "Have you considered licensing Mitch Miller's masters to the RCA Victor or Capitol clubs?"

"No," Lieberson retorted. "Shocking as it may seem, they never asked."

Lieberson was also closely (Continued on page 8)

## Royalty Exemption Battle As Celler Introduces Bills

By MILDRED HALL

WASHINGTON—The opening gun has sounded on the anti-juke box exemption battle, with the introduction of two bills by Rep. Emanuel Celler (D., N. Y.) for collection of performance royalty on juke box music, exempted under the old 1909 Copyright Act.

The new Celler bills will be

identical with two introduced in the 87th Congress: H. R. 1046 will duplicate Rep. Celler's old H. R. 70, to repeal the existing exemption for juke box music from payment of performance royalty on music which the House Judiciary Committee Chairman emphatically terms "public performance for profit."

(Continued on page 53)



# 'ALICE' MAKES THE TEEN SCENE!



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47-8137



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ALICE IN  
WONDERLAND

c/w  
CIRCULATE

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# IT'S AWARD TIME ON DISK SCENE

## Rackers Honor Meader, Cadence

NEW YORK—The National Association of Record Merchandisers (NARM) will present a special award to Vaughn Meader, as the Best Selling Comedy Artist of All Time on racks, and another to Cadence Records, for the Best Selling Comedy Album of All Time on racks, at the 1963 NARM Convention in San Francisco in March.

According to Jules Malamud, executive secretary of the organization, NARM members sold 1,253,300 copies of the "First Family" album in 20,000 retail outlets in supermarkets, variety stores, drugstores, department stores and discount houses and service PX's. Figures obtained from its membership add up to more than 25 per cent of all LP's sold on the Meader LP.

The NARM awards will be given at a special banquet to be held at the NARM convention at San Francisco's Fairmount Hotel on March 6. Nominees for the regular NARM Awards for 1962, are as follows:

- NOMINEES**  
**1962 NARM AWARDS**  
**BEST SELLING HIT SINGLE RECORDS**  
 I Can't Stop Loving You — Ray Charles, ABC-Paramount  
 Return to Sender — Elvis Presley, RCA Victor  
 Roses Are Red — Bobby Vinton, Epic  
 The Twist — Chubby Checker, Parkway  
**BEST SELLING MONAURAL LP**  
 (Other than "The First Family," Cadence)  
 My Son, the Folk Singer—Allan Sherman, Warner Bros.  
 Modern Sounds in Country & Western Music — Ray Charles, ABC-Paramount  
 Peter, Paul and Mary—Peter, Paul and Mary, Warner Bros.  
 West Side Story, Sound Track—Columbia  
**BEST SELLING STEREO LP**  
 Blue Hawaii—Elvis Presley, RCA Victor  
 Breakfast at Tiffany's — Henry Mancini, RCA Victor  
 Modern Sounds in Country & Western Music — Ray Charles, ABC-Paramount  
 Stereo 35 MM — Enoch Light, Command

- West Side Story, Sound Track—Columbia  
**BEST SELLING MALE VOCALIST**  
 Chubby Checker—Parkway  
 Elvis Presley—RCA Victor  
 Frank Sinatra—Capitol and Reprise  
 Ray Charles—ABC-Paramount and Atlantic  
**BEST SELLING FEMALE VOCALIST**  
 Brenda Lee—Decca  
 Connie Francis—MGM  
 Joan Baez—Vanguard  
**MOST PROMISING MALE VOCALIST**  
 Bobby Vinton—Epic  
 George Chakiris—Capitol  
 George Maharis—Epic  
 Robert Goulet—Columbia  
**MOST PROMISING FEMALE VOCALIST**  
 Dee Dee Sharp—Cameo  
 Joanne Sommers—Warner Bros.  
 Mary Wells—Motown  
 Shelley Fabares—Colpix  
**BEST SELLING VOCAL GROUP**  
 The Kingston Trio—Capitol  
 The Lettermen—Capitol  
 The Limeliters—RCA Victor  
 Peter, Paul and Mary — Warner Bros.  
**BEST SELLING COMEDY RECORDING ARTIST** (Other than Vaughn Meader)  
 Allan Sherman—Warner Bros.  
 Bill Dana (Jose Jimenez)—Kapp  
 Bob Newhart—Warner Bros.  
 Rusty Warren—Jubilee  
**BEST SELLING CHILDREN'S LINE**  
 Colpix  
 Disneyland  
 Golden  
 Pickwick International  
 United Artists  
**BEST SELLING ORCHESTRA**  
 Billy Vaughn—Dot  
 Enoch Light—Command  
 Henry Mancini—RCA Victor  
 Lawrence Welk—Dot  
 Si Zentner—Liberty  
**BEST SELLING ECONOMY PRICE PRODUCT** (Under \$1 retail)  
 Ambassador Record Corporation  
 Crown Records  
 Miller International  
 Pickwick International  
 Premier Albums  
**BEST SELLING ECONOMY PRICE PRODUCT** (Over \$1 retail)  
 Camden—RCA Victor  
 Richmond—London  
 Wing—Mercury

## Diamond Records Sets EMI as Its Masters Distributor

NEW YORK—Diamond Records has set worldwide distribution of its masters with EMI. The British firm will handle Diamond product for all areas of the world with the exception of the U. S. and Canada. Compo, Ltd., handles the label in Canada. Deal was finalized between Joe Kolsky of Diamond and Roland Rennie of EMI. Label currently has a smash hit with Johnny Thunder's "Loop De Loop" this week. For each seven bought, one will be offered free to distributors, dealers and rackers.

## SMOKE CLEARS—AND COLLINS ISN'T FIRED

PHOENIX, Ariz.—After several weeks of suspense, the board of directors of the National Association of Broadcasters voted this week to set a new three-year contract with LeRoy Collins as president of the NAB. Collins has been under heavy fire from many NAB members for his proposal that the NAB Code be rewritten to prohibit tobacco advertising aimed especially at minors. The NAB Board meeting also approved further study of the relationship between cigaret advertising and young people prior to acting on the Collins recommendation.

## ORMANDY YULE ALBUM WINS GOLD AWARD

NEW YORK—Columbia Records has awarded a gold record to Eugene Ormandy and the Philadelphia Orchestra for the Christmas album, "The Glorious Sound of Christmas." Released last October, the album became one of the fastest-selling classical sets in history, with sales in excess of \$1 million prior to Christmas, as certified by the Record Industry Association of America (RIAA).

This marks the first gold record award ever made to a major symphony orchestra and its conductor, according to Schuyler Chapin, Columbia Masterworks a.&r. head. Chapin added that the Philadelphians sold over 1 million albums in 1962.

## Aldon Writers in BMI Sweep

NEW YORK — Aldon Music and five of its writers dominate the annual song hit awards of Broadcast Music, Inc., for the second year in a row. The awards will be presented to writers and publishers at BMI's annual awards banquet Wednesday (23) at the Hotel Pierre here.

Aldon will receive 10 awards, thus leading the publisher ranks. In second place is Jobete Music, publishing affiliate of the Tamla-Motown operation in Detroit, with five awards. Four Star Sales of Hollywood and Pamper Music of Goodlettsville, Tenn., each will take down three awards. Eight other publishers received two awards each.

Leading writers with four awards each were Aldon's Carole King and Howard Greenfield, and Jon Sheldon of Philadelphia. Winners of three awards each were Gerry Goffin (husband and frequent writing teammate of Miss King) and Barry Mann, both of Aldon, and Hank Cochran, who is also an exec of Pamper Music. Sam Cooke, Frank Guida, Hank Hunter, Bill Robinson, Cindy Walker and Neil Sedaka were all two-award winners. Sedaka is the fifth Aldon-affiliated writer to be named for awards.

## LATE SINGLE SPOTLIGHTS

### Pop

**ROY ORBISON**  
**IN DREAMS** (Acutt-Rose, BMI) (2:46)—**SHAHDAROBA** (Combine BMI) (2:33)—Two powerful sides for Orbison. Both are good ballads, lushly arranged, with Orbison handing both an all-stops-out reading. First up is much in the style of his earlier hits; flip has a Near East flavor. Watch 'em. **Monument 806**

**BOB B. SOXX**  
**WHY DO LOVERS BREAK EACH OTHER'S HEART?** (January, BMI) (2:30)—Strong follow-up wax here for the new group. Its got a solid dance beat with a fine sound from the guy and his gal friends. It's bright and should please the teens plenty. Flip is "Dr. Kaplan's Office" (Mother Bertha, BMI) (2:08). **Philles 110**

## ROSA Next Meeting At Chi, February 22

NEW YORK — The Record One-Stop Association (ROSA) will hold its next meeting at the swank Sheraton Chicago Hotel, February 21-22. ROSA President Irv Perlman said there will be a closed meeting, for members only, on Thursday (21) with the Friday meeting thrown open to manufacturers as well. The latter session will start with breakfast.

## Chudd Signs Preston

HOLLYWOOD—Lew Chudd last week signed Johnny Preston to an exclusive recording contract with Imperial Records. Preston formerly recorded for Mercury, where "Running Bear" was among his strongest chart riders. Imperial's Chudd told Billboard the Preston agreement is for three years.

## 'Operation Airwaves' Set As Smash January Theme

CHICAGO—"Operation Airwaves" is the theme of Smash Records new January album release and sales plan. Firm held a sales meeting in Chicago January 11. All of the firm's regional sales force were present. Charlie Fach, president, presided.

The new sales plan follows in the footsteps of the label's fall sales plan, which stressed radio advertising to strong results. Program covers the firm's new Smash and Fontana LP's for January, and spots a special **10 per cent discount plan, plus**

## BIG BOSSA TUNE SOLD BY PARIS

NEW YORK — One of the current important bossa nova tunes, "Recado," was sold last week by Duke Niles' Paris Music to Lee Eastman's Rytvoc Music firm. Sale price was reported to be \$15,000. Tune, penned by Djalma Ferreira and Luiz Antonio, was one of the most widely recorded songs during the current bossa nova craze.

## 'Spanish Twist' to Del-Fi

HOLLYWOOD — Bob Keene's Del-Fi Records last week purchased the master to "Spanish Twist," by the Roller Coasters on Wayne Goster's Holiday Inn label. The single, which has been evoking interest in the Midwest, will be issued under the Del-Fi banner.

## Liberty to Set Branch In N. Y.

NEW YORK—Liberty Records is getting ready to set up its own branch operation in New York. Firm, which has been opening its own branches in a number of key markets, feels that it is important to have its own set-up in New York. According to Don Bohanan, sales exec with the label, "Malverne has done an excellent job for us here, and we can't do without a distributor. But we want to have our own branch in New York market." Liberty will start its own operation in New York March 1.

## UA Winds Up Kid Marketing Test

NEW YORK — The United Artists label has completed its six-month test-marketing period for kiddie records and says it has moved 1 million of its Tale Spinners albums. The sets were introduced last July at 99 cents. There were 10 albums in the original release.

Art Talmadge, UA prexy, also noted that five new titles have been added to the line to tie in with the 1963 Jamboree sales program. It was also revealed that UA has added kiddie disks to the regular line, apart from the Tale Spinner series. These albums are being produced by Frank Luther.

The great majority of material in the Tale Spinner line was moved in racks but much credit for the 1 million figure was credited to a dealer incentive program which saw dealers placing Tale Spinner racks in neighboring non-music stores. A new and improved rack has been devised for display and sale of the product, and a counter browser box will be continued.

## JUDY HOLLIDAY CASTER TO WB

HOLLYWOOD — Warner Bros. Records has landed the original-cast rights to the forthcoming Broadway musical, "Hot Shot," which will star Judy Holliday and open in New York in the spring.

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# CBS French Distrib Takes Bow Officially

By EDDIE ADAMIS

PARIS — On February 1 a cocktail party given at Le Doyen will mark officially the merger of CBS Records with the French company, Art, Technique et Commerce (ARTECO), which will handle exclusive distribution of the American label throughout France.

Present at this shindig, representing CBS, will be Goddard Lieberman, president; Harvey Schein, vice-president, international; Peter de Rougement, vice-president European operations; Stanley West, co-ordinator, European operations; Nat Shapiro, director a.&r., international; Michel Vermette, manager, promotion and merchandising, and other high CBS execs.

On the ARTECO side, Bernard L. Taylor, president; Serge Beucler, manager of merchandising, and Pat Amore, manager of CBS Records for France.

International name artists such as Ingrid Bergman, Ray Conniff, Robert, Gaby and Jean Casadessus will also be present.

On this occasion, every guest will be presented with a pro-

motional LP containing excerpts of recordings by international CBS talent. This promotional LP spearheads the first releases of recordings by Ray Conniff, Duke Ellington, Louis Armstrong, Dave Brubeck, Percy Faith, and others. February 11 also mark the first releases of classical recordings by such artists as Vladimir Horowitz, Eugene Ormandy, Philippe Entremont, Igor Stravinsky, Isaac Stern, Robert and Gaby Casadessus, Bruno Walter, Rudolf Serkin and Leonard Bernstein.

Besides the marketing and the promotion of the international repertoire of the CBS catalogs emanating from U. S., South America and Europe, one of the most important events will perhaps be the development of a French roster of artists who will be recorded locally not only for France but also for the rest of the world.



ROY ORBISON has another big one in "In Dreams," his latest Monument release. Behind the eminent song stylist are such solid hits as "Only the Lonely," "Crying," "Running Scared," "Dream Baby," "Candy Man," "Blue Angel," "I'm Hurting" and "The Crowd." (Advertisement)

## ASCAP WINS

# Supreme Court Won't Hear Stations' Plea

WASHINGTON — The Supreme Court has refused to hear the argument of television broadcasters who want a clearance-at-the-source license for music in film product used on television. A broadcast committee headed by Hamilton Shea has filed a motion with the Supreme Court, seeking to transfer the case to the Circuit Court of Appeals in New York this spring.

On the grounds that it has no jurisdiction in the matter, the High Court upheld the earlier refusal of Federal District Judge Sylvester J. Ryan of New York to permit a demand for this type of music license from the American Society of Composers, Authors & Publishers for use of its music on television. Under such a license, the producer of a filmed program would get his own music license, and individual stations would need license only to use ASCAP music originating at the station level.

Judge Ryan said the federal district court did not have the power to fix a fee for the kind of licenses requested by the TV stations. Challenges to ASCAP fees are made in the New York court under the terms of the Society's consent decree, which was entered into in 1941 and has been amended in 1950 and

1960. TV broadcasters say they paid approximately \$19 million last year in ASCAP fees, which are based on a percentage of station revenue.

Supreme Court Justice Black dissented from the High Court majority decision. He believed the court should hear the appeal of the more than 300 TV broadcasters and decide on the question of the Supreme Court's jurisdiction in the case.

The television stations' appeal was based on the fact that under the consent decree entered into with the Department of Justice, ASCAP is required to maintain fair competitive standards for its licensees for the use of music by the more than 6,000 writers and 2,000 publishers in the organization. Judge Ryan also invoked the decree when he said he was not empowered to set fees under a type of license not covered in the decree terms.

TV broadcasters told the High Court that ASCAP "splits" the music-recording rights, relinquishes only the recording right to the original producer of film or tape, and retains the right to TV performance of the recorded music. They claim that the splitting practice plus "restrictive agreements" is in restraint of competition.

## INDUSTRY BRIEFS

### Ciccatti's Dream True

NEW YORK—The Dreamers, a vocal quartet hailing from Yonkers, New York, are featured in their first Colpix release, "Because of You," b-w "Little Girl." Colpix signed the group recently to an exclusive contract on the strength of a master submitted by their manager, Lew Ciccatti.

### Boris Morros Dies

NEW YORK—Boris Morros, motion picture producer, died in New York January 8 after a long illness. He was 73. Morros was associated with the film industry for many years as a musical director, and was the founder of ARA Records. For a decade, Morros was involved in Russian espionage, while serving as a counter-spy for the FBI.

### Laganella to Free Lance

PHILADELPHIA—Chic Laganella, for the past four years art director of Chancellor Records, is leaving the firm January 15 to free lance. He will continue to design Chancellor album covers and other art

items on an independent-contractor basis.

### Rush Chamberlain LP

NEW YORK—MGM Records is rushing copies of "Richard Chamberlain Sings," the first album by the actor who portrays TV's "Dr. Kildare," to record shops, following Chamberlain's singing of "HiLili, HiLo" during an episode seen this month on the TV series. The song is included in the album. Chamberlain's singles of the "Dr. Kildare" theme and "Love Me Tender" were on the charts for a number of weeks.

### Merc Names Wolfson

CHICAGO—Herbert Wolfson has been named director of financial analyses and budgets by Mercury Records, in a number of changes and additions in the company's business staff. Appointed as director of sales administration is Paul Dudas, who will continue to act as chief accountant for branch administration.

## Atlantic Keeps on Adding A&R Men: New Arif Mardin

NEW YORK—Atlantic Records continues to add new a.&r. people and seek product from sources outside the company.

The label has taken on Arif Mardin as an assistant to album chief Neshui Ertegun. Mardin is a composer and arranger who taught at the Berklee School in Boston prior to joining the label.

New disk material has been obtained from Bob Crewe house and includes sides by Shepherd Sisters and vocalist Van Trevor. Crewe, of course, has had hits by the Four Seasons and Freddie Cannon over the past year. In addition to these production acquisitions, Atlantic has also signed jazz vocalist Nancy Harrow. John Lewis did a.&r. for the date.

The label is also extremely high on a new singing talent for its pop division. The singer is Barbara Greene, and her first single, "Long Tall Sally" and "Slippin' and Slidin'" is due this week.

## Liberty Offers Hollywood Trip as LP Sales Prize

HOLLYWOOD — Liberty Records has launched a six-month distributor salesman contest with an expense-paid weekend in Hollywood as first prize to the one who moves the most LP product. Other prizes—TV set, radios, sporting goods, clothing, jewelry and cash—will be awarded for such sales achievements as greatest percentage increase during a month's period, largest single order, and first to make quota.

A contest kit is provided each man, explaining how the contest works and detailing the awards. To add luster to the first-prize Hollywood weekend lure, the kit also includes a stack of travel folders devoted to Glamour Town. The contest is in effect from January thru July.

## Roulette Meeting Hears Best News

NEW YORK—Roulette Records concluded its January sales meet with the largest turnout of distributors, salesman and promotional personnel in its history last week and the best January orders ever. Meet was held here on January 4-5, and spearheaded by Roulette chief Morris Levy and sales chief Bud Katzell.

Meet was sparked by the firm's new program called "Operation Clean-Up," which works as follows: For every \$5 worth of Roulette, Roost, Tico or Gee LP's purchased, distributors may return \$1 worth of any label he desires. Program works the same way for dealers. Firm is also offering deferred billing on initial orders as well as catalog merchandise. There is also a special salesman's incentive bonus on the sale of all Roulette LP's during the period of the program, which runs until February 25. Firm showed new album merchandise for all labels, and had a live demonstration of the new album "How to Belly Dance for Your Husband," by Little Egypt.

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# The 'First Family' Story—WOW!

## Cadence LP Smashes Most Marks in History of Disks

By BOB ROLONTZ

NEW YORK—In the history of the phonograph record business there never has been an album that has broken so many records, or set so many new ones as the Cadence LP of "The First Family," with Vaughn Meader and Friends. It has sold more than any other LP ever issued, more than 4,000,000 as of January 10, just about two months after it was first released. It holds all-time records for the number of LP's sold in a day, a week and a month, and it has set new marks at RCA Custom where 2 million were pressed (in three busy weeks), and at Columbia's custom plants, where 1 million were made. Of the 4 million shipped, Cadence billed and shipped 3,600,000, the other 500,000-plus being shipped at no charge as part of the firm's four for 25, or 16 per cent merchandise deal.

That Cadence was able to meet the instantaneous and furious demand for the album—which ran as high as 1 million a week—with in days or even hours of the orders almost from the time the record started to jet off, is a tribute to the firm's quickly devised and ingenious production schedule.

This schedule was probably the most massive ever attempted in the record business. It is also a tribute to the printing firms, the album fabricators, the pressing plants and the trucking firms who met the intricate, rush production schedules. When it is noted that Cadence, like many other independent record labels, has no pressing facilities of its own, and that the demand for "The First Family" album came at the height of the Christmas buying season, the production job accomplished becomes even more extraordinary.

Something else that cannot be overlooked is the role played in "The First Family" story by Cadence distributors, who did a back-breaking job in getting the albums to dealers. The album set all-time marks with every distributor who handled it; Alpha Distributors in New York moved 300,000 "First Family" LP's in 16 wild and woolly days.

### In the Beginning

When Cadence shipped samples of its LP, "The First Family," the week of November 5, Cadence President Archie Bleyer and sales and promotion chief Bud Dollinger felt they had a pretty good album. They thought it would sell at least 100,000, and with luck would double or triple that, which would be a substantial sale for a new and unknown comic named Vaughn Meader. Production manager Bob Mack had placed a pressing order for about 15,000. Because Meader was due to be on the Ed Sullivan Show on Sunday, November 11, Cadence had shipped its New York distributor, Alpha, 100 copies to place in key store windows in Manhattan.

Monday, November 12, was a quiet day at Cadence, the firm's last quiet day for about two months. Tuesday, November 13, Bob Booker, co-producer of the "First Family" set, brought the LP to his old friend



BLEYER



DOLLINGER

Stan Burns at Station WINS in New York. Burns listened to parts of it and then put it on the air immediately and kept playing tracks from the LP during his entire show.

The phones started ringing at Alpha Distributors from dealers wanting copies. Harry Apostelaris of Alpha Distributors called Cadence and ordered 400 sets. Pete Myers of WINS continued to play the album on the station that same day. A little later Bob and Ray on WHN played excerpts. The phones kept jumping at Alpha. Apostelaris excitedly picked up the phone again and called Cadence. This time he ordered 20,000.

### Taking Off

Wednesday morning, November 14, Klavan and Finch started to expose tracks from the album over WNEW. By that afternoon almost every disk jockey in New York was "on" the LP. Alpha's orders that day totaled 20,000. He ordered another 25,000 copies from Cadence.

Thursday, November 15, the "First Family" was the talk of the town. Consumers were clamoring for copies. Alpha ordered another 25,000 for a whopping total of 70,500 in four days.

Cadence execs knew now they had a smash, though they still didn't know how big a smash it was. They had shipped 15,868 copies to Alpha and they were cleaned out and they still owed Alpha 55,000. And they anticipated that Alpha would ask for another 25,000 the next day. Alpha ordered 50,000 instead!

Here Mack decided he couldn't get enough pressing facilities on one coast to handle the album. He booked a flight to Los Angeles on Sunday, November 18 (the earliest reservation he could obtain), and assigned his assistant, Peter Hess, to fly to Indianapolis to set up pressing, printing and album facilities there. They were both met at the different airports by manufacturers and printers and album people. They both took with them front positives and

progressive proofs of the album covers that they had ordered from their New York printer.

"I wasn't worried about getting pressings in time," Mack said, "or even the albums. It was the four-color covers that concerned me."

### Coast Opens Up

On Friday, November 17, Ralph Story, of KNX in Los Angeles, started to lay on excerpts from the Meader disk. That same day a West Coast dealer called Dollinger and Bleyer in New York and demanded 200 records. When they told him they were clean, he screamed for copies without covers. They refused.

Said Dollinger: "If we did that we would have made it possible for counterfeiters to sell 'First Family' LP's all over the U. S. without covers. We told him he would have his 200 copies Tuesday. He did."

By Monday, November 19, "First Family" records were being pressed all over the country. RCA Victor was making them at Rockaway, N. J.; Indianapolis and Los Angeles. Columbia was pressing in Los Angeles; Bridgeport, Conn., and Pittman, N. J. Capitol was pressing them at its Scranton, Pa., plant; Monarch at its Los Angeles plants; Sonic at Hicksville, L. I., and All Dics in Roselle, N. J.

Printing was being done of "First Family" covers and liners by Lithograph Corporation of America in Bridgeport, Burford Printing in Indianapolis and Imperial in Hollywood.

And albums were being manufactured by County Box, Modern Album Company and Globe in New York; Modern Album in Terre Haute, Ind., and Hollywood, and Rek-O-Pak and Imperial in Hollywood.

The printers, jacket manufacturers and pressing plants came through "splendidly," according to Mack.

"They gave us unstinting cooperation. Victor had to take its Elvis Presley record of 'Girls, Girls, Girls' off their presses to make 'First Family' LP's and

(Continued on page 8)



## Radio One Biggest Factor, Bleyer Says

NEW YORK—"If there was any single thing that put over 'The First Family,' it was radio exposure," said Archie Bleyer last week in a discussion of the Vaughn Meader album.

"In case anyone underestimates the power of radio I can tell him that it is the most important medium of all in exposing not only singles, but albums."

"I say this because when we decided to go ahead with 'The First Family,' we had assurances that we would get it exposed on TV. In fact, we built a lot of our exposure campaign along the lines of TV programming. We didn't think then that radio was the right medium to expose this album. We felt that TV would enable people to see Meader and the rest of the cast and that a segment of, say, a TV variety show could be built around Meader's press conference or another aspect of the album.

"We were all wrong," said Bleyer. "Radio not only enabled listeners to imagine Meader as President Kennedy, but to imagine all of the other people in the cast in their respective roles. We

found the the onetime shots we had on TV didn't have nearly the impact of the radio play.

"It wasn't only the stations who normally programmed albums that helped put 'First Family' over," said noted sales chief Bud Dollinger, "but the Top 40 stations as well. We were surprised and pleased to find top 40 stations which never had programmed an album before playing tracks from 'First Family' and this got kids as well as adults interested.

"The sales of the album indicate something else," said Dollinger. "For a long time Archie has said that a soft record market is a misnomer. A soft market is one in which the manu-

(Continued on page 8)

## Archie Has a Kind Word For Those Who Blew It

NEW YORK—Archie Bleyer said last week that it was unfair to condemn any of the firms who turned down "The First Family," as a substantial number of companies did.

"When I first heard the album there were only a few demos of some skits and a script outlining the others. A lot of the sketches were unusable; some of them, as far as I was concerned, were not in good taste.

"Before we ever sat down to record the album we went over every single word in every skit. We tossed many ideas out and changed many of them around. We did our best to make sure everything was in unchallengeable taste. The album didn't come to us ready to go. It required hard work by all concerned before we had a workable script.

"When anyone knocks the firms who turned down the album, he's wrong. What they heard was not the material that finally came out on Cadence.

"So they turned it down. Well, I've turned down plenty of hits in my time too. It's not what you turn down that matters but what your track record is at the end of the year. Don't forget, a lot of firms that didn't accept the album have fine rec-

ords. That's what counts in the long run."

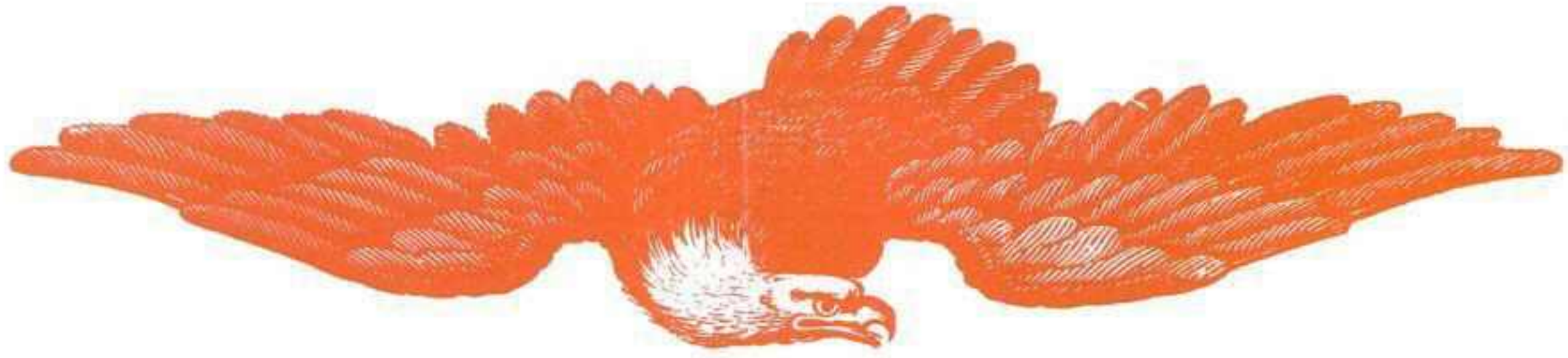


HESS



MACK





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## Billboard Launches Campus Service for Dealers, DJ's

NEW YORK—As part of its continuing research program, based on expanding industry service needs, Billboard this week launched a College Bureau project for record dealers, record programmers at radio-TV stations, juke box operators and recording artists making personal appearances on college campuses.

As outlined by Hal B. Cook, Billboard's publisher, "Campus Cub" reporters at some 50 colleges and universities across the country will form the nucleus of the new project.

Before recording artists appear at campus concerts, Billboard Campus Club representatives will alert record dealers, radio-TV stations and juke box operators to the time and place recording artists will appear.

Cook pointed out that in addition to alerting the local stations, dealers and operators, the campus representatives would also attend the personal appearance performance and report on reception and attendance for Billboard.

After the concert date, the campus representative will return to local record dealers to determine actual record sales by the artists. In a "dry run" of the project, a Campus Cub at Indiana University learned that one dealer in Bloomington sold 68 albums (50 monaural and 18 stereo) in the week following the concert appearance of the Limeliter and, because he had been pre-alerted to their concert, had stocked enough Limeliter albums to fill demand.

Campus Cub representatives have already been set at four universities. Billboard's newest industry service project will be directed by Frank Luppino, who has named David Freed, at the University of California; Paul Koors, Notre Dame; Ray Liverzani, University of Dayton, and Richard Cook, University of Indiana, as the first campus representatives. They will also work closely with campus radio stations and campus newspapers. Each will program or print from Billboard's record popularity charts each week.

## Norm Foley Quits Big 3

NEW YORK—Norman Foley, general professional manager of the Big Three Music firms, Robbins, Feist and Miller, resigned his post Friday (18). His future plans are not yet set. As of now no successor has been named. Foley has been with Big Three for the past 16 years, and is one of the music industry veterans.

# FTC Hits Trust 'Tendency' As Columbia Club Case Opens

• Continued from page 1

questioned about whether new artists signed by Columbia aren't lured into the fold, at least in part by the promise of having their material released through the club. He answered that as far as he knew this was not the case, even though he did not personally conduct such artist negotiations.

### Matter of Prices

The next witness was William Shockett, treasurer of Malverne Distributors here and Wendy Distributors in nearby Newark, N. J. Much of the questioning of Shockett dealt with matters of prices paid by Malverne to manufacturers for LP's and prices charged by the company for dealer purchases.

Over repeated objections by Columbia counsel, the questioning was allowed to proceed when FTC attorneys explained the necessity of establishing average or going prices for certain kinds of product within the industry as a basis for the claim that Columbia employs unfair pricing tactics.

It was brought out that Malverne pays \$1.61 for Liberty monaural records with a \$3.98 list and \$2.01 for stereo LP's with a \$4.98 suggested list. He said the company pays \$1.63 for Cameo-Parkway albums (both mono and stereo) with a suggested list of \$3.98. Verve \$4.98 albums are bought for \$2.06, Shockett said.

In connection with resale to its customers, Shockett said Malverne sells Liberty for \$2.23 and \$2.78 (mono and stereo); Cameo for \$2.16 and Verve for \$2.60 and \$3.10 (for \$4.98 and \$5.98 suggested list product respectively). Malverne customers were outlined as retailers, department stores, one-stops and rack jobbers.

### Billboard Man

Testimony by Billboard Research Director Thomas Noonan dealt with operating procedures involved in preparing record market research information for the industry. J. Stephens Stock, a market research consultant, testified as to methods employed in setting up the statistical "universe" of record dealers—from which the magazine developed its dealer sample—and which is the source of Billboard's market research information.

Noonan continued his testimony on the Billboard research program on the final day of the opening week's hearings.

Acting on behalf of Columbia were house counsel Clive

## Wild Bids Fly

• Continued from page 1

Over the past few weeks, executives from RCA Victor, (Steve Sholes and Bob Yorke), MGM (Jesse Kay) and Warner Bros. (reportedly Mike Maitland), have been out to visit the Anaheim spot to catch the kid in person. Reports are that his appearances are creating the same kind of excitement as Elvis Presley did in the early stages of his career.

Dale not only sings but also plays five instruments. His Del-Tone album "Surfer's Choice" is one of the top sellers in this market as are two of his singles, "Peppermint Man" and "Miserlou." The Del-Tone label is owned by Dale's father, Jim Monsour.

Davis and Asa Sokolow, Stewart Tobinowitz and Jeanne Silver, all of the firm of Rosenman, Colin, Kaye, Petschek and

FTC attorneys were Richard Lavine, Mort Needelman and Peter J. Dias.

Hearings continued this week.

## The 'First Family Story' Is a Wow

• Continued from page 6

they couldn't turn them over to Columbia or Capitol, for we had those plants locked up, too," he said. "But they came through.

"Columbia, with its own Christmas stuff rolling, also made room for us at Bridgeport and Pittman. They were all wonderful."

### No Holidays

Dollinger, Mack and Hess set up an over-all production chart to check every printer, jacket manufacturer and pressing plant in New York, Los Angeles and Indiana, the three production areas. They were on the phone day and night for almost four weeks, including Thanksgiving Day, Saturdays and Sundays. They lined up trucks to take the finished covers and liners to the jacket manufacturers and the jackets to the pressing plants. They then allocated the completed albums to their 32 distributors.

"You should see our phone bills," said Mack.

"Our distributors were incredible," said Dollinger. "They would send their own trucks to the plants to pick up the finished merchandise. Our Baltimore distributor used to have a truck waiting at the Victor Rockaway plant every day, and so did our Boston distributor."

In New York demand for albums was so great that dealers would come over in their own cars or in taxicabs and help unload the trucks arriving with "First Family" albums at the Alpha warehouse on 10th Avenue. They were billed as they shoved the albums into their cars or taxicabs and sped away. The same scene was being enacted in Los Angeles.

By November 23, about 10 days after the record had broken in New York, Cadence had billed and shipped more than 900,000 LP's, excluding the freebies. The firm had shipped more than 135,000 to Alpha in New York, and it still owed 150,000 on back order.

### All the Way

As of November 30 the firm had billed and shipped 2,100,000 records, again excluding the freebies which add up to 16 per cent over the top. As of December 7, total billed and shipped was 2,800,000; December 14, 3,200,000; December 21, 3,400,000; December 28, 3,500,000; January 5, 3,585,000; January 10, 3,600,000.

The album is still selling at the rate of about 10,000 a week. Still, shipments have been carefully watched to the extent that right now, according to Dollinger and Mack, they do not believe there are more than 10,000 albums out in the field that might be returned. "Our distributors are clean," says Dollinger, "and we think dealers are, too."

Just after the album really took off, and Cadence had shipped its first million LP's, a remarkable thing happened with the firm's distributors. It started when the firm's Hartford distributor, Eastern, called to place a large order. "I'm sending Archie a check for \$50,000," said Eastern chief Dick Godlewski. "If I don't pay it now I'll

never catch up, and I know Archie needs it." Several other distributors, almost simultaneously, did the same

### Distributors Came Through

Although Cadence is a strong, independent label, with a solid credit rating and cash in the bank, the help from distributors was welcomed because of the astronomical sums being laid out by the firm.

From then on the firm called on its distributors to send something with its orders. Distributors all came through with cash, many of them going out and getting loans on their accounts receivables.

At the height of the frantic demand, Dollinger was receiving impassioned calls from stores, racks and chains. He had one order for a direct sale of 100,000 LP's at \$2.10 each and turned it down. He told the store to see the local Cadence distributor.

"We turned down all direct sales," said Dollinger, "since we believe in letting our distributors handle all accounts."

Dollinger added that the "First Family" album had created an interesting development as far as dealers and distributors were concerned.

"In talking to our distributors, we have found that a number of them have got back some accounts that were being serviced by rack jobbers. It seems that when they wanted the 'First Family' they found they could get it more quickly from distributors than from the rackers. Distributors say that a number of chains have returned to them and intend to stay with them because of better service."

Could another album ever rise to repeat the fantastic "First Family" story? Dollinger: "I don't know whether there will ever be another that sells so many copies in such a short period of time. But we now know not only that an album can sell 4 million in a few months, but that it is also possible to produce 4 million and get them to the stores while they're hot."

## Radio Biggest Factor

• Continued from page 6

facturers don't have the product on the market the consumers want. Give them the records they want and they'll buy.

"I've disagreed with Archie in the past about this, but I think that sales of 'First Family' prove him right."

### ATTENTION

## NASHVILLE!

Comptroller-accountant of a large New York record company moving to Nashville in February. All phases of purchasing, production control, office management, accounting taxes and inventory.

Box 466, Billboard,  
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2 Sure Fire Hits

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WHAT MAKES LITTLE GIRLS CRY  
2176

Van Trevor

I WANT TO CRY

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2175

ATLANTIC RECORDS

Produced by Bob Crewe



# "How fast is fast from RCA Custom?"



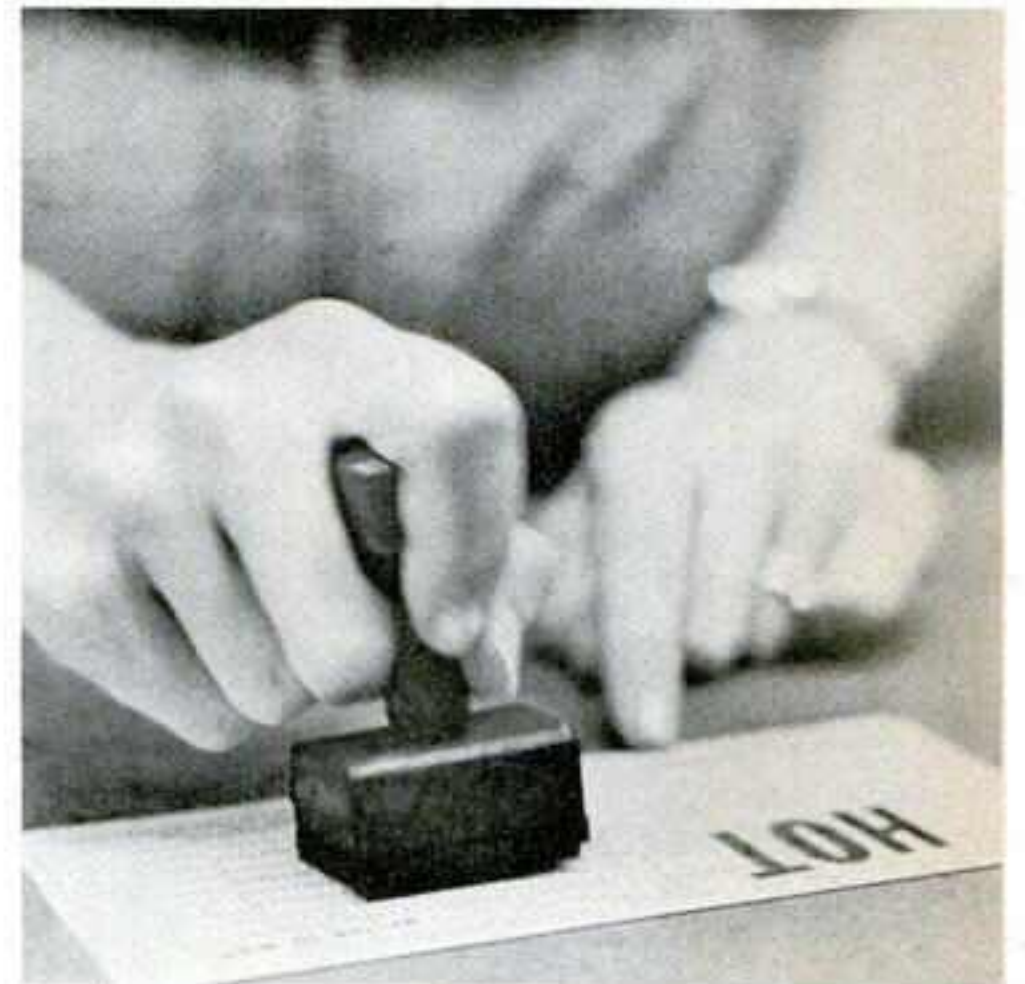
## 11 A.M. PHONE CALL

(To reorder, a phone call to your salesman starts the wheels turning for fast, fast, fast delivery!)



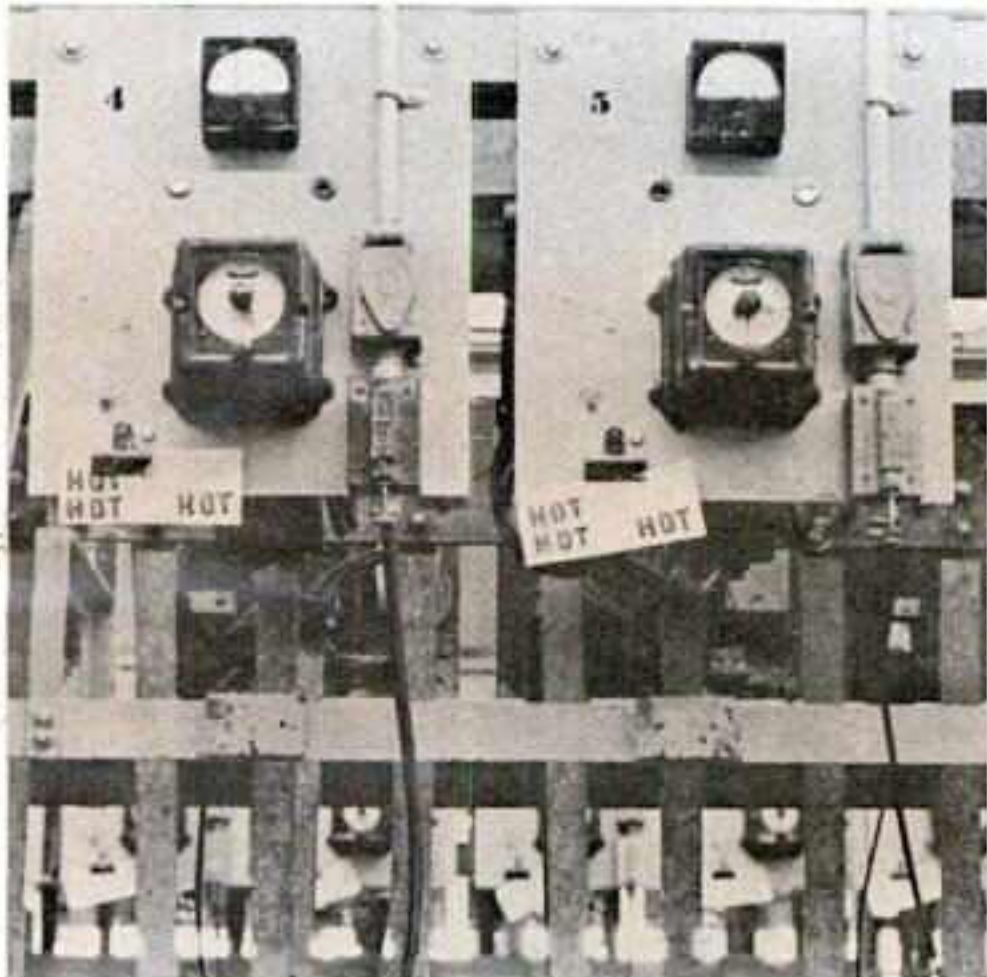
## 11:10 A.M. TELETYPE RECEIVED

(Open teletype at 3 factories, receives order—types it up—complete with invoice carbons.)



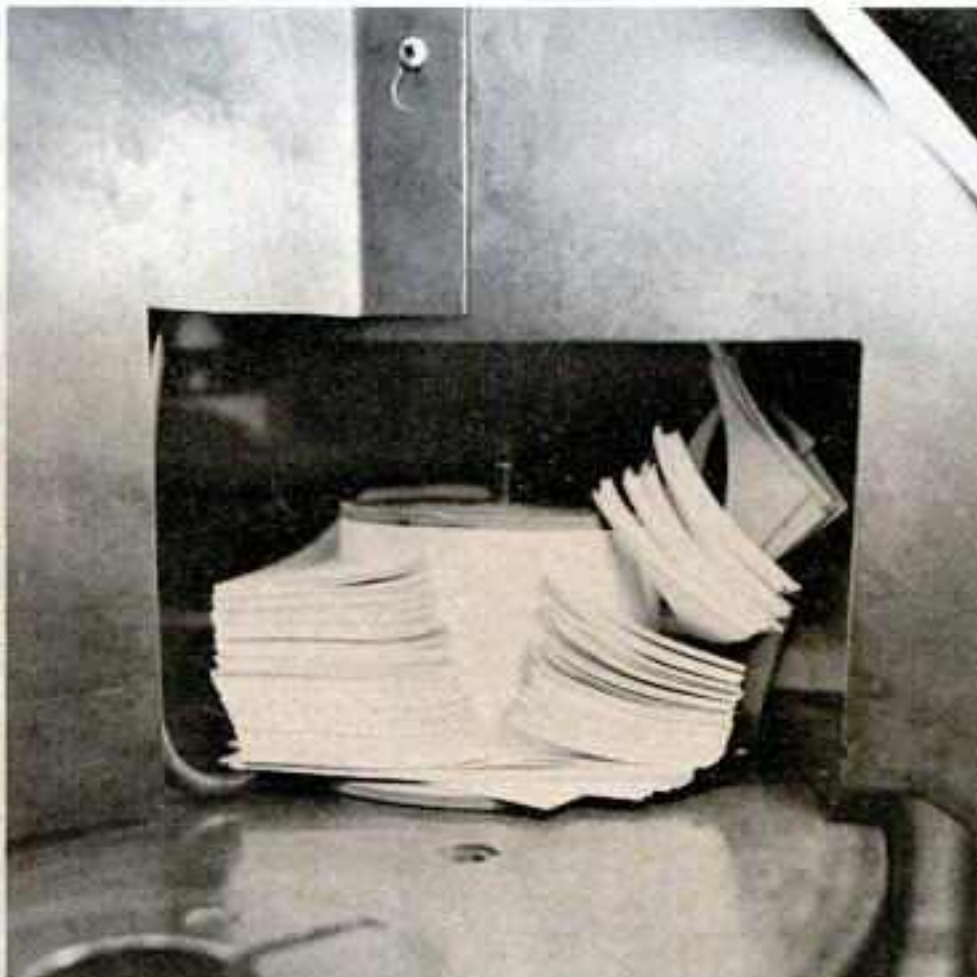
## 11:20 A.M. METAL MOLD TO PLANT

(Metal mold of your record is pulled from files. Routing card stamped "hot!")



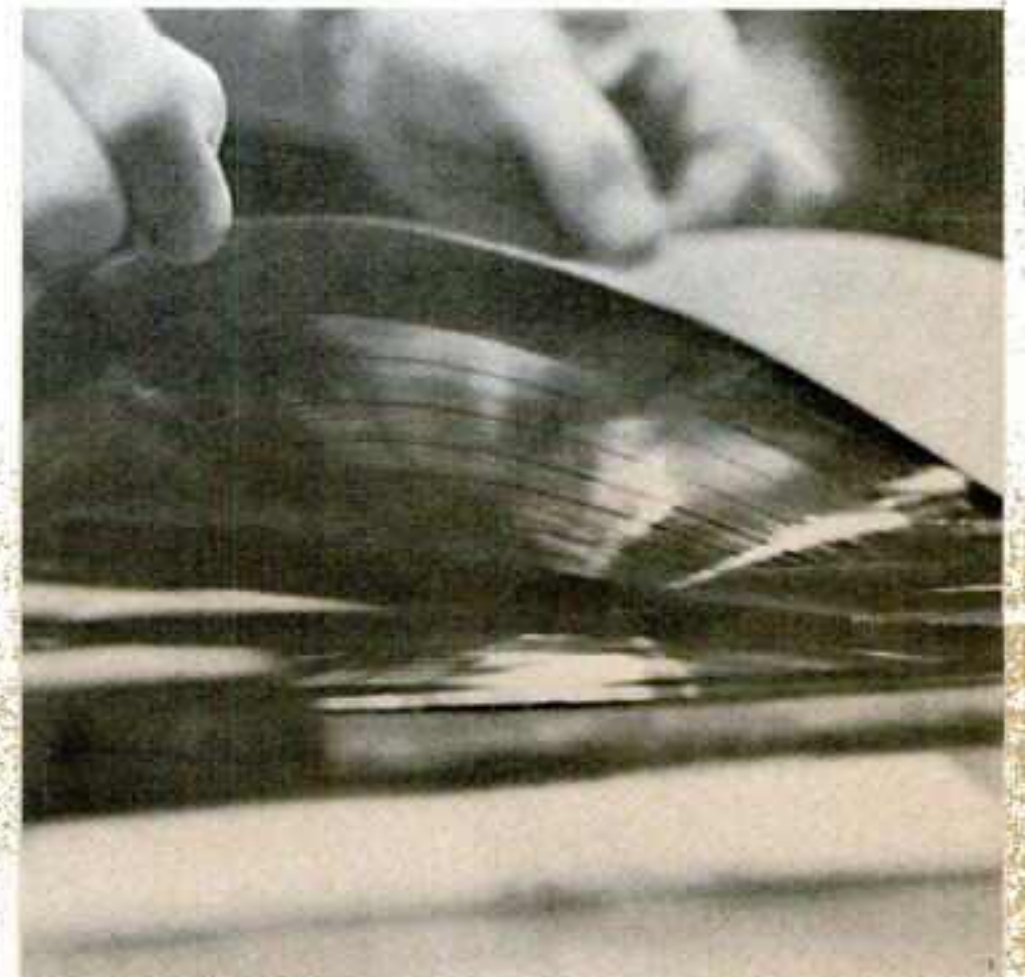
## 11:30 A.M. METAL MOLD PLATED

(Metal mold is plated with nickel, followed by copper to make metal stamper.)



## 11:30 A.M. LABEL PREPARED

(At same time, labels are printed. We keep your label plate ready to roll.)



## 2:00 P.M. METAL STAMPER READY

(Electrolytic process completed. Zip! Metal mold and nickel stamper separated.)



## 2:30 P.M. RECORD ON PRESS

(Labels and stampers converge with plastic at press. Presto! A record in a matter of seconds.)



## 4:30 P.M. READY FOR SHIPPING

(Your record is inspected, packaged, boxed in shipping cartons and on its way.)



## NEXT DAY DELIVERY!

(Efficient handling of your initial phone order enables your happy distributors to receive their records the next day!)

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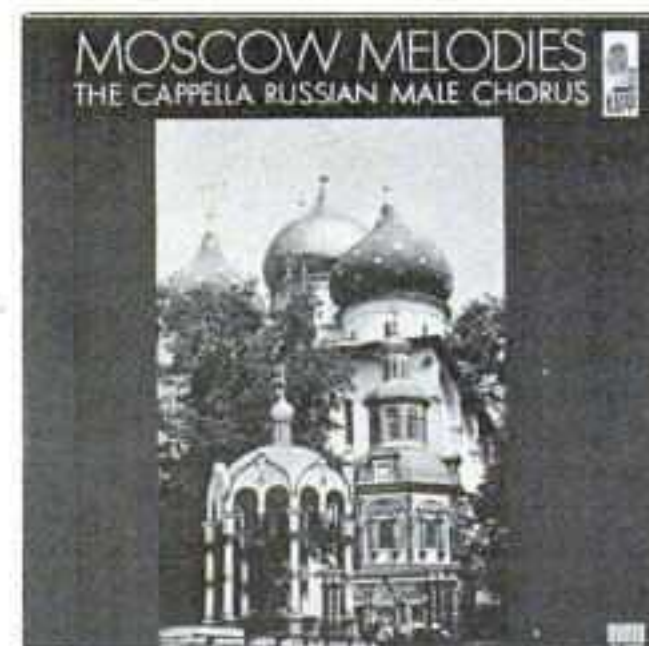
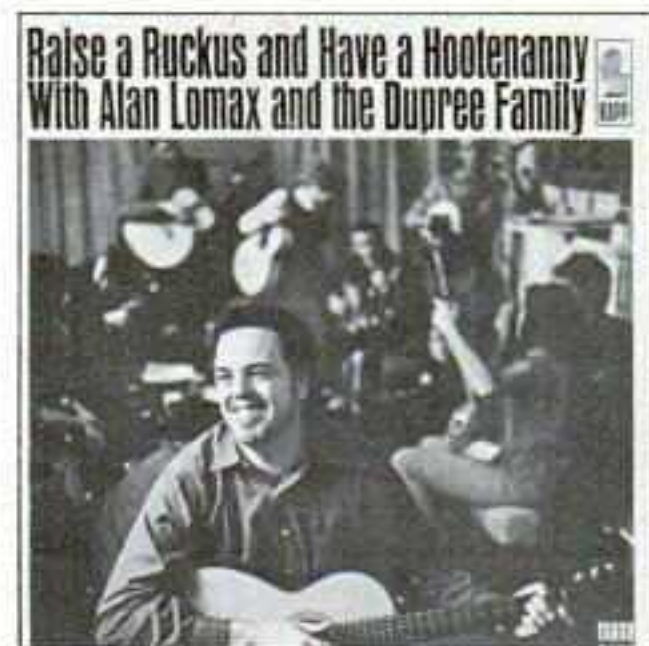
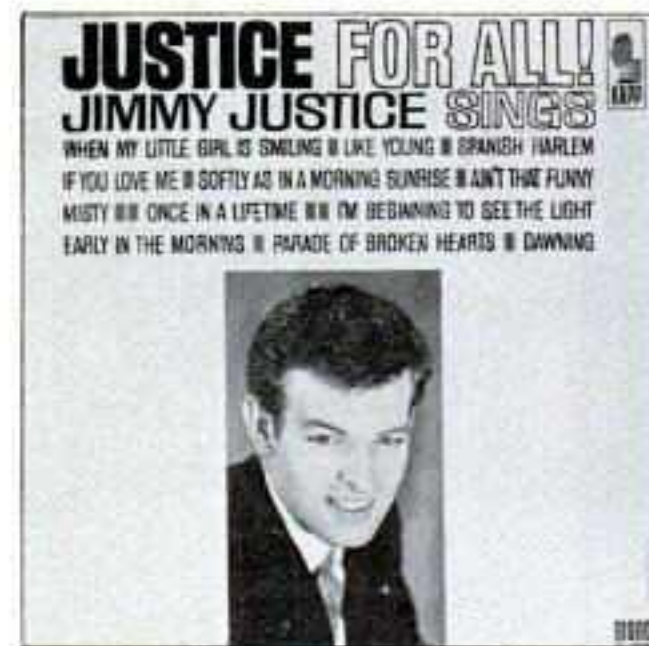
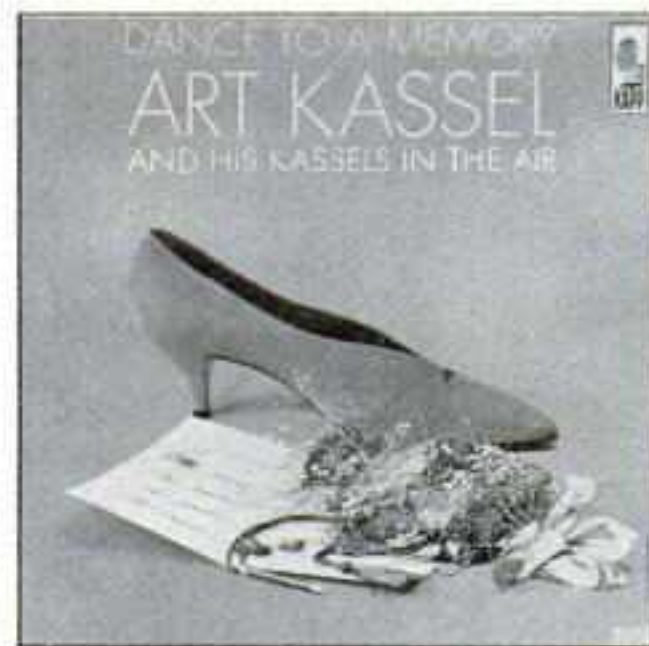
155 East 24th St., New York 10, N. Y., MU 9-7200 ■ 445 N. Lake Shore Dr., Chicago 11, Ill., WH 4-3215 ■ 600 17th Ave. S., Nashville 3, Tenn., AL 5-6691 ■ 1510 N. Vine St., Hollywood 28, Cal., OL 4-1660





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Columbia Recording Stars

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Cohen T. Williams, President  
(The Ole Flour Peddler)  
Martha White Mills, Inc.

## TALENT TOPICS

### New York

The Clara Ward gospel singers are living pretty high off the hog these days. They soon conclude a stint in Las Vegas, Nev., that has gone 38 weeks and then go on tour with the Jack Benny concert show. With Benny they will play the O'Keefe Center in Toronto for two weeks and they open in this city with the same show at the Ziegfeld Theater

February 25. They also play the Ed Sullivan TV show in March. . . . The Chad Mitchell Trio will be presented in concert at Town Hall March 16. . . . Crofut and Addiss, the folk-singing duo, are pledged to tour with Stan Getz on the West Coast and through college dates for six weeks beginning February 8. The folk-niks also have an album set on Verve. . . . Jack Benny returns to New York Stage February 27

after an absence of 31 years as star of a one-man show.

### Boston

The Monticello's Ceasar Tammagno has been dicking with Carol Channing and is hopeful of getting her before Patti Page comes in for a March stand. Gordon and Sheila MacRae and Myron Cohen are on the schedule for early appearances. He has already signed the McGuire Sisters for a summer date. . . . Decca's Tony Arden is doing nicely at the Surf Lounge in Revere. Orchestra leader Tony Lavelli has been tapped for a TV series that calls for the hero to be an actor-musician.

Columbia brought in Dion this week to publicize his newest record, "Ruby Ann," and did the rounds of deejays. The record firm has promoted Sal Ingame, former promotion man, its field promotion manager for the East Coast. His Boston spot will be taken over by Russ Blood, a former free-lance promotion operator. . . . Dumont Distributors had Freddy Cannon of the Swan label in last week for a round of the radio and TV stations to push his new number, "Come On and Love Me."

CAMERON DEWAR

### Nashville

Monument's talented Roy Orbison in for session at RCA Victor's studios. . . . Speaking of Monument, their new offices in Hendersonville near Nashville are second to none in beauty and functionalism. . . . The interior is sheer plush and outside of building features attractive design built around a star effect.

Dottie and Bill West, who wrote "Is This Me," are banking on Jim Reeves' just released rendition to pile up the sales.

## 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.

### SANDY STEWART (Colpix)

**HOME TOWN:** Philadelphia. **EDUCATION:** High school. **HOBBIES:** Knitting, swimming. **BACKGROUND:** Sandy Stewart started singing lessons when she was 10, and she began working professionally at 14. Her first break came when she was signed for Eddie Fisher's "Coke Time" show in 1955. Miss Stewart moved to New York to finish high school and in 1957 replaced Betty Johnson on Galen Drake's radio show and appeared with him for two years. In 1960, she sang for a season on Garry Moore's morning program and soon began studying dramatics which she has been pursuing for three years. The songstress became a regular on the "Perry Como Show" during the 1961-1962 season. It was on a recent segment of the Como show that Sandy Stewart introduced her current hit single.

**LATEST SINGLE:** Sandy Stewart's Colpix single of "My Coloring Book" continues to climb on the Hot 100.

**LATEST ALBUM:** Recently released, her first Colpix LP is titled, of course, "My Coloring Book."



. . . Flip side is "Missing Angel." Acuff-Rose pros excited about new signee Larry Henley, who is getting a hefty promotion push. Acuff-Rose writer extraordinaire John Loudermilk, has "far-away look" in his eyes as plans jell for appearances with "Our Man in Nashville" Chet Atkins. . . . Tour to include Rome, parts of France, England and other European stops.

Ken Nelson scheduled here January 21 for album session with Ferlin Husky. . . . Ken, who will fly in from the coast

for the waxing, is c.&w. executive producer for Capitol.

A sparkling pair—Paul and Paula—each late-teens, winged in from Dallas for date with Mercury. . . . They cut an album at Phillips studio, and were followed shortly by Leroy Van Dyke, also a Mercuryite.

New Starday album, "Soldier Sing Me a Song," by Bill Clifton promises to reach beyond the c.&w. market. . . . Careful researching of background material should lend added depth.

MARK-CLARK BATES

## 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 21-27  
(All Times Eastern Standard)

### TUESDAY 22—JOANIE SOMMERS

The Warner Bros. singer guests on the Jack Benny show (CBS-TV, 9:30-10 p.m.). Her current W.B. single is "Bobby's Hobbies" b.w. "Goodbye Joey."

### THURSDAY 24—SAMMY DAVIS JR.

The Reprise recording artist entertains for most of the hour on the Andy Williams show (NBC-TV, 10-11 p.m.). His new single is "Me and My Shadow" b.w. "Sam's Song."

### THURSDAY 24—BENNY GOODMAN

The music of the veteran bandman gets great exposure on "The World of Benny Goodman" (NBC-TV, 8:30-9:30 p.m.). Goodman has numerous recordings on many labels including Columbia, Capitol, RCA Victor and MGM.

### FRIDAY 25—FLORENCE HENDERSON

Miss Henderson performs on the Jack Paar show (NBC-TV, 10-11 p.m.). The singer has many show albums available on RCA Victor.

### SUNDAY 27—NEIL SEDAKA

RCA Victor's Neil Sedaka appears on the Ed Sullivan show (CBS-TV, 8-9 p.m.). His latest chart single is "Next Door to an Angel" and his new LP is titled "Neil Sedaka Sings His Greatest Hits."

### SUNDAY 27—PHYLIS CURTIN, ANDRE KOSTELANETZ

Both perform on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.). Miss Curtin, one of the new Metropolitan opera stars, has recordings available on RCA Victor and Columbia. Andre Kostelanetz has a wealth of albums on the market for the Columbia label.





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## THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JANUARY 26

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	10	<b>WALK RIGHT IN</b>	By Darling-Svanoe—Published by Ryerson (BMI)	2
2	11	<b>HEY PAULA</b>	By Hildebrand—Published by LeBill-Marbill (BMI)	2
3	1	<b>GO AWAY LITTLE GIRL</b>	By Goffin-King—Published by Aldon (BMI)	8
4	2	<b>TELSTAR</b>	By Meek—Published by Campbell-Connelly (ASCAP)	10
5	5	<b>TELL HIM</b>	By Bert Russell—Published by Mellin (BMI)	6
6	6	<b>THE NIGHT HAS A THOUSAND EYES</b>	By Weisman-Wayne-Garrett—Published by Blen-Mabs (ASCAP)	5
7	7	<b>TWO LOVERS</b>	By W. Robinson—Published by Jobete (BMI)	6
8	9	<b>MY DAD</b>	By Mann-Weil—Published by Aldon (BMI)	6
9	4	<b>LIMBO ROCK</b>	By W. E. Strange-Jon Sheldon—Published by Four Star-Twist (BMI)	15
10	19	<b>MY COLORING BOOK</b>	By Ebb-Kander—Published by Sunbeam (BMI)	2
11	14	<b>IT'S UP TO YOU</b>	By Jerry Fuller—Published by Four Star (BMI)	5
12	13	<b>UP ON THE ROOF</b>	By Goffin-King—Published by Aldon (BMI)	5
13	3	<b>HOTEL HAPPINESS</b>	By L. Carr-E. Shuman—Published by Dayben-Mansion (ASCAP)	8
14	17	<b>LOOP DE LOOP</b>	By Vann-Dong—Published by Tobi-Ann & Vann (BMI)	3
15	15	<b>I SAW LINDA YESTERDAY</b>	By Lee-Reynolds—Published by Jack (BMI)	4
16	8	<b>PEPINO THE ITALIAN MOUSE</b>	By Allen-Merrell—Published by Romance-Ding Dong (BMI)	6
17	20	<b>HALF HEAVEN—HALF HEARTACHE</b>	By Schroeder-Gold-Gochring—Published by Arch (ASCAP)	3
18	28	<b>YOU'VE REALLY GOT A HOLD ON ME</b>	By Robinson—Published by Jobete (BMI)	2
19	27	<b>I'M GONNA BE WARM THIS WINTER</b>	By Hunter-Barkan—Published by Merna (ASCAP)	2
20	22	<b>EVERYBODY LOVES A LOVER</b>	By R. Allen-R. Adler—Published by Korwin (ASCAP)	5
21	16	<b>ZIP-A-DEE-DOO-DAH</b>	By R. Gilbert-A. Wrubel—Published by Joy (ASCAP)	7
22	29	<b>DON'T MAKE ME OVER</b>	By David-Bacharach—Published by Bacharach-Jac (ASCAP)	3
23	21	<b>BOBBY'S GIRL</b>	By Hoffman-Klein—Published by A.M.E. (BMI)	12
24	24	<b>REMEMBER THEN</b>	By Powers-Rose—Published by Maureen (BMI)	2
25	12	<b>BIG GIRLS DON'T CRY</b>	By B. Crewe-B. Gaudio—Published by Bobob (ASCAP)	14
26	25	<b>SHUTTERS AND BOARDS</b>	By Murphy-Turner—Published by Camp & Canyon (BMI)	4
27	—	<b>FROM A JACK TO A KING</b>	By Miller—Published by Dandelion (BMI)	1
28	—	<b>CINNAMON CINDER</b>	By Regan—Published by Algrace (BMI)	1
29	—	<b>LITTLE TOWN FLIRT</b>	By Shannon-McKenzie—Published by Vicki-McLaughlin (BMI)	1
30	23	<b>RETURN TO SENDER</b>	By O. Blackwell-W. Scott—Published by Presley (BMI)	14

### RECORDINGS AVAILABLE (Best Selling Record Listed in Bold Face)

- WALK RIGHT IN**—Moments, Era 3099; Rooftop Singers, Vanguard 35017.
- HEY PAULA**—Paul & Paula, Philips 40084.
- GO AWAY LITTLE GIRL**—Steve Lawrence, Columbia 42601.
- TELSTAR**—Tornadoes, London 9561; Margie Singleton, Mercury 72079.
- 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.
- MY DAD**—Paul Peterson, Colpix 663.
- LIMBO ROCK**—Chubby Checker, Parkway 849; Billy Wade, Twin Hits 2033; Dave Pike, Prestige 242.
- MY COLORING BOOK**—George Chakiris, Capitol 4892; Kitty Kallen, RCA Victor 8124; Sandy Stewart, Colpix 669; Barbara Streisand, Columbia 42648.
- IT'S UP TO YOU**—Rick Nelson, Imperial 5901.
- UP ON THE ROOF**—Drifters, Atlantic 2162.
- HOTEL HAPPINESS**—Brook Benton, Mercury 72055.
- LOOP DE LOOP**—Johnny Thunder, Diamond 129.
- I SAW LINDA YESTERDAY**—Dickey Lee, Smash 1719.
- PEPINO THE ITALIAN MOUSE**—Lou Monte, Reprise 20106.
- HALF HEAVEN—HALF HEARTACHE**—Gene Pitney, Musicor 1026.
- YOU'VE REALLY GOT A HOLD ON ME**—Miracles, Tamla 54073.
- I'M GONNA BE WARM THIS WINTER**—Connie Francis, MGM 13116.
- EVERYBODY LOVES A LOVER**—Shirelles, Scepter 1243.
- ZIP-A-DEE-DOO-DAH**—Bob B. Soxx & the Blue Jeans, Philles 107.
- DON'T MAKE ME OVER**—Dionne Warwick, Scepter 1239.
- BOBBY'S GIRL**—Marcelo Blane, Seville 120.
- REMEMBER THEN**—Earls, Old Town 1130.
- BIG GIRLS DON'T CRY**—Four Seasons, Vee Jay 465; David Carroll, Mercury 72070.
- SHUTTERS AND BOARDS**—Jerry Wallace, Challenge 9171.
- FROM A JACK TO A KING**—Ned Miller, Fabor 114.
- CINNAMON CINDER**—Cinders, Warner Bros. 5326; Pastel Six, Zen 102.
- LITTLE TOWN FLIRT**—Del Shannon, Big Top 3131.
- RETURN TO SENDER**—Elvis Presley, RCA Victor 8100.

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.



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RECORDS  
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COUNTRY MUSIC

Billboard  
**HOT COUNTRY SINGLES**

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	<b>DON'T LET ME CROSS OVER</b> ..... 8 Carl Butler, Columbia 42593	8
2	1	<b>BALLAD OF JED CLAMPETT</b> ..... 8 Lester Flatt & Earl Scruggs, Columbia 42606	8
3	3	<b>RUBY ANN</b> ..... 8 Marty Robbins, Columbia 42614	8
4	8	<b>SECOND HAND ROSE</b> ..... 6 Roy Drusky, Decca 31443	6
5	7	<b>DOES HE MEAN THAT MUCH TO YOU?</b> .... 8 Eddy Arnold, RCA Victor 8102	8
6	6	<b>SING A LITTLE SONG OF HEARTACHE</b> ..... 12 Rose Maddox, Capitol 4845	12
7	17	<b>I TAKE THE CHANCE</b> ..... 5 Ernest Ashworth, Hickory 1189	5
8	14	<b>I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND</b> ..... 8 Porter Wagoner, RCA Victor 8105	8
9	5	<b>A GIRL I USED TO KNOW</b> ..... 17 George Jones & the Jones Boys, United Artists 500	17
10	15	<b>T FOR TEXAS</b> ..... 7 Grandpa Jones, Monument 801	7
11	11	<b>HELLO TROUBLE</b> ..... 10 Orville Couch, Vee Jay 470	10
12	16	<b>YOU'RE FOR ME</b> ..... 5 Buck Owens, Capitol 4872	5
13	12	<b>BAYOU TALK</b> ..... 5 Jimmy "C" Newman, Decca 31440	5
14	13	<b>MAMA SANG A SONG</b> ..... 27 Bill Anderson, Decca 31404	27
15	4	<b>I'VE BEEN EVERYWHERE</b> ..... 20 Hank Snow, RCA Victor 8072	20
16	25	<b>END OF THE WORLD</b> ..... 6 Skeeter Davis, RCA Victor 8098	6
17	10	<b>DOWN BY THE RIVER</b> ..... 6 Faron Young, Capitol 4868	6
18	29	<b>I WANNA GO HOME</b> ..... 2 Billy Grammer, Decca 31449	2
19	18	<b>BLACK CLOUD</b> ..... 5 Leroy Van Dyke, Mercury 72057	5
20	19	<b>A STRANGER WAS HERE</b> ..... 3 Darrell McCall, Philips 40079	3
21	9	<b>WALL TO WALL LOVE</b> ..... 12 Bob Gallion, Hickory 1181	12
22	-	<b>CAN'T HANG UP THE PHONE</b> ..... 1 Stonewall Jackson, Columbia 42628	1
23	23	<b>FROM A JACK TO A KING</b> ..... 5 Ned Miller, Faber 114	5
24	-	<b>WE MISSED YOU</b> ..... 12 Kitty Wells, Decca 31422	12
25	-	<b>KENTUCKY MEANS PARADISE</b> ..... 3 Glen Campbell & the Green River Boys, Capitol 4867	3
26	27	<b>HOUSE DOWN THE BLOCK</b> ..... 3 Buck Owens, Capitol 4872	3
27	24	<b>I'VE GOT THE WORLD BY THE TAIL</b> ..... 4 Claude King, Columbia 42630	4
28	-	<b>BETTER TIMES A COMIN'</b> ..... 3 Judy Lynn, United Artists 519	3
29	-	<b>MY SECRET</b> ..... 1	1
30	21	<b>IN THIS VERY SAME ROOM</b> ..... 2 George Hamilton IV, RCA Victor 8118	2

**WITH THE COUNTRY JOCKEYS**

By BILL SACHS

"I read your column with much interest, as we program four hours of c.&w. music, six days a week with our 5,000 watts," typewrites Byron Thomas, vice-president and general manager of WYAL, Scotland Neck, N. C. "Country music is here to stay," continues Thomas, "but it makes my blood boil to hear a deejay using slang language and 'talking down' to the country and western listeners. Any deejay who talks down to his listeners not only should be fired at once but should be buggy-whipped. I received by training in country music from a former boss who is now the best c.&w. deejay in America. His name is Tom Reeder at WARI, Abbeville, Ala. Some of these guys wearing the title of c.&w. deejay need to take a few hints from Tom. Please tell the diskeries to shoot c.&w. releases this way."

If you failed to receive a copy of Claude King's new Columbia release, "I've Got the World By the Tail," drop a request on your station letterhead to Tillman Franks at 604 Com-

mercial Building, Shreveport, La. . . . Bill Bowser is now freelancing in the deejay roll on WFNC, Fayetteville, N. C., where he's heard 2 to 3 p.m. and 7 to 8 p.m. daily, and 6:30 to 8 a.m. Sundays. . . . Bill Demjan has resigned as program director at WEIR, Weirton, W. Va., to become assistant PD at WJAS, Pittsburgh. He will be succeeded at WEIR by Tom Walters, formerly chief announcer at the station. . . . Mary Murphy, record librarian at WYAL, Scotland Neck, N. C., reports that she has received a request for a record by Jim Reeves, which she doesn't have or don't remember having heard. The record is "My Isle of Golden Dreams," said to be an oldie. "If such a record is in existence," writes Mary, "we would like very much to have a copy."

"We have been on the air since November 3, 1962," writes Lee Anderson, of KVWG, Pearsall, Tex., "but are having a terrible time getting service from the record companies. I don't  
*(Continued on page 19)*

**COUNTRY MUSIC CORNER**

By BILL SACHS

Johnny Cash and the Tennessee Three, George Jones and the Jones Boys, Grandpa Jones, June Carter, Johnny Western, Georgie Riddle and Gordon Terry have been signed for a Midwestern tour by Harry (Hap) Peebles, Wichita, Kan., promoter. Cities to be visited are Salina, Kan., January 19; Kansas City, Mo., 20; Sioux City, Ia., 21; Sioux Falls, S. D., 22; Lincoln, Neb., 23; Omaha, Neb., 24; Topeka, Kan., 25; Wichita, Kan., 26, and the KRNT Theater, Des Moines, Ia., working with Smokey Smith, 27. . . . Robert E. Frick, of R.E.F. Records, Indiana, Pa., is scanning the country field for single and instrumental talent to record for his label. . . . New recording facilities, the Goletz Studio, boasting "a new sound for country music," bowed recently at 5201 W. Mexico Street, Denver 19.

Some 5,000 loyal followers of country music took in the New Year's Day show at Memorial Auditorium, Sacramento, Calif., sponsored by KRAK and featuring such names as Johnny Cash, Hank Snow, Wanda Jackson, Bobby Bare, Ned Miller, June Carter, the Collins Kids, Ola Louise, Okie Paul Westmoreland, the Rainbow Ranch Boys, and the Tennessee Three. KRAK's Dick Haynes and Steve French emceed the proceedings. The reaction was such that the KRAK management skedded another country music spectacular for Memorial Auditorium January 16, highlighting "Grand Ole Opry" artists Minnie Pearl, George Jones, Webb Pierce, Ray Price, Claude King, Carl Smith and Red Sovine.

Marvin L. Hoerner is augmenting his regular deejay activities with a bi-monthly country music column in a widely circulated Northern Illinois newspaper. He invites artists to send him news on their activities, together with glossy photos. He is also interested in receiving information on

**Lou Epstein Honored**

CINCINNATI—In a party attended by 25 personal and business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner with Jimmie Skinner in the Jimmie Skinner Music Center, Cincy's top country music shop, was presented with a scroll signed by virtually every country name on the Nashville scene, naming him Colonel of Country Music for "his 20 years of pioneering the country music field and the many contributions he has made to that facet of the music business. Presentation was made by Skinner, who with Si Shulman, local advertising and publicity man, and Don Pierce, head of Starday Records, conceived the idea for the award. Among local traders attending the party were Chuck Seitz, King Records; Sam Klayman, of Supreme Distributing Company; Mel Nimon, Decca; Bill Sachs, Billboard; Bernie Spitz, Chuck Moore, Si Shulman, and Jimmie Skinner, Hi Kirsner, Mr. and Mrs. Ethel Lee Scarbrough, Mrs. Millie Epstein and Joe Elliott, of the Skinner music shop. Epstein has been hospitalized the last eight months.



CURTIS ARTIST PRODUCTION'S toppers, Hal Smith, left, and Jimmy Key, right, welcome Haze Jones to their firm in Goodlettsville, Tenn. Jones will be active in all phases of the business. Jones is a native of Columbia, Tenn.

country talent slated for tours through Northern Illinois, Eastern Iowa, Southern Michigan and Western Indiana for use in his column. . . . Cincinnati country singer Jay Jackson, currently sporting a new bluegrass release on the Rocket label, "My Home in Old Kentucky" b.w. "Memories of Love," both of which he penned himself, appeared as guest on Grant Turner's "Mr. D. J., U. S. A." on WSM, Nashville, recently. Mr. D. J. U. S. A. on the occasion was Ivy Hillis, of Station WSMT, Sparta, Tenn.

Country rag-timer Del Wood is in Room 605, Mid-State Baptist Hospital, Nashville, for a check-up. May be confined several weeks. Drop her a cheery note. . . . Also hospitalized is country singer Danny Harrison, who entered Memorial Hospital, Man, W. Va., January 15, to undergo surgery for a rupture. He'll be in about a week. . . . Ray Price and wife and young son stopped off in Kingsville, Tex., the other day for a visit with his friends on the mighty King Ranch (3,000,000 acres). Neal Merritt, PD at KOPY Radio, Alice, Tex., made the trip to Kingsville to spend the day with the Prices, and Neal reports they had a ball.

Latest bookings by Otto Devine, talent manager of WSM's "Grand Ole Opry," stack up as follows: Flatt and Scruggs, Max Meadows, Va., January 22; Hendersonville, N. C., 23; Union, S. C., 24; Easley, S. C., 25; Tracey City, Tenn., February 13; Fountain Heights, Tenn., 14; Ferlin Husky, Macon, Ga., January 26; San Antonio, February 7-17; Skeeter Davis, Macon, Ga., January 26; Carl Butler, Birmingham, Ala., January 26; Oklahoma City, February 9; Odessa, Tex., 10; the Willis Brothers and Minnie Pearl, Fort Worth, January 25-February 3; Stringbean, Savannah, Ga., January 30; Miami, 31; Bill Monroe, Chicago, February 1-3; Jimmy Newman, Birmingham, Ala., January 26; Hank Snow, Charleston, S. C., January 25; Charlotte, N. C., 26; Fort Rucker, N. C., 27; Justin Tubb, Seacaus, N. J., February 22; Jackson, N. J., 23; New Melford, Conn., 24; Billy Walker, Margie Bowes and the Wilburn Brothers, Rockford, Ill., January 30; Freeport, Ill., 31; the Louvin Brothers, Lenoir, N. C., January 26; Savannah, Ga., 30; Miami, 31; Loretta Lynn, Winnipeg, Man., January 30; Estevan, Sask., 31.

The regional network seg, "The Arthur Smith Show," is

currently playing in 11 major Southeastern markets, and a p.a. schedule has been arranged for the group that will take it through the Southeast. Unit began its road trek at Spartanburg, S. C., last Thursday (17), and followed with Charleston, S. C., Saturday (19). Upcoming dates include Greenville, S. C., January 24; Gastonia, N. C., 25; High Point, N. C., 26; Hickory, N. C., 31; Mount Airy, N. C., February 2; Cheraw, S. C., 9; Atlanta, Ga., 16; Kingstree, S. C., 22; Erwin, Tenn., 23; Norfolk, Va., March 9; Knoxville, Tenn., 16. On the tour, Arthur Smith is promoting two new albums, "Arthur ('Guitar Boogie') Smith Goes to Town" (Starday) and "Arthur Smith's Guitar With Voices" (ABC-Paramount), as well as his new Starday single, "Hospitality Blues" b.w. "Philadelphia Guitar."

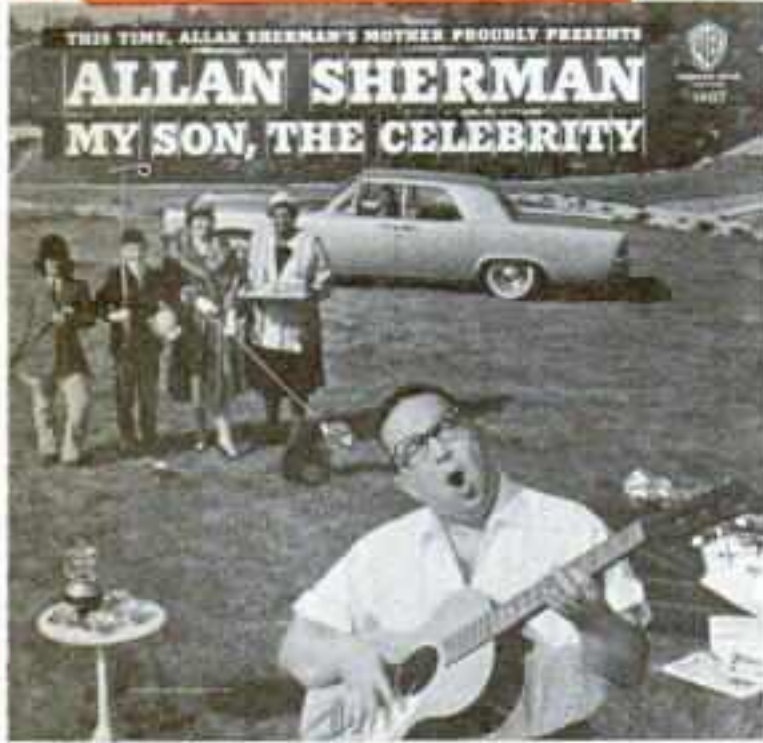
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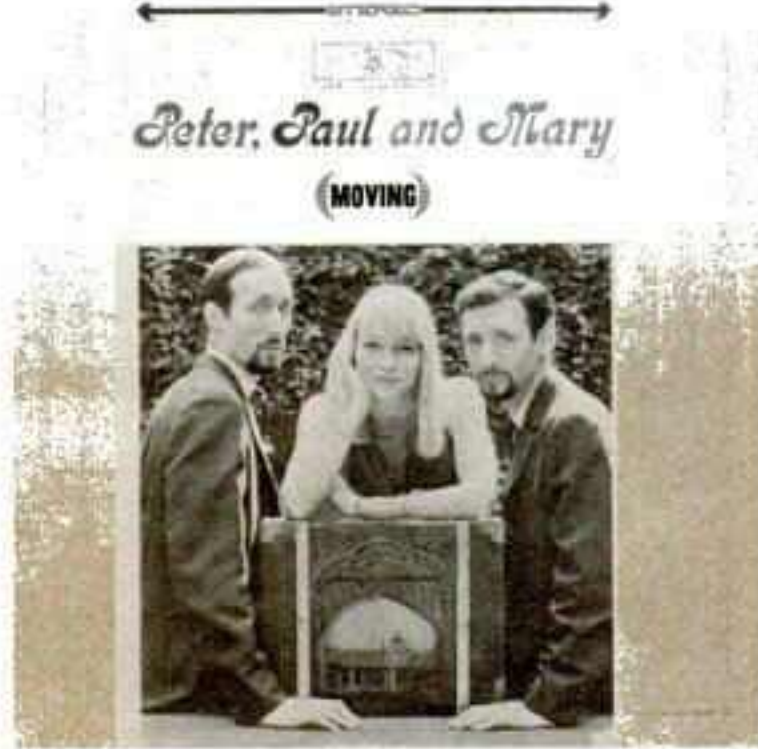
**THE MUSIC MAN**  
movie sound track • B/BS 1459



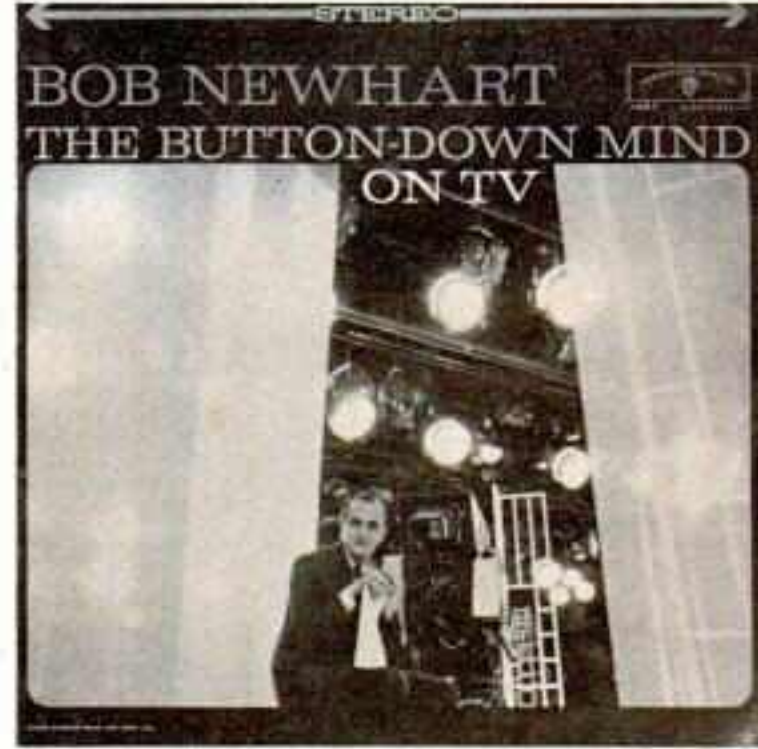
**MY SON, THE FOLK SINGER**  
Allan Sherman • W/WS 1475



**PETER, PAUL AND MARY**  
Peter, Paul and Mary • W/WS 1449



**MOVING**  
Peter, Paul and Mary • W/WS 1473



**THE BUTTON-DOWN MIND ON TV**  
Bob Newhart • W/WS 1467



# 5 MORE COMING



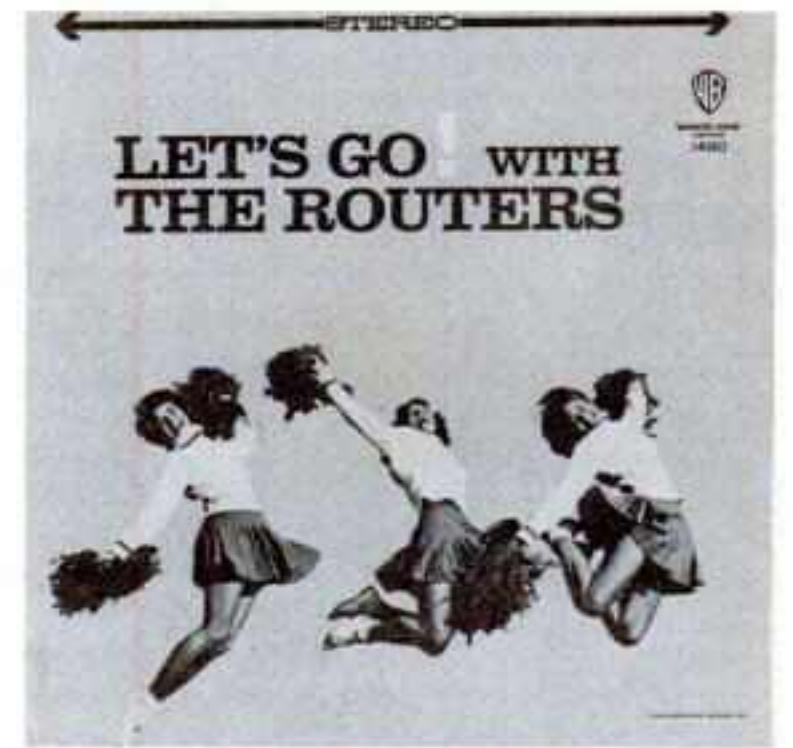
**EMILIO PERICOLI SINGS THE GOLDEN HITS OF ITALY**  
Emilio Pericoli • W/WS 1489



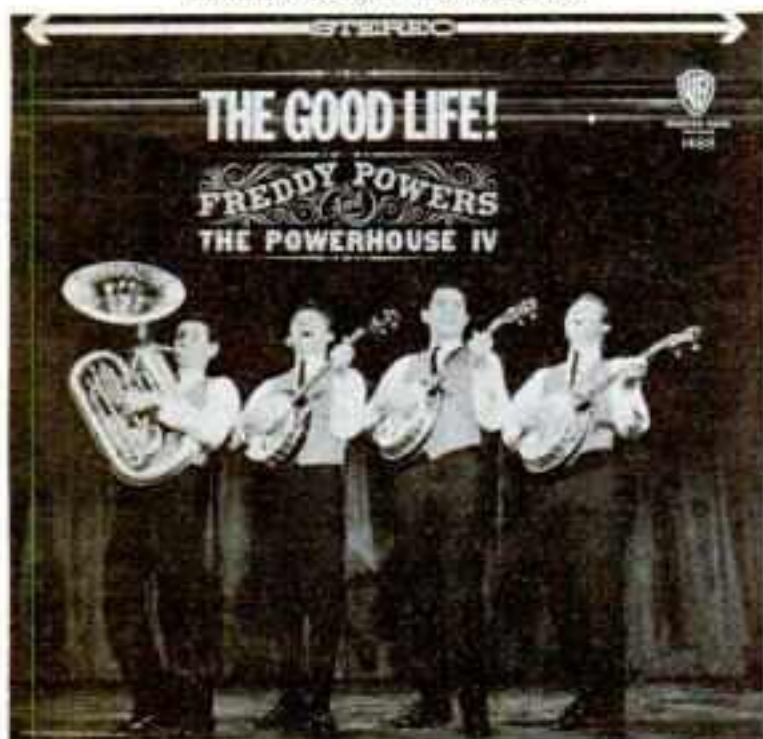
**THE PHOENIX SINGERS**  
The Phoenix Singers • W/WS 1485



**THE FOUR SAINTS**  
The Four Saints • W/WS 1477



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The Routers • W/WS 1490



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Henry Mancini, RCA.  
Dick Roman, Harmon.  
Pat Boone, Dot.  
Wayne King, Decca.  
Arthur Lyman, Crescendo.  
The Four Saints, Warner Bros.  
Andy Williams, Columbia.  
Have all  
recorded  
"Days of Wine and Roses."  
by Henry Mancini  
and Johnny Mercer,  
the theme  
from  
the Warner Bros. picture,  
"Days of Wine and Roses"



need we say more!



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**SONGS I SING**

**on the JACKIE GLEASON show**

*Frank Fontaine*

Orchestra conducted by  
SAMMY SPEAR



ABC-442

**FRANK FONTAINE**

**DISTRIBUTORS ARE SHIPPING NOW!**

**ABC-PARAMOUNT**





Billboard  
**HOT R&B SINGLES**

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 1/26	Weeks on Chart
1	1	<b>TWO LOVERS</b> .....	Mary Wells, Motown 1035	8
2	6	<b>YOU'VE REALLY GOT A HOLD ON ME</b> .....	Miracles, Tamla 54073	5
3	3	<b>HOTEL HAPPINESS</b> .....	Brook Benton, Mercury 72055	8
4	4	<b>RELEASE ME</b> .....	"Little Esther" Phillips, Lenox 5555	12
5	11	<b>DON'T MAKE ME OVER</b> .....	Dionne Warwick, Scepter 1239	3
6	18	<b>UP ON THE ROOF</b> .....	Drifters, Atlantic 2162	8
7	2	<b>YOU ARE MY SUNSHINE</b> .....	Ray Charles, ABC-Paramount 10375	8
8	9	<b>THAT'S THE WAY LOVE IS</b> .....	Bobby Bland, Duke 360	2
9	30	<b>LOOP DE LOOP</b> .....	Johnny Thunder, Diamond 129	2
10	5	<b>TELSTAR</b> .....	Tornadoes, London 9561	6
11	10	<b>LIMBO ROCK</b> .....	Chubby Checker, Parkway 849	11
12	13	<b>TELL HIM</b> .....	Exciters, United Artists 544	6
13	19	<b>SEE SEE RIDER</b> .....	La Vern Baker, Atlantic 2167	7
14	14	<b>STRANGE I KNOW</b> .....	Marvelettes, Tamla 54072	5
15	12	<b>I SAW LINDA YESTERDAY</b> .....	Dickey Lee, Smash 1791	2
16	7	<b>ZIP-A-DEE-DOO-DAH</b> .....	Bob B. Soxx and the Blue Jeans, Phillies 107	8
17	8	<b>THE NIGHT HAS A THOUSAND EYES</b> .....	Bobby Vee, Liberty 55521	4
18	21	<b>CHAINS</b> .....	Cookies, Dimension 1002	9
19	16	<b>RETURN TO SENDER</b> .....	Elvis Presley, RCA Victor 8100	12
20	15	<b>YOU'RE GONNA NEED ME</b> .....	Barbara Lynn, Jamie 1240	2
21	23	<b>KEEP YOUR HANDS OFF MY BABY</b> .....	Little Eva, Dimension 1003	10
22	28	<b>MY DAD</b> .....	Paul Petersen, Colpix 663	4
23	22	<b>BIG GIRLS DON'T CRY</b> .....	Four Seasons, Vee Jay 465	13
24	-	<b>HE'S SURE THE BOY I LOVE</b> .....	Crystals, Phillies 109	1
25	-	<b>FLAPJACKS</b> .....	Googie Rene, Class 305	1
26	24	<b>GO AWAY LITTLE GIRL</b> .....	Steve Lawrence, Columbia 42601	4
27	-	<b>SHAKE SHERRY</b> .....	Contours, Gordy 7012	1
28	-	<b>EVERYBODY LOVES A LOVER</b> .....	Shirelles, Scepter 1243	4
29	29	<b>REMEMBER THEN</b> .....	Earls, Old Town 1130	2
30	-	<b>WALK RIGHT IN</b> .....	Rooftop Singers, Vanguard 35017	1

**DC Show Has Only 5 Exhib Halls on Tap**

WASHINGTON — The seventh High Fidelity Music Show to be held here February 8-10, has sold out all but five of its 50 exhibit rooms, according to Teresa S. Rogers, general manager of the show.

Leading manufacturers who will exhibit at the Hotel Shoreham hi-fi show include Fisher, Eico, Sonotone, Grundig Majestic, Dynaco, Harman-Kardon, H. H. Scott, Audio Dynamics, Rek-O-Kut, Benjamin, Tandberg, British Industries, Acoustic Research, Ampex, United Stereo Tapes, Bell Sound, Sony, Marantz, Thorens, Weathers, Viking, J. B. Lansing, Sherwood and Superscope.

The Washington show is produced by Music Productions, Inc., of which M. Robert Rogers is board chairman, and Mrs. Rogers, is president. An industry committee serves in an advisory capacity to the hi-fi show. Chairman is Charles Lienau. Other members are Gene Rosen, manufacturers' representative, and William C. Shrader, president of Shrader Sound, Inc.

**WITH THE COUNTRY JOCKEYS**

• Continued from page 15

know why, as we program country music eight hours a day and are located in good country music territory, just 40 miles south of San Antonio." Working with Lee on the turntables is Jim Springer. The hottest wax in the area at the moment, Anderson reports, is "T for Texas" (Grandpa Jones) and "Ruby Ann" (Marty Robbins). Coming up fast, he says, are "Hello, Trouble," and the new George Jones wax, "Not What I Had in Mind." . . . Jim Thornton has joined the staff of WNOH, Raleigh, N. C., which went on the air last September with an all-country format. Norman Suttles is WNOH manager. Thornton invites diskeries who want exposure on their c.&w. releases to shoot him the sample product to Box 783, Raleigh.

Lee Ross, deejay at KFOX Radio, Long Beach, Calif., and writer of such country tunes as "My Shoes Keep Walking Back to You," "Heart-to-Heart Talk" and "Curtain in the Window," has a new release on Chancellor Records, "I Let My Feet Do the Walking" b.w. "Acres of Everything But Love." Platter is reported selling well and getting good air play in the California area. . . . A request on your station letterhead to Tempwood V Records, Box 832, Nashville, will fetch you a sample of Clyde Beaver's new release on the label, "Still Loving You" b.w. "Happy Times." . . . Bob Lunningham, who spins the country wax at Radio KRZE, Farmington, N. M., infos that the hottest platter in the area at the present time is "Too Many Bubbles," by Jay Chevalier on the Cotton Town Jubilee label. Bob has available samples on Bill Goodwin's new release on the Band Box label. Drop him a request on your station letterhead.

**Military Band Profits Go to Culture Center**

WASHINGTON — For the first time, recordings of American military marches and patriotic songs by the U. S. Military Service bands will be released by RCA Victor in April, with normal recording profits going to the National Cultural Center as royalty.

Victor will produce four souvenir albums under the direction of Herman Diaz of the RCA staff. They will have nationally advertised list price of \$3.98 in monaural and \$4.98 in stereo. The Marine Corps, Army, Navy and Air Force bands will record the martial airs previously recorded only by non-military orchestras or foreign military bands.

Proceeds will, it is hoped, help in the fund-raising campaign for the National Cultural Center, which has collected nearly \$1,000,000 in the past five weeks, according to Roger L. Stevens, chairman of the board of trustees.

Carl Haverlin, president of Broadcast Music, Inc.; Herman Kenin, president of the American Federation of Musicians, were especially commended for their assistance on the recording program by Jarold A. Kieffer, secretary-co-ordinator of the National Cultural Center. Kieffer commended the Office of Public Affairs, Department of Defense and the Military Services for their co-operation in the first service-played recordings of American's marching and patriotic music.

**Indie Producer Ray Ellis Opens Own N. Y. Office**

NEW YORK—Veteran a.&r. producer Ray Ellis has opened his own independent production office on West 52d Street here. Since leaving his producer post at RCA Victor last October 1, Ellis has wrapped up several producing deals and is now negotiating for several others, including one which would call for his own label.

Since his departure from Victor, Ellis has produced Kitty Kallen's "Coloring Book" (67 in the Hot 100 this week) and LaVern Baker's "See See Rider," which hit the 44 spot this week.

Ellis recently signed a production deal with Reprise, the first result of which is a disk by Kelly Stone, "Nobody in the Whole Wide World" and "Trying to Win Your Love." He has also produced the background arrangements for Columbia Pictures' documentary film, "The Wonders of Dallas."

Meanwhile, a production arrangement for Ellis with Capitol is now under discussion. Negotiations, which are expected to lead to distribution of Ellis' own label with the London group, are also under way.

HOLLYWOOD — Robert L. Franz last week became Capitol's personnel director for records and phonographs, reporting to president Alan Livingston. He will also provide counsel to Capitol's subsidiary firm, Capitol Records Distributing Corporation. Franz moves to the Capitol Tower here after serving as personnel director of the firm's Scranton, Pa., plant.

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THEY'RE MOVING FAST IN EVERY MARKET!

THE ORIGINAL VERSION

"MAMA DIDN'T LIE"

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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

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JIMMY HUGHES  
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**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



# 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

**RICHARD CHAMBERLAIN**

#### HI-LILLIE, HI LO

(Robbins, ASCAP) (2:35) MGM 13121

This side received enormous TV exposure last week on the "Dr. Kildare" seg. It's the type of ballad that has scored so well with the star's femme fans and it should move fast. Flip is "All I Have to Do is Dream" (Acuff-Rose, BMI) (2:27).



### POP SPOTLIGHT

**PAT HERVEY**

#### TEARS OF MISERY

(Sea-Lark, BMI) (2:09)

The Canadian gal's first disk, some months back, was worth a Talent Pick in Billboard, and here's her first Nashville-produced disk (by Chet Atkins) and it's even better. Good sound, good material, could go. Flip is oldie "Brother Can You Spare a Dime" (Harms, ASCAP) (2:28) RCA Victor 8135.



### POP SPOTLIGHT

**THE TORNADOES**

#### RIDIN' THE WIND

(Ivy-PRS), (ASCAP) (2:42) London 9581

Demand for this side by deejays made the label bring it out even though another single by the hot group was issued last week. The jock exposure and the sound, with thunderstorm and other eerie effects could make this a big selling item. Flip is "The Breeze and I" (Marks, BMI) (2:13).



### POP SPOTLIGHT

**JIMMY ELLEDGE**

#### I MISS YOU ALREADY

(Tree, BMI) (2:28) RCA Victor 8136

This Marvin Rainwater-Faron Young tune is sung with deep feeling by Jim. It's a weeper in which huge choral and string effects lush the background. Flip is "You Can Have Her" (Dickbilby, BMI) (1:53).



### COUNTRY & WESTERN SPOTLIGHT

**FARON YOUNG**

#### HOW MUCH MUST I HAVE LOVED YOU

(Cedarwood, BMI) (2:44)

#### THE YELLOW BANDANA

(Aldon, BMI) (2:25) Mercury 72085

Two good sides for Young in two different tempi and each can go. First up is a weeper ballad done in telling fashion. Flip is a Tex-Mex "El Paso" kind of saga tune and it also has a chance.



### POP SPOTLIGHT

**NEIL SEDAKA**

#### ALICE IN WONDERLAND

(Aldon, BMI) (2:30) RCA Victor 3137

A mighty smart ditty penned by the chanter and Howard Greenfield could turn out to be one of Sedaka's biggest hits. Solid vocal gimmicks and smart backing make this novelty go. Flip is "Circulate" (Aldon, BMI) (2:30).



### POP SPOTLIGHT

**THE CHALLENGERS**

#### TORQUAY

(Dundee, BMI) (2:29) Vault 900

The Challengers have an action album on the West Coast and this single is one of the hot tracks from the set. Its got that solid "surfer" instrumental beat that seems to strike the kids' fancy. Flip is "Bulldog" (Dundee, BMI) (1:15).



### COUNTRY & WESTERN SPOTLIGHT

**CHARLIE WALKER**

#### ONE IN EVERY CROWD

(Moss Rose, BMI) (2:26) Columbia 42669

Here's a fine medium beat ditty. It's all about a lad who's lost his gal, but he finds another just like her in every crowd. Good, understandable message with broad appeal. Watch it. Flip is "What's Wrong With Me" (Pamper, BMI) (2:41).



### POP SPOTLIGHT

**LITTLE EVA**

#### LET'S TURKEY TROT

(Aldon, BMI) (2:30) Dimension 1006

A snappy, swinging upbeater by the gal, much in the blues framework, featuring a solid vocal and an insistent beat. Strong wax for the teen set. Flip is "Down Home" (Aldon, BMI) (2:59).



### POP SPOTLIGHT

**DARWIN**

#### THERE OUGHT TO BE A DANCE

(Meadowlark, ASCAP) (2:20) Dore 659

Here's another powerful side for the teen trade. Its got a strong beat and a clever lyric. The lad sings it with rhythm and good humor and, what with the dance habits building one upon the other, the side should get a good deal of play. Flip is "She Knows" (Meadowlark, ASCAP) (2:12).



### COUNTRY & WESTERN SPOTLIGHT

**BILL ANDERSON**

#### STILL

(Moss Rose, BMI) (2:45)

#### YOU MADE IT EASY

(Moss Rose, BMI) (2:07) Decca 31458

Anderson has penned and cut two highly salable efforts here. First up is an attractive ballad, warmly delivered with a choral assist. Flip is a rhythmic outing, done over good ork and chorus support.



### POP SPOTLIGHT

**THE DOVELLS**

#### SAVE ME, BABY

(Kalmann, ASCAP) (2:10)

#### YOU CAN'T RUN AWAY FROM YOURSELF

(Woodcrest, BMI) (2:20) Parkway 861

Two fine sides by the Philadelphia group, both of which could take off. Topper is a swinger with a good dance beat that features strong singing and a humorous lyric. Flip is a bright rockabilly that the lads sell with warmth. Watch them both.



### POP SPOTLIGHT

**THE MAJORS**

#### ANYTHING YOU CAN DO

(Berlin, ASCAP) (2:25) Imperial 5914

Here's another version of a pop standard in the slow, medium tempo Bob B. Soxx style. Its got a sound of its own though, and it is packed with humor. Flip is "What in the World" (Travis-Rittenhouse, BMI) (2:20).



### COUNTRY & WESTERN SPOTLIGHT

**JIMMY JAY**

#### FOR BETTER OR WORSE

(Moss Rose, BMI) (2:42)

#### TWINKLE TWINKLE LITTLE STAR

(Central Songs, BMI) (1:56) Phillips 40087

A good artist who has a way with two fine songs. First is a heart-wringing ballad about a broken marriage. Flip is a cute weeper style outing about his gal who goes "Hollywood." Side swings. Both have a good chance.



### POP SPOTLIGHT

**MARCIE BLAINE**

#### HOW CAN I TELL HIM?

(Ametrop, BMI) (1:57)

#### WHAT DOES A GIRL DO?

(Ametrop, BMI) (2:16) Seville 123

The lass who made it so big with "Bobby's Girl" could do it again with these fine sides. Side 1 is a touching tale sung neatly by the thrush, and featuring recited lines over interesting strummed guitar backing. Side 2 is a bright rhythm tune, handed a good go over male vocal support.



### POP SPOTLIGHT

**APRIL STEVENS**

#### PARADISE

(Feist, ASCAP) (2:28)

#### INDIAN LOVE CALL

(Harms, ASCAP) (2:30) Atco 6248

A pair of solid outings for the lass-and-lad duo in the strolling middle-tempo groove that's coming more and more into vogue and which is so popular with the teen set. The standards are hardly the way they were sung by Lena, or Nelson and Jeannette, and are geared for lots of play.



### COUNTRY & WESTERN SPOTLIGHT

**JOHNNY AND JONIE MOSBY**

#### DON'T CALL ME FROM A HONKY TONK

(Lamper, BMI) (2:28) Columbia 42668

The new couple have done right well for themselves on earlier sides and this one can bring similar good action. It's a warning to a wandering love to quit the juke box joints if he wants to come on home. Persuasive wax that should move out. Flip is "The Wrong Side of Town" (Jack, BMI) (2:53).

#### 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.

(Continued on page 37)



# MIRACLES

*Another Million Seller!*

# YOU'VE REALLY GOT A HOLD ON ME

TAMLA #54073



Billboard

## HOT 100

28

YOU'VE REALLY GOT A HOLD ON ME... Miracles, Tamla 54073



## Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—JANUARY 12, 1963

38

YOU'VE REALLY GOT A HOLD ON ME... Miracles, Tamla 54073

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## BREAKING NATIONALLY

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

## BIG HIT SINGLES

- #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 **Bei Mir Bist Du Schoen / Lida Rose** . . . . . **The Lennon Sisters**
- #16407 **Rainbow At Midnight / Rhumba Boogie** . . . . . **Jimmie Rodgers**
- #16436 **Release Me / Meditation** . . . . . **Billy Vaughn**

## BREAKING BIG IN LOS ANGELES AREA

#16435 **Vision At The Peace Table / I Saw Me** . . . . . **Wink Martindale**

## NEW RELEASES

- #16439 **Meditation / Days Of Wine And Roses** . . . . . **Pat Boone**
- #16442 Theme From the TV Series, The Beverly Hillbillies **Ballad Of Jed Clampett / Maid In France** . . . . . **Jo Ann Castle**

## HOT ALBUMS ON DOT

STEREO DLP NO.	MONO DLP NO.	ALBUM TITLE	ARTIST
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 DLP NO.	MONO DLP NO.	ALBUM TITLE	ARTIST
	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





★ STAR PERFORMERS—Selections registering greatest upward progress this week.				S Indicates that 45 r.p.m. stereo single version is available.				△ Indicates that 33 1/3 r.p.m. mono single version is available.												
THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	11	35	71	<b>WALK RIGHT IN</b>	Rooftop Singers, Vanguard 35017	4	35	65	80	—	<b>RHYTHM OF THE RAIN</b>	Cascades, Vantage 6026	3	67	82	—	<b>BLAME IT ON THE BOSSA NOVA</b>	Eydie Gorme, Columbia 42661	2	
2	10	30	53	<b>HEY PAULA</b>	Paul & Paula, Philips 40084	5	16	51	71	87	<b>PROUD</b>	Johnny Crawford, Del-Fi 4193	4	68	79	87	<b>WHAT TO DO WITH LAURIE</b>	Mike Clifford, United Artists 557	4	
3	1	1	2	<b>GO AWAY LITTLE GIRL</b>	Steve Lawrence, Columbia 42601	12	37	29	22	23	<b>WIGGLE WOBBLE</b>	Les Cooper, Everlast 5019	15	69	70	77	<b>CHICKEN FEED</b>	Bent Fabric, Atco 6245	3	
4	4	6	10	<b>TELL HIM</b>	Exciters, United Artists 544	9	38	52	67	76	<b>WILD WEEKEND</b>	Rebels, Swan 4125	5	70	71	73	<b>MOLLY</b>	Bobby Goldsboro, Laurie 3148	6	
5	5	7	14	<b>THE NIGHT HAS A THOUSAND EYES</b>	Bobby Vee, Liberty 55521	8	39	22	15	12	<b>YOU ARE MY SUNSHINE</b>	Ray Charles, ABC-Paramount 10375	11	71	89	92	<b>HOW MUCH IS THAT DOGGIE IN THE WINDOW</b>	Baby Jane & the Rockabys, United Artists 560	4	
6	8	10	11	<b>MY DAD</b>	Paul Petersen, Colpix 663	11	40	—	—	—	<b>WALK LIKE A MAN</b>	Four Seasons, Vee Jay 485	1	72	78	—	<b>SETTLE DOWN</b>	Peter, Paul and Mary, Warner Bros. 5334	2	
7	7	9	15	<b>TWO LOVERS</b>	Mary Wells, Motown 1035	9	41	33	34	34	<b>TROUBLE IS MY MIDDLE NAME</b>	Bobby Vinton, Epic 9561	8	73	—	—	<b>YOUR USED TO BE</b>	Brenda Lee, Decca 31454	1	
8	2	2	1	<b>TELSTAR</b>	Tornadoes, London 9561	13	42	34	36	37	<b>SEE SEE RIDER</b>	LaVern Baker, Atlantic 2167	9	74	63	64	<b>MY WIFE CAN'T COOK</b>	Louise Russ, 4 J 591	8	
9	12	14	20	<b>IT'S UP TO YOU</b>	Rick Nelson, Imperial 5901	7	43	50	63	68	<b>SHAKE ME I RATTLE (Squeeze Me I Cry)</b>	Marion Worth, Columbia 42640	5	75	86	90	<b>I WANNA BE AROUND</b>	Tony Bennett, Columbia 42634	3	
10	6	3	3	<b>LIMBO ROCK</b>	Chubby Checker, Parkway 849	21	44	46	52	54	<b>LOVESICK BLUES</b>	Frank Ifield, Vee Jay 477	6	76	76	72	<b>ALL ABOUT MY GIRL</b>	Jimmy McGriff, Sue 777	4	
11	13	16	22	<b>UP ON THE ROOF</b>	Drifters, Atlantic 2162	13	45	38	40	43	<b>LET'S KISS AND MAKE UP</b>	Bobby Vinton, Epic 9561	9	77	80	81	<b>DARKEST STREET IN TOWN</b>	Jimmy Clanton, Ace 8005	4	
12	3	4	6	<b>HOTEL HAPPINESS</b>	Brook Benton, Mercury 72055	10	46	43	43	44	<b>SOME KINDA FUN</b>	Chris Montez, Monogram 507	8	78	85	98	<b>POPEYE WADDLE</b>	Don Covay, Cameo 239	4	
13	16	19	35	<b>LOOP DE LOOP</b>	Johnny Thunder, Diamond 129	6	47	62	75	98	<b>MAMA DIDN'T LIE</b>	Jan Bradley, Chess 1845	4	79	83	89	<b>WILLIE CAN</b>	Sue Thompson, Hickory 1196	3	
14	14	17	25	<b>I SAW LINDA YESTERDAY</b>	Dickey Lee, Smash 1791	8	48	35	26	18	<b>CHAINS</b>	Cookies, Dimension 1002	12	80	81	—	<b>THAT'S THE WAY LOVE IS</b>	Bobby Bland, Duke 360	2	
15	17	20	29	<b>HALF HEAVEN—HALF HEARTACHE</b>	Gene Pitney, Musicor 1026	7	49	56	59	61	<b>STRANGE I KNOW</b>	Marvelettes, Tamla 54072	9	81	—	—	<b>WHAT WILL MARY SAY</b>	Johnny Mathis, Columbia 42666	1	
16	9	5	7	<b>PEPINO THE ITALIAN MOUSE</b>	Lou Monte, Reprise 20106	8	50	30	18	16	<b>THE LONELY BULL</b>	Tijuana Brass, A. & M. 703	14	82	—	—	<b>DAYS OF WINE AND ROSES</b>	Henry Mancini, RCA Victor 8120	1	
17	28	33	46	<b>YOU'VE REALLY GOT A HOLD ON ME</b>	Miracles, Tamla 54073	8	51	53	54	56	<b>THE BALLAD OF JED CLAMPETT</b>	Flatt & Earl Scruggs, Columbia 42606	8	83	90	96	<b>HITCH HIKE</b>	Marvin Gaye, Tamla 54075	3	
18	23	37	39	<b>I'M GONNA BE WARM THIS WINTER</b>	Connie Francis, MGM 13116	7	52	55	62	64	<b>JAVA</b>	Floyd Cramer, RCA Victor 8116	5	84	—	—	<b>THE END OF THE WORLD</b>	Sheeter Davis, RCA Victor 8098	1	
19	20	21	26	<b>EVERYBODY LOVES A LOVER</b>	Shirley, Scepter 1243	9	53	54	61	66	<b>SHAKE SHERRY</b>	Contours, Gordy 7012	6	85	96	—	<b>WHO STOLE THE KEESHKA</b>	Matys Brothers, Select 719	2	
20	15	8	9	<b>ZIP-A-DEE-DOO-DAH</b>	Bob B. Soxx & the Blue Jeans, Phillies 107	11	54	66	—	—	<b>LOVE (Makes the World Go 'Round)</b>	Paul Anka, RCA Victor 8115	2	86	—	—	<b>BIG WIDE WORLD</b>	Teddy Randazzo, Colpix 662	1	
21	26	28	32	<b>DON'T MAKE ME OVER</b>	Dianna Warwick, Scepter 1239	8	55	60	70	70	<b>CAST YOUR FATE TO THE WIND</b>	Vince Guaraldi Trio, Fantasy 563	8	87	88	82	<b>JELLY BREAD</b>	Booker T & the MG's, Stax 131	5	
22	19	12	4	<b>BOBBY'S GIRL</b>	Marcie Blane, Seville 120	15	56	87	—	—	<b>YOU'RE THE REASON I'M LIVING</b>	Bobby Darin, Capitol 4897	2	88	98	100	<b>WALK RIGHT IN</b>	Moments, Era 3099	3	
23	27	38	48	<b>MY COLORING BOOK</b>	Kitty Kallen, RCA Victor 8124	6	57	48	48	40	<b>LET'S GO</b>	outers, Warner Bros. 5283	13	89	—	—	<b>LEAVIN' ON YOUR MIND</b>	Patsy Cline, Decca 31455	1	
24	25	32	42	<b>REMEMBER THEN</b>	Earls, Old Town 1130	7	58	75	88	—	<b>PUDDIN' N' TAIN</b>	Alley Cats, Phillies 108	3	90	92	94	<b>I WILL LIVE MY LIFE FOR YOU</b>	Tony Bennett, Columbia 42634	4	
25	32	42	58	<b>MY COLORING BOOK</b>	Sandy Stewart, Colpix 669	5	59	31	23	13	<b>RELEASE ME</b>	"Little Esther" Phillips, Lenox 5555	14	91	—	—	<b>THE SAME OLD HURT</b>	Burl Ives, Decca 31455	1	
26	24	24	28	<b>SHUTTERS AND BOARDS</b>	Jerry Wallace, Challenge 9171	11	60	72	74	79	<b>CALL ON ME</b>	Bobby Bland, Duke 360	4	92	94	90	<b>AL DI LA</b>	Connie Francis, MGM 13116	3	
27	18	11	5	<b>BIG GIRLS DON'T CRY</b>	Four Seasons, Vee Jay 465	15	61	61	68	75	<b>I'M A WOMAN</b>	Peggy Lee, Capitol 4888	4	93	93	99	<b>LET ME GO THE RIGHT WAY</b>	Supremes, Motown 1034	4	
28	41	51	67	<b>FROM A JACK TO A KING</b>	Ned Miller, Fabor 114	5	62	73	83	91	<b>THE GYPSY CRIED</b>	Lou Christie, Roulette 4457	4	94	97	—	<b>FROM THE BOTTOM OF MY HEART (Dammi, Dammi, Dammi)</b>	Dean Martin, Reprise 20116	3	
29	36	49	63	<b>CINNAMON CINDER</b>	Pastel Six, Zen 102	5	63	—	—	—	<b>SEND ME SOME LOVIN'</b>	Sam Cooke, RCA Victor 8129	1	95	—	—	<b>AS LONG AS SHE NEEDS ME</b>	Sammy Davis Jr., Reprise 20138	1	
30	42	53	78	<b>LITTLE TOWN FLIRT</b>	Del Shannon, Big Top 3131	6	64	74	84	92	<b>EVERY DAY I HAVE TO CRY</b>	Steve Alaimo, Checker 1032	4	96	—	—	<b>GREENBACK DOLLAR</b>	Kingston Trio, Capitol 4898	1	
31	69	—	—	<b>RUBY BABY</b>	Dion, Columbia 42662	2	65	68	79	—	<b>WOULD IT MAKE ANY DIFFERENCE TO YOU</b>	Etta James, Argo 5430	3	97	100	—	<b>LONE TEEN RANGER</b>	Jerry Landis, Amy 875	2	
32	40	57	74	<b>HE'S SURE THE BOY I LOVE</b>	Crystals, Phillies 109	5	66	—	—	—	<b>SHE'LL NEVER KNOW</b>	Brenda Lee, Decca 31454	1	98	—	—	<b>I'D RATHER BE HERE IN YOUR ARMS</b>	Duprees, Coed 574	1	
33	49	66	72	<b>FLY ME TO THE MOON—BOSSA NOVA</b>	Joe Harnell & Ork, Kapp 497	5	67	—	—	—	—	—	—	99	99	—	<b>OO-LA-LA-LIMBO</b>	Danny and the Juniors, Guyden 2076	2	
34	21	13	8	<b>RETURN TO SENDER</b>	Elvis Presley, RCA Victor 8100	15	68	—	—	—	—	—	—	100	—	—	<b>MEDITACAO (Meditation)</b>	Charlie Byrd, Riverside 4544	1	

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

Al Di La (Witmark, ASCAP)	92	I Wanna Be Around (Commander, ASCAP)	75	Return to Sender (Presley, BMI)	34
All About My Girl (Satur-Jell, BMI)	76	I Will Live My Life for You (Tunetone-GI, BMI)	90	Rhythm of the Rain (Sherman-DeVorzon, BMI)	35
As Long as She Needs Me (Hollis, BMI)	91	I'm Gonna Be Warm This Winter (Merza, BMI)	18	Ruby Baby (Tiger, BMI)	31
Ballad of Jed Clampett, The (Carolynne, BMI)	51	I'd Rather Be Here in Your Arms (Winneton, BMI)	61	Same Old Hurt, The (Pamper, BMI)	91
Big Girls Don't Cry (Bobbs, ASCAP)	27	It's Up to You (Four Star, BMI)	9	See See Rider (Cotillion, BMI)	42
Big Wide World (South Mountain, BMI)	27	Java (Rush, BMI)	52	Send Me Some Lovin' (Venice, BMI)	63
Blame It on the Bossa Nova (Aldon, BMI)	67	Jelly Bread (East, BMI)	87	Settle Down (Essex, ASCAP)	72
Bobby's Girl (A.M.E., BMI)	22	Leavin' on Your Mind (Cedarwood, BMI)	89	Shake Me I Rattle (Coliseum, BMI)	43
Call on Me (Lion, BMI)	40	Let Me Go the Right Way (Jobete, BMI)	93	Shake Sherry (Jobete, BMI)	33
Cast Your Fate to the Wind (Friendship, BMI)	55	Let's Go (Wrist-Giant, BMI)	57	She'll Never Know (Fame, BMI)	66
Chains (Aldon, BMI)	48	Let's Kiss and Make Up (Trio, BMI)	45	Shutters and Boards (Cameo & Canyon, BMI)	26
Chicken Feed (Meteor, BMI)	49	Limbo Rock (Four Star-Twist, BMI)	10	Some Kinda Fun (Roundell, BMI)	46
Cinnamon Cinder (Algrace, BMI)	29	Little Town Flirt (Vicki-McLaughlin, BMI)	30	Strange I Know (Jobete, BMI)	49
Darkest Street in Town (Aldon, BMI)	77	Lone Teen Ranger (Aim-Landis, BMI)	30	Tell Me (Mellin, BMI)	4
Days of Wine and Roses (Witmark, ASCAP)	82	Lonely Bull, The (Almo, ASCAP)	50	Telstar (Campbell-Connelly, ASCAP)	8
Don't Make Me Over (Bacharach-Jac, ASCAP)	21	Loop de Loop (Tabi-Ann & Vann, BMI)	13	That's the Way Love Is (Lion, BMI)	80
End of the World, The (Summit, ASCAP)	84	Love (Spanka, BMI)	54	Trouble Is My Middle Name (January, BMI)	41
Every Day I Have to Cry (Tiki, BMI)	64	Mama Didn't Lie (Curtom, BMI)	47	Two Lovers (Jobete, BMI)	7
Everybody Loves a Lover (Korwin, ASCAP)	19	Meditacao (Leeds, ASCAP)	100	Up on the Roof (Aldon, BMI)	11
Fly Me to the Moon—Bossa Nova (Almanac, ASCAP)	33	Molly (Aldon, BMI)	70	Walk Like a Man (Saturday-Gavandera, ASCAP)	40
From a Jack to a King (Dandelion, BMI)	28	My Coloring Book—Kallen (Sunbeam, BMI)	23	Walk Right In—Moments (Ryerson, BMI)	88
From the Bottom of My Heart (Laurel, ASCAP)	94	My Coloring Book—Stewart (Sunbeam, BMI)	25	Walk Right In—Rooftop Singers (Ryerson, BMI)	1
Go Away Little Girl (Aldon, BMI)	3	My Dad (Aldon, BMI)	6	What to Do with Laurie (Trio, BMI)	68
Greenback Dollar (Dawn, BMI)	96	My Wife Can't Cook (Lajesse, BMI)	74	What Will Mary Say (Elm Drive, ASCAP)	81
Gypsy Cried, The (Painted Desert, BMI)	62	Night Has a Thousand Eyes (Blen-Mabs, ASCAP)	5	Who Stole the Keeshka (Dana, BMI)	85
Half Heaven—Half Heartache (Arch, ASCAP)	15	Oo-La-La-Limbo (Dandelion, BMI)	99	Wiggle Wobble (Bob-Dam, BMI)	37
He's Sure the Boy I Love (Aldon, BMI)	32	Pepino the Italian Mouse (Romance-Ding Dong, BMI)	16	Wild Weekend (Shan-Todd, BMI)	38
Hey Paula (LeBlil-Marbill, BMI)	2	Popo the Italian Mouse (Romance-Ding Dong, BMI)	16	Willie Can (Acuff-Rose, BMI)	79
Hitch Hike (Jobete, BMI)	83	Popeye Waddle (Cameo-Parkway-Woodcrest, BMI)	78	Would It Make Any Difference to You (Pamper, BMI)	65
Hotel Happiness (Dayben-Manson, ASCAP)	12	Proud (Aldon, BMI)	36	You Are My Sunshine (Peer Int'l, BMI)	39
How Much Is That Doggie in the Window (Joy, ASCAP)	71	Puddin' N' Tain (Ake Up, BMI)	38	You're the Reason I'm Living (Adari, BMI)	56
I Saw Linda Yesterday (Jack, BMI)	14	Release Me (Four Star, BMI)	59	You've Really Got a Hold on Me (Jobete, BMI)	17
		Remember Then (Maureen, BMI)	24	Your Used to Be (Aldon, BMI)	73
				Zip-A-Dee-Do-Dah (Joy, ASCAP)	20

## BUBBLING UNDER THE HOT 100

101. TROUBLE IN MIND	Aretha Franklin, Columbia 42625
102. THE (Bossa Nova) BIRD	Dells, Argo 5428
103. BABY, BABY, BABY	Sam Cooke, RCA Victor 8129
104. LOOK AT ME	Dobie Gray, CorDak 1602
105. OUR WINTER LOVE	Bill Pursell, Columbia 42619
106. RED PEPPER	Roosevelt Fountain, Prince-Adams 447
107. I NEED YOU	Rick Nelson, Imperial 5901
108. GO HOME GIRL	Arthur Alexander, Dot 16425
109. TELEPHONE (Won't You Ring)	Shelley Fabares, Colpix 667
110. LET ME ENTERTAIN YOU	Ray Anthony, Capitol 4876
111. JIVE SAMBA	Cannonball Adderley Sextet, Riverside 4541
112. SOMEONE SOMEWHERE	Junior Parker, Duke 357
113. SLOP TIME	Sherrys, Guyden 2077
114. ECHO	Emotions, Kapp 490
115. TELL HIM I'M NOT HOME	Chuck Connors, Wand 132
116. TWILIGHT TIME	Andy Williams, Cadence 1433
117. MAYBE YOU'LL BE THERE	Billy & the Essentialis, Jamie 1239
118. BABY, YOU'RE DRIVING ME CRAZY	Joey Dee, Roulette 4467
119. LOVE FOR SALE	Arthur Lyman Group, Hi-Fi 5066
120. NOBODY BUT ME	Isley Brothers, Wand 131
121. BIG NOISE FROM WINNETKA	Cozy Cole, Coral 62329
122. I LET'S STOMP	Bobby Darin, Atco 6244
123. I FOUND A NEW BABY	Margie Singleton, Mercury 72079
124. MAGIC STAR (Telstar)	Rumblers, Dot 16421
125. BOSS	Kenjalars, A&M 704
126. LITTLE WHITE LIES	Blue Belles, Newtown 5009
127. COOL WATER	Furys, Mack IV 112
128. ZING! WENT THE STRINGS OF MY HEART	



# Billboard HITS OF THE WORLD

## ARGENTINA

This Week	Last Week	Title	Artist
1	1	SPEEDY GONZALES	Pat Boone (Dot-Music Hall); David Dante (Victor); Pepino di Capri (Odeon)—Budd-Fermata
2	2	DAME FELICIDAD	Enrique Guzman (CBS); Siro San Roman (Music Hall)—Korn
3	3	DI PAPA	Luis Ordonez (CBS); Siro San Roman (Music Hall)—Korn
4	5	DARLING	Paul Evans (Kapp-Tonodisc)—Fermata
5	8	EL BARQUITO	Joao Gilberto (Odeon)
6	4	CORAZON DE LUTO	Chacho Santa Cruz (Microfon); Luis Ordonez (CBS); Siro Mendoza (Victor); Julio Cesar (Odeon)—Korn
7	6	CUANDO CALIENTA EL SOL	Tony Vilar (CBS); Marcello Ferial (Microfon); Siro San Roman (Music Hall)—Edami
8	10	PORQUE ME DEJAS	Gilbert Beaud (Odeon); Lucho Gatica (Odeon); Los Cinco Latinos (CBS); Los Abriles (Philips)—Smart
9	7	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka (Victor)—Spanka-Fermata
10	12	CIEN LIBRAS DE BARRO	Gene MacDaniels (Liberty); Enrique Guzman (CBS)

## AUSTRALIA

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

This Week	Last Week	Title	Artist
1	2	THE BOYS	The Shadows (Columbia)—Belinda
2	3	BIG GIRLS DON'T CRY	The Four Seasons (Festival)—Castle
3	4	GIRL BEHIND THE BAR	Johnny Ashcroft (Columbia)—Castle
4	11	THE NIGHT HAS A THOUSAND EYES	Bobby Vee (Liberty)
5	1	THE LONELY BULL	Tijuana Brass (Festival)—Alberts
6	5	WORKIN' FOR THE MAN	Roy Orbison (London)—Acuff-Rose
7	12	BOBBY'S GIRL	Marcie Blaine (London)—Alberts
8	6	GUITAR MAN	Duane Eddy (RCA)—Chappells
9	7	LOVESICK BLUES	Frank Ifield (Columbia)—Davis
10	8	TELSTAR	The Tornados (Decca)—Southern
11	10	ALLEY CAT	Bent Fabric (Columbia)—Chappells
12	13	ESO BESO	Paul Anka (RCA)—Womerah
13	14	DALILIA	Roger Roger (Festival)
14	9	THE POMMY JACKAROO	Buster Noble (Columbia)—Castle
15	15	DESAFINADO	Stan Getz (Verve)—Essex

## BRITAIN

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

This Week	Last Week	Title	Artist
1	1	DANCE ON	*Shadows (Columbia)—Sydney Bron
2	2	RETURN TO SENDER	Elvis Presley (RCA)—Manor Music
3	3	THE NEXT TIME	*Cliff Richard (Columbia)—Elstree Music
4	5	BACHELOR BOY	*Cliff Richard (Columbia)—Elstree Music
5	6	GUITAR MAN	Duane Eddy (RCA)—Shapiro-Bernstein
6	7	LOVESICK BLUES	*Frank Ifield (Columbia)—Lawrence Wright
7	4	SUN ARISE	*Rolf Harris (Columbia) Ardmore & Beechwood
8	10	TELSTAR	*Tornados (Decca)—Ivy Music
9	8	BOBBY'S GIRL	*Susan Maughan (Philips)—Rush Music
10	9	IT ONLY TOOK A MINUTE	*Joe Brown (Piccadilly)—Shapiro-Bernstein
11	12	GO AWAY LITTLE GIRL	*Mark Wynter (Pye)—Aldon Music
12	14	LIKE I DO	*Maureen Evans (Oriole)—Bourne Music
13	16	UP ON THE ROOF	*Kenny Lynch (HMV)—Aldon Music
14	11	LET'S DANCE	Chris Montez (London)—E. H. Morris
15	27	COMIN' HOME BABY	Mel Torme (London)—Melotone

This Week	Last Week	Title	Artist
16	—	GLOBETROTTER	*Tornados (Decca)—Ivy Music
17	15	DESAFINADO	Stan Getz—Charlie Byrd (HMV)—Essex Music
18	24	DON'T YOU THINK IT'S TIME	*Mike Berry (HMV)—Southern Music
19	13	YOUR CHEATIN' HEART	—Ray Charles (HMV)—Acuff-Rose
20	17	SWISS MAID	Del Shannon (London)—Burlington
21	18	FOREVER KIND OF LOVE	—Bobby Vee (Liberty)—Aldon Music
22	21	MAIN ATTRACTION	Pat Boone (London)—Stoone Music
23	30	HE'S A REBEL	—Crystals (London)—A. Schroeder
24	19	ME AND MY SHADOW	Frank Sinatra—Sammy Davis (Reprise)—Francis Day & Hunter
25	—	DIAMONDS	*Jet Harris—Tony Meehan (Decca)—Francis Day & Hunter
26	—	RUBY ANN	Marty Robbins (CBS)—Acuff-Rose
27	21	UP ON THE ROOF	*Julie Grant (Pye)—Aldon Music
28	—	CHARMAINE	*Bachelors (Decca)—Keith Prowse
29	—	LET'S GO	—Routers (Warner Bros.)—Wrist Giant Music
30	—	GONNA GO FISHIN'	Hank Locklin (RCA)—Ardmore & Beechwood

## CHILE

(Courtesy Discomania)

This Week	Last Week	Title	Artist
1	—	QUE SE MUERAN LOS FEOS	Luis Aguilar (Polydor)
2	—	RETURN TO SENDER	Elvis Presley (RCA)
3	—	ESO BESO	Paul Anka (RCA)
4	—	LA NOVIA DE ENERO	Lorenzo Valderrama (Odeon); Hermanos Silva (RCA)
5	—	ALL ALONE AM I	Brenda Lee (Decca)
6	—	TRIANGULO	Hermanos Arriagada (Odeon); Los 3 reyes (RCA)
7	—	BIENVENIDO AMOR	Sergio Inostroza (Demon-CRC)
8	—	FIESTA DANZANTE	Chubby Checker (Fermata)
9	—	DAME FELICIDAD	Enrique Guzman (Columbia)
10	—	AY JOSEFINA	Danny Chilean (RCA)

## DENMARK

(Courtesy Quans Copenhagen)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
2	4	PARADISO	*Katy Bodiger (Polyphon); *Grete Klitgard (Tono)—Multitone
3	2	SHEILA	Tommy Roe (Karusell)—no publ.
4	10	BABY TWIST	*Buster Larsen (Polyphon)—Multitone
5	3	DEAR ONE	Larry Finegan (HMV)—Imudico
6	6	QUANDO, QUANDO	Pat Boone (Dot); *Dario Campeotto (Sonet); Tony Renis (HMV)—Belinda
7	9	NEVER IN A MILLION YEARS	Linda Scott (Sonet)—W. H.
8	—	THE NEXT TIME	Cliff Richard (Columbia)—Da Capo
9	—	BOBBY'S GIRL	Marcie Blaine (London)—Winckler
10	—	TWIST A ST. TROPEZ	Les Chauts Sauvages (HMV)—no publ.

## EIRE

(Courtesy Teenage Express, Dublin)

This Week	Last Week	Title	Artist
1	1	RETURN TO SENDER	Elvis Presley (RCA)—Manor Music
2	5	LIMBO ROCK	Chubby Checker (Cameo-Parkway)—Sydney Bron
3	6	THE NEXT TIME	Cliff Richard (Columbia)—Elstree Music
4	2	DEVIL WOMAN	Marty Robbins (CBS)—Acuff-Rose
5	4	BOBBY'S GIRL	Susan Maughan (Philips)—Rush Music
6	3	LOVESICK BLUES	Frank Ifield (Columbia)—Lawrence Wright
7	7	CHRISTMAS CANDLES	Maisie McDaniel (Fontana)—Debonaire
8	—	BABY TAKE A BOW	Adam Faith (Parlophone)—Downbeat Music
9	—	ROCKIN' AROUND THE CHRISTMAS TREE	Brenda Lee (Brunswick)—St. Nicholas Music, Inc.
10	8	GUITAR MAN	Duane Eddy (RCA)—Shapiro-Bernstein

## 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	3	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)
4	4	J'ENTENDS SIFFLER LE TRAIN	Richard Anthony (Columbia)
5	6	SHEILA	Lucky Blondo (Fontana)
6	5	LOCO-MOTION	Little Eva (London)—Sylvie Vartan (RCA)
7	—	DESAFINADO	Various versions
8	8	CHARIOT	Petula Clark (Vogue)
9	10	NON MONSIEUR	Los Machucambos (Decca)
10	—	GUITAR TANGO	The Shadows (Columbia)

## FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	L'IDOLE DES JEUNES	Johnny Hallyday (Philips)—Tutti/Mills
2	9	COEUR BLESSE	Petula Clark (Vogue)—Acuff
3	3	TELSTAR	The Tornados (Decca)
4	2	J'ENTENDS SIFFLER LE TRAIN	Richard Anthony (Columbia)—Bens
5	4	CHARIOT	Petula Clark (Vogue)—Bens
6	6	LE JOUR LE PLUS LONG/ THE LONGEST DAY	Different versions—F. Day (London)—Chappell
7	7	LET'S DANCE	Chris Montez (London)—Chappell
8	—	HEY, BABY, JE DANSE	Richard Anthony (Columbia)
9	8	SI UN JOUR	*Robert Gogoi (Philips)—World/Primavera
10	—	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)

## GERMANY

(Courtesy Automaten-Markt, Braunschweig)

This Week	Last Week	Title	Artist
1	1	JUNGE, KOMM BALD WIEDER	Freddy (Polydor)—Sikorski/Esplanade
2	4	WENN DU GEHST	Connie Francis (MGM)—Viktoria
3	2	FUR GABY TU' ICH ALLES	Gerd Botthcher (Decca)—Budde; DU SCHAUST MICH AH/SHE'S NOT YOU—Gerd Botthcher (Decca); Elvis Presley (RCA)—Aberbach
4	3	BABY-TWIST	Will Brandes and Elisabeth (Polydor)—Gerig
5	5	DIE LETZTE ROSE DER PRARIE	Martin Lauer (Polydor)—Gerig
6	6	MADISON IN MEXICO	Catrin's Madison Club (Decca)—Melodie der Welt
7	9	GAUCHO MEXICANO/ JALISCO	Renate u. Werner Leismann (Ariola); John Buck (Warner Bros.)—Melodie der Welt
8	7	WESTERN ROSE	Peter Kraus (Polydor)—Gerig
9	8	TELSTAR/IRGENDWANN ERWACHT EIN NEUER TAG	The Tornados (London)—Intro
10	13	SURABAYA	Carmela Corren (Ariola)—Intro; BLAUER WIND WEHT VON MEXICO—Carmela Corren (Ariola)—Melodie der Welt
11	12	SPIEGEL-TWIST	Trude Herr (Polydor)—Phonoton
12	10	RENATA	Vico Torriani (Decca)—Aberbach
13	11	MARY ROSE/RAMBLIN' ROSE	Gerhard Wendland (Philips); Nat King Cole (Capitol)—Budde
14	16	RETURN TO SENDER	Elvis Presley (RCA)—Aberbach
15	14	ADIOS AMIGO	Sacha Distel (Polydor)—Gerig
16	19	BABYSITTER-TWIST	Ralf Bendix (Electrola)—Gerig
17	20	LOVER'S LANE	Pat Boone (London)—Gerig
18	15	MONSIEUR	Petula Clark (Deutsche Vogue)—Montana
19	—	GARTENBERG MARSCH	Billy Sanders (Ariola)—Intro
20	—	DAS KLEINE WUNDER VOM GROSSEN GLUCK	Gus Backus (Polydor)—Gerig; EIN BISSCHEN DENKEN BEIM SCHENKEN—Gus Backus (Polydor)—Atlas

## HONG KONG

This Week	Last Week	Title	Artist
1	1	IT'S UP TO YOU	Rick Nelson (Imperial)
2	2	MY GEISHA	Jerry Vale (CBS)
3	—	RETURN TO SENDER	Elvis Presley (RCA Victor)
4	—	A TRUE, TRUE LOVE	Bobby Darin (Capitol)
5	5	DANCE THE BOSSA NOVA	—Frankie Avalon (Chancellor)
6	—	REPLICA	The String-A-Longs (Dot)
7	8	RIDE	Dee Dee Sharp (Cameo)
8	—	YOUR CHEATING HEART	Ray Charles (ABC-Paramount)
9	—	THE NEXT TIME	Cliff Richard (Columbia)
10	9	I LEFT MY HEART IN THE BALCONY	Linda Scott (Congress)

## ISRAEL

(Courtesy Kol Israel Broadcasting)  
\*Denotes local origin

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

## 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 (Clan)
3	5	SI E' SPENTO IL SOLE	*Adriano Celentano (Jolly)
4	3	ADDIO MONDO CRUDELE	*Peppino Di Capri (Carisch)
5	4	CHARIOT	Franck Pourcel (VdP); *Betty Curtis (CGD)
6	8	ABAT-JOUR	*Henry Wright (GC)
7	11	LA PARTITA DI PALLONE	*Rita Pavone (RCA); *Cocki Mazzetti (Primary)
8	7	EVERY NIGHT	Paul Anka (RCA)
9	6	CONCERTO DISPERATO	*Nini Rosso (Sprint)
10	—	LA TERZA LUNA	Neil Sedaka (RCA)
11	13	UN VIOLINO NEL MIO CUORE	Connie Francis (MGM)
12	—	ANCHE SE	*Ornella Vanoni (Ricordi)
13	9	VESTITO DI SACCO	*Pino Donaggio (Columbia)
14	14	IL GIORNE PIU' LUNGO	Mitch Miller (CBS); Robert Pray (Dorium)
15	—	J'ENTENDS SIFFLER LE TRAIN	Richard Anthony (VdP)

## JAPAN

(Courtesy Utamatic, Tokyo)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	L'ECLISSE	Colletto Tempia (Victor); Sono Mari (Polydor)—Yamaha
2	2	KIRIKO NO TANGO	Frank Nagai (Victor)—Jasrac
3	4	I CAN'T STOP LOVING YOU	*Ray Charles (ABC-Paramount); Frank Akagi (Polydor)—Tone
4	3	SPEEDY GONZALES	Pat Boone (Dot)—Aberbach
5	7	OHSO	*Murata Hideo (Columbia)—Jasrac
6	5	VACATION	Connie Francis (MGM); Aoyama Michi (Polydor)—Shinko

This Week	Last Week	Title	Artist
7	6	LIKE I DO	Nancy Sinatra (Reprise); Beni Sisters (Toshiba)—Folster
8	8	SHINUMADE ISSHONI	*Nishida Sachiko (Polydor)—Jasrac
9	9	ITSUDEMO YUME O	*Hashi Yukio & Yoshinaga Sayuri (Victor)—Jasrac
10	10	AKASHIYA NO AMEGA YAMUTOKI	*Nishida Sachiko (Polydor)—Jasrac

## MEXICO

(Courtesy Audiomusica)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	EL LADRON	*Sonora Santanera (CBS)—Mundo Musical
2	2	EL NIDO	*Sonora Santanera (CBS)—Pham
3	—	AY CARINO	*Javier Solis (CBS)—M. A. Muniz; (RCA)—Pham
4	3	BEYOND THE SEA	Ray Conniff (CBS)—Mills Music
5	4	REGALO DE REYES	*Javier Solis (CBS)—Emmi
6	6	ESE BESO	Paul Anka (RCA)—Brambila
7	5	SPEEDY GONZALES	Manolo Munoz (Musart)—Emmi
8	10	EL PECADOR	*Los 3 Reyes (RCA)—Mills Music
9	9	QUE SE MUERAN DE ENVIDIA	*Javier Solis (CBS)—Emmi
10	7	UN SUENO DE TANTOS	*Amalia Mendoza and J. A. Jimenez (RCA); Los 2 Oros (CBS)—Brambila

## NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	LIMBO ROCK	Chubby Checker (Parkway/La Gloria)—Allan
2	2	IT'LL BE ME	Cliff Richard (Columbia)—Belinda
3	5	TELSTAR	The Tornados (Decca)—Connelly
4	8	HE'S A REBEL	The Crystals (London)—Schroeder
5	3	NEXT DOOR TO AN ANGEL	Neil Sedaka (RCA)—Tucon
6	9	ALL ALONE AM I	Brenda Lee (Festival)—Leeds
7	4	SWISS MAID	Bobby Vee (London)—Chappells
8	—	BIG GIRLS DON'T CRY	The Four Seasons (Allied)—Cop Control
9	6	MONSTER MASH	Bobby Pickett (London)—Cop Control
10	—	CUANDO CALIENTA EL SOL	Digno Garcia (Palette)—Southern

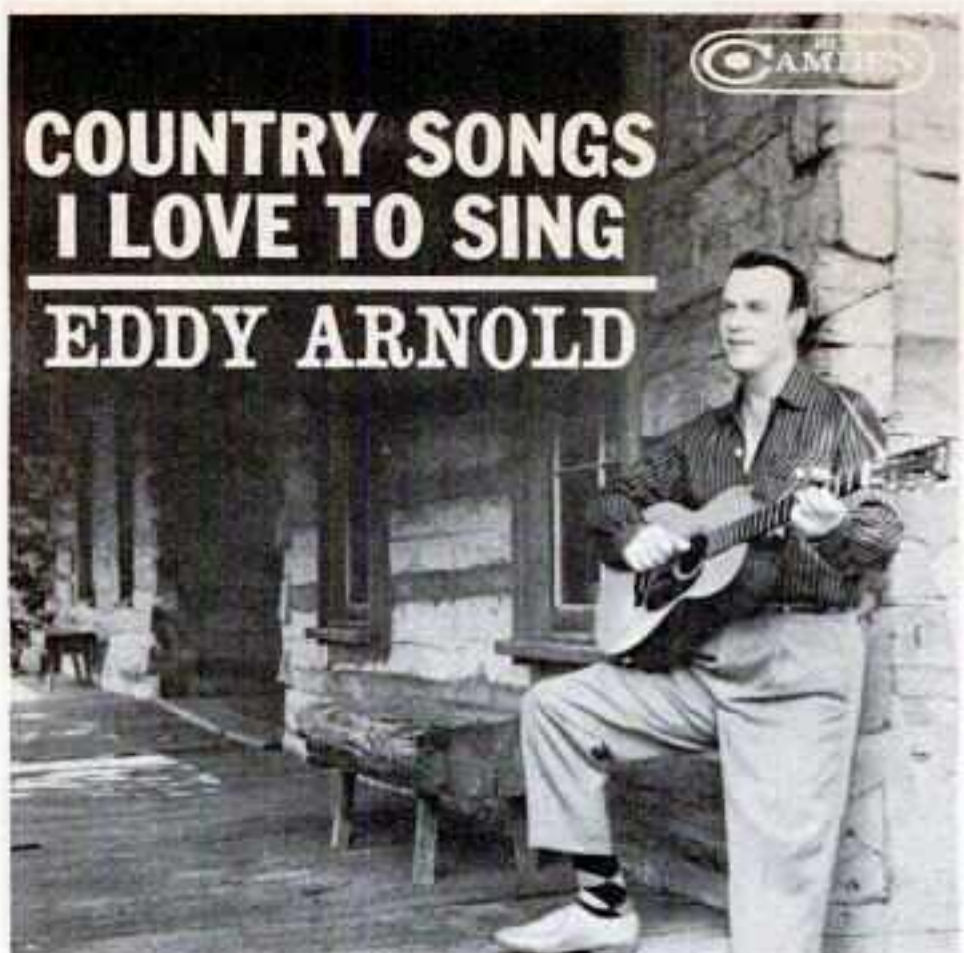
## PHILIPPINES

This Week</
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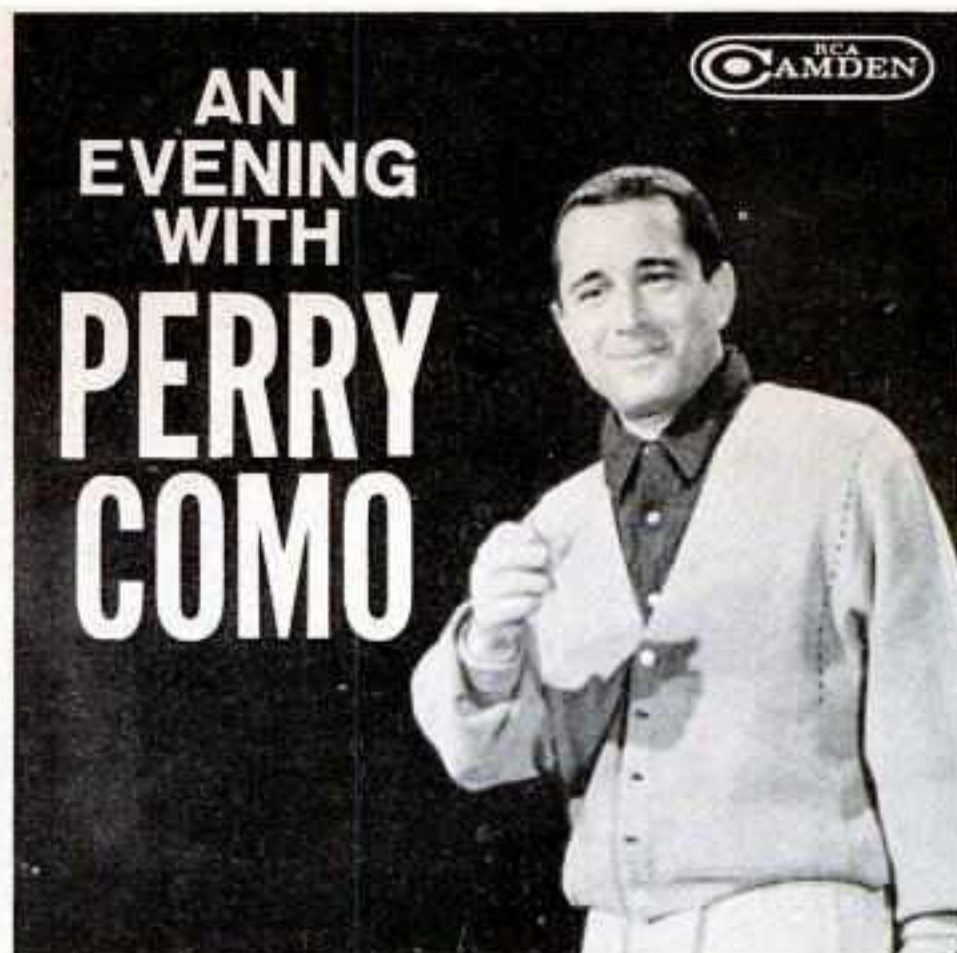


# ARNOLD COMO

LIVING STRINGS ★ LIVING VOICES



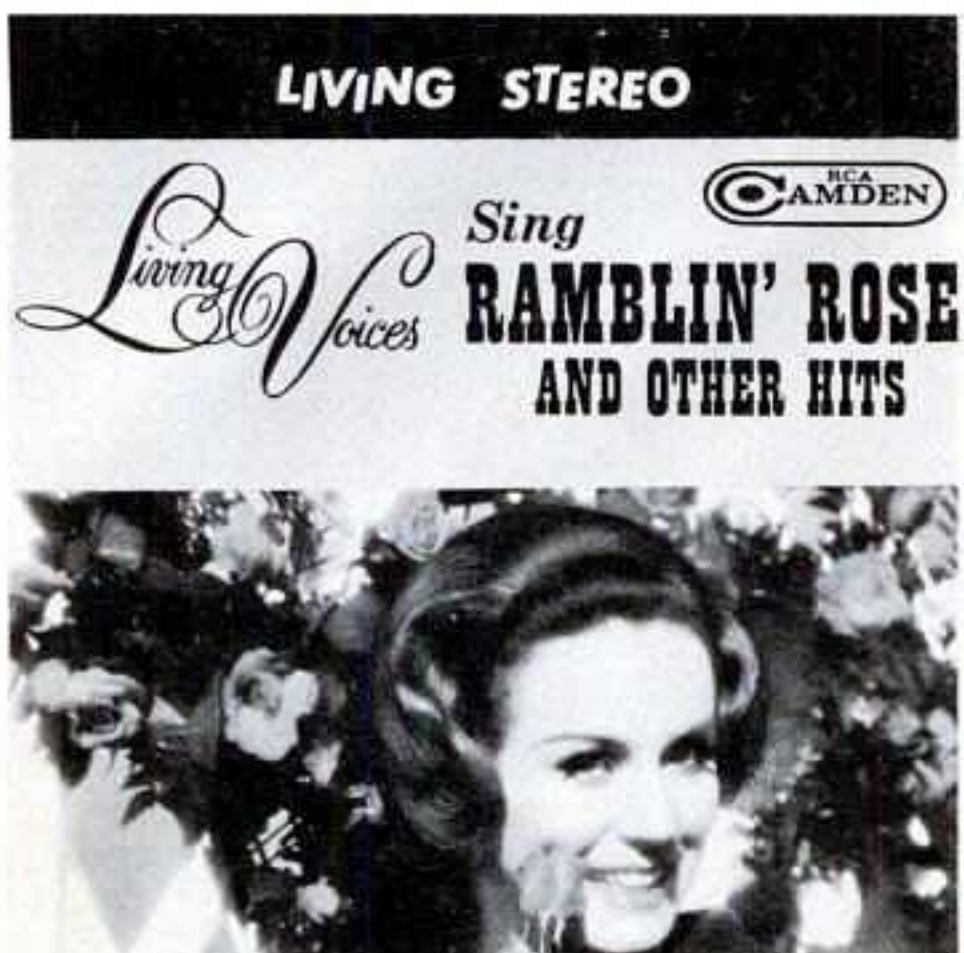
**EDDY ARNOLD** "Country Songs I Love to Sing." One of the greatest country (and pop!) singers of all time. "Cuddle Buggin' Baby," "Many Tears Ago," "Easy Rockin' Chair" and others. **CAL-741.**



**PERRY COMO** "An Evening with Perry Como." The one and only "Mr. C." — in the tradition of his TV show with nostalgic tender love ballads — even opens with "Caterina" and "Delaware." **CAL-742.**

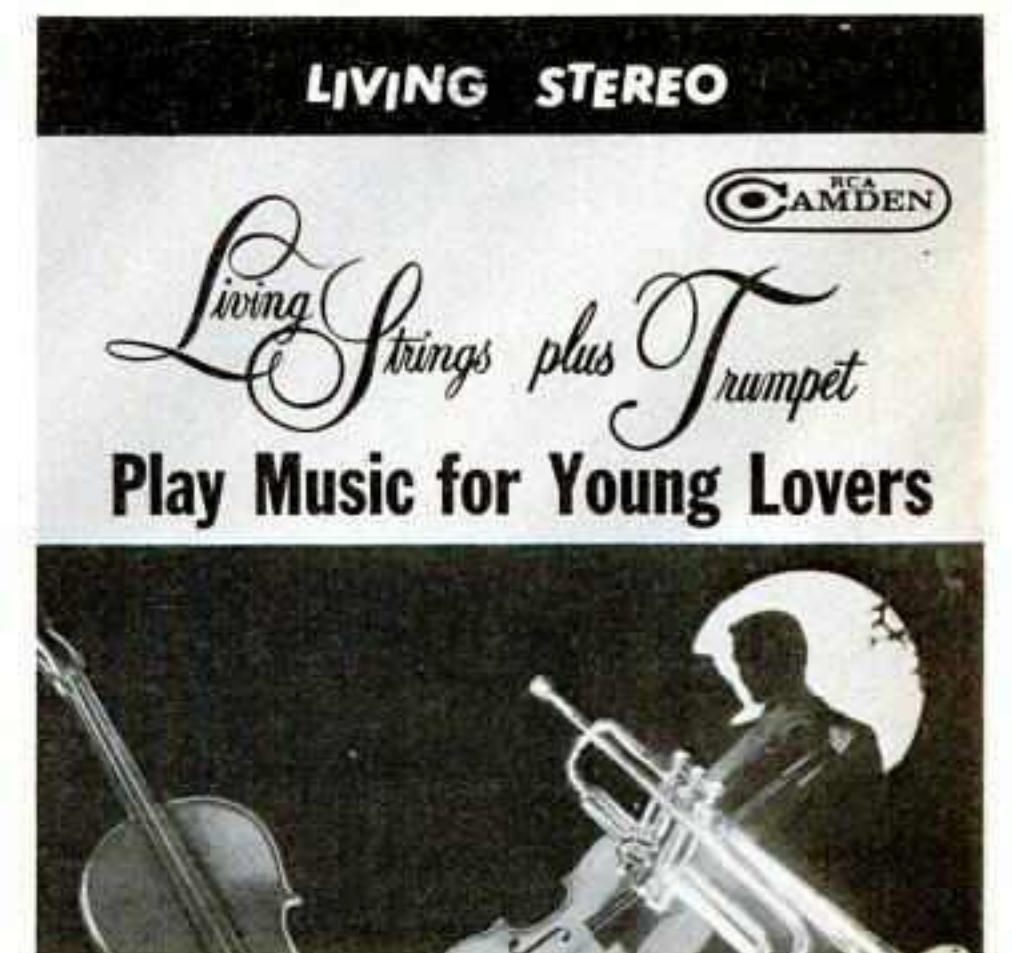


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THE HOTTEST  
LOW PRICE LABEL IS  
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# BMI

# 11th Annual Citation of Achievement Awards

## 1962

- AHAB THE ARAB  
*Lowery Music Co., Inc.*  
RAY STEVENS
- ALL ALONE AM I—*Duchess Music Corp.*  
MANOS HADJIDAKIS
- ALLEY CAT—*Metorian Music Corp.*  
FRANK BJORN
- BOBBY'S GIRL  
*American Metropolitan Ent. of N.Y.*  
GARY KLEIN, HENRY HOFFMAN
- BREAKING UP IS HARD TO DO  
*Aldon Music, Inc.*  
NEIL SEDAKA, HOWARD GREENFIELD
- BRING IT ON HOME TO ME  
*Kags Music*  
SAM COOKE
- CINDY'S BIRTHDAY  
*Maravilla Music, Inc.*  
JEFF HOOVEN, HAL WINN
- CONSCIENCE—*Aldon Music, Inc.*  
BARRY MANN, CYNTHIA WEIL
- CRYING IN THE RAIN  
*Aldon Music, Inc.*  
HOWARD GREENFIELD, CAROLE KING
- DEAR LADY TWIST  
*Rock Masters, Inc.*  
FRANK J. GUIDA
- DEAR LONELY HEARTS  
*Sweco Music Corp.; Cetra Music Corp.*  
BOB HALLEY, EMIL ANTON
- DEAR ONE—*Maureen Music, Inc.*  
JOHN LAWRENCE FINNERAN,  
VINCENT FINNERAN
- DO YOU LOVE ME  
*Jobete Music Co., Inc.*  
BERRY GORDY, JR.
- DREAM BABY—*Combine Music Corp.*  
CINDY WALKER
- DUKE OF EARL  
*Conrad Publishing Co., Inc.;  
Karlán Music, Inc.*  
EARL EDWARDS, BERNICE WILLIAMS,  
EUGENE DIXON
- DUM DUM—*Metric Music Company*  
JACKIE DE SHANNON,  
SHARON SHEELEY
- EVERYBODY LOVES ME BUT YOU  
*Champion Music Corporation*  
RONNIE SELF
- FUNNY WAY OF LAUGHING  
*Pamper Music, Inc.*  
HANK COCHRAN
- GO AWAY LITTLE GIRL  
*Aldon Music, Inc.*  
GERRY GOFFIN, CAROLE KING
- GREEN ONIONS  
*East Publications; Bais Music*  
STEVE CROPPER, AL JACKSON, JR.,  
LEWIE STEINBERG, BOOKER T. JONES
- HER ROYAL MAJESTY  
*Aldon Music, Inc.*  
GERRY GOFFIN, CAROLE KING
- HE'S A REBEL—*January Music Corp.*  
GENE PITNEY
- HEY BABY—*LeBill Music*  
MARGARET COBB, BRUCE CHANNEL
- I CAN'T STOP LOVING YOU  
*Acuff-Rose Publications, Inc.*  
DON GIBSON
- I KNOW—*Saturn Music, Inc.;*  
*At Last Pub. Co.*  
BARBARA GEORGE
- IT KEEPS ON A-HURTIN'  
*Tanridge Music, Inc.*  
JOHNNY TILLOTSON
- LET ME IN—*Arc Music Corp.;*  
*Kae Williams Music, Inc.*  
YVONNE BAKER
- LET'S DANCE—*Rondell Music;*  
*Sherman-De Vorzon Music Co.*  
JIM LEE
- LIE TO ME—*Benday Music Corp.*  
BROOK BENTON, MARGIE SINGLETON
- LIMBO ROCK  
*Four Star Sales Co., Inc.; Twist Music*  
JON SHELDON, WILLIAM E. STRANGE
- LITTLE BITTY TEAR, A  
*Pamper Music, Inc.*  
HANK COCHRAN
- LOCO-MOTION—*Aldon Music, Inc.*  
GERRY GOFFIN, CAROLE KING
- LOVE ME WARM AND TENDER  
*Spanka Music Corp.*  
PAUL ANKA
- LOVER PLEASE—*Lynlou Music, Inc.*  
BILL SWAN
- MASHED POTATO TIME—*Rice-Mill  
Publishing Co., Inc.;*  
*Jobete Music Co., Inc.*  
JON SHELDON, HARRY LAND
- MIDNIGHT IN MOSCOW  
*Melody Trails, Inc.*  
KENNY BALL
- MONSTER MASH  
*Garpax Music Pub. Co.*  
BOBBY PICKETT, LEONARD CAPIZZI
- NEXT DOOR TO AN ANGEL  
*Aldon Music, Inc.*  
NEIL SEDAKA, HOWARD GREENFIELD
- NORMAN—*Acuff-Rose Publications, Inc.*  
JOHN LOUDERMILK
- OLD RIVERS—*Glo-Mac Music;*  
*Metric Music Company*  
CLIFF CROFFORD
- ONE WHO REALLY LOVES YOU, THE  
*Jobete Music Co., Inc.*  
WILLIAM ROBINSON
- PARTY LIGHTS  
*Ram-Bed Publishing Co., Inc.*  
CLAUDINE CLARK
- PATCHES—*Aldon Music, Inc.*  
LARRY KOLBER, BARRY MANN
- PLAYBOY—*Jobete Music Co., Inc.*  
BRIAN HOLLAND, ROBERT BATEMAN,  
WILLIAM STEVENSON
- P. T. 109  
*Cedarwood Publishing Co., Inc.*  
MARIJOHN WILKIN, FRED BURCH
- RAIN, RAIN GO AWAY  
*Regent Music Corp.*  
GLORIA SHAYNE, NOEL REGNEY
- RAMBLIN' ROSE—*Sweco Music Corp.*
- RELEASE ME  
*Four Star Sales Company, Inc.*  
EDDIE MILLER, W. S. STEVENSON
- RETURN TO SENDER  
*Elvis Presley Music, Inc.*  
OTIS BLACKWELL, WINFIELD SCOTT
- RIDE—*Woodcrest Music, Inc.;*  
*Check-Colt, Inc.*  
JON SHELDON, DAVID LEON
- SECOND HAND LOVE  
*Merna Music, Inc.*  
HANK HUNTER, PHIL SPECTOR
- SHAME ON ME  
*Western Hills Music, Inc.;*  
*Saran Music Co.*  
LAWTON WILLIAMS, BILL ENIS
- SHE CRIED—*Trio Music Co., Inc.*  
TED DARYLL, GREG RICHARDS
- SHEILA—*Eager Music; Low-Twi Music*  
TOMMY ROE
- SHE'S GOT YOU—*Pamper Music, Inc.*  
HANK COCHRAN
- SHE'S NOT YOU  
*Elvis Presley Music, Inc.*  
JEROME "DOC" POMUS, JERRY LEIBER,  
MIKE STOLLER
- SHOUT—*Wemar Music Corp.;*  
*Nom Music, Inc.*  
O'KELLY ISLEY, RONALD ISLEY,  
RUDOLPH ISLEY
- SLOW TWISTIN'  
*Woodcrest Music, Inc.*  
JON SHELDON
- SNAP YOUR FINGERS  
*Cigma Music Company*  
GRADY MARTIN, ALEX ZANETIS
- SOLDIER BOY  
*Ludix Publishing Co., Inc.*  
LUTHER DIXON, FLORENCE GREEN
- STRANGER ON THE SHORE  
*Mellin Music, Inc.*  
ROBERT MELLIN, ACKER BILK
- SURFIN' SAFARI—*Guild Music Co.*  
MIKE LOVE, BRIAN WILSON
- THAT'S OLD FASHIONED  
*Aberbach, Inc.; Egap Music, Inc.*  
BILL GIANT
- THINGS—*Adaris Music, Inc.*  
BOBBY DARIN
- TWIST AND SHOUT  
*Robert Mellin, Inc.;*  
*Progressive Music Publishing Co., Inc.*  
BERT RUSSELL, PHIL MEDLEY
- TWISTIN' THE NIGHT AWAY  
*Kags Music*  
SAM COOKE
- TWIST, TWIST SONORA  
*Rock Masters, Inc.*  
FRANK J. GUIDA, GENE BARGE,  
JOSEPH ROYSTER
- UPTOWN—*Aldon Music, Inc.*  
BARRY MANN, CYNTHIA WEIL
- VACATION—*Merna Music, Inc.*  
GARY WESTON, HANK HUNTER
- VENUS IN BLUE JEANS  
*Aldon Music, Inc.*  
HOWARD GREENFIELD, JACK KELLER
- WHAT'S YOUR NAME  
*Hill and Range Songs, Inc.*  
CLAUDE JOHNSON
- WOLVERTON MOUNTAIN  
*Painted Desert Music Corp.*  
MERLE KILGORE, CLAUDE KING
- YOU ARE MY SUNSHINE  
*Peer International Corporation*  
JIMMIE DAVIS, CHARLES MITCHELL
- YOU BEAT ME TO THE PUNCH  
*Jobete Music Co., Inc.*  
WILLIAM ROBINSON, RONALD WHITE
- YOU BELONG TO ME  
*Ridgeway Music, Inc.*  
CHILTON PRICE, PEE WEE KING,  
REDD STEWART
- YOU DON'T KNOW ME  
*Brenner Music, Inc.*  
CINDY WALKER, EDDY ARNOLD
- YOU'LL LOSE A GOOD THING  
*Jamie Music Publishing Co.;*  
*The Crazy Cajun*  
BARBARA LYNN OZEN
- YOUNG WORLD—*Four Star Sales  
Company, Inc.;* *Hilliard Music Co.*  
JERRY FULLER

**BROADCAST MUSIC, INC. • 589 Fifth Ave., New York 17, N. Y.**



# International NEWS REPORTS

## Here Come the New Disk Labels

By JIMMY JUNGERMANN

The new year has kicked off with many brand-new record labels all over West Germany. In Osnabrueck-Voxtrup the International Record announced the beginning of the Schebesta label. This firm will also distribute the Regina label from the Grammofoon Platen Groep Holland for Germany, and handle the Euroton label. First catalog offers records by Henk Janmaat, Ankie Kling, and the Valentinas.

Horst Buessow in Hamburg is the boss of the new Casino la-

bel. Their No. 1 recording star is Bob Westermann. Pop artists like Pichi, Fridolin, and Werner Von Overheidt are set for appearance on the Teleton label distributed by Michael & Company in Duisburg and Koblenz, and by Hans Demmel in Munich, by Musik Vertrieb in Zurich, Switzerland. . . . The juke box firms Franken Automaten, Edions Kuepper, Loewen Automaten, Vollbracht, Schmitz and Gerdes distribute the Mandolino label starring Bob Rento, Rene Richard, Rinaldo Roma, and Cathrin Jacobson.

Some 10-inch albums have been made by Pallas for the new Phonola label of Michael & Company in Duisburg. This label features music from Vienna and the Rhine, music from German operettas and brass band music. . . . Mike Rogers is the star of the newly formed Abanola label in Nuremberg. The produced there is Heinz Schliegel. . . . Former Metronome rep Heinz Schumacher is starting the new Maxim label in Frankfurt.

a world tour, is visiting the Far East, Australia and New Zealand and it is expected that he radio and television stations will return to England via the United States.

Another important visitor to visit Sydney is Sir Edward Lewis, accompanied by his wife, Lady Lewis. Sir Edward, chairman of the English Decca Record Company, has just supervised the opening of an office of his company in Singapore.

Lee Gordon, U. S. promoter, has opened a night club at Surfer's Paradise, Queensland. Appearing on the opening night were Festival artists the Joye Boys and the De Kroo Brothers. . . . Sven Libaek, CBS a.&r. director, is hard at work producing local material for the Australian market. The first artist to record for the ARC label this year is a newcomer, Tim Gaunt, an ex-member of the defunct Windjammer Quartet. Libaek also stated that his company is very thrilled with the signing of pop vocalist Judy Cannon.

### Country Cats Meow

Starday artists are gradually becoming known through their appearances on various labels in Australia. Early last year the label had just appeared on the Melbourne W & G logo. Then late in 1962 Festival Records issued a number of Starday albums. Now Bill Robertson, of EMI, said that through arrangements with English Decca his company has contracted to release four albums in Australia on the London label. The first one under this new deal will appear January 17 entitled "Nashville Saturday Night."

Ken East, of EMI, has stated that his company will release the sound-track album of "Mutiny on the Bounty" by the middle of January. All copies will be imported from the States and will retail at a slightly higher price than the locally pressed

## HALLYDAY GETS BEIRUT HEAVE

BEIRUT, Lebanon—A formal ban on the twist in this city prevented French pop music star Johnny Hallyday from performing here last week. The singer was set to do dates here, but Interior Minister Kamal Jumblatt stepped in and told the vocalist he'd have to leave town within 24 hours. The hard stand taken by the minister was prompted by a law that makes twisting illegal in this country. The dance has been banned as obscene. This doesn't seem to prevent a good deal of scowling shaking from going around the city, however, for the dance is most popular here.

## Busse Still Branching Out

MUNICH—Karl Heinz Busse has built himself quite a publishing empire over the last year. Besides firms in this city and Switzerland, Busse has opened branches in Milan and Paris. In April he will also launch a Spanish firm, Music House Espagnol.

Head of the Italian operation is Van Erden. An integral part of this operation is the Italian International label which distributes Metronome Records besides recording its own artists. The label had quite a hit with "Alley Cat," by Bent Fabric from that Scandinavian firm as did the Italia label all over Europe with "St. Tropez Twist," by Pepino de Capri. This label is also a product of the Busse firm.

Chief of the Paris organization is Jacqueline Bouvier, who formerly was associated with Vogue Records.

LP's. The film is scheduled to open January 29 in Sydney.

The World Record Club is receiving congratulations from their production of locally produced albums. The latest disk to appear is of musical comedy material. Songs are taken from four stagshows of the Edwardian era—"The Arcadians," "Country Girl," "The Quaker Girl" and "Gypsy Love." Neil Williams and Valda Bagnall are the soloists, and the recording was made in Sydney under Geof Harveys direction. With the replay on television of "The Jolson Story" and "Jolson Sings Again," Festival Records is re-releasing Jolson material on extended play disks.

### Publishers' Corner

Leeds Music has the Johnny Horton single "All Grown Up." Leeds acquired this number three years ago and is hoping that the second time around he may collect dividends. Other numbers which have broken out for Leeds include Peggy Lee's "I'm a Woman" and "Go Away Little Girl." . . . Johnny Devlin, director of Devlin Music, has signed Queensland composer Kevin Grealy to a five-year contract. Grealy will also record on the Festival label. . . . Belinda Music has assumed control of the output of Roosevelt Music, Inc., for Australia and New Zealand.

At the moment there is a lot of confusion to when the movies "Girls, Girls, Girls" and "Kid Galahad" will be released. United Artists stated last year that their film would open before Christmas. The Paramount flick



ORIGINAL CAST: Original-cast recordings have become an important factor in LP sales only recently in Italy. Cutting the original caster of "Rugantino" here for CAM are Aldo Fabrizi and Bice Valori (pictured at left). Composer Armando Trovajoli is the third member of the trio.

was to open December 13, but now it looks like March before it will hit the screen. Already the songs from "Kid Galahad" have been in and out of the parades and it looks as if the same is happening with the numbers from "Girls, Girls, Girls." . . . Local HMV have made a single deal with old Town Records for the release of "Remember Then" by the Earls.

The much-publicized "The First Family" is at last off restriction and back on the airwaves. The album has just hit stores and it is too early to predict how sales will go.

Gebhard from DGG, sales managers are Wolfgang Arming (Philips) and Oscar Drechsler (Polydor).

## BELGIUM

### Business Still Going Strong

By JAN TORFS  
Stuivenbergvaart 37, Mechelen

The beginning of 1963 in record business is for certain as good as the end of 1962. Although many records are not available because dealers are sold out, some newcomers are quickly making their way to the top places on the hit charts.

Records that were hits during the end of 1962 are still on top, with "Telstar" by the Tornados, "Let's Dance" by Chris Montez and "Limbo Rock" by Chubby Checker, most in demand.

New records going up are "Eenzaam zonder jou" (Lonely Without You) by Will Tura on Palette, "Coeur blesse" by Petula Clark on Vogue and "Bachelor Boy" by Cliff Richard on Columbia. "Coeur blesse" is the French translation of Kris Jensen's "Torture." When this original was released some four months ago, it received poor sales, but the Petula Clark version is very hot.

Polygram Records reports that the complete 1962 concert by Yves Montand (Philips) recorded during his public performance on the stage of L'etoile in Paris on November 15, has been released.

Henri Salvador's version of "Sherry" is doing very well, as well as French newcomer Claude Francois (Fontana), who created a demand for his "Belles, Belles, Belles," the French version of Eddie Hodges' "Girls, Girls, Girls."

It looks like the first recording of religious songs by a 15-year-old boy, Pierre, who sings his own compositions, could follow activity created by Pere Didier and Soeur Sourire. . . . S. A. Ardmore and Beechwood report that they have the distribution rights in Belgium of "Sailor's Farewell" and "My Little Babe," two original songs recorded by Eddy Suys on Columbia.

The five big albums of 1962 were: "West Side Story," sound track (Philips); "Belafonte Returns to Carnegie Hall" (RCA); "Ray Charles Sings Country and Western," Vol. I (ABC-Paramount); "Freddie," (Polydor), and "Blue Hawaii," Elvis Presley (RCA).

## AUSTRIA

### Bossa Nova Tops Waltz

By FRED ZILLER  
Moellwaldplatz 1  
Vienna 4

The first German bossa nova was produced in Vienna by Gerhard Mendlson for the Polydor label, with Lou Van Burg singing "Bossa Nova Casanova" written by Erner Scharfenberger and Charly Niesen. "Desafinado" has 16 versions here. Pat Thomas is selling well enough with the better albums being "Viva Bossa Nova," by Laurindo Almeida (Capitol), "Leroy Holmes Goes Bossa Nova" (United Artists) and Quincy Jones' "Big Band Bossa Nova" (Mercury).

Connie Francis seems to have another best seller over here with a single called "Wenn Du Gehst," by Werner Scharfenberger and Fini Busch. . . . Best singles in sales are now "Die letzte Rose der Praerie," sung by ex-hurdle ace Martin Lauer (Polydor), both the English and the German version of "Ginny," sung by Brian Hyland (Philips) and the Gerhard Wendland version of "Mary Rose" (Philips) . . . The best Philips album of the month became "Porgy and Bess," by the U. S. cast.

The merger of Polydor and Philips has brought about the founding of what has been announced over has as Phonogram Musik since October 1, 1962. The firm has received the new name Polyphon. The firm distributes the following labels: Deutsche Grammophon, Polydor, Brunswick, MGM, United Artists, Cantata, Heliodor, Command, Archiv Produktion, Litarisches Archiv, Philips, Fontana, ABC-Paramount, Mercury, Verve, Coral, Riverside, Lange-scheidt. President is Gerhard



TONY RENIS

ROME—On January 6 Tony Renis and "Quando, Quando, Quando" won RAI-TV's Canzonissima program which was tied to a national lottery in which \$800,000 in prizes were distributed. Operated in the same manner as the well-known Irish Sweepstakes, numbers were drawn against the various songs for which lottery ticket purchasers had voted. The winning song by the Columbia recording artist had been in first place since the beginning of the competition. The Cinderella song of 1962 in Italy, "Quando, Quando, Quando," composed by Renis, finished fourth at the San Remo contest but had been the hottest song and record of the year thereafter. Holder of the ticket drawn with this song won \$240,000.

Other winners were "Il Cielo In Una Stanza," sung by Gino Paoli (Ricordi); "Ballata Di Una Tromba," played and sung by Nini Rosso (Titanus), and "Tango della Gelosia," sung by Emilio Pericoli (Ricordi). This Canzonissima victory, and the heavy sales pulled all year by "Quando, Quando, Quando," make Renis the top contender in the coming San Remo contest February 7 through 9.



## BRITAIN

## Telstar Reaches 2 Millionth Orbit

By DON WEDGE  
News Editor  
New Musical Express

The Tornados' "Telstar" has passed the two million sales mark. U. S. sales through London Records, Inc., exceed one million. The British sales alone are about 850,000, and the leeway is more than made up by sales of the EP in France. There have been substantial sales in other European and Commonwealth countries, too. It is the second British disk within a year to reach the two million mark. The first was Acker Bilk's "Stranger on the Shore." Very near to qualifying, too, is Frank Ifield's "I Remember You." British Decca has now issued the Tornados' follow-up, "Globe-trotter."

### Radio and the Stage

The extension of broadcasting hours planned by BBC Radio to start in the middle of next month has hit administration difficulties, particularly over the amount of disks that can be used. The project, welcomed by the music industry, has now been put back until April, although the BBC plans to be on the air 21 hours daily beginning early next year.

An attempt to establish a late-night theater series for folk singers was launched January 10. Impresario Harold Fielding presented Odetta—making her British stage debut—at the new Prince Charles Theater for two weeks.

### EMI-Diamond

EMI has signed a new long-term agreement with Diamond Records. British releases will be on the Stateside label. First issue following the deal was "Loop De Loop" by Johnny Thunder. Oriole has issued a cover by the Dallions; Philips was a late entry with Frankie Vaughan. Decca has issued a similarly titled "Loop-Be-Loop," an independent production by KPM Music featuring a group called the Chucks led by musical director Ivor Raymonde. The first title is published by Chappells and the second by Peter Maurice.

### Visitors

In London for recordings produced by Norman Newell is one of the EMI group's most successful Greek singers, Gino Cudsi. He came here after big successes in his homeland with "Proesthanome" and "Orfanos." He cut covers of "Big-I-Di-Big"

and "Big Wide World." . . . Another Greek singer, Nana Mouskouri, came in for recordings at Fontana (Philips).

### Record Business

EMI moved quickly to record a disk version of "That Was the Week That Was," a BBC-TV series launched late November dealing in very stringent satire and highly controversial. EMI's comedy album specialist, George Martin, Parlophone a.&r. manager, cut the LP before an invited audience at the EMI studios January 7.

Two EMI executives were named in the New Year Honours. A. H. Cooper, a technical director, received a CBE; A. R. Cork, deputy production manager, was awarded an MBE. Lindsay Wellington, BBC's director of sound broadcasting, became a Knight.

EMI issued "I Saw Linda Yesterday" by Dickie Lee on Mercury. There were covers from the Philips group by Frank Kelly (Fontana) and Doug Sheldon (Decca).

The severe winter conditions which greeted Britain with the New Year had an adverse effect on the record industry. It was worst in Southern England where all pressing plants are, and distribution became difficult, although it was to an extent counteracted by the reluctance of consumers to venture out shopping. . . . The Acker Bilk band spent most of last week in the studios cutting a new album.

## EIRE

## Mary O'Hara Enters Convent

By KEN STEWART  
Teenage Express, Dublin

Mary O'Hara, Ireland's best-known traditional singer and harpist, has entered a convent of the English Benedictine Order. Her decision to become a nun came at the height of her fame as an entertainer. Her disks are steady sellers here, in Britain and in the U. S. Three new albums, comprising some 40 unreleased numbers, will be issued this year. Her husband, Richard Selig, a young American poet, died 18 months ago.

Kevin McCourt flew in to Dublin and signed his contracts as director general of Irish television and radio. Edward J. Roth, having completed his notice of resignation from the post (which he held for a year), left for London, where he will take

up his new appointment as deputy managing director and member of the board of Associated Television Ltd.

Both Radio and Telefis Eireann appear to be taking a greater interest in programs of modern music and song, but it is generally agreed that the television authorities could screen much better shows aimed at viewers in the teen and '20's aged group.

Dublin businessman John Croke, who arranged the recent U. S. tour by the Rebel Showband, completed negotiations with Tom Ryan, a director of the new Canadian Walt Disney enterprise, Niagaraland, to have the band play there in the Irish village (there are villages representing 14 nations) on March 17. The six-month-old showband is set to record two titles for release on a single.

## FRANCE

## Yule Sales Top 1961 by 20%

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

Record retailers were very satisfied with 1962 holiday sales. According to most of them, sales increased 20 per cent over 1961.

### Disk News

Festival Records issued the original sound track of the pic "Copacabana Palace" featuring the music of 1962 Carnival of Rio and Joao Gilberto who is on Odeon's roster. Is there a law suit in the works? . . . A Vee Jay EP has been issued to tie in with the "Black Nativity" showing in Paris. . . . Pathe Marconi released Johnny Thunder's "Loop de Loop" and the Earl's "Remember Then." The first is from Diamond and the second Old Town Records.

Eartha Kitt's next EP will include her first two titles sung in French. . . . Versailles Records has new exclusive distrib tie-up in Spain with Discophon S.A. of Barcelona. . . . Vega Records marketed a new LP pop series at 12 francs.

Jack Mouliere, first artist to be signed up by Salvador Records, has come up with the French versions of "Dance With the Guitar Man" and "Next Door to an Angel." . . . Sonny Rollins and his trio appear January 19. Duke Ellington and his orchestra are expected for February 1 or 2.

## GERMANY

## Kraus, Backus In NYC to Record

by JIMMY JUNGERMANN  
102 Ismaninger Street,  
Munich 27

One of the top German producers, Gerhard Mendelson, will arrive in New York January 27 and stay in the States until February 5. He will be accompanied by Polydor executive Kurt Richter, former U. S. now German singer Gus Backus, and by Austrian-German teen-age idol Peter Kraus. Mendelson will produce the first U. S. records with Gus and Peter. In Las Vegas Mendelson will record German hits and German versions of U. S. hits with Connie Francis for the MGM label.

### Disk Notes

Stefan Harpner, of Universal Publishing, contracted Chris Bar-

ber for the Italia International label. Barber will record in Germany for Dr. Karl Heinz Busse and his International label; in Italy for Harpner and Busse and their Italia International label.

One of the top Italian singers, Betty Curtis, arrived in Munich to record her first two German songs for the Italia label: "Weine Eine Kleine Traene" by Henry Meyer b.w. "Canconetta Romantica" by Henry Meyer and Charlie Niessen. . . . Philips press secretary Wolfgang Kretzschmar and Philips producer Ernst Verch visited Paris to contract U. S.-French singer Eddie Constantine for the Philips-Fontana label. Eddie will sing duets with Elga Andersen this month in the Berlin studio of Philips. . . . Italian singer Angelina Monti sings the German version of Pat Boone's hit "Mexican Joe" on Telefunken. . . . Swiss singer Peter Hinnen sings the German version "Uga Uga Muschka" of U. S. hit "The Squaws Along the Yukon" on Ariola. These two numbers ("Mexican Joe" and "The Squaws . . .") are published in Germany by Hans Sikorski in Hamburg.

Greek singer Nana Mouskouri recorded the German versions "Am Strand Von Korsika" of French hit "Devant Le Rosier" on Fontana. The song is published by Capriccio in Hamburg. . . . Australian singer Frank Ifield recorded the German versions of his hits, "I Remember You" and "She Taught Me How to Yodel," for Columbia.

German singing stars Conny and Rex Gildo recorded French hits for French HMV in Paris. It's the second visit for Conny, the first for Rex there.

### Visitors

Dave Kapp arrived in Guetersloh, Germany, to meet Rolf Engleder, Ariola boss. A special contract between Kapp and Ariola has been signed for Kapp label sales in Germany, and the Ariola sales through Kapp in the States. The two execs agreed that Kapp artists will produce German hits in Germany for Ariola.

## HOLLAND

## Phonogram Debs Spoken Series

By SKIP VOOGD  
Platennieuws, Edisonstraat 21  
Amersfoort

Big doings for New Year's at Phonogram included a party given for TV, radio and press. The affair was hosted by J. Th. Van Der Meer with one of the guests of honor being Mrs. Mies Bouwman. Mrs. Bouwman collected some 12 million guilders (\$3½ million) for handicapped children. Much of it with the help of Philips and other disk artists on a non-stop, 23-hour TV marathon last November. Phonogram debuted a new classical package, the five Beethoven sonatas for violin and pianoforte, starring David Oistrakh, which won the Grand Prix de Disque.

Philips introduced a new series of spoken word disks—"Parlando"—early in the year. They are being produced by G. L. Piesaar and include "Diary of Anne Frank" and "Cyrano de Bergerac."

Dutch Decca released a new number of classical disks. Among them are albums by the Concertgebouw under Kleiber and harpsichord specialties by George Malcolm. . . . Anneke Gronloh and the Dutch Swing College Band have returned from a tour of Indonesia. . . . Rita Reyes strong with a version of "Desafinado," here.

## HONG KONG

## Dealer Assists Burmese Radio

By CARL MYATT  
27 A Estoril Court

A record dealer here is assisting the Burmese Government to improve the standard of material in the record library of the government-sponsored radio station. Ren da Silva, of the Diamond Music Company, returned by air after visiting Singapore and Rangoon. His trip to Rangoon was made at the invitation of the government radio station, which is anxious to modernize the material that is given air time.

The trend in popular music in the area is much the same as in Hong Kong and Singapore where stars such as Connie Francis, Elvis Presley and Pat Boone are much in evidence, said da Silva. He added, however, that due to the high duty on records and the difficulty in obtaining import licenses, sales are limited. On the other hand, da Silva said that present indications are that the demand is not large enough yet to warrant a record pressing plant.

While in Singapore, Da Silva met Sir Edward Lewis, head of the Decca group, who arrived there for the opening of the offices of the new Decca Orient Records, Ltd. Da Silva, who visited Singapore for the express purpose of helping his agents there in the promotion of the CBS label, said that of the CBS artists, Ray Coniff was probably the most popular.

Two of the hottest selling LP's of the month have been the new Warner Bros. LP sound track of the film, "Lovers Must Learn," which included the big hit by Emilio Pericoli, "Al Di La," and the "Telstar" album by the Ventures. Great interest is also being shown in the Alan Sherman disk, "My Son, the Folk Singer," which arrived only this week and promptly went on the air at two of the three radio stations.

Mrs. Frances da Silva Kirk, one of the directors of the Diamond Music Company, is on her way to the U. S. A. for meetings with senior executives of the various companies Diamond represents. She will be visiting Tokyo, San Francisco, New York and Los Angeles and will be away two weeks.

## HUNGARY

## Phono Price Dip Aids Disk Sales

By PAUL GYONGY  
Derutcka 6, Budapest

The government agency has reduced prices on turntables and phonographs in an effort to boost sales of the machines and recordings. Hungarian-made four-speed machines went from 1,650 forints to 1,100 forints (\$70 to \$45.81). Czechoslovakian manufactured portable Supraphon four-speed units with self-contained amplifier went from 1,800 to 1,400 forints (\$76.30 to \$59.32). Without amplifiers the price moved from 1,150 to 950 forints (\$48.73 to \$40.30).

When Chris Barber's jazz band was on tour in Hungary (see Billboard, July 14) the Hungarian Record Manufacturing Company (Qualiton label) made

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a 12-inch LP of them and **Otilia Patterson** as vocalist. At Barber's request the LP has been released only now and exclusively for sale in the socialistic States.

**Ines Taddio**, the Italian songstress who toured Hungary a short while ago, made the following recordings for unrestricted release on the Qualiton label: "Speedy Gonzales" and "Carosello Italiano" in German, "Cuando Calienda El Sol" in Spanish, and "Come Sinfonia," "Ciao Ciao Amore" and "Tintarella Di Luna" all in Italian.

## ISRAEL

## Stoltz Conducts 'Salome' Version

By **AZARIA RAPOPORT**  
73 Ahad Haam Street, Tel Aviv

"Salome" became "Romeo" in the Hebrew version (by **Tamar Fridland**), by **Robert Stoltz's** famous long-standing hit. This version (by **Ilan Melody Press**), is one of the small tokens of appreciation shown to the old maestro (82), who arrived in Israel for a series of concerts with the Israel Philharmonic Orchestra.

Stoltz's visit coincided with a decision reached by the National Art and Culture Council, permitting the Israel Philharmonic to perform German vocal works in the original language. That same council also voted for the performance of religious music.

Though the music of **Richard Wagner** would still cause riots by those who remember the way the Nazis adored him, the Orfeo-Sonic three-record album of **Madame Kirsten Flagstad**, accompanied by the **Symphony of the Air**, under **Arturo Toscanini**, stirred some interest by music lovers who claim that such art cannot be indefinitely ignored. **Madame Flagstad's** work has also been cleared from the blight of collaboration. Her name was removed from the role of **Nazi** collaborators in Norway after her death.

## JAPAN

## Columbia Starts Okinawa Sales

By **J. FUKUNISHI**  
108 Kakinokizaka  
Meguroku, Tokyo

Nippon Columbia established Okinawa Columbia Sales Company in Naha, Okinawa, which is equipped with a display room. The firm is also releasing in January a three-LP album in memory of the late **Billie Holiday**.

New World Records, an outlet of Soviet Russian records in Japan, resumed imports of recorded master tapes as the result of a renewed contract. Many Russian artists' visits to Japan are on schedule, headed by **Leonid Kogan**, violinist, and **Elizaveta Gilels**, Kogan's pianist-wife, who are arriving at the end of January on a six-week performance tour.

## Visitors

**Nat King Cole** and **Toshiko Mariano Quartet** are expected in February on their second visit following **Art Blakey Combo** now playing here. **Helen Merrill** is arriving January 25 to play theaters and night spots for the

second time; she was here in 1960 for a short period.

The anti-cartel and trust committee formally notified the National Record Dealers Union that the case in respect of the union's alleged violation of the anti-cartel and trust law will be put on trial. The committee claims that ignoring the six-item report given to the union in September, 1959, has brought about the action. The union is requested, at the same time, to give its answer to the committee by January 22.

## NEW ZEALAND

## A Very Merry Christmas to All

By **FRED GEBBIE**  
Box 5051, Auckland

Christmas was great for record distributors and dealers here; all chalked up better-than-usual sales figures with both single and LP items. Some distributors cleaned out of stocks of more popular artists such as **Ray Charles**, **Chubby Checker**, **Bobby Rydell**, **Frank Sinatra**, **Ella Fitzgerald**, **Bing Crosby**, and other twist, rock material.

The bossa nova appears to be catching on, but what must be the biggest yuletide party seller for some time is **Chubby Checker's** "Limbo Rock," as a single this has rolled into a 13,000 hit for the Parkway-La Gloria label. Good TV and radio exposure continues to give plenty of action for the LP as well and has rung up the "sold out" sign in both distributor and dealer windows. All record pressing plants shut down here over the holiday period (three weeks), and on hot items such as the aforementioned platter final sales figures could be effected through non availability.

**Pye Records** intends to launch an all-out sales drive on the bossa nova this year and have already supplied dance instructions with copies of their **Zoot Sims** disk "Recado (Bossa Nova)," the first platter of the new sound on the market here.

## SPAIN

## Jeantal Waxes Popular & CBS

By **RAUL MATAS**  
32 Av Jose Antonio, Madrid 13

**Robert Jeantal** is growing in popularity. He is recording for CBS here with **Waldo de Los Rios**, TV show, radio programs and the regular Sunday mornings at Price Music Hall.

Although the bossa nova has not yet appeared on the charts. Nightly, in every good club of Barcelona, Madrid, Bilbao, Seville, or Gijon, twist, madison, Continental twist and bossa nova keep dancers in a whirl.

## Disk Shorts

**Alma Cogan** again in Spain promoting her records here. . . . **Jean Claude Pascal** on TV's Big Parade. . . . **Chico Gorrillo**, Peruvian comedian, singer and impersonator made his debut and will record in Madrid. . . . **Jose Guardiola**, **Robert Jeantal** and **Tonio Areta** have already recorded "The Longest Day." . . . **Discomania** celebrating its fourth anniversary in Spain. . . . **Lucho Gatica** went back to Puerto Rico after several weeks here. He recorded "Ay Carino," the winner of the Mexican festival.



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# ALBUM REVIEWS

## BILLBOARD SPOTLIGHT PICKS

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

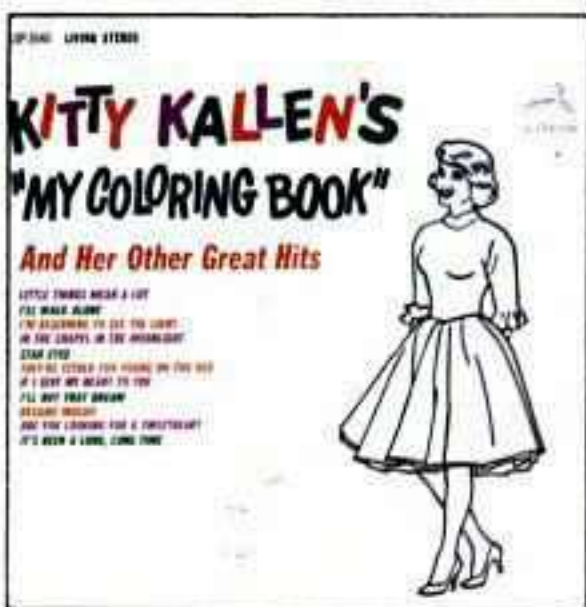
**POP SPOTLIGHT**  
**STEVE LAWRENCE WINNERS**  
 Columbia CL 1953 (M);  
 CS 8753 (S)

Lawrence is riding the crest right now, having just enjoyed his first number one single, "Go Away Little Girl." That's featured here with a solid group of familiar ditties like "Volare," "Teach Me Tonight," "Lollipop and Roses" and "All the Way," all neatly backed by Marion Evans' arrangements. Should be a real winner.



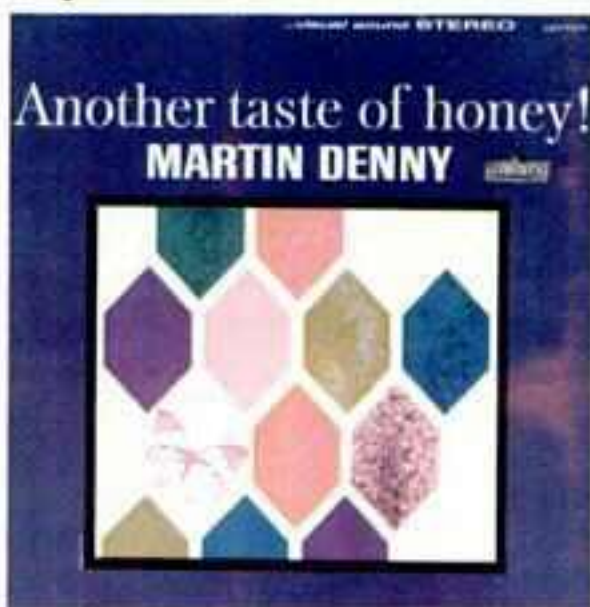
**POP SPOTLIGHT**  
**KITTY KALLEN'S MY COLORING BOOK AND HER OTHER GREAT HITS**

RCA Victor LPM 2640 (M); LSP 2640 (S)  
 Kitty Kallen's singles hit, "My Coloring Book," is the lead-off tune in this new showcase for her vocal talents under the Victor banner. There are 11 others, several of which ("I'll Buy That Dream," etc.) were Kallen hits when she sang with Harry James, although all are new cuttings arranged and conducted ably by Ray Ellis.



**POP SPOTLIGHT**  
**ANOTHER TASTE OF HONEY**  
 Martin Denny. Liberty LRP 3277 (M); LST 7277 (S)

Denny scored well with "A Taste of Honey," both as a single (his was the leading version) and again as an album. Here is more of the unique Denny combo sound, with some delightful arrangements of such diverse offerings as "Harlem Nocturne," "Like Young," "Satin Doll" and "Anniversary Song." It's wax that can make its mark.



**POP SPOTLIGHT**  
**1962'S GREATEST HITS BY BILLY VAUGHN**  
 Dot DLP 3497 (M);  
 DLP 25497 (S)

This should be a big one for the new year. It spots the Billy Vaughn crew playing the current hits, including such current items as "Telstar," "The Lonely Bull," "Go Away Little Girl," and "Dear Lonely Hearts," among others. They are played in mighty danceable fashion by the band, and it should sell to the teen and adult set.



## SINATRA-BASIE



**POP SPOTLIGHT**  
**SINATRA-BASIE**  
 Frank Sinatra & Count Basie.  
 Reprise R 1008 (M); R9-1008 (S)  
 Sinatra and Basie are certainly a \$\$\$ loaded combination. The album is filled with standards, most of them with a solid beat, sung and played to the hilt. The band punches and solo choruses are excellent. "Pennies From Heaven," "I Only Have Eyes for You" and "Write Myself a Letter" are some of the better tracks. This one should boom onto the charts in no time.



**POP SPOTLIGHT**  
**SAMMY DAVIS JR. AT THE COCOANUT GROVE**  
 Reprise R 6063/2 (M);  
 R9-6063/2 (S)  
 An exciting two-LP set which presents all the in-person dynamite of a Sammy Davis night club appearance. Davis has achieved momentum lately with his single of "What Kind of Fool," and this album, which showcases him at his best, could generate much sales and jockey play. Fans, new and old, should dig it.



**POP SPOTLIGHT**  
**THE BOSS OF THE BOSSA NOVA**  
 Joao Gilberto. Atlantic 8070  
 Joao Gilberto, father of the bossa nova, should become as famous in the U. S. as in his native Brazil as a result of this fine bossa nova set. It's only his second album cut for U. S. release. He is heard here singing and performing some lovely bossa nova tunes, including "Barquinho," "Vocce E Eu," and "Insensatez." Strong wax here.



**POP SPOTLIGHT**  
**SONGS I SING ON THE JACKIE GLEASON SHOW**  
 Frank Fontaine. ABC-Paramount ABC 442 (M); ABCS 442 (S)  
 Fontaine's wide exposure on the Jack Gleason TV-er can't help but give this one a boost. It's for the "over-40" set and all those who like tunes and singing style that have that nostalgic "down memory lane" sound. "Old Gang of Mine," "Daddy's Little Girl," "Mary" and a flock of others give the general idea. Sam Spear, also from the Gleason show, provides the backgrounds.



**POP SPOTLIGHT**  
**FLY ME TO THE MOON & THE BOSSA NOVA POPS**  
 Joe Harnell, His Piano & Ork.  
 Kapp KL-1318 (M);  
 KS-3318 (S)  
 Joe Harnell has lately stepped out as a hitmaker. His "Fly Me to the Moon," bossa nova has turned out as a fine chart entry and that's included here with a flock of other neatly arranged and performed bossa nova versions of pop tunes. Good outing that can make noise.

**POP SPOTLIGHT**  
**CHAD MITCHELL TRIO IN ACTION**  
 Kapp KL-1313 (M);  
 KS-3313 (S)

According to the liner notes, this is an exercise in "folkmanship" (presumably, the art of sounding like a folk singer without being one). Indeed, the Chad Mitchell group are not standard folk balladeers, and their material ranges from sophisticated comedy in a folk vein to South American boating songs. Sure to please Mitchell fans.



**POP SPOTLIGHT**  
**DOIN' THE BIRD**  
 The Rivingtons  
 Liberty LRP 3282 (M);  
 LST 7282 (S)

One of the newer vocal groups, the Rivingtons clicked with "Papa-Oom-Mow-Mow," which inspired a popular new teen dance, The Bird. Instructions for this are carried on the back liner, while the disk itself contains the original hit, plus its successor, "Mama-Oom-Mow-Mow," and "Unchain My Heart," "Long Tall Sally," etc. Good teen reception indicated.



**POP SPOTLIGHT**  
**RICHARD CHAMBERLAIN SINGS**  
 MGM E-4088 (M); SE-4088 (S)

This is Chamberlain's first album, despite the fact that his initial singles hit, "Theme From Dr. Kildare," was many months ago. Fans have thus been kept waiting and they should grab this pleasant program of croon-type vocalizing with relish. His first hit and his next, "Love Me Tender," are both here, along with "True Love," "I'll Be Around" and "Hi-Lili Hi-Lo."



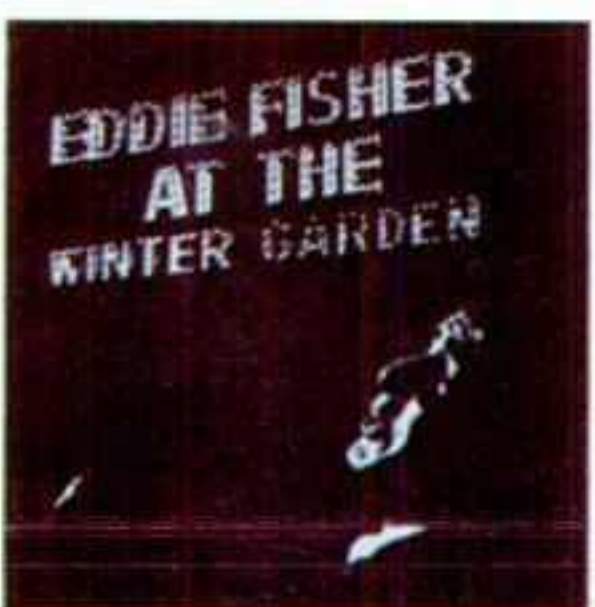
**POP SPOTLIGHT**  
**DEAN (TEX) MARTIN—COUNTRY STYLE**  
 Reprise R 6061 (M);  
 R9-6061 (S)

Dean Martin shows his versatility again on this new album as he takes a flock of familiar country songs and fits them to his lazily intimate style. The songs include "Any Time," "Hey Good Looking," "I Walk the Line," and "Room Full of Roses," and Dino sings them winningly over fine arrangements by Don Costa. Strong wax here.



**POP SPOTLIGHT**  
**SPANISH LACE**  
 Gene McDaniels  
 Liberty LRP 3275 (M);  
 LST 7275 (S)

Gene McDaniels had a big hit with "Spanish Lace," and he has stayed in the Spanish mood on this new set with songs from south of the border or thereabouts. Tunes include "Spanish Harlem," "Granada," "Brazil," "Green Eyes," and "Marie Elena. Good vocals and good backing will help sales.



**POP SPOTLIGHT**  
**EDDIE FISHER AT THE WINTER GARDEN**  
 Ramrod RR 1  
 This one's bound to click with Fisher's fans, and with matrons who look upon Fisher as My Son, the Pop Singer. It's a live recording made last fall at New York's Winter Garden, and contains virtually everything in the two-record set—from a medley of Jolson songs to Fisher oldies like "Anytime." The album, MGM-distributed, is a natural for deejays.



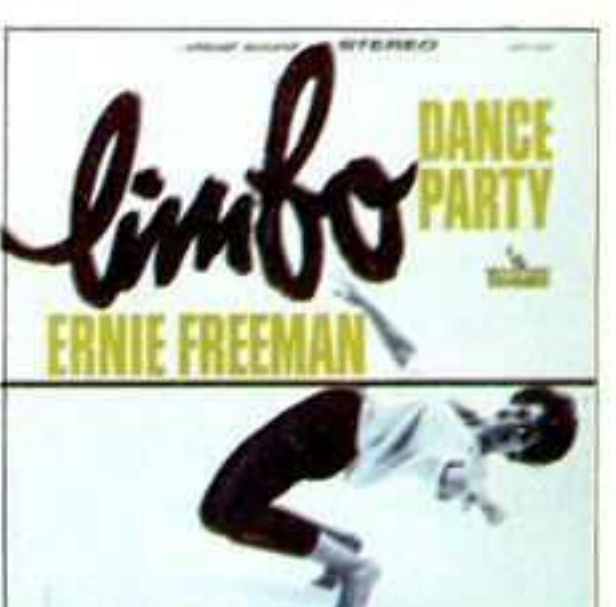
**POP SPOTLIGHT**  
**JOSE JIMENEZ—OUR SECRET WEAPON**  
 Kapp KL-1320 (M);  
 KS-3320 (S)  
 Bill Dana has done it again, with another wild collection of sketches having to do with military and government service. The cover—Jimenez dressed in full military regalia—sets the tone for such items as "The Paratrooper," "The Marine Drill Instructor," "The Director of the Central Intelligence Agency," etc. Funny set that should go.



**POP SPOTLIGHT**  
**ROGER WILLIAMS COUNTRY STYLE**  
 Kapp KL-1305 (M);  
 KS-3305 (S)  
 The smoothly sentimental sound of Roger Williams' piano follows an obvious pop trend in this album and is heard in a dozen country-flavored tunes such as "Ramblin' Rose," "San Antonio Rose," "Red River Valley," among others. Williams fans will undoubtedly reach for their pocketbooks again.



**POP SPOTLIGHT**  
**MOONLIGHT MEMORIES**  
 The Platters  
 Mercury MG 20759 (M);  
 SR 60759 (S)  
 The Platters have another top-notch album under their belts. This one, which should join their other hits, is based on a moon theme as the title indicates. Some of the better titles are "Moonlight Memories," "Shine On Harvest Moon," and "Memories," "Moonlight and Roses," "Full Moon and Empty Arms" and "I'll See You in My Dreams."



**POP SPOTLIGHT**  
**LIMBO DANCE PARTY**  
 Ernie Freeman  
 Liberty LRP 3283 (M);  
 LST 7283 (S)  
 The limbo has turned into a hot dance among both adults and the teens. This album, a swinging set by Ernie Freeman and group, should be able to capture a share of the limbo disk sales. It spotlights such tunes as "Limbo Rock," "Matilda," "Raunchy," and "Marianne," all played with the catchy limbo beat. Dance instructions are contained on the liner.



# ALBUM REVIEWS (continued)

## BILLBOARD SPOTLIGHT PICKS



### CLASSICAL LOW PRICE SPOTLIGHT

**PUCCHINI: MADAMA BUTTERFLY**  
(3-12")

Renata Tebaldi & Various Artists

Richmond RS 63001 (S)

This is a fine package and part of a new operatic re-release series undertaken by the London subsidiary, to reach the broad market. It's an older edition, yet the recording quality is still of high caliber and the star herself was in exceptional form for the date. Pricing is on the basis of \$2.49 per LP, somewhat higher than the normal Richmond monaural release, but it still constitutes an operatic bargain at the \$7.47 price for this three-LP set.



### SPOKEN WORD SPOTLIGHT

**LOVE POEMS OF JOHN DONNE**

Richard Burton  
Caedmon TC 1141

A collection of poetry with built-in commercial appeal. Richard Burton, the male half of the decade's most publicized romance, reads the passionate verse of John Donne, and does it very convincingly. Inasmuch as several of the verses inevitably seem to refer to Burton's own enflamed passions, the disk takes on unusual interest. Radio exposure may even result from whimsical DJ's playing such tracks as "Nature's Lay Ideot," "The Good Morrow" and "The Canonization."



### JAZZ SPOTLIGHT

**GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD**

Everest 1208 (S)

Miss Lynne has long been a jazz favorite. This LP should rack up more respectable sales in the field with good sales also coming from pop buyers. The album showcases the lass with a fine West Coast rhythm section that features Herman Foster on piano. Crowd reaction in back of the singer generates excitement. Some of the better tracks are: "In Love in Vain," "But Beautiful," "What Kind of Fool Am I," and "I'll Buy You a Star."



### COUNTRY SPOTLIGHT

**I'VE GOT A HEARTACHE**  
Webb Pierce

Decca DL 4358 (M);  
DL 74358 (S)

Webb Pierce's high, nasal tones are in rare form on this newest collection of tunes by a group of the best-known country song writers. Some have been hits for others, tunes like "Little Bitty Tear," "I Can't Stop Loving You," "Are You Sincere?" and "I've Got a New Heartache," while others, like "Sooner or Later" and "Georgia Town Blues" are new. Should be a solid seller in country marts.



### SACRED SPOTLIGHT

**BEYOND THE SUNSET**

Cowboy Copas

Starday SLP 212 (M)

Here's a mighty potent LP that includes Copas readings of sacred material of all types. The country singer interprets some of the better-known inspirational songs with much tenderness. The title tune, "Shake a Hand," "Cowboy's Deck of Cards" and "The Wreck on the Highway" are a few of the better-known pieces of material.



### CLASSICAL SPOTLIGHT

**GRANADA**

Andres Segovia (guitar)  
Decca DL 10063 (M);  
DL 710063 (S)

Two of the master guitarist's best-loved interpretations are offered: "Granada" by Albeniz, and the "Spanish Dance" in E minor by Granados. Two brief works by Ponce and one by Tansman fill out the side, while on the other Segovia plays "Eight Lessons for the Guitar" by Aguado and four studies by Sor. These brief works are colorful items musically which also extend the player's digital capacities and make for an attractive change of pace.



### COUNTRY SPOTLIGHT

**THE RED FOLEY SHOW**  
Various Artists

Decca DL 4341 (M);  
DL 74341 (S)

Red Foley does a live performance, just as he does on his "Jubilee" TV show with the help of a host of Decca's brightest country stars as his guests. Red himself is represented on eight of the tracks, while the guests include such as Patsy Cline, Kitty Wells, Ernest Tubbs, Uncle Cyp Brasfield, the Wilburn Brothers and Speedy Haworth on guitar. Lots of excitement here for the real country music fans.

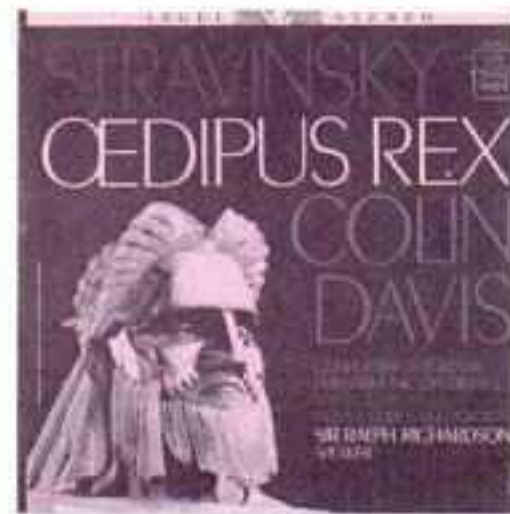


### LOW PRICE CHILDREN'S SPOTLIGHT

**THE SILLY RECORD**

Frank Buxton  
Harmony HL 9536 (M)

A refreshingly unusual children's disk that could become a standout piece of merchandise. True to its title, the contents all are on the charmingly silly side, including songs, poems and stories, all wildly nonsensical and all calculated to tickle the fancy of the younger set. Stoo Hample's material, George Kleinsinger's music and Frank Buxton's unselfconscious performances make the disk a listening treat for any age.



### CLASSICAL SPOTLIGHT

**STRAVINSKY: OEDIPUS REX**

The Royal Philharmonic Orchestra (Colin Davis, Cond.)  
Angel 35778 (S)

With Britain's multi-talented young conductor, Colin Davis, in charge, and with Sir Ralph Richardson as narrator, this recording of Stravinsky's seldom performed "operatorio" is highly effective in stereo, and will surely win a place in the recordings of Stravinsky works. It is an exciting experience to hear this album. Ronald Dowd and Patricia Johnson as "Oedipus" and "Jocasta," respectively, are strikingly effective.

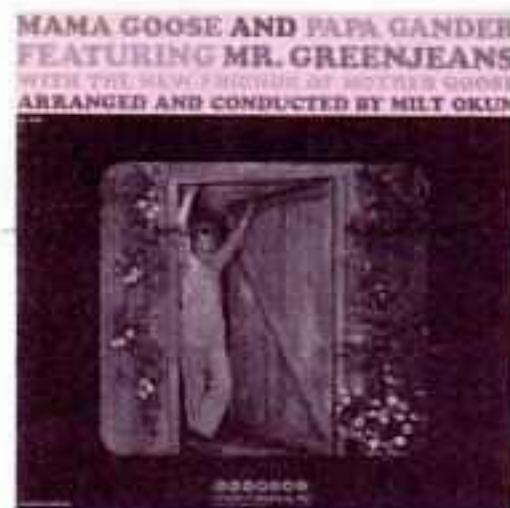


### LATIN AMERICAN SPOTLIGHT

**CANTAN TANGOS**

Trio Los Panchos  
Columbia EX 5089 (M);  
ES 1789 (S)

Trio Los Panchos, one of the top groups in Argentina, have another fine album here, and one that should sell well to L. A. fans. It features the trio in a collection of tango items, including "A Media Luz," "Adios Muchachas," and "El Chocle." They sing them all smartly and the set has strong potential in its market.



### LOW PRICE CHILDREN'S SPOTLIGHT

**MAMA GOOSE AND PAPA GANDER**

Mr. Greenjeans  
Harmony HL 9538 (M)

Mr. Greenjeans is a favorite TV character of most tots, being the daily sidekick of Captain Kangaroo on his morning CBS TV show. Hugh Roberts Bannum (as he's known in real life) an alumnus of the Fred Waring ensemble, sings dozens of delightful ditties for kiddies, of the Mother Goose type. These, however, are all new and retrace but little of the older ground. About 35 tunes in all and done in most appealing fashion by the Greenjeans man.

PAGE ONE ALBUMS

## ★ NATIONAL BREAKOUTS

### MONO

**SHIRELLES GREATEST HITS . . .**  
Scepter 507

### STEREO

**MY SON, THE CELEBRITY . . .**  
Allan Sherman, Warner Bros. WS 1487

**FLY ME TO THE MOON—BOSSA NOVA . . .**

Joe Harnell and Ork, Kapp KS 3318

### JUMBO . . .

Sound Track, Columbia OS 2260

## ★ NEW ACTION LP's

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

### MONO

**THE COLORFUL PETER NERO . . .**  
RCA Victor LPM 2618

**BRAZIL, BOSSA NOVA AND BLUES . . .**  
Herbie Mann, United Artists UAJ 14009

**DION SINGS LOVE CAME TO ME . . .**  
Laurie LLP 2015

**DESAFINADO . . .**  
Si Zentner and His Ork, Liberty LRP 3273

**BIG BAND BOSSA NOVA . . .**  
Enoch Light and His Ork, Command RS 844

**CONNIE FRANCIS SINGS MODERN ITALIAN FAVORITES . . .**  
MGM E 4102

**MEMORIES ARE MADE OF THESE . . .**  
George Chakiris, Capitol T 1813

**JAZZ IMPRESSIONS OF THE BLACK ORPHEUS . . .**  
Vince Guaraldi Trio, Fantasy 3337

**SURFBAT . . .**  
Challengers, Vault LP 100

**SONGS I SING ON THE JACKIE GLEASON SHOW . . .**  
Frank Fontaine, ABC-Paramount ABC 442

**SINATRA—BASIE . . .**  
Frank Sinatra and Count Basie, Reprise R 1008

**NEW BEAT BOSSA NOVA . . .**  
Zoot Sims and His Ork, Colpix CP 435

**RICHARD CHAMBERLAIN SINGS . . .**  
MGM E 4088

**MY COLORING BOOK . . .**  
Sandy Stewart, Colpix CP 441

**THEMES OF THE GREAT BANDS . . .**  
Glen Gray and Casa Loma Ork, Capitol T 1812

### STEREO

**CONNIE FRANCIS SINGS MODERN ITALIAN FAVORITES . . .**  
MGM SE 4102

**THE VENTURES PLAY TELSTAR, THE LONELY BULL AND OTHERS . . .**  
Dolton BST 8019

**SNOWBOUND . . .**  
Ferrante and Teicher, United Artists UAS 6233

**OUR MAN IN HOLLYWOOD . . .**  
Henry Mancini, RCA Victor LSP 2604

**HOEDOWN . . .**  
Felix Slatkin, Liberty LSS 14024

## SPECIAL MERIT PICKS

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

### POP SPECIAL MERIT

**GUITARS AROUND THE WORLD**

Axel Stordahl & Ork. Decca DL 4337 (M); DL 74337 (S)

This album's a "must" for aficionados of guitars (and their international variations). Stordahl has rounded up a dozen tunes (including a new one of his own, "Astro Guitar") which have strong international flavor—and then has featured, in each, the plectrum instrument which goes with the tune.

### CLASSICAL SPECIAL MERIT

**BACH: CONCERTOS**

1 Musici. Philips PHM 500-008 (M); PHS 900-008 (S)

This release includes the "Triple Concerto" for flute, violin and harpsichord; the "Double Concerto" for oboe and violin, and the "Brandenburg Concerto No. 3." It marks the initial stereo outing for the Double Concerto. The Italian chamber group is in fine form, as are the group's soloists. Finest available coupling of the Triple and Double Concertos.

### POP SPECIAL MERIT

**THE LENNON SISTERS' FAVORITES**

Dot DLP 3481 (M); DLP 25481 (S)

Dot has a sleeper here. The album is made up mostly of mighty pleasant music in the Walk groove with folk-type standards and even a religious tune sung appealingly. A big teen-style pop track wings in, however, in "Bei Mir Bist Du Schoen." This side as a single could go. It is done in the undulating "Zip-A-Dee-Do-Dah" groove.

### CLASSICAL SPECIAL MERIT

**BACH: CONTATAS NOS. 80 & 87**

Pforzheim Chamber Orchestra (Fritz Werner, Cond.). Epic LC 3857 (M); BC 1257 (S)

Bach's "Contata No. 80" (Ein Fester Burg) is one of his most thrilling choral works, and its first stereo recording emphasizes the contrapuntal music. The opening chorale becomes a spine-ringing experience. Aiding the chorus are fine soloists which include alto Hertha Topper and tenor Helmut Krebs. A unique disk.

### POP SPECIAL MERIT

**MERMAN IN VEGAS**

Ethel Merman. Reprise R 6062 (M); R9-6062 (S)

Ethel Merman's first night club appearance at The Flamingo in Las Vegas has been recorded before a live audience on this new waxing, and a most exciting new disk it is. Here is the one and only Merman, singing the songs she made famous, from "You're the Tops" and "I Got Rhythm," to "Small World" and "Everything's Coming Up Roses." Strong set for Merman fans.

### CLASSICAL SPECIAL MERIT

**BOCCHERINI—SACCHINI—VIVALDI**

Orchestra San Pietro (Ruotolo). Decca DL 10062 (M); DL 710062 (S)

Four eighteenth century works of unusual charm make this a collection of special interest to connoisseurs of early music. Two Vivaldi flute concertos, a Boccherini Sinfonia and a brief but lovely Overture by Sacchini, who is not otherwise represented in the catalog, constitute the program.

### POP SPECIAL MERIT

**SESSION ONE**

The Yeomen. Hi Top 6201 (M)

There's much to commend in this album: it has a fine, youthful, swinging sound—something like that of the Kingston Trio when they started; many of the favorite "folknik" songs are in the album ("John Henry," "This Land," "Rock Island Line," etc.), and it's the product of a Junior Achievement company, recorded and pressed under highly professional conditions. Deejays who work with teen-age projects will undoubtedly want to feature it, and not a few major labels will envy it.

### CLASSICAL SPECIAL MERIT

**EZIO FLAGELLO SINGS ROSSINI AND MOART ARIAS**

Scope V0001-M (M)

Here operatic bassos are featured in an album all to themselves. Flagello has chosen a rich-sounding group of four arias by Rossini for the first side (from "Barber of Seville," etc.), and four more by Mozart (from "Magic Flute," etc.) for the other. Album has obvious appeal to opera lovers.



# THE SALES BEAT of the BOSSA NOVA IS ON ATLANTIC

## JOÃO GILBERTO

**THE BOSS OF  
THE BOSSA NOVA**

8070



FROM THE ALBUM  
JOÃO GILBERTO'S BOSSA NOVA SINGLE

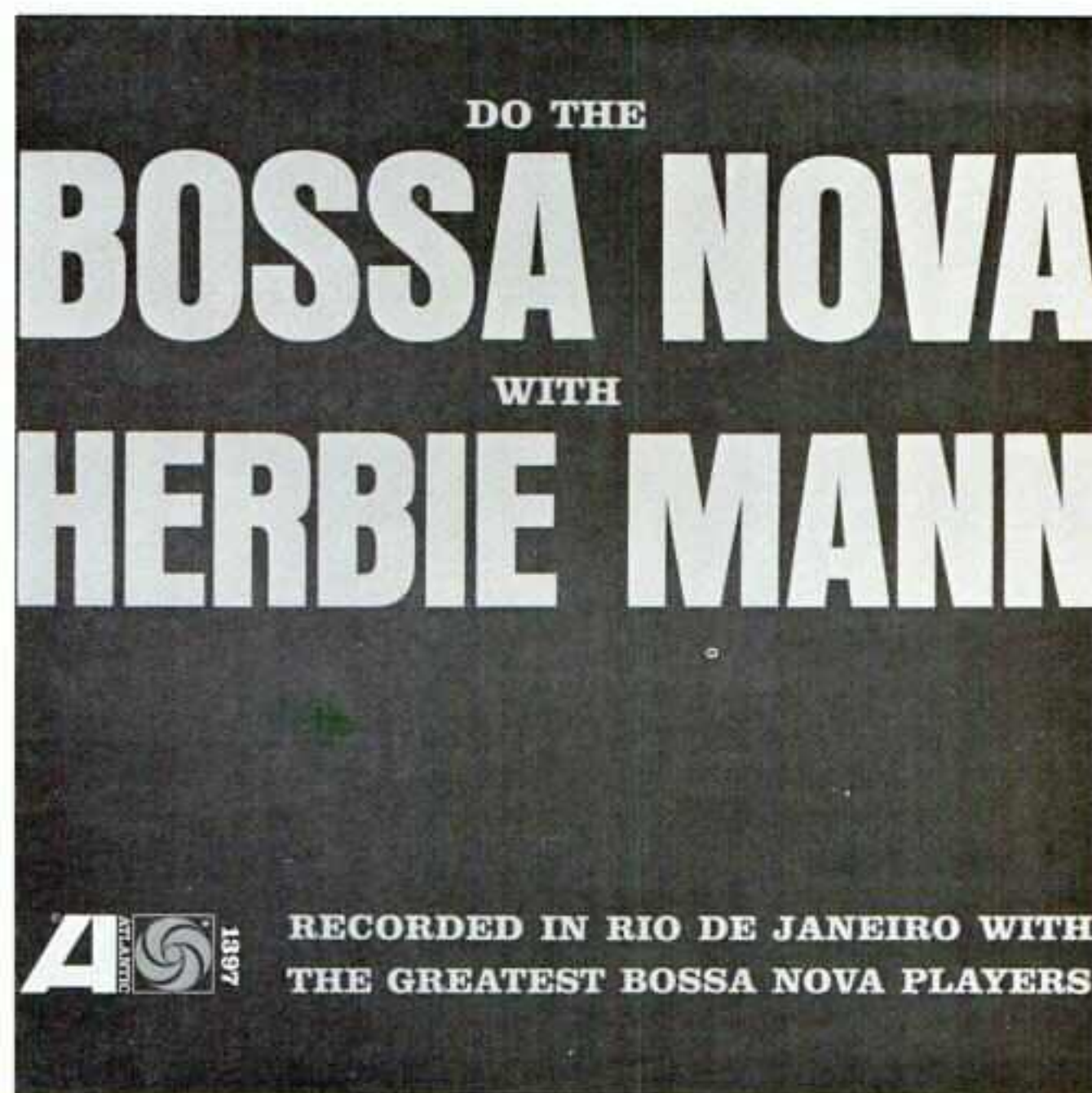
**VOCE E EU (YOU AND I)  
&  
BOLINHA DE PAPEL (LITTLE PAPER BALL)**

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





# SINATRA-BASIE

AN HISTORIC MUSICAL FIRST



PENNIES FROM HEAVEN

PLEASE BE KIND

(LOVE IS) THE TENDER TRAP

LOOKING AT THE WORLD THRU ROSE COLORED GLASSES

MY KIND OF GIRL

I ONLY HAVE EYES FOR YOU

NICE WORK IF YOU CAN GET IT

LEARNIN' THE BLUES

I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER

I WON'T DANCE

reprise 

MONO OR STEREO 1008



ALBUM REVIEWS

Continued from page 37

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

- ★★★★ DANCE TO THE BOSSA NOVA, THE MAMBA, THE CHA CHA CHA  
Joe Quijano and his Ork. Columbia CL 1924 (M); CS 8724 (S)
- ★★★★ LOMBARDO WITH A BEAT  
Guy Lombardo and the Royal Canadians. Capitol DL 1843 (S)
- ★★★★ THE MAGIC OF THE MANDOLIN  
Dave Apolen and his Mandolin Ork. Coral CRL 57421 (M); CRL 757421 (S)
- ★★★★ FORGOTTEN DREAMS  
Jerry Murad's Harmonicats. Columbia CL 1945 (M); CS 8745 (S)
- ★★★★ THE EASY RIDERS  
Epic LN 24033 (M); BN 26033 (S)
- ★★★★ BUT BEAUTIFUL  
Andre Previn. Decca DL 4350 (M); DL 74350 (S)
- ★★★★ LADY OF SPAIN  
Ethel Smith. Decca DL 4325 (M); DL 74325 (S)
- ★★★★ STRINGS IN DIXIELAND  
Henry Jerome and his Ork. Decca DL 4307 (M); DL 74307 (S)

- ★★★★ GREAT THEMES IN BOOGIE WOOGIE  
Jack Fina. Dot DLP 3482 (M); 25482 (S)
- ★★★★ THE WORLD RENOWNED FERKO String Band. ABC-Paramount ABC 440 (M); ABCS 440 (S)
- ★★★★ JACKIE WILSON SINGS THE WORLD'S GREATEST MELODIES  
Brunswick DL 54106 (M); DL 754106 (S)
- ★★★★ BIKINIS AND BONGOS  
Irving Fields Trio. Decca DL 4324 (M); DL 74323 (S)
- ★★★★ STEVEN ALLEN PLAYS BOSSA NOVA JAZZ  
Dot DLP 3480 (M); DLP 25480 (S)
- ★★★★ GOLD AND SATIN  
George Young. Columbia CL 1929 (M); CS 8729 (S)
- ★★★★ STRINGS OVER THE SOUTH SEAS  
Don Tlare. Dot DLP 3483 (M); DLP 25483 (S)

JAZZ

- ★★★★ THE MIDNIGHT ROLL  
Herb Ellis and the All-Stars. Epic LA 16034 (M); BA 17034 (S)

COUNTRY

- ★★★★ SAD AND LONELY  
Dub Dickerson. Sims 102 (M)

LATIN AMERICAN

- ★★★★ QUE GENTE AVERIGUA  
Mon Rivera y Su Orquesta. Alegre LPA 823 (M)
- ★★★★ FANTASIA ESPANOLA—SONGS OF SPAIN  
Javier Solis. Columbia EX 5088 (M); ES 1788 (S)

SPOKEN WORD

- ★★★★ THE CANTERBURY TALES CHAUCER  
J. B. Bessinger Jr. Caedmon TC 1151
- ★★★★ THE SECOND SHEPHERD'S PLAY  
Various Artists. Caedmon TC 1:32

RELIGIOUS

- ★★★★ SING HALLELUJAH  
Lonnie Donegan (ABC - Paramount ABC 433 (M); ABCS 433 (S))

CHILDREN'S

- ★★★★ FOR SLEEPYHEADS ONLY  
Kay Lande. Harmony HL 9539 (M)
- ★★★★ STORIES OF FAMOUS CHILDREN IN THE OLD TESTAMENT  
Bud Collyer. Harmony 9537
- ★★★★ A DAY AT THE CIRCUS WITH "MR. SINGING RINGMASTER"  
Harold Ronk. Harmony HL 9540 (M)

CLASSICAL LOW PRICE

- ★★★★ STRAUSS: DIE FLEDERMAUS (2-12")  
Various Artists. Richmond RS 62006 (S)

Rose Maddox  
"GEORGE CARTER"  
b/w  
"LONELY TEARDROPS"  
Capitol #4905  
CENTRAL SONGS, INC.  
1483 NORTH VINE STREET  
HOLLYWOOD 28, CALIF.  
HO. 9-2239

SINGLES REVIEWS

Continued from page 20

JAZZ SPOTLIGHT  
HERBIE MANN  
BLUES WALK BOSSA NOVA  
(Brent, BMI) (2:27)  
IT MUST BE LOVE-BOSSA NOVA  
(2:25) Atlantic 5026  
Hard-hitting, swinging blues in the fast-bossa groove. This side, from the Mann "Do the Bossa Nova With . . ." LP, has mighty strong Mann flute worked backed by driving rhythm section and tight horn union. Second side has a swinging, easy sound in the bossa groove furnished by the Mann flute and a fine Brazilian group backing him, also from the album.

POLKA SPOTLIGHT  
FRANKIE YANKOVIC AND HIS YANKS  
WHO STOLE THE KEESHKA?  
(Dana, BMI) (2:03)  
A bright cover of the current hit disked by the Matys Brothers could grab a lot of plays and sales in polka areas. Strong vocal also makes it solid for juke play in specialty locations. Flip is "The Old Family Album" (Leeds, ASCAP) (2:07) Columbia 42680.

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

SPECIAL MERIT-DISK JOCKEY PROGRAMMING  
DON AND DEWY  
SOUL MOTION  
(Chrismark-Dan & Dewy, BMI) (2:47)  
A jazz side with an unusual sound furnished by violins and rhythm. The tempo is a slow, misty blues vaguely in the Ellington manner, and it could be a strong change-of-pace radio item. Flip is "Stretchin' Out" (Chrismark-Dan & Dewy, BMI) (2:11) Rush 1002.

FOUR STAR SINGLES

POPULAR

- DR. FEELGOOD AND THE INTERNS  
★★★★ My Gal Jo (Cramart, BMI) (1:56) — ★★★★★ Bald-Headed Lena (Cigma, BMI) (2:12). OKEH 7167
- BUDDY LAMP  
★★★★ I'm Comin' Home (Anita-Logan, BMI) (2:35)—★★★★ Promised Land (Aldon, BMI) (2:07). ABC-PARAMOUNT 10398
- PRESTON POST  
★★★★ Monterey Mission (Aldon, BMI) (2:45)—★★★★ Jeanie Would Have Wanted It That Way (Aldon, BMI) (2:38). SMASH 1798
- DON GANT  
★★★★ Hello Mrs. Brown (Acuff-Rose, BMI) (2:42)—★★★★ Only On Weekends. (Acuff-Rose, BMI) (2:30). COLPIX 675
- JOHNNY COLE  
★★★★ Love of Diane (Bonnyview-Breezy Willow, ASCAP) (2:20)—★★★★ War, No More (Bonnyview-Breezy Willow, ASCAP) (2:21). ORIGINAL SOUND 24
- EDDIE HOLLAND  
★★★★ Darling I Hum Our Song (Jobete, BMI) (2:42)—★★★★ Just a Few More Days (Jobete, BMI) (2:21). MOTOWN 1036
- HATTIE LITTLES  
★★★★ Here You Come (Jobete, BMI) (2:41)—★★★★ Your Love Is Wonderful (Jobete, BMI) (2:43). GORDY 7007
- THE YEOMEN  
★★★★ Karl Waits for Me (Montclair, BMI) (2:42)—★★★★ One Mornin' (MRC, BMI) (2:04). MERCURY 72076
- JIM HALL AND HIS ORK  
★★★★ Lawrence of Arabia (Gower, BMI) (2:06)—★★★★ Brotherly Feeling (Gower, BMI) (2:05). MAY 131
- IKE CLANTON  
★★★★ Judy's in Love (Gleam, ASCAP) (2:02) — ★★★★★ Adorable (P. Anther, ASCAP) (2:40). MERCURY 72084

- BILLY GUY  
★★★★ It Doesn't Take Much Ahab (Pri-Gan, BMI) (2:25) — ★★★★★ She's a Hundinger (Pri-Gan, BMI) (2:49). ABC-PARAMOUNT 10397
- NICK NOBLE  
★★★★ Closer to Heaven (Knollwood, ASCAP) (2:06)—★★★★ (I'd Be) A Legend in My Time (Acuff-Rose, BMI) (2:06). LIBERTY 55534
- THE ARABIAN KNIGHTS  
★★★★ The Voice of the Guns (Theme From Lawrence of Arabia) (Parts I & II) (Bonsey Hawkes, ASCAP) (2:20, 2:30). COLPIX 674
- JOHNNY NASH  
★★★★ Cigaretts, Whusky and Wild Wild Women (Hill & Range, BMI) (2:50)—★★★★ I'm Movin' On (Hill & Range, BMI) (2:17). WARNER BROS. 5336
- JOHNNIE RAY  
★★★★ After My Laughter Came Tears (Cromwell, ASCAP) (2:41) — ★★★★★ Lookout Chattanooga (Cedarwood, BMI). DECCA 31459
- APACHES  
★★★★ Skippin' (Parts I & II) (Jec, BMI) (2:02, 2:20). HI 2061
- ADAM WADE  
★★★★ Don't Let Me Cross Over (Troy Martin, BMI) (2:37)—★★★★ Rain From the Skies (Colpix, ASCAP) (2:45). EPIC 9566
- DICK STEWART  
★★★★ I Believe (Cromwell, ASCAP) (2:19)—★★★★ Without You (House of Fortune, BMI) (2:20). AVA 117
- JACK JONES  
★★★★ The Lonely Bull (Almo, ASCAP) (2:20)—★★★★ La Paloma (Marks, BMI) (2:36). KAPP 507
- THE DUTONES  
★★★★ The Bird (Pallro, BMI) (2:22) —★★★★ Done Got Over It (Conrad, BMI) (2:15). COLUMBIA 42657
- ELMER BERNSTEIN  
★★★★ Mutiny on the Bounty (Follow Me) (Miller, ASCAP) (2:17)—★★★★ A Girl Named Tamiko (Famous, ASCAP) (2:18). AVA 113
- DAMITA JO  
★★★★ Little Things (Tree, BMI) (2:26)—★★★★ Mr. Blues (Found a Home With Me) (Saturday-Bit O'Honey, ASCAP) (2:30). MERCURY 72086

- CURTIS AND DEL  
★★★★ A Change of Heart (Acuff-Rose, BMI) (2:35)—★★★★ Big Wind (Acuff-Rose, BMI) (2:13). MONUMENT 805
- LILLY RUSSELL  
★★★★ Paper Doll (Marks, BMI) (2:40) — ★★★★★ I Caught the Flu From You (Rockmasters, BMI) (2:45). S.P.Q.R. 3306
- LITTLE JOE  
★★★★ Peanuts (Cranford, BMI) (2:22) — ★★★★★ No, No, I Can't Stop (Little-Chapter, BMI) (2:02). RE-PRIZE 20142
- THE CATALINAS  
★★★★ Cha Cha Joe (Hitway, BMI) (2:20) — ★★★★★ Echo One (Hitway, BMI) (2:26). DIAL 3008
- BOBBY COMSTOCK  
★★★★ Let's Stomp (Roosevelt, BMI) (2:00)—★★★★ I Want to Do It (Roosevelt, BMI) (2:02). LAWN 202
- VALENTINOS  
★★★★ I'll Make It Alright (Kags, BMI) (2:10) — ★★★★★ Darling, Come Back Home (Kags, BMI) (2:26). SAR 137
- RAY SHARPE  
★★★★ Linda Lu (Gregmark, BMI) (2:00)—★★★★ The Bus Song (Gregmark, BMI) (2:11). GREGMARK 14
- MAJORETTES  
★★★★ White Levis (House of Fortune, BMI) (2:12) — ★★★★★ Please Come Back (House of Fortune, BMI) (2:06). TROY 10000
- ROLF HARRIS  
★★★★ Sun Arise (Ardmore, ASCAP) (2:22)—★★★★ Someone's Plinched My Winkles (Ardmore, ASCAP) (3:00). EPIC 9567
- ANGEL MARTIN  
★★★★ I Went to Your Wedding (St. Louis, BMI) (2:46) — ★★★★★ I Wore My Wig (Tivoli, BMI) (2:49). RITZ 17002
- GIA MAIONE  
★★★★ Sunday Lover (Roosevelt, BMI) (1:56)—★★★★ Little Girl Blues (Roosevelt, BMI) (2:48). CAPITOL 4906
- BILLY DUKE  
★★★★ Millionaire (Ludix, BMI) (2:17) — ★★★★★ Goodbye Stranger (Trio, BMI) (2:06). CAPITOL 4907

(Continued on page 51)

HEADING FOR THE TOP OF THE LP CHARTS  
TELSTAR  
THE SOUNDS OF THE TORNADOES  
LONDON RECORDS

Headed for the Top!  
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THE BLUE BELLES  
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Livingstone 8-5010

GOOD GOLLY MISS MOLLY  
b/w  
I CAN'T TRUST ME  
(In Your Arms Anymore)  
JERRY LEE LEWIS  
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SUN RECORDS  
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ANOTHER SMASH HIT!  
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★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

## 150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	7
2	2	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	13
3	4	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	20
4	5	WEST SIDE STORY Sound Track, Columbia OL 5670	66
5	3	PETER, PAUL & MARY Warner Bros. W 1449	40
6	6	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	8
7	7	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	30
8	8	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	13
9	9	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R 4058	6
10	10	STOP THE WORLD—I WANT TO GET OFF. Original Cast, London AM 58001	10
11	12	LIMBO PARTY Chubby Checker, Parkway P 7020	7
12	11	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	19
13	13	JOAN BAEZ IN CONCERT Vanguard VRS 9112	14
14	14	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	162
15	80	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	2
16	15	THE MUSIC MAN Sound Track, Warner Bros. B 1459	25
17	20	OLIVER Original Cast, RCA Victor LSCD 2004	12
18	78	MOVING Peter, Paul & Mary, Warner Bros. W 1472	2
19	16	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	41
20	19	SHERRY AND 11 OTHERS Four Seasons, Vee Jay LP 1053	14
21	38	NEW FRONTIER Kingston Trio, Capitol T 1809	7
22	17	CAMELOT Original Cast, Columbia KOL 5420	105
23	18	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	247
24	52	DEAR LONELY HEARTS Nat King Cole, Capitol T 1838	5
25	23	THE BEST OF THE KINGSTON TRIO Capitol T 1705	34
26	21	ALLEY CAT Bert Fabric, Atco 148	14
27	37	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton DLP 2019	4
28	24	TIME OUT Dave Brubeck, Columbia CL 1397	108
29	22	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1009	38
30	49	THE OTHER FAMILY Larry Foster & Marty Brill, Laurie LC 5000	5
31	26	RUSTY WARREN IN ORBIT Jubilee JGM 2064	13
32	27	THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675	15
33	25	RAPTURE Johnny Mathis, Columbia CL 1915	14
34	29	TWO OF US Robert Goulet, Columbia CL 1826	22
35	36	SURFIN' SAFARI Beach Boys, Capitol T 1808	10
36	54	BIG BAND BOSSA NOVA Stan Getz, Verve V 8494	6
37	32	I'VE GOT A WOMAN Jimmy McGriff, Sue LP 1012	9
38	53	GYPSY Sound Track, Warner Bros. B 1480	7
39	97	THE "PRESIDENT" STRIKES BACK Marc London, Kapp KL 1323	3
40	41	BOBBY YEE'S GOLDEN GREATS Liberty LRP 3245	13
41	34	WARM AND WILLING Andy Williams, Columbia CL 1879	15
42	28	WHAT KIND OF FOOL AM I & OTHER SHOW STOPPERS Sammy Davis Jr., Reprise R 6051	15
43	31	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	78
44	46	JOAN BAEZ, VOL. I Vanguard VRS 9078	48
45	59	THE BUTTON-DOWN MIND ON TV Bob Newhart, Warner Bros. W 1467	21
46	42	JOAN BAEZ, VOL. II Vanguard VRS 9094	61
47	47	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759	7
48	39	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415	24
49	35	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	163
50	105	CHUBBY CHECKER BIGGEST HITS Parkway P 7022	5

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	55	SINCERELY YOURS Robert Goulet, Columbia CL 1931	4
52	89	THE LONELY BULL Herb Alpert & the Tijuana Brass, AAM 101	5
53	57	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	116
54	95	RELEASE ME "Little Esther" Phillips, Lenox LX 227	4
55	33	GREEN ONIONS Booker T & the MG's, Stax 701	12
56	30	MANY MOODS OF BELAFONTE Harry Belafonte, RCA Victor LPM 2574	15
57	48	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Ross & Ork, MGM E 4062	31
58	56	HATARI! Henry Mancini, RCA Victor LPM 2559	28
59	101	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	68
60	60	SNOWBOUND Ferrante & Teicher, United Artists UAL 3233	7
61	76	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	23
62	64	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	60
63	45	SUGAR 'N' SPICE Peggy Lee, Capitol T 1772	11
64	63	A TASTE OF HONEY Martin Denny, Liberty LRP 3237	18
65	73	MY FAIR LADY Original Cast, Columbia OL 5090	355
66	51	SINGING THE BLUES Brook Benton, Mercury MG 20740	14
67	67	JUMBO Sound Track, Columbia OL 5860	4
68	83	THE BEST OF JOLSON Al Jolson, Decca DKA 169	10
69	100	YOUNG MEN, SI—OLD MEN, NO Mama Mabley, Chess LP 1477	3
70	65	BOBBY RYDELL'S BIGGEST HITS, VOL. 2 Cameo C 1028	6
71	72	BUDDY HOLLY STORY Coral CRL 57279	107
72	40	ROY ORBISON'S GREATEST HITS Monument M 4009	22
73	58	MR. PRESIDENT Original Cast, Columbia KOL 5870	9
74	88	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	134
75	61	ALWAYS YOU Robert Goulet, Columbia CL 1676	42
76	120	DANCE WITH THE GUITAR MAN Doane Eddy, RCA Victor LPM 2648	2
77	66	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	16
78	71	FLEETWOODS GREATEST HITS Dolton BLP 2018	5
79	96	AT HOME WITH THAT OTHER FAMILY Various Artists, Roulette R 25203	5
80	79	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1669	49
81	117	THE NEW CHRISTY MINSTRELS Columbia CL 1872	15
82	77	ANDY WILLIAMS BEST Cadence CLP 3054	25
83	43	THE MUSIC MAN Original Cast, Capitol WAO 990	240
84	62	VLADIMIR HOROWITZ Columbia KL 5771	10
85	74	NO STRINGS Original Cast, Capitol O 1695	41
86	104	TELSTAR Tornadoes, London LL 3279	4
87	91	THE TENDER, THE MOVING, THE SWINGING ARETHA FRANKLIN Columbia CL 1876	11
88	108	DION SINGS HIS GREATEST HITS Laurie LLP 2013	7
89	70	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	241
90	82	BRENDA, THAT'S ALL Brenda Lee, Decca DL 4326	13
91	94	NEIL SEDAKA SINGS HIS GREATEST HITS RCA Victor LPM 2627	4
92	44	DEVIL WOMAN Marty Robbins, Columbia CL 1918	13
93	50	SERGIO FRANCHI RCA Victor LM 2640	10
94	69	WEST SIDE STORY Original Cast, Columbia OL 5230	120
95	85	ALL ALONE Frank Sinatra, Reprise R 1007	12
96	136	MUTINY ON THE BOUNTY Sound Track, MGM TE 4	4
97	75	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	173
98	98	THE LORD'S PRAYER, VOL. II Mormon Tabernacle Choir, Columbia ML 5767	4
99	—	SHIRELLES GREATEST HITS Scepter 507	1
100	92	THE RAY CHARLES STORY Atlantic 2-900	25

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	130	PAT BOONE'S GOLDEN HITS Dot DLP 3455	7
102	124	TRUMPET AND STRINGS Al Hirt, RCA Victor LPM 2584	2
103	81	ONLY LOVE CAN BREAK A HEART Gene Pitney, Musicor MM 2003	9
104	113	HEAVENLY Johnny Mathis, Columbia CL 1251	175
105	90	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	109
106	106	LITTLE ME Original Cast, RCA Victor LOC 1078	2
107	107	TENNESSEE ERNIE FORD SINGS FROM HIS BOOK OF FAVORITE HYMNS Capitol T 1794	4
108	86	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	66
109	110	FOR THE NERD MINDED Peter Nero, RCA Victor LPM 2636	30
110	68	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	27
111	84	ALL THE HITS FOR YOUR DANCING PARTY Chubby Checker, Parkway P 7014	14
112	127	HYMNS Tennessee Ernie Ford, Capitol T 756	267
113	118	MARIA Roger Williams, Kapp KL 1266	34
114	116	ENCORE OF GOLDEN HITS Piafiers, Mercury MG 20472	150
115	144	JOSE JIMENEZ TALKS TO TEEN-AGERS OF ALL AGES Bill Dana, Kapp KL 1304	16
116	141	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 3458	20
117	138	POT LUCK Elvis Presley, RCA Victor LPM 2523	29
118	114	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	50
119	102	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	27
120	122	ANN CORIO PRESENTS HOW TO STRIP FOR YOUR HUSBAND Sonny Lester & His Ork, Roulette R 25186	2
121	123	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5005	33
122	119	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	3
123	103	TONY BENNETT AT CARNEGIE HALL Columbia CL 23	16
124	121	PORTRAIT IN MUSIC George Maharis, Epic LN 24021	21
125	131	THE BEST OF SAM COOKE RCA Victor LPM 2625	15
126	133	WHAT'D I SAY Ray Charles, Atlantic 8025	64
127	129	JIM, TONY AND BOB, THE LETTERMEN Capitol T 1761	16
128	112	BEYOND THE FRINGE Original Cast, Capitol W 1792	7
129	—	DINO LATINO Dean Martin, Reprise R 6054	1
130	135	THE LONELY BULL Arena Brass, Epic LN 24039	4
131	139	ROSES ARE RED Bobby Vinton, Epic LN 24020	25
132	132	MOON RIVER AND OTHER GREAT MOVIE THEMES Mantovani, London LL 3261	13
133	—	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	61
134	146	SOMETIMES I'M HAPPY—SOMETIMES I'M BLUE Vincent Edwards, Decca DL 4279	5
135	134	BIG BAND BOSSA NOVA Quincy Jones & His Band, Mercury MG 20751	5
136	93	BAD BOSSA NOVA Gene Ammons, Prestige PR 7257	6
137	—	FLY ME TO THE MOON—BOSSA NOVA Joe Harrell & Ork, Kapp KL 1218	1
138	109	ALL THE WAY Frank Sinatra, Capitol W 1538	56
139	115	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	35
140	—	SURFER'S CHOICE Dick Dale, Deltone LPM 1001	1
141	126	EARL GRANT AT BASIN STREET EAST Decca DL 4299	9
142	111	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	23
143	140	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	48
144	87	BY REQUEST Perry Como, RCA Victor LPM 2567	18
145	125	MONSTER MASH Bobby (Boris) Pickett & the Crypt Kickers, Garpac GPX 57001	13
146	142	GYPSY Original Cast, Columbia OL 5420	112
147	145	PATCHES Dickey Lee, Smash MGS 27020	12
148	147	STOP THE WORLD—I WANT TO GET OFF/OLIVER Mantovani, London LL 3270	4
149	148	THROUGH CHILDREN'S EYES Limeliters, RCA Victor LPM 2512	27
150	150	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	63

## 50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	63
2	2	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	17
3	4	STOP THE WORLD—I WANT TO GET OFF. Original Cast, London AMS 88001	10
4	3	FIRST FAMILY Vaughn Meader, Cadence CLP 25060	7
5	5	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	150
6	6	OLIVER Original Cast, RCA Victor LSCD 2004	13
7	7	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. WS 1475	12
8	11	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 944 30	7
9	12	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8649	19
10	9	PETER, PAUL & MARY Warner Bros. WS 1449	27
11	15	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LSP 2621	8
12	8	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	25
13	14	MY FAIR LADY Original Cast, Columbia OS 2015	140
14	13	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABCS 435	12
15	10	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	35
16	19	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	66
17	16	RAMBLIN' ROSE Nat King Cole, Capitol ST 1793	18
18	18	MUTINY ON THE BOUNTY Sound Track, MGM 15E4	4
19	21	CAMELOT Original Cast, Columbia KOS 2031	105
20	42	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	2
21	20	SINCERELY YOURS Robert Goulet, Columbia CS 8731	4
22	23	BIG BAND BOSSA NOVA Stan Getz, Verve V6-8494	5
23	27	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol ST 1759	8
24	24	ALLEY CAT Bert Fabric, Atco SD 148	6
25	44	DEAR LONELY HEARTS Nat King Cole, Capitol ST 1838	5
26	25	MR. PRESIDENT Original Cast, Columbia KOS 2270	9
27	32	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	78
28	22	A TASTE OF HONEY Martin Denny, Liberty LST 7237	17
29	17	WEST SIDE STORY Original Cast, Columbia OS 2001	82
30	30	NEW FRONTIER Kingston Trio, Capitol ST 1809	5
31	40	HATARI! Henry Mancini, RCA Victor LSP 2559	28
32	39	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	37
33	37	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	37
34	49	THE LONELY BULL Herb Alpert & the Tijuana Brass, AAM 101	3
35	26	VLADIMIR HOROWITZ Columbia KS 4371	12
36	—	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. WS 1487	1
37	28	CAROUSEL Alfred Drake & Roberta Peters, Command RS 843 5D	12
38	34	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	14
39	29	RAPTURE Johnny Mathis, Columbia CS 8715	13
40	—	FLY ME TO THE MOON—BOSSA NOVA Joe Harrell & Ork, Kapp KS 3318	1
41	31	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R9-6058	4
42	35	MR. PIANO Roger Williams, Kapp KS 3290	16
43	33	SERGIO FRANCHI RCA Victor LSC 2640	9
44	41	ALL ALONE Frank Sinatra, Reprise R9-1067	10
45	50	RHAPSODY IN RHYTHM Ray Conniff, His Ork, & Chorus, Columbia CS 8678	14
46	47	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Ross & His Ork, MGM SE 4062	30
47	45	BY REQUEST Perry Como, RCA Victor LSP 2567	10
48	—	JUMBO Sound Track, Columbia OS 2260	1
49	46	SOMETHING SPECIAL Kingston Trio, Capitol ST 1747	24
50	36	TIME OUT Dave Brubeck, Columbia CS 8192	77



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LAUGHTER  
CAME TEARS

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*Takes Pride in These Songs*




1. BREAKIN' IN A BRAND NEW BROKEN HEART
2. BREAKING UP IS HARD TO DO
3. CALENDAR GIRL
4. CONSCIENCE
5. CRYING IN THE RAIN
6. EVERYBODY'S SOMEBODY'S FOOL
7. FOOTSTEPS
8. FRANKIE
9. GO AWAY, LITTLE GIRL
10. GOODBYE CRUEL WORLD
11. HAPPY BIRTHDAY SWEET SIXTEEN
12. HER ROYAL MAJESTY
13. I LOVE HOW YOU LOVE ME
14. IF A WOMAN ANSWERS (IF A MAN ANSWERS)
15. JUST FOR OLD TIMES SAKE
16. LITTLE DEVIL
17. LOCO-MOTION
18. MY DAD
19. MY HEART HAS A MIND OF IT'S OWN
20. NEXT DOOR TO AN ANGEL
21. OH! CAROL
22. PATCHES
23. RUN TO HIM
24. STAIRWAY TO HEAVEN
25. TAKE GOOD CARE OF MY BABY
26. UP ON THE ROOF
27. UPTOWN
28. VENUS IN BLUE JEANS
29. WHERE THE BOYS ARE
30. WHO PUT THE BOMP  
(IN THE BOMP, BOMP, BOMP)
31. WILL YOU LOVE ME TOMORROW

## *... and Takes Pride in These Writers*

GERRY GOFFIN  
HANK HUNTER  
JACK KELLER  
CAROLE KING  
LARRY KOLBER

HOWARD GREENFIELD  
NEIL SEDAKA  
BARRY MANN  
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ROLLIN' ON**

**DIMENSION RECORDS**

**HER HIT WAGON  
GETS BIGGER  
& BIGGER**

**HER BIGGEST YET !!**



**KEEP YOUR  
HANDS OFF  
MY BABY**

Dimension  
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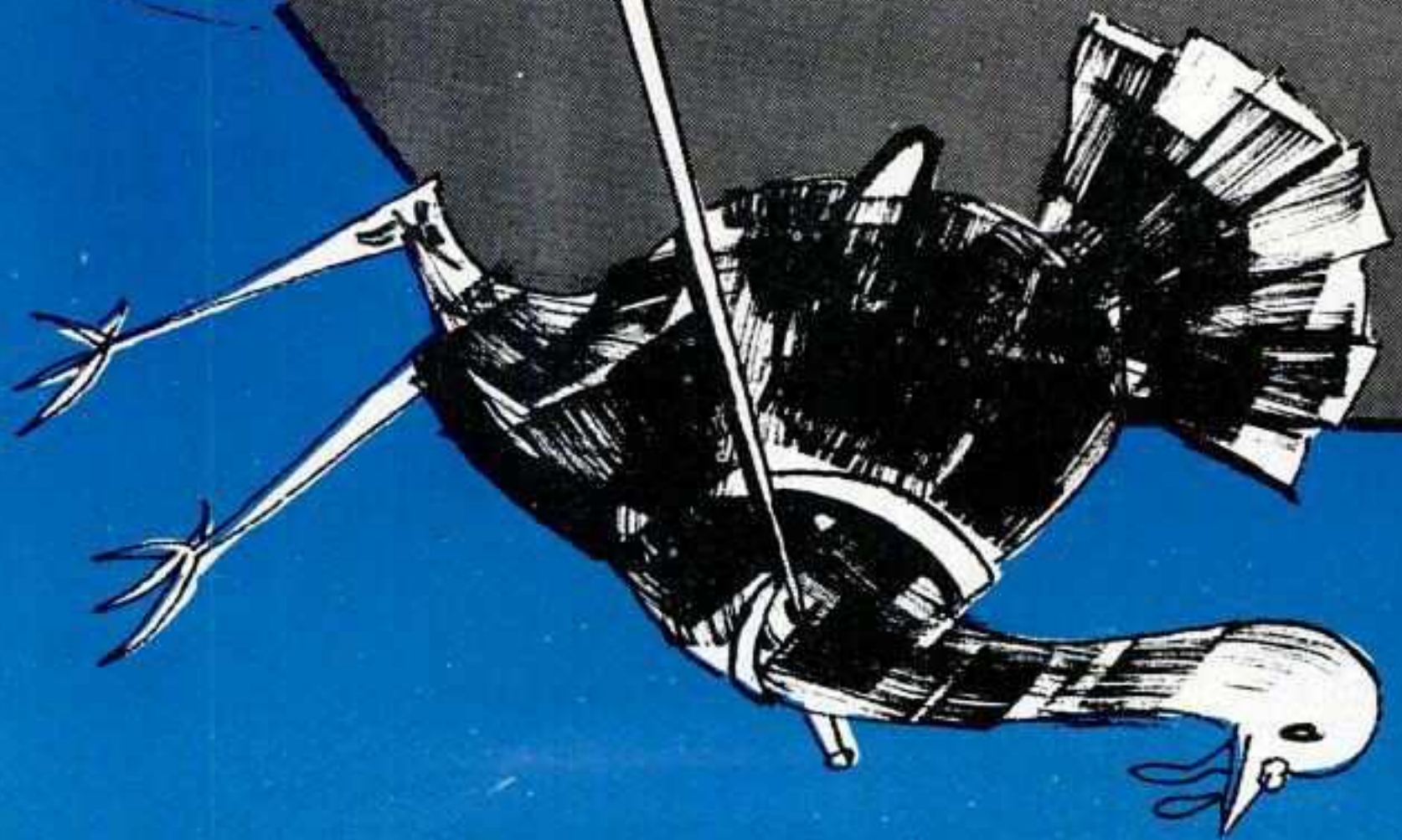
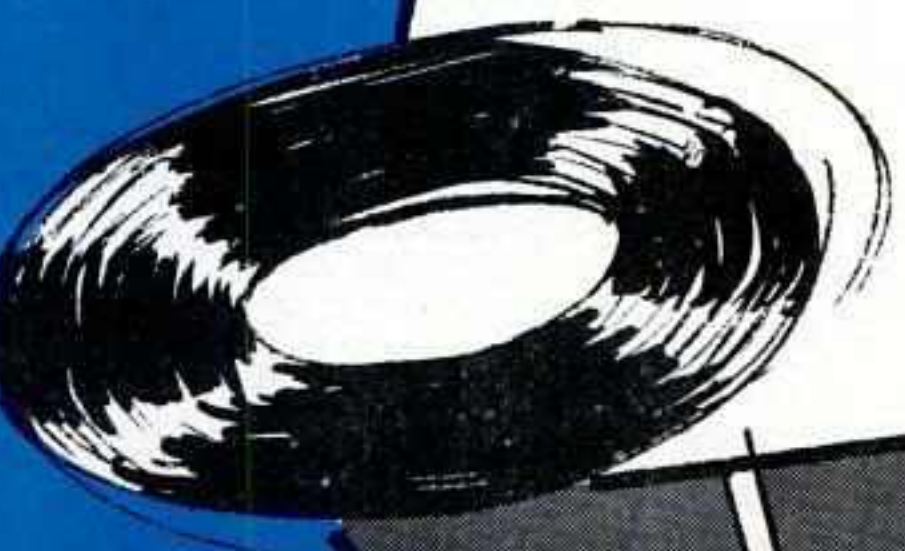
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TURKEY  
TROT"**

Dimension  
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Her Sister  
Is  
"HULA  
HOPPIN'"



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# Radio-TV PROGRAMMING

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

## AM STATIONS IN STRONG PLEA FOR LOOSER RULES

By MILDRED HALL

WASHINGTON — The AM radio service, biggest exposure and promotion arm of the recording industry, has been standing at a regulatory crossroads while government and industry spokesmen wrestled with this choice: Should AM be pushed into the confines of a "freeze," with rigid engineering rules to shut out new growth? Or can it, with moderately tightened engineering and financial requirements, be handled with the flexible, competitive, free-enterprise approach that fostered its phenomenal growth into the best broadcasting system in the world?

## Stations High on Tape Series by Hi-Fi Magazine

NEW YORK—Ready acceptance from programmers and executives of good-music stations has marked a new program series produced and distributed without charge by Billboard's sister publication, High Fidelity.

The series is titled "Musicians Off Stage," and consists of monthly feature interviews, each 15 minutes long, between High Fidelity record critic Gene Bruck and such distinguished music personalities as Leopold Stokowski, Nicolai Gedda, Erich Leinsdorf and Artur Schnabel. With little fanfare, "Musicians Off Stage" has been scheduled by good-music outlets—chiefly FM stations—in some 50 cities, including New York, Boston, San Francisco, Chicago and Philadelphia. There is only a modest credit reference to High Fidelity magazine.

Each taped show is accompanied by a list of appropriate albums which may be used to extend the program into, for example, a one-hour special. The series is being offered gratis to no more than one station in each major radio market. Contact for the series is Walter F. Gruening, High Fidelity, Great Barrington, Mass.

The latter point of view, urged by the industry, seemed to prevail at the two days of informal conferences held here by the Federal Communications Commission and broadcast representatives, though no one can predict the exact swing of the FCC pendulum.

The FCC was also urged not only to accept but to encourage specialized programming when many stations compete in a heavily populated area. Commissioners were asked to give up the outmoded form of program reporting that requires percentage reports on a little-bit-of-everything, left over from the early days of limited radio service.

### Trend Inevitable

FCC Chairman Minow agreed that specialized programming trend appears inevitable in modern radio. He even agreed that some of the old-style public service categories, such as farming news in a non-farming area, might have to go off the program-reporting in favor of something more suited to the conditions.

Exhaustive engineering studies by the National Association of Broadcasters, and individual comment on everything from financing to programming by experienced broadcasters with management, engineering and

(Continued on page 44)

## Display-Air Deals Listed IN BBDO Trade Rundown

NEW YORK — DeeJay segments and music shows, both radio and TV, which are part of a package deal in which advertisers receive special in-store display space in addition to air commercials, are a feature of a new industry list made available by one of the leading ad agencies, BBDO of New York.

The report lists 396 radio and 85 TV stations with tie-ins for supermarket or other store space, and minimum ad expenditures involved. Prepared by the agency's marketing department, copies are available to advertisers and other industry members from BBDO for \$5 apiece.

## POETIC LICENSE EASY AS ABC

SAN FRANCISCO — When the California State Motor Vehicle Department offered completely new 1963 license plates featuring three initial letters, Harry Jacobs, chief engineer, of KGO and KGO-TV drove to the city where the plates beginning with the letters "ABC" were issued. He presented surprised Motor Vehicle employees with a check for nearly 100 pairs of plates, covering all employees of stations KGO and KGO-TV, an ABC network outlet.

Everything being legal, the department issued the plates to Jacobs, and they are now morale building, moving advertisements until the department changes the basic plates again, which won't be for 10 years.

## VOX JOX

By CHARLES SINCLAIR

**VOX JOX MAILBAG:** Bill (Scooter) Mann, KTBE, Tucson, Ariz.—the radio station originating at the local Veterans Hospital—writes "to thank all the artists" who send recordings to the hospital radio station, and adds that "the boys here in the hospital thank you from the bottom of their hearts." Mann would like record companies to send more c.&w. platters to KTBE.

Jack Par (not the one you're thinking of; this one's the new music director of clear-channel KGON, Portland, Ore.), writes us to let record firms know "that every record that hits my desk is listened to and given every consideration." Par said that KGON features a running gimmick called "Twin Pick—Champ and Challenger" which allows audiences to select what they want to hear in the future." Most of the hits breaking in the area, he adds, were formerly spotlighted in the station feature.

Tom Moller, manager of WBRB, East Lansing, Mich., penned a plea on behalf of the student-owned station which is piped to some 5,000 listeners in the dormitories of Michigan State University: "A recent room-to-room survey has shown that approximately 72 per cent of the dorm radios in use were tuned to WBRB. . . . Six times as many students listening to us as to our nearest commercial competitor." Moller would like more record firms to put the station on their promotion list.

**THE KEESHKA BIT:** Currently moving up in pop  
(Continued on page 44)

## PROGRAMMING NEWSLETTER

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



### SIGNIFICANT RECORD ACTION . . .

From Philadelphia, Hy Lit (WIBG, Philadelphia) reports that "I'm Sorry, Pillow" (Lee Andrews-Parkway) and "Love Makes the World Go Round" (Paul Anka-RCA Victor) are among the biggest in town. . . . In Atlanta, Hal Pickens (WQXI, Atlanta) tabulates a week's phone requests and finds that "Walk Like a Man" (Four Seasons-Vee Jay) is No. 1, with "Mama Didn't Lie" (Jan Bradley-Chess) moving up to No. 7 and "His and Hers" (Tony Douglas-Vee Jay) making No. 11.

Johnny Hyde phones from KYNO, Fresno, Calif., that "All I Have to Do Is Dream" (Richard Chamberlain-MGM) makes No. 13 on his chart, based on phone requests and store back orders. The action results from plays of the band in Chamberlain's LP. Also, credit KYNO with breaking "Pipe Line," by Chantays, which has just been picked up by Dot.

Elma Greer (KSFO, San Francisco) notes phone response to "Sax Fifth Avenue," by Johnny Beecher, just sold to Warner Bros. . . . Paul Drew (WAKE, Atlanta) reports sales of over 10,000 on "From a Jack to a King" (Ned Miller-Fabor), which confirms previous hit action reported from Seattle, Toronto, Detroit and Baltimore.

**WHICH RECORDS TO PLAY:** In parallel columns below are listed the records played on two top pop stations in Seattle, KJR and KAYO, on Friday, January 4, from 4 to 6 p.m. Chris Lane is PD at KAYO; Jeff Mitchell is music director and also voiced this particular segment. Pat O'Day, PD and music man at KJR, was the deejay on the air in the other column.

The bare bones of music programming cannot by any means tell the story of a station's appeal to its listeners. Features, production and showmanship also count. For instance, KAYO features such items as a "Dancers' Doubleheader," "Voice Your Choice," a "Sound Spectacular" and other production ideas. KJR emphasizes air personality and expects its staff to be entertaining to the listeners. "It shouldn't be necessary for the deejay to 'sell' his records," says Pat O'Day. "If the music can't sell itself, it's the wrong music," he concludes.

Both stations utilize phone request data in compiling their charts. KJR also features a "Battle of the New Sounds," carrying the winner into the succeeding contest. If one record wins a certain number of times, it is automatically placed on next week's chart.

One KJR feature deserves special comment. The station makes a daily sales check of local distributors and obtains an accurate and up-to-date picture of dealer orders. Every day the top five best selling records are presented between 5:30 and 6 p.m., in addition to being featured prominently in other time periods.

**AS FOR RATINGS,** KJR is the solid No. 1 station in Seattle, with perhaps three times KAYO's share of audience. The reasons for this leadership do not show up clearly in our comparative samples of music programming, and must be attributed to other factors, such as dial position, showmanship, promotion and so on.

It is generally accepted that some records have more proved listener appeal than others. In the comparison that follows, the record that shows an obvious advantage over its counterpart on the other station is marked with a star. On this basis, KJR holds the advantage 12 to 8, largely through its concentration on the five top hits on the last half hour, plus the fact that four of these records are played during the first hour. Altogether, these top hits account for 8 of KJR's 12 stars.

**This fact emphasizes one of the basic rules of programming: It is not enough to know what records most listeners like best, it's how you apply this knowledge that counts.**

In a tight competitive situation, last week's retail sales survey is not a dependable guide to next week's programming. The top five on the weekly chart are not necessarily the top five most popular records with today's radio listeners. Concentrated frequency of today's top records—5, 10 or 20—is bound to strengthen the programming. This requires a "must play" list. Well—why not?

**IN THE FOLLOWING LISTS** the explanatory symbols are fairly obvious: (62) means a hit of last year, (P) is a deejay pick; (PW) means pick of the week, with an hourly play requirement. The stars we have already noted. Oddly enough, out of some 29 records played by each station, only seven are duplicated by both during the two-hour period. KJR leads in the number of chart items, 20 to 17. KAYO is ahead in the number of instrumentals, 4 to 2, and in the number of 1962 hits, 5 to 12.

Further analysis we leave to our readers.

KJR	KAYO
Loop De Loop ★	Boy I Love (Yuro)
Connie-O	Hey Paula ★
You're the Reason (PW) ★	Just Think of Me (P)
Night Has a Thousand Eyes	Twist (62)
Love Can't Wait (62)	Limbo Rock ★
Trouble Is My Middle Name	Jed Clampett (Riddle) (PW)
Walk Right In ★	Proud
He's Sure the Boy	Stripper (62)
News	News
Hey Paula	Walk Right In ★
Ruby Baby ★	Ain't Gonna Kiss Ya
Proud ★	Don't Send Me Roses
Miserlou	Wolverton Mountain (62)
Bobby's Girl	Shoo Be Doo
Boss	Strange I Know
News	Java ★
Zip-A-Dee Doo-Dah	News
Settle Down	Rhythm of Rain ★
Castaway ★	Popeye Waddle
Baby You're Driving Me Crazy	Sherry (62)
Go Away Girl	Up On the Roof
Shout (62)	Jed Clampett (PW)
Half Heaven	Night Has a Thousand Eyes ★
Gonna Be Warm	News
News	Return to Sender
Connie-O ★	Call On Me ★
You're the Reason (PW)	Goodnight It's Time
Rhythm of Rain ★	Roses Are Red (62)
Loop De Loop	Tell Him
Hey Paula	Connie-O
Loco-Motion (62)	Zip-A-Dee Doo-Dah
Walk Right In ★	

Our thanks to KJR's Pat O'Day and KAYO's Chris Lane for their permission to present this sample of their programming.

## Focus on the DeeJay Scene . . . .



**POPULAR WITH TEEN-AGERS** in the Bay area is KPIX deejay Dick Stewart, whose weekend TV series mixes public service features, reports on school activities, safety campaigns, charity drives, etc., with pop music. Active too on the record front, Dick has a new version of "I Believe" on wax, which has developed West Coast action. Dick's show is a frequent TV stopover for record artists, from Connie Stevens to Stan Getz, on personal appearance tours. Here Dick interviews a pretty teen fan.



*When They Start To Cover...*

**IT'S A HIT!**

On The  
Charts  
Overnight

# THE MATYS BROS.

## "WHO STOLE THE KEESHKA?"

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**AM STATIONS IN STRONG PLEA FOR LOOSER RULES**

• Continued from page 42

legal know-how seemed to carry weight with the attentive commissioners. The FCC was reminded that in general that:

1. The radio service in this country is indisputably the "best in the world" and broadcast coverage is almost at the saturation point, yet there are remarkably few instances of band interference and only infinitesimal "white" area. In a careful study of a broadly representative area of AM service (in Southeastern States), and nationwide on two wavebands, NAB consulting engineer George C. White, Washington, noted that 99.4 per cent of the tested area receives at least one service, and 99.7 per cent of the population have one or more services. Of all communities, 97.3 per cent have at least one AM service of their own; 96.7 per cent of the population have a choice of at least two AM services; 89.6 per cent a choice of three or more, and 81.6 per cent a choice of four or more services.

The need now is to permit stations to improve their reach so that they will be able to follow

**VOX JOX**

• Continued from page 42

strength in a number of key markets is "Who Stole the Keeshka," by the Matys Brothers on the Select label. The platter has triggered a number of deejay contests around the country. In Buffalo, Doug China of WKBW is staging a contest to find the real culprit who stole the keeshka, with a sausage as a prize. In Detroit, three WJBK jocks — Dave Schafer, Marc Avery and Clark Reid—are blaming each other, with listeners writing in with their opinion of who did the deed. In Erie, Pa., WJET's Ronnie Cash has a contest going in which he asks listeners to write and advise what ingredients are put into a real keeshka. Similar promotions tied in with the record are going at WCAO, Baltimore, and WXYZ, Detroit.

**THE DANCEATHON:** Stations shouldn't underrate the public's appetite for long-length dance-party shows on holiday nights, to judge from the New Year's Eve experience of WLNA-FM, Peekskill, N. Y. The station programmed a continuous 11 1/2 hours of big-band dance music that night, spotlighting name bands from the 1930's and 1940's right up to current chart favorites. WLNA deejays Gerry Desmond, George Birdas, Ken Harris and Michael Blake hosted the platter marathon. "Response," said the station later, "was very gratifying."

Robert E. Klose, program director of WFIL, Philadelphia, has been named program manager of KFRE, Fresno, Calif. Both stations are owned by Triangle Stations. . . . Paul Bragg, former air personality at KSXX, Salt Lake City, has taken over as general manager of KUPI, Idaho Falls, where he doubles in brass with a popular morning show. . . . Harold (Hal) Gold, formerly public relations director for pop-oriented independent WNJR, Newark, N. J., has joined Jay Victor & Associates in that city. . . . Roger Hart now has an afternoon show on KEY, Portland, Ore., and—under the name of Roger Ferrier—a c.&w. show on KGAY, Salem, Ore.

the shifting population movements—particularly when a station of long standing finds its audience streaming off into a new residential section, it was pointed out. In these cases, revenue invariably drops steeply.

2. The AM service is not, on the whole, as bad off financially as a superficial look at the "profit" column in the FCC's recent financial report would indicate. (This was noted in Billboard Music Week issue Dec. 22, 1962.) It was pointed out that in spite of the howls of losers, the majority of stations have maintained operation, have high sales price tags, and few go into bankruptcy.

**Spreading Joy**

Also, many stations which show little "corporate" profit, are financially healthy, and many are putting the money (quite legitimately) into large salaries and fees, rather than into the corporate profit column. All of this should show up on the next annual financial reports to be filed by broadcasters, the FCC was told.

However, on the darker side, radio's phenomenal 400 per cent growth in the last two decades—from 765 to 3,451 stations—may have too far outstripped the population and general national productivity growth rate of around 100 per cent for that period. Also, radio's own "population explosion" has spread revenues thin.

The worst instances are when a badly financed station resorts to rate cutting and other grab-a-buck practices which hurt the radio image, the competing stations, and the public. It was suggested that new broadcasters be prepared to carry on for one full year without revenue, instead of the present three-month period. The remedy would call for far stricter financial requirements for new applicants by the FCC.

3. Americans want radio—to the tune of an estimated 22 million sets bought in 1962. There is even now room for growth in the service, but it needs better direction, it was pointed out. NAB suggested being fairly strict about invoking engineering rules to act as brakes on poor assignments, but recommends mergers whereby a broadcaster bogged down in a discouragingly poor frequency assignment can merge with another station—and with the FCC's announced encouragement.

The natural saturation, plus stricter standards to prevent poorly financed starts (transfers would pose a problem for the FCC it was admitted), and an updating of outmoded allocation methods will take care of much of the problem. The cheerful growth prospects of the country at large, in population, and production, make radio's future look less hectic, more assured in coming years.

Broadcasters hope that the FCC's role in this will be one of maintaining flexible policy, keeping close watch on station financing and rate cutting and tightening engineering standards. On the latter, one dissenting voice from the NAB proposal was that of Robert M. Booth, communications lawyer, who feels the present FCC engineering standards are outmoded, and tightening them would be only a way to shut out new applicants, not really to improve the service. Booth felt that only merger or re-directed service is needed in engineering correction.

**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**

**THE BOSS OF THE BOSSA NOVA**—Joao Gilberto (Atlantic 8070) "Bolinha De Papel" (1:15)

**EDDIE FISHER AT THE WINTER GARDEN (2-12)**—(Ramrod RR 1) "What Kind of Fool Am I" (Ludlow, BMI) (3:00)

**KITTY KALLEN'S MY COLORING BOOK AND HER OTHER GREAT HITS**—(RCA Victor LPM 2640, LSP 2640) "I'll Walk Alone" (ASCAP)

**DEAN MARTIN-COUNTRY STYLE**—(Reprise R 6061, R9 6061) "Any Time" (Hill & Range, BMI) (2:19)

**CHAD MITCHELL TRIO IN ACTION**—(Kapp KL-1313, KS-3313) "The Ides of Texas" (Harms, ASCAP) (4:46)

**SINATRA-BASIE**—Frank Sinatra and Count Basie (Reprise R 1008, R9 1008) "I Only Have Eyes for You" (Remick, ASCAP) (3:27)

**1962'S GREATEST HITS BY BILLY VAUGHN**—(Dot DLP 3497, DLP 25497) "Go Away Little Girl" (Aldon, BMI) (2:17)

**ROGER WILLIAMS COUNTRY STYLE**—(Kapp KL-1305, KS-3305) "San Antonio Rose" (Blurne, ASCAP) (2:51)

**LIMBO DANCE PARTY**—Ernie Freeman (Liberty LRP 3283, LST 7283) "Matilda" (Duchess, BMI) (2:21)

**MOONLIGHT MEMORIES**—The Platters (Mercury MC 20759, SR 60759) "I'll See You in My Dreams" (Leo Feist, ASCAP) (2:23)

**SONGS I SING ON THE JACKIE**

**GLEASON SHOW**—Frank Fontaine (ABC-Paramount ABC 442, ABCS 422) "Daddy's Little Girl" (Cherio, BMI) (2:50)

**SPANISH LACE**—Gene McDaniels (Liberty LRP 3275, LST 7275) "Spanish Harlem" (Progressive, BMI) (2:51)

**ANOTHER TASTE OF HONEY**—Martin Denny (Liberty LRP 3277, LST 7277) "Somerset" (Maximum, ASCAP) (2:27)

**RICHARD CHAMBERLAIN SINGS**—(MGM E-4088, SE-4088) "Hi-Lili, Hi-Lo" (Robbins, ASCAP) (2:35)

**DOIN' THE BIRD**—The Rivingtons (Liberty LRP 3282, LST 7282) "Standing in the Love Line" (Beechwood, BMI) (2:30)

**FLY ME TO THE MOON & THE BOSSA NOVA POPS**—Joe Harnell, His Piano & Ork (Kapp KL-1318, KS-3318) "Senza Fine" (Ludlow, BMI) (2:58)

**STEVE LAWRENCE WINNERS**—(Columbia CL 1953, CS 8753) "Cotton Fields"

**JAZZ**

**GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD**—(Everest 1208) "In Love in Vain" (2:47)

**COUNTRY & WESTERN**

**I'VE GOT A HEARTACHE**—Webb Pierce (Decca DL 4358 DL 74358) "If I Could Come Back" (BMI) (2:15)

**LATIN-AMERICAN**

**CANTAN TANGOS**—Trio Los Panchos (Columbia EX 5089, ES 1789) "Adios Muchachas" (3:18)

**SACRED**

**BEYOND THE SUNSET**—Cowboy Copas (Starday SLP 212) "Wreck on the Highway" (Starday, BMI)

**SPOKEN WORD**

**LOVE POEMS OF JOHN DONNE**—Richard Burton (Caedmon TC 1141) "Nature's Lay Ideot"

**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
1	4	WALK RIGHT IN, Rooftop Singers, Vanguard 35017	4
2	1	GO AWAY LITTLE GIRL, Steve Lawrence, Columbia 42601	12
3	2	THE NIGHT HAS A THOUSAND EYES, Bobby Vee, Liberty 55521	8
4	3	MY DAD, Paul Petersen, Colpix 663	11
5	5	IT'S UP TO YOU, Rick Nelson, Imperial 5901	7
6	6	HALF HEAVEN—HALF HEARTACHE, Gene Pitney, Musicor 1026	7
7	7	MY COLORING BOOK, Kitty Kallen, RCA Victor 8124	6
8	8	MY COLORING BOOK, Sandy Stewart, Colpix 669	5
9	12	FLY ME TO THE MOON—BOSSA NOVA, Joe Harnell and Ork, Kapp 497	5
10	9	TROUBLE IS MY MIDDLE NAME, Bobby Vinton, Epic 9561	8
11	13	SHAKE ME, I RATTLE (Squeeze Me, I Cry), Marion Worth, Columbia 42640	5
12	10	LET'S KISS AND MAKE UP, Bobby Vinton, Epic 9561	9
13	14	JAVA, Floyd Cramer, RCA Victor 8116	5
14	16	CAST YOUR FATE TO THE WIND, Vince Guaraldi Trio, Fantasy 563	8
15	—	SHE'LL NEVER KNOW, Brenda Lee, Decca 31454	1
16	17	CHICKEN FEED, Bent Fabric, Atco 6245	3
17	18	MOLLY, Bobby Goldsboro, Laurie 3148	6
18	19	SETTLE DOWN, Peter, Paul and Mary, Warner Bros. 5334	2
19	—	YOUR USED TO BE, Brenda Lee, Decca 31454	1
20	20	I WANNA BE AROUND, Tony Bennett, Columbia 42634	3

**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. Boono, 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, Keon
10. Silhouettes, Rays, Cameo

**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, Parts 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

**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, Keon

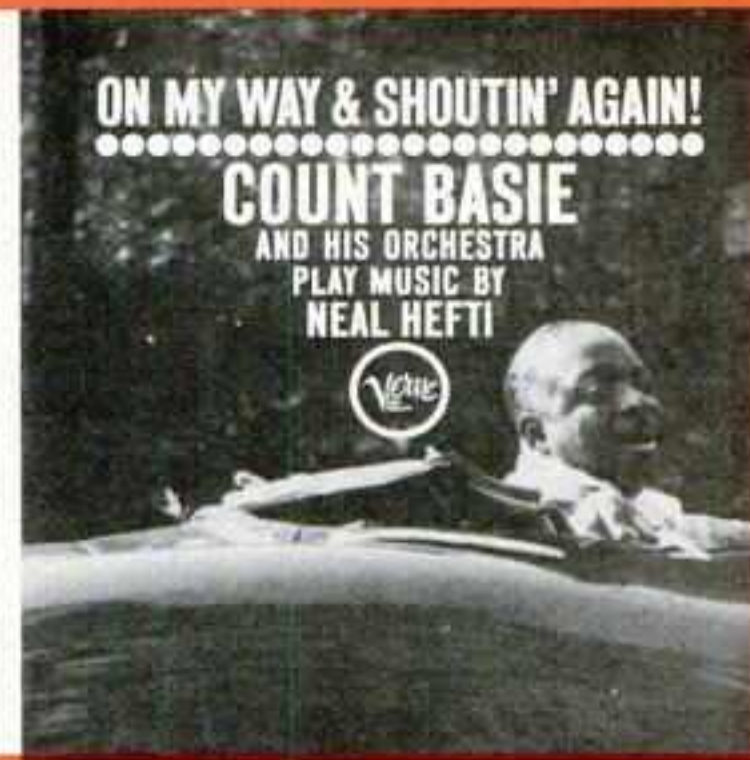
- Great Balls of Fire, J. L. Lewis, Sun  
Get a Job, Silhouettes, Ember  
I'll Come Running Back to You, S. Cooke, Specialty  
La Dee Dah, Billy and Lillo, Swan  
Don't Let Go, R. Hamilton, Epic



# VERVE SPELLS SALES!

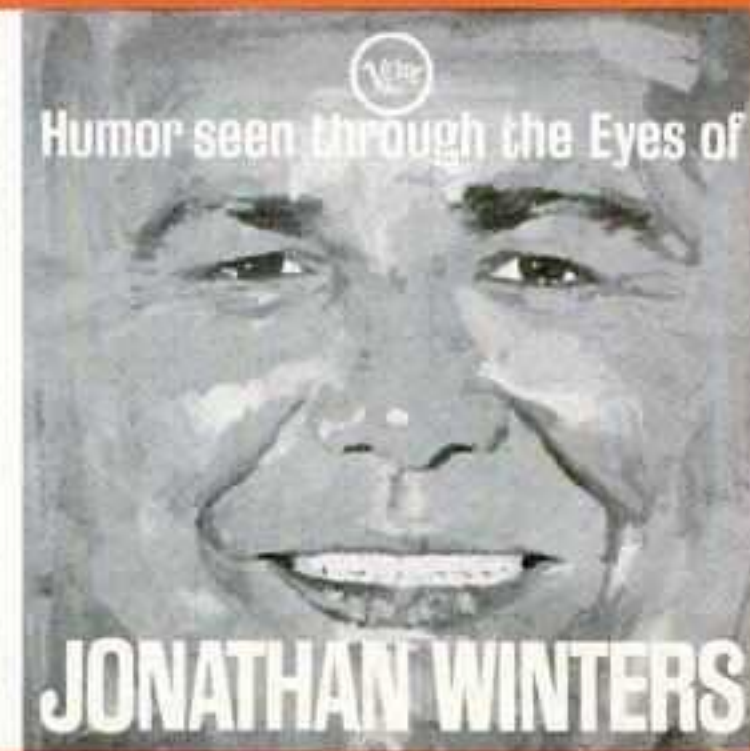
## JAZZ

V/V6-8511 ON MY WAY & SHOUTIN' AGAIN COUNT BASIE AND HIS ORCHESTRA Basie's smash return to Verve in an all-new, all-great program of swingers by Neal Hefti!



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V/V6-15035 HUMOR SEEN THROUGH THE EYES OF JONATHAN WINTERS Best-selling comedian Jonathan Winters adds another great volume to his World Of Wit albums on Verve!



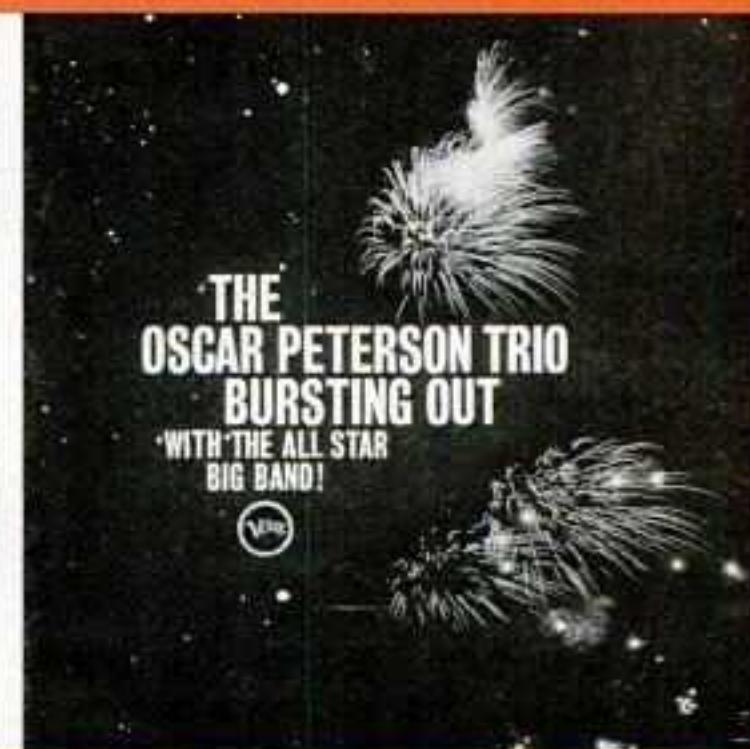
## JAZZ

V/V6-8494 BIG BAND BOSSA NOVA STAN GETZ with The GARY McFARLAND ORCHESTRA Bossa Nova—First on Verve, Best on Verve. Now hear Stan's jazz samba sound with a big band!



## JAZZ

V/V6-8476 BURSTING OUT WITH THE ALL STAR BIG BAND! THE OSCAR PETERSON TRIO The greatest trio in jazz explodes out of the context of a big and swinging band!



## JAZZ

V/V6-8498 TROMBONE JAZZ SAMBA BOB BROOKMEYER The wit and excitement of brass is added to the infectious pulse of bossa nova!



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# Phono-Tape

## MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

## Patron Has Extra Cause To Visit Colorful Shop

By BOB LATIMER

ROCHESTER, Minn.— Giving the customer an extra reason for coming to the store, in the form of entertainment, unusual facilities, has been the secret of a six-figure success in merchandising records, stereo phonos and tape recorders at Phil's Electronic Center, in the Northgate Shopping Center here.

Mrs. Della Spornitz, owner, has taken a definite tangent away from the usual price-cutting channels of customer attraction, in favor of a unique, colorful store which not only attracts more customers to begin with, but keeps them coming back with special privileges, comforts and convenience.

First on the list is the Key Club, a private listening room to the right of the record department, equipped with the best stereo phonograph and stereo tape players which money can buy. Maintained solely for the musical entertainment of customers, the Key Club is patronized entirely by people who have bought stereo equipment priced at \$500 or more. The \$500 purchase entitles them to a key, which is their permanent possession thereafter, and of course, gives immediate access into the Key Club listening room. With more than 150 "members," the Key Club has gained tremendous attention, and is often the deciding factor as to whether a customer buys a moderately priced stereo phonograph or invests in a \$500 model.

Naturally, there is a certain amount of prestige involved in being able to exhibit a key from the Key Club, and to invite guests for a pleasant interlude of music, away from the shopping traffic in the big Northgate Shopping Center.

Next, remembering the success which various retailers have had with staging disc jockey shows in the store, Mrs. Spornitz has set up a "Merry Ann Corner" which is a miniature broadcasting studio, glass-walled away from the rest of the store, with a professional level turntable,

multiple speakers for balancing the sound output—which looks for all the world like a real radio broadcasting studio.

Adding extra interest is the fact that the Merry Ann Corner is presided over by Merry Ann Spornitz, Mrs. Spornitz' teen-age daughter, who continuously plugs the top-40 hit numbers from her studio.

Instead of broadcasting over the air, however, the music spun out by the Merry Ann Corner is piped to six sets of stereophonic head sets, built around a display fixture on the opposite side of the room. Here, youngsters are seated on comfortable stools, equipped with seat backs, and relay their requests to Merry Ann Spornitz through an intercom system. The fact that six different records can be played at once, without interfering with each other's listening pleasure, aids selling tremendously, and it does away with all of the usual problems of merchandising to teen-agers, including rowdiness, noisy crowds, giggling, incoherent sub-teens and pilferage.

More gimmicks stressed include a bargain attic, built on a mezzanine balcony directly above the main sales floor. Here, all trade-ins are shown, in a setting just as eye-appealing as the main store, with trade-ins scattered at odd angles around the floor, between comfortable lounges, rockers, and chairs. Customers are encouraged to fire up any of these they wish.

Coffee, tea, and cookies are served continuously and there is always a comfortable lounge or chair within a step or so, to permit customers to relax and listen without problems.

Carrying only a light newspaper advertising schedule, and depending instead upon the high interest and discussion which the store causes, Mrs. Spornitz has nearly doubled her volume, in the short space of two years.

Every element is equally important, she believes, including the Merry Ann Corner, and particularly the Key Club, with its constant pull on better income, serious music lovers.

## 19 Consoles For Magnavox

CHICAGO — Magnavox showed 19 new stereo consoles at the annual home furnishings show here last week. The models, according to spokesmen for the firm, incorporate early American styling with 20th century technology.

Nine of the models are included in the so-called "Astro-Sonic" group, featuring "space age" solid state circuitry. Magnavox is offering several stereo theaters including phono, FM, AM, FM stereo radio and black and white 27-inch TV with Astro-Sonic stereo components.

Altogether, the firm is offering 19 new console models which are available in early American, traditional and contemporary cabinets in walnut and mahogany. All units incorporate the micromatic turntable with one-tenth ounce of tracking pressure.

## Emerson Adds Console With Novel Changer

NEW YORK — A wall-mounted, four-speed stereo phonograph with swing-down record changer is a feature model among new, mid-season units added to the Emerson audio products line. The set, Model P1926, is an adaptation of the changer principle now being widely employed in the strictly portable field.

Actually a console in style (it can also be mounted on legs) the unit incorporates design features of various FM stereo radio units introduced to the market last year. The set lists at \$99.95.

Also new to the Emerson line are the Models P1924 and P1925. The former is a portable stereo FM - AM phono - radio, available in assorted colors at \$149.95.

The latter is a console, also with swing-down changer, and it's offered at \$169.95. The firm also introduced an 8-transistor pocket radio at \$19.95 (Model 899); an FM table radio (Model G1707) at \$29.95, and an FM-AM table radio (Model 1708) at \$39.95.

## Postpone Dates For West Coast Hi-Fi Music Show

LOS ANGELES—Dates for the High Fidelity Music Show here have been moved back. Raymond Pepe, president of the Institute of High Fidelity Manufacturers, sponsor of the show at the Hotel Ambassador, said last week that show time will be the week of March 31-April 7, rather than March 17 date, as previously announced.

Meanwhile, the San Francisco High Fidelity Show will be staged March 6-10 at the Cow Palace in that city, as previously announced.

James Logan, show director, said the emphasis will be on "good looks and good sound," and that the show will be under the co-auspices of the Magnetic Recording Industry Association and leading Bay area interior decorators.

## EQUIPMENT NEWSLETTER

By DAVID LACHENBRUCH  
Billboard Contributing Editor  
Managing Editor, Television Digest



**TWO HI-FI DEFINITIONS.** Two weeks ago in this column we pointed out that the Federal Trade Commission may be putting itself out on an impossible limb by trying to arrive at a definition for "high fidelity" which would have quasi-legal status. In that column, we said that if definition is desirable or necessary, there should be at least two separate definitions—one to apply to packaged phonographs, the other to hi-fi components.

It turns out that both the package and component hi-fi manufacturers agree with us. The Electronic Industries Association turned in its comments to FCC, without endorsing or recommending, but making it clear that these comments applied to packaged instruments only.

At the same time, Raymond Pepe, president of the Institute of High Fidelity Manufacturers, said his group is working on a separate proposed definition, to apply to component hi-fi instrument systems only. Said Pepe: "I have no objection to any definition the EIA presents for packaged equipment, but not so for components. We want a much more stringent definition for components to protect the buyer." He said IHFM's proposed definition would be submitted in a few weeks.

EIA presented what it called the consensus of most package hi-fi manufacturers. They believe that the minimum standards for a "high fidelity" package instrument should be: (1) Amplifier music power output rating of five watts. (2) Over-all phono system acoustical output of 77 decibels at 100 cycles, 80 decibels at 1,000 cycles and 74 decibels at 8,000 cycles.

Why is a definition of high fidelity so important to the FTC and the trade? Simply because the FTC wants to set up a group of trade practice rules for the high fidelity industry, including definitions of what can be advertised as hi-fi and what cannot. If rules are established, a manufacturer or dealer can be cited for misrepresentation if he advertises as "high fidelity" a phonograph which doesn't meet the minimum standards. Dealers and the general public will be afforded an opportunity to state their views on the subject to the FTC. It's still highly likely that the FTC will receive so many conflicting views on the subject that it will give up entirely.

**NEXT TAPE CARTRIDGE MARKET.** Minnesota Mining & Manufacturing Company, which has been test-marketing its \$450 automatic tape cartridge recorder-player in St. Louis, will add the Minneapolis-St. Paul market next month. This is 3M's home-town territory, and it expects extra good sales here because of the exceptional interest in anything 3M does.

As we reported recently, 3M was happy with sales in St. Louis, but has released no figures. As in St. Louis, the recorder will be offered through selected retail outlets in the Twin Cities—probably through at least one department store chain and one or more music stores—accompanied by extensive local advertising.

By September 1, the portable cartridge machine should be on sale across the nation, in the 25 or 30 top markets. By that time, too, it's expected that 3M may have made a deal to supply cartridge-changer decks to at least one console stereo manufacturer, for use in high-end instruments. By then, there should also be a wider variety of pre-recorded stereo tape cartridges available for the system. (At present, the repertoire consists of 48 best selling Columbia albums.)

Interest in the new system is widespread because it's incompatible with any other music reproduction system now in use—disks, reel-to-reel tape and the RCA cartridge. The industry wants to know whether this system can co-exist with the others or whether it will make a bid to replace one or more of them.

**STEREO STABILITY.** No matter how much phonograph sales fluctuate from year to year, the ratio of stereo to mono seems to hold to a quite constant figure. Judging from the history of the last three years, if you're a typical phonograph dealer you can count on selling just about three times as many stereo as mono units.

For the first 11 months of 1962 (full-year statistics aren't available yet), 72 per cent of all phonos sold were stereo, 28 per cent mono. During the same 11-month period of 1961, the proportion was 74 per cent stereo, 26 per cent mono. For the 1960 period, it was 73 per cent to 27 per cent. In 1959, however—when stereo was still growing as a relatively new product—the ratio was 60-40.

Phono sales for the first 11 months, incidentally, indicate that 1962 was either a record or near-record year in terms of number of units sold. Distributor-to-dealer sales totaled 3,976,841 units, 18 per cent higher than the similar period in 1961. For November alone, phonograph sales were 31 per cent higher than the same 1961 month.

\* \* \*

**MORE PHONOGRAPH TRENDS.** Pilot Radio Corporation, which makes both hi-fi components and "packaged component systems," is moving toward a more popular price range under its new corporate ownership (Jerrold Corporation). In 1962, Pilot's consoles ranged in price from \$399.50 to \$1,700. Now Pilot has introduced what is virtually a new lower-priced line—six new models priced from \$299.50 to \$399.50. The two lowest-priced models contain conventional AM-FM tuners, and the remaining four have AM-FM and FM stereo.



**THIS INTERESTING SCENE** took place as HMS Mauretania recently weighed anchor for a West Indies cruise. Passengers shown meeting Captain J. T. Jones (center) are (left to right) Mr. and Mrs. Milton Israeloff, Beacon Record Distributors, Providence; and Mr. and Mrs. W. Whitehead, J. A. Walsh Company, Houston. Israeloff and Whitehead were awarded the cruises on the basis of sales and advertising performance on the RCA Camden album "Cruise Along," by British maestro Geraldo, who, coincidentally, is the leader of the band aboard the ship.



Here it Is!

# LITTLE ESTHER'S SMASH LP

(Look at the Charts)



**SPECIAL HIT ALBUM DEAL  
BUY 10 - GET 2 FREE!**

**AND FROM  
THIS HIT LP  
A Smashing  
New Single**

**LITTLE ESTHER PHILLIPS**  
**"I REALLY DON'T WANT TO KNOW"**  
**AND**  
**"AM I THAT EASY TO FORGET"**  
**LENOX 5560**

**LENOX**  
RECORDS

157 WEST 57<sup>TH</sup> STREET.  
NEW YORK 19, N. Y.  
PL 7-1041

BOB GANS  
PRESIDENT

LELAN ROGERS  
EXECUTIVE VICE PRESIDENT



## BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

### PHONOS LISTING BETWEEN \$31 AND \$60

POSITION			BRAND	% OF TOTAL POINTS
This Issue	10/27/62 Issue	7/28/62 Issue		
1	1	1	Decca	25.0
2	3	—	Masterwork	17.6
3	4	10	RCA Victor	11.2
4	2	2	Voice of Music (V-M)	10.1
5	—	4	Webcor	5.0
6	9	3	Magnavox	4.7
7	5	—	Symphonic	3.6
8	5	4	General Electric	3.3
9	8	8	Majorette	3.1
9	7	6	Capitol	3.1
Others				13.3

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

10/27/62 Issue: All brands represented in current chart.

7/28/62 Issue: Admiral (7); Phonola (9).

## DISK DEALS FOR DEALERS

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

**VANGUARD**—Expires January 31, 1963. Started January 14, 1963.

On the new album "The Rooftop Singers" a special 15 per cent discount is offered.

**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.

**EPIC**—Expires February 28, 1963. Started January 7, 1963.

Label offers 15 per cent discount on all LP and tape product in the catalog as well as on all new releases.

**CAPITOL**—Expires February 28, 1963. Started January 1, 1963.

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

**KING**—Expires February 28, 1963. Started December 24, 1962.

Label is offering a 15 per cent cash discount off the face of the invoice on the entire King, Bethlehem and Audio Lab LP catalogs.

**STARDAY**—Expires March 1, 1963. Started January 1, 1963.

The label is offering 120 country items from catalog on a one free for each three purchased deal. Selling aids are offered distributors and dealers.

## Columbia Appoints Sales Managers

NEW YORK — Columbia Record Distributors have named two new phonograph district sales managers to handle sales operations on the firm's Masterworks line of audio products.

Frank Richter, who joined Columbia Records in 1957, takes over the Southern region as well as Baltimore, Cincinnati and Pittsburgh, while R. Lee Dennis will be in charge of the Midwest and Southwestern regions, according to J. J. Harris, manager of phono sales administration.



**DISTAFF** high fidelitarians who like to keep a clean house have always been faced with a problem. The vacuum cleaner blots out most other sounds, including radios, phonos and baby's screams. Koss Electronics has the answer as this attractive housewife demonstrates above. Simply plug the lengthy Koss stereophone leads into an audio outlet on the set and clean away. The model says it works fine, too.

## Packard Bell Key Is Swing-Out Sound Chambers

LOS ANGELES — "Swing-Out Stereo" is the key feature of the new stereo console line unveiled last week by Packard Bell. The swing-out idea utilizes sound chambers that are recessed into the sides of a cabinet with a span of 4½ feet. With chambers swung out the width becomes seven feet allowing for good stereo spread. Chambers are also detachable.

A compact stereo console, model RPC-22S was presented in three styles and finishes. It's designed to sell for \$249.95. A leader addition to the firm's combination line, model 23K-4S was also introduced. Containing 23 inch TV, stereo, AM-FM radio and FM stereo, the set lists at \$479.95.

The swing-out model RPC-24S, with six speakers and Garrard turntable, lists at \$425.

## Bill Lee From Coast Joins Lyons & Healy

CHICAGO — Bill Lee, veteran retail operator in the phonograph-record field, has joined Lyons & Healy here as manager of the hi-fi, TV, radio and record divisions. Lee was with Sherman Clay on the West Coast for 37 years and served for 25 years as manager of the firm's radio, phono, TV and record operations. Pittsburgh-born, Lee earlier was with Brunswick Records.

## VARIETY FAIR IN MANHATTAN

NEW YORK — Record and equipment dealers can get an eyeful of the newest kinds of racks, baskets and other types of store sales aids at the upcoming Variety Merchandise Fair, to be staged here March 10-14. The 25th annual edition of the fair will take place at the New York Trade Show Building. Transistor radios and tape recorders will also be on display, said Jay Thalheim, president of Arthur Tarshis Associates, fair manager.

## DEALERS PUSH RECORDER TIE-IN WITH STEREO-FM

CULVER CITY, Calif.—Alert dealers are pushing tape recorders as tie-in sales with stereo-FM tuners. And it's not like pushing peas with peaches; the two go together. Dealers point out that the stereo-FM tuner owner can make "instant stereo" recordings on tape in the living room with the proper complementary equipment.

This philosophy is being promoted hard by American Concertone, tape recorder manufacturer here. The firm is not only talking about it, they're doing something about it. Specifically, they offer dealers advice on how to make their stores "tape recorder headquarters" in their area.

### The Rundown

Here's the eight-point program American Concertone recommends:

1. Mention the fact that your store is "tape recorder headquarters" in every ad you run. Mention it, even though the ad may be for records, phonographs, or other products.

2. Prepare and mimeograph "simple tips for recording off-the-air." Make it a direct-mail promotion and send it to everyone who buys (or has bought) an FM tuner. Review sales slips from the past year, pick out the tuner buyers and build a good, strong list. Important: don't expect miracles with one mailing. Hit the same list repeatedly—at least three times—with the same appeal.

3. Assign a clerk to the job of "Tape Record Specialist." Have him bone up on instruction manuals. Same with blank tape information. After intensive study, he should have all answers to tape problems at the tip of his tongue. One more thing. Give your specialist incentive by mentioning him in all ads.

4. Devote floor space to a "Tape Recorder Department." This shouldn't take any more space than you're already using, but, by relocating all recorder products in one place, they'll have more display impact.

5. Specify a week as "Tape Recorder Week" and give it some purpose by announcing your intention to answer all questions—at no obligation—for anyone with any interest in tape recording. Promote the idea in display windows and with in-store display, and advertising. Set a realistic budget and get co-operation from your newspaper ad salesman. Let him organize a program (timing and frequency) within your budget. Have him also send a reporter around to get the story. Make it newsworthy by stressing a recorder's multitude of uses.

8. Unspool ten reels of tape in your display window. It makes a surprisingly big pile. Give a prize (\$25 worth of tape) to the person who guesses closest to the number of inches of tape in the pile. Post the guesses on a bulletin board in your tape recorder department to spark interest.

## Ruth Lyons Fund Nets \$381,656.71 For Area Hospitals

CINCINNATI—Final tab last week revealed that Ruth Lyons, star of the "50-50 Club" on WLW radio and TV and affiliated Crosley stations in Dayton and Columbus, Ohio, and Indianapolis, raised \$381,656.71 in her 1962 Christmas Fund Drive, exceeding by \$27,406.71 the record mark set last year.

The drive begins annually October 4, Miss Lyons' birthday, and ends at Christmas time. Benefitting from the drive are 59 hospitals in the Tri-State area of Ohio, Indiana and Kentucky. Miss Lyons began her drive in 1939. Since 1952 she has distributed to hospitals a total of \$2,256,749.69.

## De Rougemont To New Europe Post

NEW YORK — V. Peter de Rougemont has been named vice-president of European operations for Columbia, Harvey Schein, vice-president and general manager of the label's international wing, announced. De Rougemont was reassigned from his former post of vice-president, Latin-American Operations.

The new vice-president will direct Columbia's growing operations throughout Europe. He joined Columbia in 1953 and has been director of the firm's three wholly owned Latin-American subsidiaries. Most recently, he supervised the opening of Columbia's Buenos Aires recording studios.



**SALES STARTER:** Display by category, so effective in disk sales, is extended to accessories. Here, the dealer arranges needles, storage albums, record cleaners, blank and record tapes and poly-bag album covers in one neat shelf arrangement. One purchase suggests another.

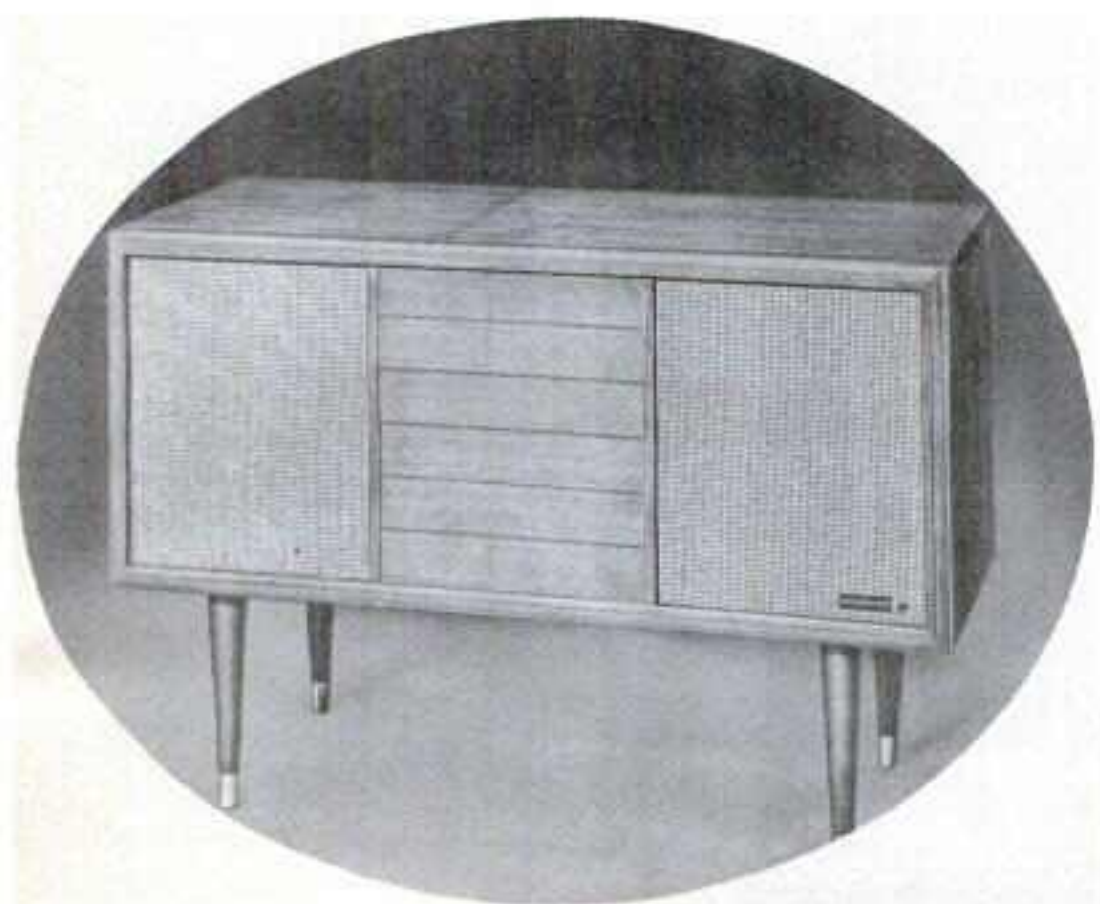


# 4 NEW MODELS

FOR SPRING SALES

FROM YOUR NEWEST PROFIT LINE

Masterwork now brings you 4 exciting new models to supplement your newest best selling line. Perfectly filling in the price brackets where you do the most volume, these new models will really put the "spring" in your Spring merchandising.



**1820-W  
CUSTOM STEREOHONIC HIGH FIDELITY  
CONSOLE WITH AM-FM RADIO**

The Masterwork "Baby Grand," THE sound buy for '63! Hardwood, decorator-designed 38" oiled walnut cabinet, 4 speakers, a dual channel amplifier, high compliance cartridge, custom automatic VM changer, twin styli, full AM-FM broadcast bands, AFC for locked-in-tuning and lots more! For price, well, there's nothing like it on the market today!

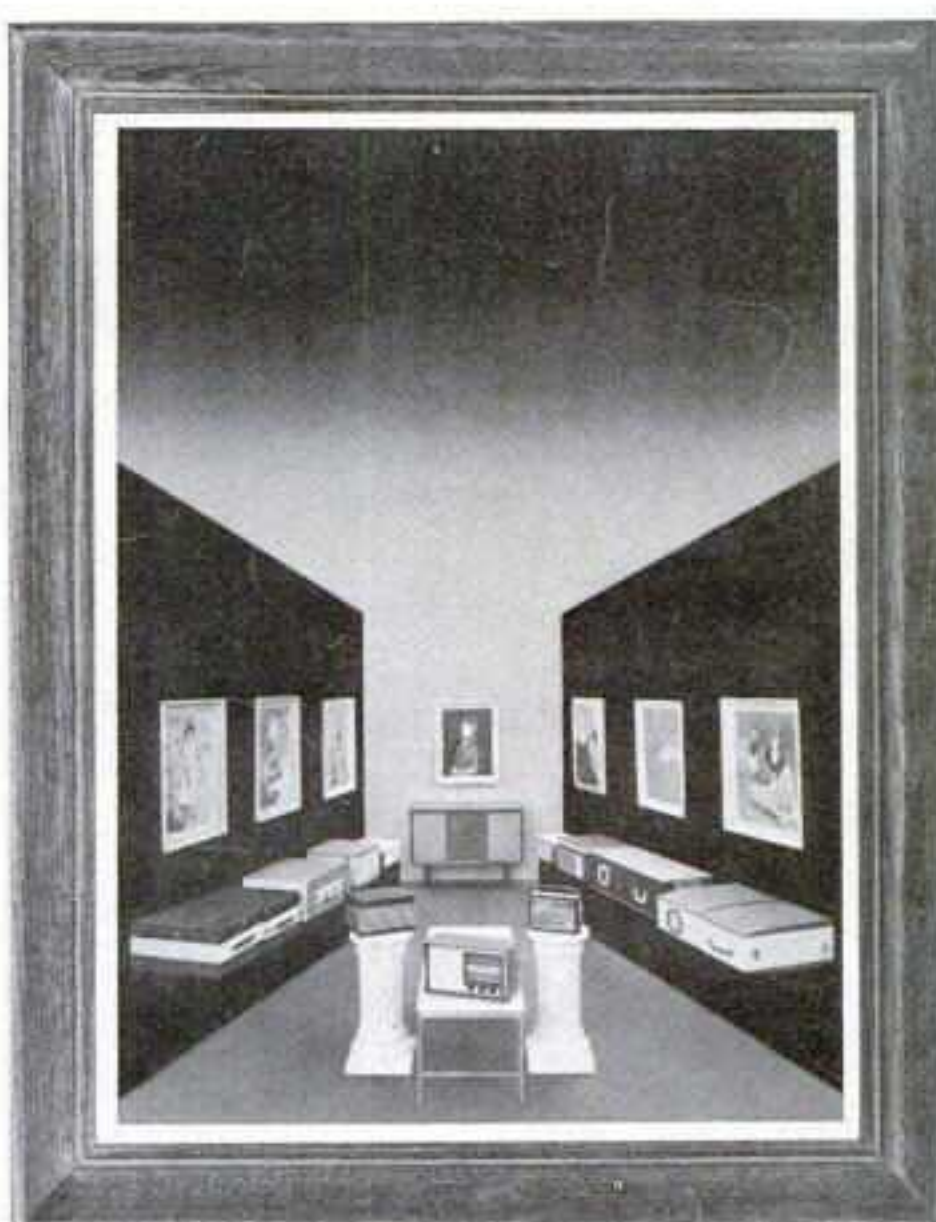


**1609  
THE REVOLUTIONARY "DROP-A-MATIC"**

This 2 wing stereo automatic portable contains the latest in modern design with its "drop-a-matic" changer! Also included are two 6" speakers, a diamond and sapphire needle, high compliance stereo cartridge, power packed amplifiers and a fabric-coated all wood cabinet for superior resonant sound. A fantastic value at

\$79.95

Mfr's suggested list price



**1611  
DELUXE AUTOMATIC STEREOHONIC  
PORTABLE WITH AM-FM RADIO**

This brown and tan beauty really has all the answers. Four magnificent speakers provide stunning stereo sound while the 7 tube chassis gives you complete AM and FM broadcast bands. Five easy-to-reach controls, a custom VM changer, built-in AM-FM antennae, Automatic Frequency Control for "no-drift" tuning, a diamond stylus, high-compliance cartridge and a terminal for external antennae are just a few of the many extras.

\$129.95

Mfr's suggested list price

**2050W  
TABLE MODEL AM-FM CLOCK RADIO**

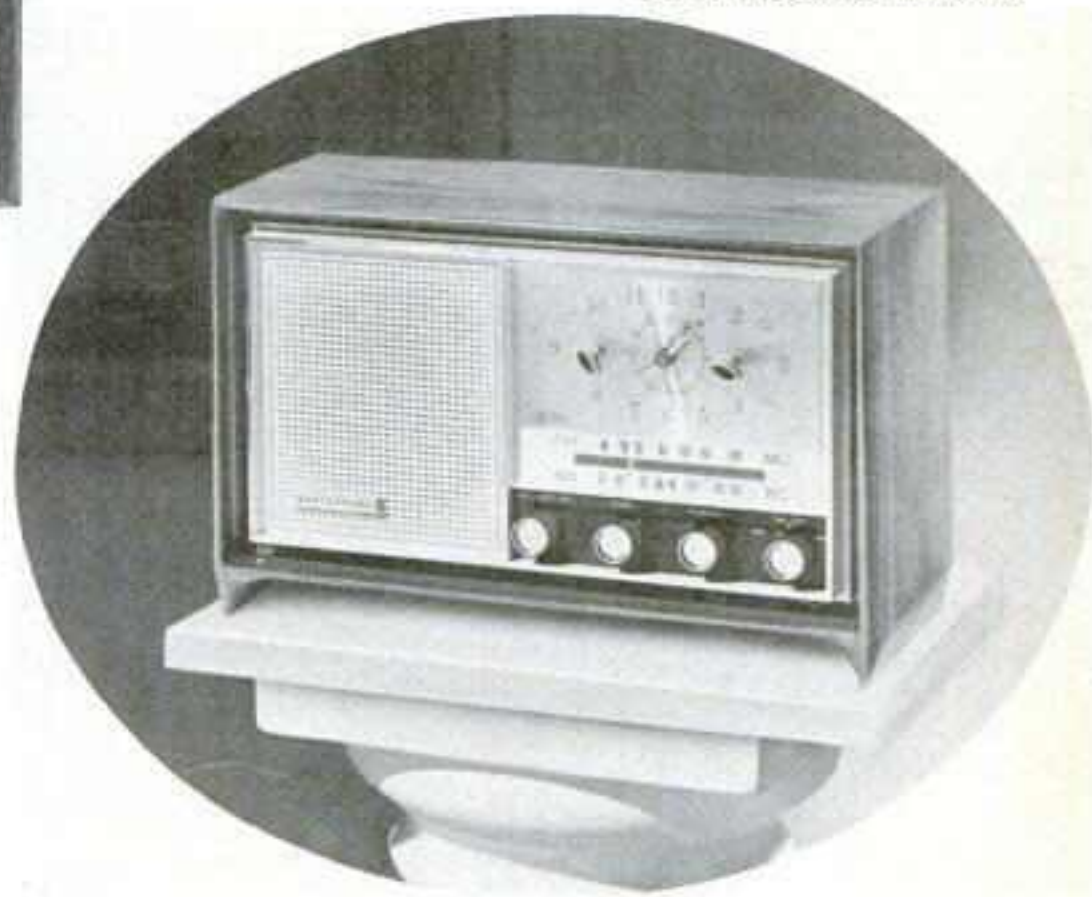
For beauty and practical convenience here's THE 2 in 1 model. A magnificent table radio in a complete all wood, oiled walnut cabinet. Complete AM-FM broadcast bands with Automatic Frequency Control for drift-free reception. 6" concert tone speaker. That's not all . . . you can also use this fabulous unit as a clock, as a wake-up alarm, as a buzzer alarm, as a go-to-sleep radio or just as a radio.

\$89.95

Mfr's suggested list price



Contact your local  
**COLUMBIA RECORD DISTRIBUTOR**  
for additional sales information on  
**MASTERWORK** "promotional" merchandise. There's volume in the . . .



## GALLERY OF SOUND

1963 Phonographs, Radios, Tape Recorder

Created by **COLUMBIA RECORD DISTRIBUTORS**

# MASTERWORK



### Crosley Makes Shift In Personnel Duties

CINCINNATI — Three promotions within the organization were announced last week by John T. Murphy, executive vice-president of the Crosley Broadcasting Corporation. Jack Frazier, director of corporate advertising and sales promotion, will assume the additional responsibilities at the corporate level for the merchandising and publicity functions.

Andy Niedenthal, a 20-year vet in sales and service with the organization, has been named director of merchandising and will co-ordinate, at the corporate level, the merchandising activities of the five Crosley stations. Named to the newly created post of director of the Ruth Lyons "50-50 Club" client service was Bill McCluskey, another Crosley veteran.

In a move toward separate departmental functions for WLW radio and WLW television, Joe Cella has been appointed to the newly created post of director of promotion and publicity for WLW-TV. Cella has been director of publicity for WLW radio and TV the last six years. Robert B. Frolicher has been named director of promotion and publicity for WLW radio.

Unsurpassed in Quality at any Price

Made in the famous studios and laboratories of James J. Kriegsmann

**GENUINE 8"x10" GLOSSY PHOTOS**

**7¢ EACH**  
IN 1,000 LOTS  
**\$9.88 per 100**

GENUINE HIGH-GLOSS POST CARDS, \$32 per 1,000  
Copy Negatives \$1.95

MOUNTED ENLARGEMENTS  
Size: One: 2 or more:  
20"x30" . . . \$4.85 . . . \$3.50 ea.  
30"x40" . . . \$7.50 . . . \$4.85 ea.

KODAK COLOR PHOTOS  
100 JUMBO SIZE \$22.50  
100 8"x10" at 1.10 ea.

Plaza 7-0233

**JJK COPY-ART Photographers**

A DIVISION OF JAMES J. KRIEGSMANN  
165 W. 46th St., NEW YORK 36, N. Y.

America's Largest & Oldest ONE-STOP RECORD SERVICE!

**45 RPM 60°**

ALL LP's—REGULAR DISTRIBUTOR  
WHOLESALE—NOTHING OVER

**SAME DAY SERVICE**

**The MUSICAL SALES COMPANY**  
The Musical Sales Bldg.  
Baltimore 1, Maryland

**FAN MAIL GLOSSY PHOTOS**

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

**MULSON STUDIO**  
Box 1941 Bridgeport, Conn.

# Billboard BUYERS & SELLERS CLASSIFIED MART

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

### DISTRIBUTING SERVICES

#### RECORD DISTRIBUTORS

**Topps**  
of Florida  
Is out in front in Florida with  
**LAWRENCE OF ARABIA**  
Bernie Leighton—Colpix  
**SHIRLEY**  
Tony Orlando—Epic  
**DON'T TAKE HER FROM ME**  
Kris Jensen—Hickory  
**LOOK AT ME**  
Dobie Gray—CorDak  
**WHO STOLE THE KEESHKA**  
The Matys Bros.—Select  
**TOPPS DISTRIBUTING CO., INC.**  
NEW ADDRESS:  
2222 N.W. Fifth Ave., Miami 37, Fla.  
Code 305, FRanklin 4-8166

**HAYDN SOCIETY RECORDS**  
ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST  
Send for current catalog  
**ESOTERIC, INCORPORATED**  
P. O. BOX 1799  
HARTFORD, CONN.  
National Distributors for  
**HAYDN SOCIETY RECORDS**

NO DIFFERENT THAN MANY OTHERS! But this advertisement was read by you. It will also be read by hundreds of your prospects. Why not use inexpensive classified advertisements to increase the sale of your products? Easy order form at bottom of this page.

### RECORD DEALERS

#### RECORD HITS ASSORTED

100 to 499 . . . . . 30c ea.  
500 to 999 . . . . . 28c ea.  
1000 and over . . . . . 27c ea.

All appeared on Billboard's Top 100 within the past 1 1/2 years. C. O. D. only.

Any and all returnable for cash refund if shipped back to us within 48 hours.

Foreign inquiries invited.

**BLUE NOTE SHOP, INC.**  
156 Central Ave. Albany, N. Y.

### RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

**PRESSING, PLATING**  
NO JOB TOO SMALL—QUALITY PRESSING. Low cost. 1697 Broadway, N. Y. C., CI 7-2159. np-mh2

### RECORD PROMOTION & PUBLICITY

**NEW OFFICES • NEW LOCATION**  
Same great promotion know-how  
**JOE PETRALIA**  
Record Artists Representative  
Park Sheraton Hotel  
Suite 264 55th St. at 7th Ave.  
New York 19, N. Y.  
Phone: JU 6-6935

### RELIGIOUS RECORD INDEX offers

FREE up to date index service on new releases; where to order assistance, to subscribers of the **OFFICIAL RELIGIOUS RECORD INDEX**.

Your religious record department is more efficient with 2,055 Protestant, Catholic and Jewish recordings cross-indexed according to title (over 6,200) and artist (over 750) on 54 labels. A complete record department for less than 1/2 cent per indexed album. For information write

**RELIGIOUS RECORD INDEX**  
2223 N. Main St., Box B  
Dayton 5, Ohio

### USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

#### FOR SALE

**POKERINO WITH DROP CHUTE**—SOME older games with push chutes. If it's parts for POKERINO you need, write James Travis, P. O. Box 206, Millville, N. J. np-ja26

**SPECIAL** — 12 5¢ SILVERKING NUT Vendors, like new, \$11 ea.; 20 5¢ Silverking Nut, reconditioned, \$8 ea.; 25 1¢ Ball Gum Machines, \$8 ea.; 2 1¢ Challenger Guns, \$20 ea. Wanted: Indian Pennies. Barnett, 5606 4th Ave., Brooklyn, New York.

### BUSINESS OPPORTUNITIES

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

### MISCELLANEOUS

**DEEJAY COMEDY FILLERS FOR 1963!** "Days, Dates and Data" a portfolio of gags, bits, promos and patter. Sample, \$3. Show-Biz Comedy Service (Dept. MW), 65 Parkway Court, Brooklyn 35, N. Y. fe2

**INTERNATIONAL PROFITS YOUR OBJECT?** You can reach and sell your published songs, tapes, masters, services to leading music industry influencers all over the world through the International Buyers & Sellers Exchange. Designed to help you reach markets outside the U.S.A., it appears each week in Billboard.

1564 BROADWAY  
N.Y.C.  
Times Square Office  
Space for Rent.  
8700 Square Feet.  
Central Air Conditioning.  
Very Reasonable Rental.  
Contact  
**KENNETH LAUB**  
of Collins Tuttle & Co.  
261 Madison Ave.  
New York 16, N. Y.  
Telephone:  
MURrayhill 2-4020

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh15-64

### EMPLOYMENT SECTION

#### HELP WANTED

**PROMOTION MEN WITH SALES ABILITY** and good contacts in record trade to cover various territories for record company with established artists. Want to travel. State qualifications. Good proposition and salary. Box 464, Billboard, 1564 Broadway, N.Y. 36, N.Y. ch

#### SITUATIONS WANTED

**EXEC. TYPE FOR RECORD, SALES, promo, P.R. work.** Excel. proven record w/top major cos.; branch, district level and talent agency; desires spot w/record, artist mgmt. or allied field. Box 465, Billboard, 1564 Broadway, N. Y. 36, N. Y. fe2

**The Company that REALLY goes after more business CAN get more business . . . by consistent advertisements in Billboard's CLASSIFIED MART**

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard . . . see what others are doing . . . then see what you should do to meet and beat the competition.

**USE THIS HANDY AD ORDER BLANK**

Please insert the following ad for \_\_\_\_\_ consecutive issues.

Classification: \_\_\_\_\_ Size: \_\_\_\_\_

Set regular classified style.  Set boxed classified style.

Amount enclosed \_\_\_\_\_

Copy: \_\_\_\_\_

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Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

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- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.
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HOLLYWOOD 46, CALIF.

● **REVIEWS OF NEW SINGLES**

● *Continued from page 37*

**GAYLE HARRIS**  
★★★★ Here Comes the Hurt (Pam-bill-Odin, ASCAP) (2:18) — ★★★ Don't You Love Me No More (Pam-bill-Odin, ASCAP) (2:00). CARLTON 584

**THE DREAMERS**  
★★★★ Because of You (Gower, BMI) (2:10)—★★★ Little Girl (Cous-ins, BMI) (2:25). MAY 133

**COUNTRY**

**AL HORN**  
★★★★ It's Much Too Soon (Ashna, BMI) (2:20) — ★★★★★ Where Does Love Go (Window, BMI) (2:20). DO-RA-ME 1424

**JAN AND PATTI NORTH**  
★★★★ Sittin' and Thinkin' (Vanadore, BMI) (1:45) — ★★ Paper Heart (Vanadore, BMI) (2:18). BRIAR 140

**THE DIXIELANDERS**  
★★★★ The Trot (Ashna, BMI) (2:08)—★★★ I'll Watch Your Lights Grow Dimmer (Ashna, BMI) (2:53). DO-RA-ME 1420

**LONESOME PINE FIDDLERS**  
★★★★ Hello Mr. Banjo (Starday, BMI) (2:40) — ★★★★★ Coal Dust Blues (Starday, BMI) (2:31). (STA-DAY 614

**JACKIE de SHANNON**  
★★★★ Faded Love (Hill & Range, BMI) (3:00)—★★★ Dancing Silhouettes (Metric, BMI) (2:17). LIBERTY 55526

**LILA LOU**  
★★★★ I Can't Depend on You (Lois, BMI) (2:40) — ★★★★★ Mama Forgives (Lois-Beck, BMI) (2:46). BETHLEHEM 3060

**WADE RAY**  
★★★★ Burning Desire (Dandelion, BMI) (2:06)—★★★ Two Red Lips (Fairway, BMI) (2:02). FAVOR 115

**GORDON TERRY**  
★★★★ I Wish I Said That (Pamper, BMI) (2:42)—★★★ In a Moment (Metric Music, BMI) (2:16). LIBERTY 55533

**FERLIN HUSKY**  
★★★★ My Reason for Living (Central Songs, BMI) (2:12)—★★★★ You Hurt Me (Moss Rose, BMI) (2:32). CAPITOL 4908

**RHYTHM & BLUES**

**JACKIE SHANE**  
★★★★ Sticks and Stones (Tangerine, BMI) (2:00)—★★★ Any Other Way (East-Bals, BMI) (2:25). SUE 776

**PLAYBOY PETE**  
★★★★ Blind Date (Parts I & II) (Arkay-Sanco, BMI) (3:15, 2:16). ZAN-DAN 301

**AMOS MILBURN JR.**  
★★★★ Look at a Fool (LeBill, BMI) (2:32)—★★★★ Gloria (LeBill, BMI) (2:07). SHALIMAR 105

**JAZZ**

**BOB BROOKMEYER**  
★★★★ A Felicidade (Jungnickel-Ross, ASCAP) (3:12). — ★★★★★ Mutiny on the Bounty (Miller, ASCAP) (2:02). VERVE 10282

**HERB STEWARD**  
★★★★ Blues for a Hanking (Hawaii, BMI) (2:05) — ★★ Blues Theme (Hawaii, BMI) (2:13). AVA 115

A SMASH!  
YOU'RE THE REASON  
I'M LIVING  
b/w  
NOW YOU'RE GONE  
C 4870  
BOBBY DARIN



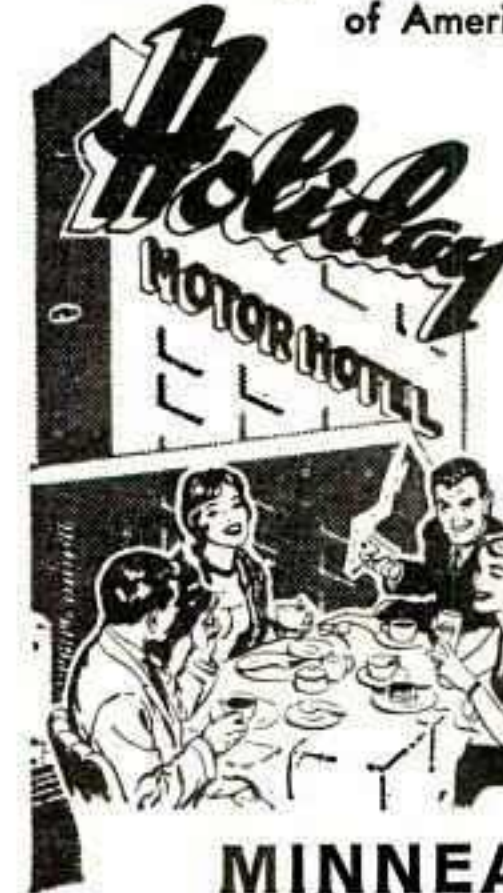
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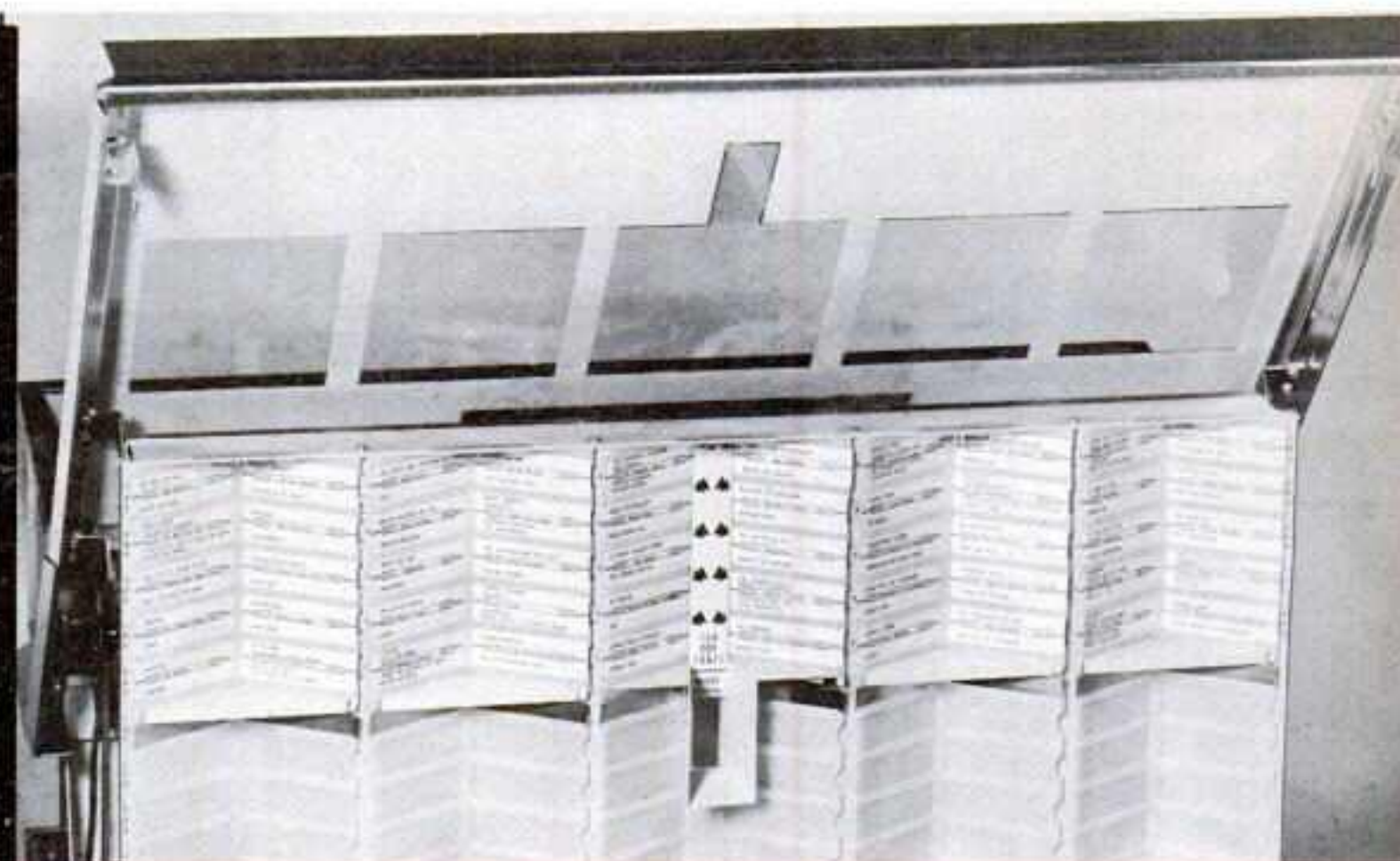
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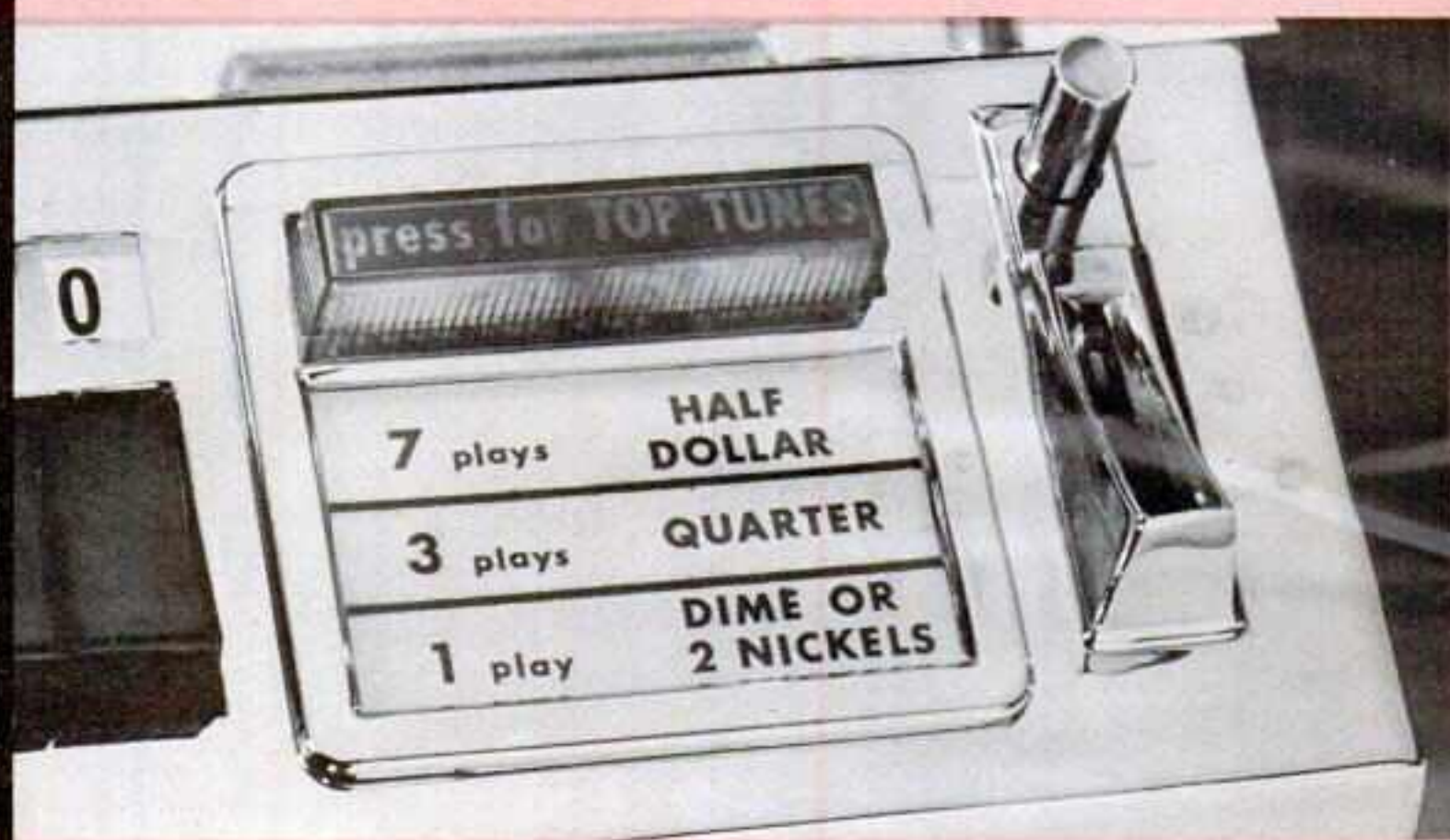
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Softly glowing, fired-on, edge lighted letters indicate the presence of Wurlitzer Stereo Music, promotes play. Panel releases downward for access to switch banks and fluorescent tube or grille color shield.



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# Every Wurlitzer 2700 Feature is Money in the Bank for You

The new Wurlitzer 2700 is alive with new features — each in its own way contributing to greater earning power or lowered service costs. See and hear the 2700 at your Wurlitzer Distributors. Check all the new features yourself. Compare what you hear and what you see and you'll quickly agree . . .

**WURLITZER** has the Winner for 1963



# LONDON SHOW TO SET CROWD MARK

## 68 Firms Show at Trade Exposition

By ART ROSETT

LONDON—Coinmen from all over the United Kingdom and Europe in record numbers are expected to pack the new Royal Horticultural Hall here Tuesday (29) when the 19th Annual Amusement Trade Exhibition opens its three-day run. The show is the largest exhibition of coin-operated equipment in Europe.

Every square inch of space has long been sold out, with various important exhibitors being forced to take space on a floor at the Mostyn Hotel, Portman Street, London, W.1, in order to cash in on this showing. These exhibitors, Seeburg (Great Britain, Ltd.), and Ditchburn Equipment, Ltd., (Wurlitzer Distributors), among others, have arranged to have men carrying sandwich boards announcing their location, and will also have minibuses leaving the Royal Horticultural Hall, every 30 minutes, shuttling prospects over to the Mostyn Hotel.

Paradoxically, there are three less exhibitors in the hall this year than last year. Last year 71 firms showed their wares. This year the number is reduced to 68, with these latter being allocated more space.

### Payout Boom

With various types of pay-out machines enjoying legality and popularity throughout the Kingdom, and many other areas throughout Europe, England today is enjoying an unprecedented boom with this type of equipment.

Firms are loath to divulge

their names publicly in quoting volume figures, but it is generally known that one concern which started out only a few years ago, is now doing an annual turnover of more than \$5 million (2 million pounds sterling), and yet another concern, one of the oldest in the business here, which even has its own finance company, is said to do upwards of \$8 million (4 million pounds sterling). These are distributors who buy and sell equipment and also maintain their own routes.

One operator has more than 1,400 locations. And these are the people with that kind of background who will open what promises in this hemisphere to be the most exciting event of the year when the doors are flung open for the 19th Annual Amusement Trades Exhibition.

### Complete Line

Phonograph Equipment, Ltd., has taken stands numbered from 91 to 96, and will show a complete line of juke boxes, fruit machines, pin tables, bingos and arcade equipment. Under the direction of Gordon Marks and Cyril Shack, these young men

(Continued on page 56)

## Italians Get Look At New Seeburg

MILAN—The new Seeburg-LP Console models were presented to Italian distributors by Delbert Coleman, president, and Jack Gordon and George Gilbert, vice-presidents, along with Seerome of Italy, represented by Giuseppe Pasquini, at a special show in the Hotel Gallia here. In addition to the various versions of the new model, a live show accompanied by juke box music was presented.



JOHN SINGLETON, secretary and general manager of the ATE, is the prime mover behind the coin machine trade show which gets under way next week in the New Royal Horticultural Hall, London.

## Coin Machine

### OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING

## MOA Observer to Attend ATE Show

OAKLAND, Calif.—Henry J. Leyser, left this week for London as official representative of the president of the Music Operators of America to the International convention and exposition of coin machines and phonographs in London.

Leyser, president of the 10-year old Associate Coin Amusement Company, Inc., here, is believed to be the only industry representative from the West Coast to attend the event. Harry Snodgrass, MOA president, of Border Sunshine, Albuquerque, N. M., named Leyser as official spokesman. During the five-week European visit Leyser will study the organization both of national and international trade association, as well as operating companies.

One of his functions is to develop closer relationship between the MOA and his counterparts abroad. He will look for new ideas, and exchange thinking with firms in 10 west European countries, including England, Belgium, Denmark, Germany, Austria, Italy, Switzerland, Spain, Portugal, and France. He is expecting to return to California by March 1. Leyser believes that the full potential of the coin music field has not even begun to be realized. He looks forward to the day when the industry will assume its rightful place as an arm of the entertainment industry, along with radio, television, the stage and the screen.

### Poor Organization

The greatest handicap to overcome in this country, Leyser says, is poor organization and lack of sufficient capitalization. The industry is characterized by a myriad of small companies. This is good up to a point, he says. The really "big things"

which are open to industry development cannot be realized without larger, national concerns with capitalization and outlets. Leyser will not reveal what he has in mind under his "big things" label, because "we are doing some thinking and are not prepared to break action on this as yet."

The present status could mean destruction. Music operators can take a page from the book of the vending machine owner, who is far better organized. Public relations within the industry are poor, its status is low in entertainment circles. There is a great deal more to be done than simply installing machines and changing records, Leyser says. A national company could sponsor radio and television programs to exploit artists featured on the disks, and more could be done to elevate the status, he added.

### Expansion

ACA, as his company is known familiarly, is not being inactive. Just completing its tenth year, Leyser last June consolidated with a Los Angeles firm to form a Southern California division. The former BBC Vending Company of Los Angeles is expanding its headquarters with the construction of a 5,000 square foot addition to the plant at 1122 East 14th St., there. Herman Bied, formerly president of BBC, is vice-president of ACA and manager of the new division.

ACA only a year ago moved to a modern building in Oakland, and opened a branch in Monterey two and a half years ago, and in Fresno 18 months ago.

"This is only the beginning of what we have in mind," says

(Continued on page 66)

## Royalty Fight On as Celler Brings in Bills

• Continued from page 1

The new H. R. 1045 will duplicate last session's latecomer, H. R. 12,450, which would not only provide for performance royalty payment by juke box operators, but would set up a trustee arrangement for collection and distribution of fees they would eventually decide upon.

Royalty amounts suggested under the legislation are \$5 per year per machine for the first year; for the next four years, royalty of not less than \$5 and not more than \$25 per year for total performance collection (which would cover payment to all performing rights collectors). At the end of the five-year period, the trustees can determine the amounts to be paid in the next five-year period.

Trustees to administer the performance money collection would consist of a three-man

(Continued on page 66)



GEORGE A. HINCKER has been named advertising and sales promotion manager of the Rock-Ola Manufacturing Company, replacing Ralph Wycoff, who resigned. This marks Hincker's second tour of duty with Rock-Ola. He returns after an absence of two years.

# British Firms Stymied in Trying to Help Ops

By DON WEDGE

LONDON—British records firms are busy wooing juke box operators but all would feel happier if they were better served with information about their needs and even the number of boxes in use.

Estimates of the latter vary wildly. One disk executive said, "There used to be 10,000 but now it seems to be down to 5,000." at the other extreme, a rival estimated the number "about 25,000."

Operators have to be licensed—British copyright law allows for a mechanical right on disks—by Phonographic Performance Limited. With a constantly changing turn-over, secretary H. G. S. Gilbert estimated that 20,000 boxes were licensed.

One operator had a bulk license, he noted, for 2,000 and there were several others in the region of 300-500 boxes.

### Decca Probe

Like everything else in the thriving British disk industry, all arms are continually being reviewed. Decca, this month, is conducting another investigation into the juke box situation.

All major firms recognize that valuable sales can

come through the coin industry. But on the whole only the biggest hits get on to all boxes. Operators, say the disk firms, are far from being pioneers.

Some time ago, EMI experimented by releasing an American hit which stood a good chance of repeating here, and promoting it in no other way than through jukes. It flopped.

### EMI Role

Nevertheless, EMI is probably the most active in working with operators. It has a full-time man, Fred Faber, assigned to the coin industry—the only firm to do so.

Faber spends much of his time visiting operators and working with them. He organizes dispatch of information of EMI group releases thought likely to be of use on jukes. Large operators also get advance copies.

Other firms provide a similar service. The Decca group issues a "juke box change-over" list of the four from its weekly issues considered most suitable. Additionally, one of its Sunday evening Radio Luxembourg sponsored programs is directed at the juke trade highlighting one special release.

Efforts are being made to co-operate with the operators but largely because of sales that follow. The value of exploitation is differently interpreted, but certainly no one views it with anywhere near the importance of radio and television.

EMI Records general marketing manager Ron White, with the American hit experiment behind him, reasons that the promotion value is low although juke boxes are an important sales outlet. Les Cocks, Pye Records' assistant general manager, regards them lent to a disk jockey's. "He thought the large number as "a form of exploitation worth a service equivalent of boxes now installed in taverns took to a branch of the population which might not otherwise hear them."

Decca's position seems somewhere between the two. "We assume that juke boxes do play a small share in promotion, but no further," one executive said. "We find difficulty in getting information from operators that would better equip us to serve them."

None of the major firms has ever issued a disk specially for the juke boxes. Last year, however, one of the smaller independents did try it—Ember issued tracks from some of its albums, mainly by long established disk names, in a special series.



# these leading firms

# THE 19<sup>TH</sup> ANNUAL AMUSEMENT

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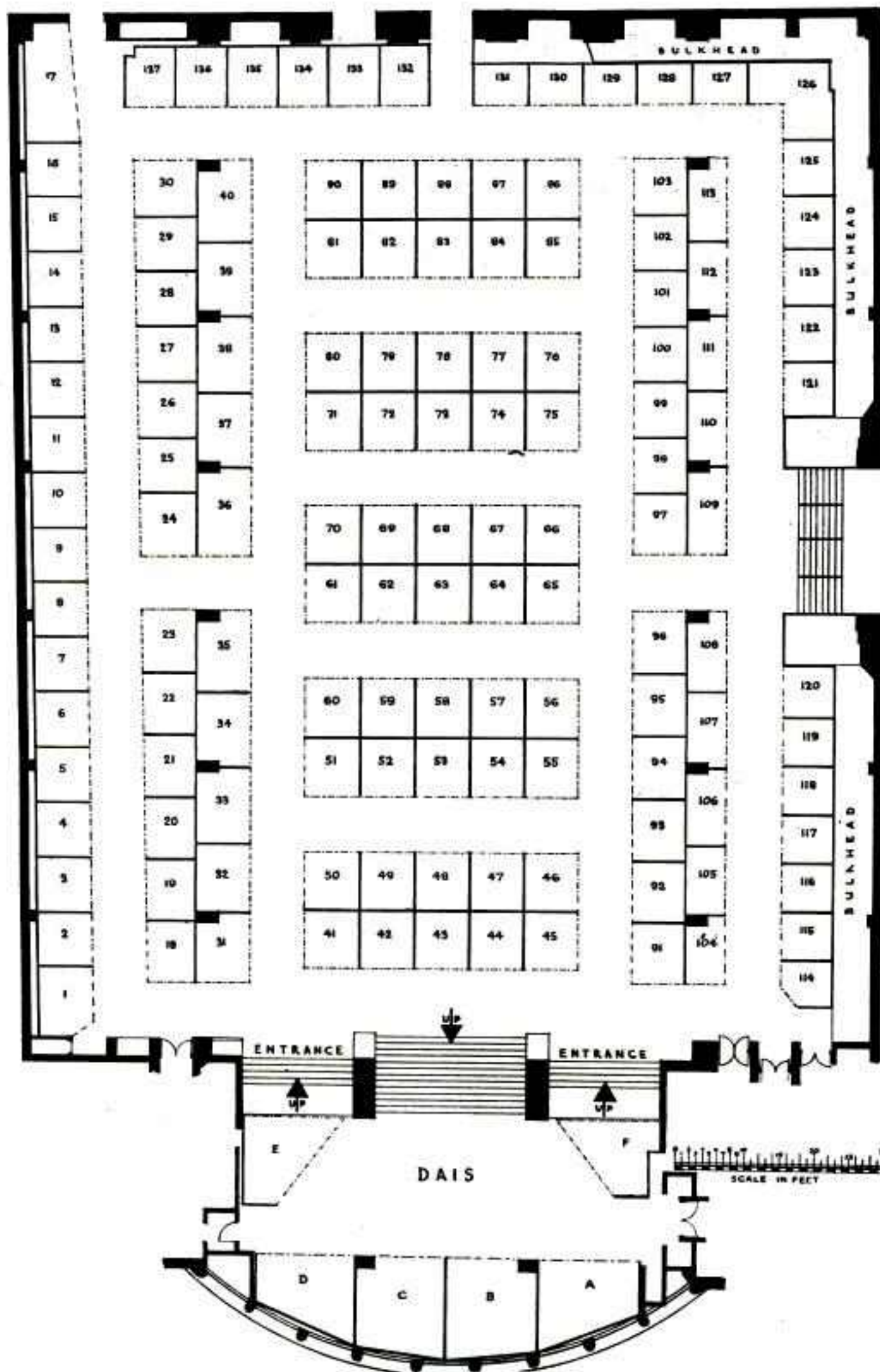
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Aaron Sternfield, Coin Machine Editor  
Frank Luppino, International Director



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Ltd., 590/4 Wandsworth Rd., London, S.W.8.<br/>130—Automatic Machine Service, 53 Westerley Way, Caister-on-Sea, Norfolk.<br/>3-4—Auto-Slot (Sales) Ltd., 69 London Road, Croydon, Surrey.<br/>86—Seacon Signs Ltd., 52 Ballif Street, Northampton.<br/>D (dais)—Bell-Fruit Ltd., Leam Gate, Lenton, Nottingham.<br/>139—Billboard, 44 Curzon St., London W.1.<br/>61-62—Bryans Works, Kegworth, Derby.<br/>138—Cash Box, 9a New Bond Street, London, W.1.<br/>20-23—Chicago Automatic Supply Co., 10 Cole Street, London, S.E.1.<br/>29-30—Coin Operated Instruments &amp; Novelties Ltd., 58 York Road, London, S.W.11.<br/>Foyer—Conway Automatics Ltd., 7 Toynbee Street, London, E.1.<br/>58-59—Coughtrey's Auto. Supplies Ltd., 93/95 City Rd., Dunkirk, Nottingham.<br/>87-88—Crompton &amp; Bates Ltd., 166/172 High Street, Ramsgate, Kent.<br/>89-90—Crompton Patent Machine Co., 45-47 King Street, Ramsgate, Kent.<br/>81-82—Crompton Sixway Machine Co., Packers Lane, Ramsgate, Kent.<br/>1-2—Davies Products (Liverpool) Ltd., 126-136 Islington, Liverpool, 3.<br/>32-34—Eagell, Philip, Ltd., 35 Houndsditch, London, E.C.3.<br/>15—Elitec Ltd., Nollendorfsstrasse 11-12, Berlin W.30, Germany.<br/>129—Filmbox Equipment Co. Ltd., 18 Rupert Street, London, W.1.<br/>139—Gierviel Coin Automatics, Gladstone Street, Hull, Yorks.<br/>83-85—Goldhill &amp; Mendoza Ltd., 128/130 Southwark Street, London, S.E.1.<br/>66-68—Goldman, H., Ltd., 64/68 Commercial Street, London, E.1.<br/>B-C (dais)—Hall, Edwin, &amp; Co. Ltd., 67 Beasley Street, London, S.W.16.<br/>44-45—Harris Bros., 184 Shaftesbury Avenue, London, W.C.2.<br/>125—Holborn Cereals Ltd., The Popcorn Centre, 49 York Road, London, S.W.11.<br/>101—International Coin Counting M/c Co. Ltd., 248/250 Tottenham Ct. Rd., London, W.1.<br/>27-28—Jubilee Products, 68 Dalling Road, London, W.6.<br/>5-9—Krafts Automatics Ltd., 158 Stoke Newington Road, London, N.16.<br/>36-38—Lancaster, W., &amp; Co., 72/78 Thornton Road, Bradford 1.<br/>E (dais)—Leeday Photomatics Ltd., Bradford Mill, Gibbon Street, Manchester 11.<br/>107-108—Lewis Bros., 48 Elizabeth Street, Manchester 8.<br/>128—Macwal, 18 Chepstow Street, Manchester 1.</p> | <p><b>STAND</b><br/>132—Major-Matics Ltd., 182a New North Road, London, N.1.<br/>54-57—Mar-Matic Sales Ltd., 9 Bourdon Place, London, W.1.<br/>10-11—Mayfield Automatics Ltd., Mayfield Mill, Cow Hill, Chadderton, Lancs.<br/>123-124—Melroy Automatics Ltd., 53 Salusbury Road, London, N.W.6.<br/>122—Melroy Manufacturing Co. Ltd., 53 Salusbury Road, London, N.W.6.<br/>114-116—Miller, M., &amp; Sons Ltd., 157 Commercial Street, London, E.1.<br/>18-19 &amp; 31—Millers (Multi-Slots) Ltd., 4 Norham Road, Whiteley Bay, Northumberland.<br/>118-120—Mills Novelty Co. Ltd., Weir Mill, Manchester Road, Mossley, Lancs.<br/>16-17—Mitchell, R. G. (Sales) Ltd., Briar Way, Skegness, Lancs.<br/>53—Perrett Automatics Ltd., 13-15 Corporation Road, Cardiff, London, S.E.1.<br/>100—Phillips, B. M., Dalmeny House, 24 Monument Street, London, E.C.3.<br/>91-96—Photographic Equipment Co. Ltd., 316/320 Ladbrooke Grove, London, W.10.<br/>47-50—Robinson Partners (L'dn) Ltd., Westfield Wks., Charles St., London, S.W.13.<br/>71-80—Ruffler &amp; Walker Ltd., 33/37 St. John's Hill, London, S.W.11.<br/>41-43—Samson Novelty Co. Ltd., 43/45 White Hart Lane, Barnes, London, S.W.13.<br/>51-52—Schwartz, I., &amp; Son Ltd., 123/125 Whitechapel Road, London, E.1.<br/>46—Scottish Automatic Printing Co. Ltd., 7 Windsor Place, Edinburgh 15.<br/>63-65—Shefras, Morris, &amp; Sons Ltd., 225 Blackfriars Road, London, S.E.1.<br/>97-99 &amp; 109—Shefras, Philip (Sales) Ltd., Hollybush Place, Bethnal Green Rd., London, E.2.<br/>60—Standard Coin Counting Co., 8 Primrose Mansions, Prince of Wales Drive, S.W.11.<br/>104—Sturgeon Electronic Mfg. Co. (Automatics) Ltd., 1 Lennox St., Bognor Regis, Sx.<br/>133-137—Streets Automatic Machine Co. Ltd., 2a Hoad Road, Eastbourne, Sussex.<br/>39-40—Supercar Co. (Coventry) Ltd., Gunnery Terrace, Leamington Spa, Warwickshire.<br/>F (dais)—Symplay Ltd., 18-19 Bellevue Road, Wandsworth Common, London, S.W.17.<br/>131—Urban Industries Inc., 715 West Main St., Louisville 2, Kentucky, U.S.A.<br/>102-103—Vale Amusement Supplies, Phoenix Works, Vale Road, Rhyd, Flint.<br/>121—J. White (Autos) Ltd., 53 Salusbury Road, London, N.W.6.<br/>112-113—Whittaker Bros. (Shaw) Ltd., Shaw, Oldham, Lancs.<br/>110-111—Wondermatics Ltd., 780 High Road, London, N.17.<br/>35—World's Fair Ltd., Union Street, Oldham, Lancs.<br/>117—W.S.G. Operating Co. Ltd., 8 Flowers Mews, Archway Road, London, N.19.<br/>12-13—East Suffolk Auto Machine Sales, Portia House, Waterworks St., Ipswich, Suffolk.<br/>14—Manzi Bros., 44 Islington Park Street, London, N.1.</p> |
|--|---|



# London Show to Set Crowd Mark

• Continued from page 53

with their energy and initiative, have zoomed the firm to a position where it is now one of the leaders of the industry in Great Britain. They introduced the Swiss manufactured juke box (Jupiter) to England, and the newest models of this machine will be on display.

They will also show Bally Bingos, Twist, and Shoot-a-Line with the latest features. Included will be a first showing of the new Bally Treble Chance. Sega, the Japanese - manufactured fruit machine will be displayed including the models Diamond Star, Bonanza Star, 7-7-7 21 Bell and Mad Money. These machines take a 6-penny piece. The Copper Sega is equipped for the British 1-penny piece.

Phonographic Equipment carry a complete line of spare parts for all equipment. It is Eng-

land's distributor for Williams pin tables, and the latest models of Williams will be displayed. To keep pace with its expanding business, the firm recently purchased a building that takes up almost an entire city block. This building is now in the process of being remodeled, and when completed, will hold their entire warehousing, maintenance and office quarters.

### Conway Exhibit

Conway Automatics, Ltd., who will occupy a position in the foyer at the show, will introduce a new version of the roulette table specially designed for England. In order to be operating legally, the most important stipulation of the Gaming Act is that all players must have an equal chance—that the odds must be favorable for everybody, and to this end, there are only 12 numbers on the table and

12 numbers on the roulette wheel which are duplicated three times, accounting for the 36 positions on the wheel.

The normal zero is now taken by a portion marked "r" for replay. There are only three odds—11 to 1, 5 to 1 and 2 to 1. The game is simple and requires no special croupier. Since the gaming laws have been adjusted and altered in England, the Roulette table should become a popular item here in many clubs.

Auto-Slot (Sales), Ltd., will occupy Stands 3 and 4. Displayed for the first time will be the new Fanfare Silver Stereo 100. Phonograph manufactured by Lowen Automaten in its modern factory at Bingen-Rhine, West Germany. An outstanding feature of this machine is the six matched speakers which provide superb reproduction from the newly designed 30-watt amplifier unit.

### Pachinko Shown

Also being exhibited is an original Japanese Pachinko machine recently featured in a TV documentary film and now imported for the first time into the U.K.

Another new arrival to the British market and displayed on the stand will be a new Electronic Re-action Tester by Lowen Automaten which records accurately to an eighth of a second re-action time to both sight and sound.

Also displayed will be a wide range of over 20 different types of West German wall amusement machines completely reconditioned and converted in our own workshop to English coinage.

Finally there will be the usual Spares Bar carrying a comprehensive stock of spares and accessories for nearly all West German amusement machines.

On the Philip Shefras stand will be seen the latest in Arcade type machines. The Royal Ascot is a 12-sided horse racing machine which operates on a continuous basis, making three payouts in each cycle. It measures inches in diameter. Buckley of Chicago has made a new fruit for the Arcade market. This is the Copper King which embodies all the latest developments such as the front opener, bent coin rejector, criss cross payout and specially designed stands are also available.

In addition to a range of British and German wall machines of the traditional pattern, some American amusement machines will be on show. A coin changer of a special pattern which gives coppers and silver and coppers in exchange for silver coins. This is designed to go



**JOHN B. HENDERSON**, general manager of the new Seeburg affiliate in the United Kingdom, Seeburg (Great Britain), Ltd., explains the new Seeburg LP Console to a group of British operators. Henderson worked for a subsidiary of Guest Keen and Nettleford, Joseph Sankey & Sons, in sales and engineering. He also headed his own operating company.

into machine stands so that it need never be hand filled.

Philip Shefras carry a complete line of spare parts and their spares service include Bingos, fruits, German wall machines and American amusement machines of various types.

### Melroy Display

Melroy Automatics, Ltd., specializing in payout machines of various types will display its newest merchandise at Stands 121 to 124. According to R. Schusheim, managing director, Melroy will show the Select-A-Fruit machine made by its associate company, J. White (autos) Ltd., and the Las Vegas penny fruit machine made by Melroy. Also on display will be a selection comprising of wall pay-out machines similar to the Kansas City, and an addition, Lucky Dice.

Morris Shefras & Sons, Ltd., at Stands 63-65 will display a selection of new and reconditioned machines. It will introduce a completely new 1-penny fruit machine of American manufacture. It will also display bingo equipment including hand-operated cages, and a new combined bingo blower and indicator unit.

An improved version of a 6-pence bent coin rejector that will fit any Mills or Seag machine will be shown. Morris Shefras & Sons has subjected the new model to intensive tests over a period of several months before introducing it to the public. The company will also have

on display a complete section for spare parts.

Kraft's Automatics, Ltd., at Stands 5-9 is displaying the following equipment:

PHOTOME; Automatic Photo Studio.

WILLIAMS & GOTTLIEB FLIPPERS, a selection of the latest and reconditioned models.

MILLS & JENNINGS, 1d & 6d Fruit Machines. Rebuilt and refinished to usual high standard.

LATEST UP-RIGHT Fruit Machines; by K E E N E Y, BALLY, GAMES, etc. All the latest and best in American 7 British arcade equipment; SHOOTERS, MINIATURE BOWLERS, and games of skill and amusement.

### Own Manufacture

TEN PINS, 1d play console depicting bowling—2 to 12 pay-out. With top display flash.

WALL MACHINES; Roto-fruit, Points Pool, ElectroDart, 1d play 3 to 12 pay-out.

NEW MACHINES to be introduced at the show: Royal Ascot and Autofruit with full mirrored display glass, a new sequence interrupter motor, five-slot 2 to 12 pay-out. Stay-Kleen laminated plastic case. Pay-out percentage regulator and "Easy Win Decoy." Many types of pay-out machines with Tote or Fruit symbols. Motors and spares for all machines.

Edwin Hall & Company specializing in kiddie rides, at stands b-c, Dias, will show a line of ancient cars, coin oper-

(Continued on page 66)

SPECIALS			
MUSIC		GAMES	
Seeburg Q160	\$745	Williams Titan Gun	\$245
Seeburg Q161	565	Williams Official Baseball	245
Seeburg VL 200	225	Bally Ball Park	265
Seeburg HV 200	195	United '62 Bonus Baseball	375
Rock-Ola 1455	225	CC Starlite Shuffle (50¢)	645
Rock-Ola 1448	245	CC Champ Shuffle	445
AMI JAI 200E	365	United Atlas Shuffle	125
AMI JCH 100M	265	Bally De Luxe Club	225
AMI G120	195	Bally Club	195
Wurlitzer 2204	325	CC Continental (16 ft.)	845
Wurlitzer 2100	295	CC Princess (16 ft.)	745
Wurlitzer 2150	295	United Advance (16 ft.)	375
Wurlitzer 2104	295	Bally Challenger (14 ft.)	495
Wurlitzer 2000	225	Bally Lucky (14 ft.)	265

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## Small British Ops Hurting

LONDON—Size pays off in juke box operation here, with the small operator at a distinct disadvantage as compared with his larger competitor.

Within the past year all disk major firms have come into line by allowing large—but only large—operators the opportunity of buying records at wholesale rates.

All boxes have to be licensed for mechanical performance. In view of the administrative saving involved, Phonographic Performance Limited, the collecting agent, was able to cut the standard price of \$20.55 a year to as little as \$12.88 for multiple operators.

### Three-Way Split

Income from this source is split three ways. Primarily it is shared by the artists and record company, but an allowance also goes to musicians. There is no legal requirement attached to the latter, but the disk firms felt it morally right to make the provision.

H. G. S. Gilbert, secretary of Phonographic Performance, feels that 1963 will see a boom in the juke industry. The tax cut—involving a drop of at least 10 per cent on over-all prices of both phonographs and disks—which came at the beginning of the year was a great encouragement.

"The demand for music is growing," he said. "Economic conditions are settling down again and higher purchase terms should ease. Cheaper machines, particularly from the continent, are becoming more readily available enabling smaller sites to be opened up.

"Additionally, the relaxing of the gambling laws two years ago brought a great demand for fruit machines and the like. This has largely been met now, and more money will be available for the juke box side of the industry," Gilbert went on. "It has been growing quickly since 1955, but now steadily. Conditions now seem set for another rapid advance."



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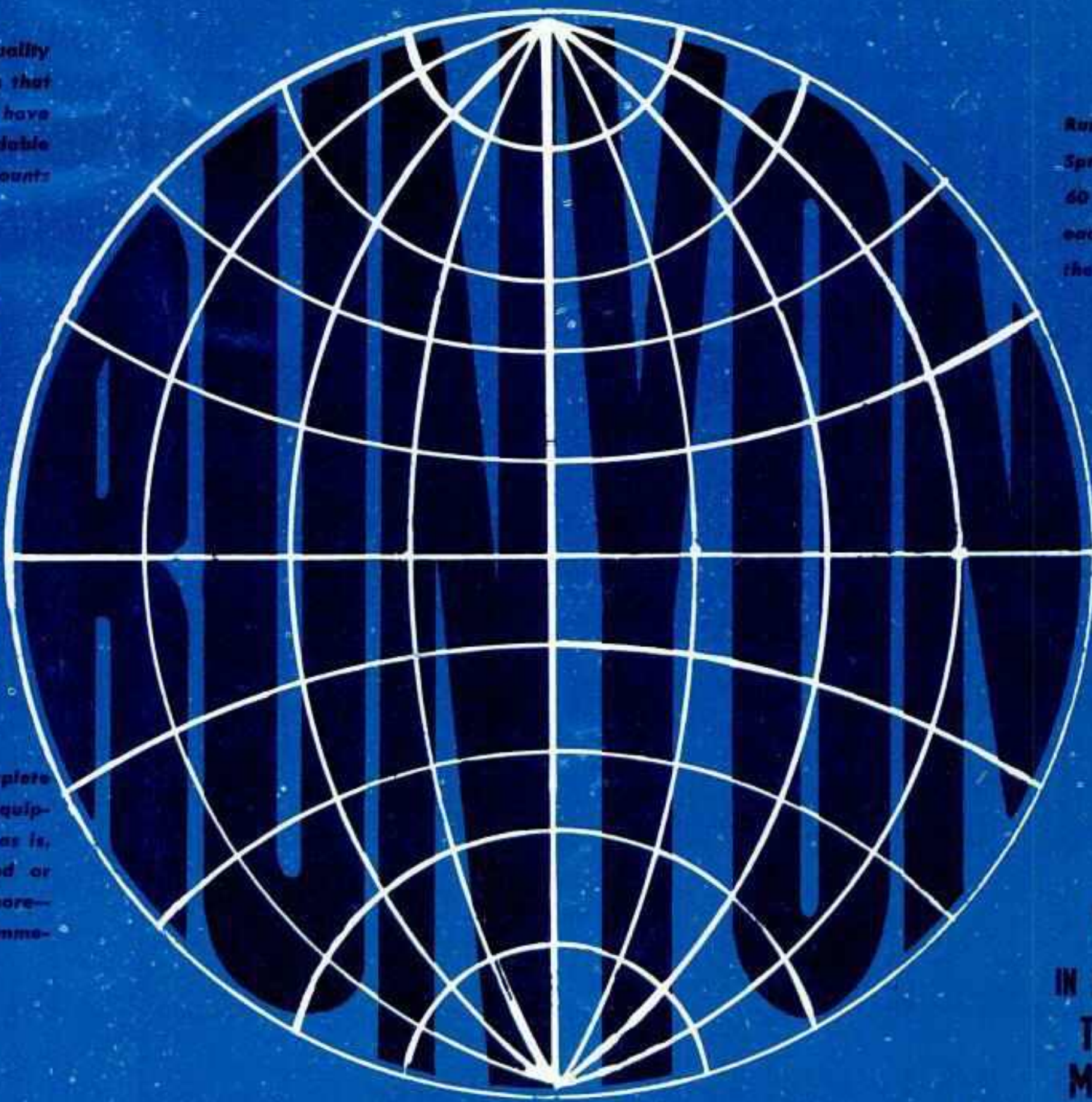
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*In America, Runyon distributes the leading factory lines throughout New York, New Jersey and Connecticut. These lines include:*

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1 Criss Cross Hockey	150.00
3 Caravalle	295.00
1 Club House	160.00
2 Cross Words	115.00
1 Coquette	385.00
1 Cover Girl	335.00
1 Dancing Doll	195.00
2 Darts	175.00
1 Double Barrel	330.00
3 Fiesta	175.00
1 Golden Bell	120.00
1 Golden Gloves	135.00
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2 Hi Fly	50.00
4 Hi Ways	210.00
1 Hollywood	285.00
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1 Kismet	385.00
1 Mamselle	175.00
1 Magic Clock	265.00
3 Music Men	310.00
1 Race Time	200.00
1 Reserve	265.00
4 Serenade	215.00
1 Straight Shooter	160.00
1 Spot A Card	195.00
1 7 Seas	195.00
1 Super Circus	135.00
1 Spot Pool	115.00
10 Tradewinds	325.00
3 Ten Spots	260.00
3 Texan	300.00
1 Tic Tac Too	145.00
1 Turf Champ	125.00
1 Twenty-One	160.00
5 3 Coins	300.00
1 Midway Target Gall. Single Player	350.00
1 Valiant	395.00
1 World Beauty	175.00
1 Wagon Train	215.00
6 World Series 62	445.00
10 Midway Baseballs	350.00
1 Short Stop	195.00
3 Official Baseballs	245.00
3 Dix. Batting Champs	350.00
1 Bally Batting Practice	175.00
1 UN Star Slugger	95.00

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ALL IN THE FAMILY—Morris Shefras, left, senior director of Morris Shefras & Sons, Ltd., and his sons, John, center, and Michael, junior directors of the firm, will play major roles in the Amusement Trades Exhibition in London. The senior Shefras is on the ATE board of directors.

## Ops Root for Tenn. Bar Drink OK

By ELTON WHISENHUNT

MEMPHIS—In most States of the Union, the tavern is the prime juke box and amusement machine location. One of the few exceptions is Tennessee, where the sale of mixed drinks over the bar is illegal.

The mixed drink ban has limited juke box locations to establishments serving beer and wine, to restaurants, and to teen-age stops. The big location, which serves alcoholic beverages over the bar, is non-existent.

This condition may change as a bill permitting cities to have local option on mixed drinks is expected to be introduced in the Tennessee Legislature this week.

If the bill were passed, it would provide more locations and bring more tourist and convention dollars to the State, helping business all down the line.

### Tax Revenue

But one of the main things it would help would be the State and local government by bringing in much needed tax revenue.

Residents of the four largest cities in the State—Memphis,

Nashville, Knoxville and Chattanooga—have been hard-hit in recent years with rising taxes on the home owner. Average house notes in Memphis, for example, have gone up \$10 per month in the past five years.

Legislators which favor the bill point out it would provide a good source of revenue for city governments and the State.

The Nashville Legislative delegation was drawing a bill to introduce and sponsor this week, according to Capitol Hill reports.

### Memphis Delegation

A survey of the Memphis Legislative delegation—largest in the State with 17 members—showed nine were in favor, four declined comment and four could not be reached.

Rep. Marvin Spruill, for example, favors such legislation and proposes that places selling mixed drinks be required to buy a license for \$1000 and the city collect a tax of 5 cents per drink.

In Memphis, Nashville, Chattanooga, and a few smaller cities about the State, liquor is sold by the bottle. The State has the local option law—if a majority

of citizens in a county vote for it, liquor can be sold by the bottle.

### Looks Good

The mixed drink across the bar has been a burning and controversial issue in the State for years. Several attempts to get such a law passed in recent sessions of the Legislature have failed. But all agree this year looks more favorable than the others.

The restaurant and hotel associations are known to be backing the legislation and are using their most persuasive arguments on legislators.

Such a bill would greatly help operators in Memphis and the other larger cities in the State because many operators have lost several locations each in the past year or so to urban renewal and expressway rights of way.

George Sammons, president of Sammons-Pennington Company, Memphis distributor, predicts a bill allowing bars would double locations in Memphis.

However, there are several types of laws which could be passed and a moderate one in this Legislature would not provide that many locations.

### Restrictions

For example, Rep. James F. Schaeffer of Memphis said: "I would favor letting mixed drinks be sold in eating places where no more than 50 per cent of the gross comes from liquor. I would not want to see the town with bars or taverns on every corner."

If a liquor bill is passed this session, it appears it would be a restrictive one—with large restaurants and hotels allowed to serve mixed drinks.

## Maryland Starts Pinball Crackdown of Its Own

WASHINGTON — In the wake of recent nationwide IRS crackdown on gaming pinballs, the State of Maryland has launched one of its own. A specially appointed study committee has recommended to Gov. J. Millard Tawes that complete abolition of gaming pinball machines as well as slots and commercial bingo be effected "as promptly as possible."

A Maryland roundup of the gambling-type pins with multiple odds and free play, took place in Prince George's County earlier this month, led by Sheriff William J. Jamieson and State's Attorney Arthur A. Marshall. Gambling is against the law in Prince George's, and under the Maryland Wheatley Law, possession of a \$250 federal gambling stamp is prima facie evidence of gambling. Several tavern operators were arrested in connection with the raid, and a court test of the Wheatley law should result.

The special committee set up to study the gaming situation in Maryland was divided on how fast the elimination of slots in the four counties where they are legal should be arranged. Based on recent information, there are reportedly close to 5,000 slots in the four Southern Maryland counties, plus nine commercial bingo setups in Anne Arundel County.

These counties last year de-

rived \$1.7 million in taxes from the machines, and the federal government received \$1.2 million in taxes, the study committee reported. Owners of the locations made about \$21.9 million, out of about \$62 million wagered. Reportedly, public revenues from gaming pins in these counties was negligible, but location take probably "far exceeded" the amount gained from the slots.

## See Legalization Of Italy Pinball

ROME—An indication that a new law to permit the installation of pinball machines in Italy is imminent can be seen in two straws in the wind—a statement by the Ministry of the Interior and the prevalence of advertising for new apparatus in Automata, the magazine of the vending machine organization.

In an editorial, "The Long Wait Drags On," the magazine pointed out that the ministry along with a new licensing bill has issued a statement denouncing the misuse of the licensing power in the past. Says the editorial, "Until today the rights of citizens and the liberty of private economic initiative has been impeded by impositions for other reasons than those 'important and essential to security.'"

## SAPAR TO MULL ROYALTY DATES

ROME—SAPAR, Italian coin machine association, and SIAE, Italian Society of Authors and Publishers, will meet again at the end of January in their fifth session to redefine royalty agreements governing juke boxes. It has been agreed to date that payments will be fixed by quarters beginning in January, April, July and October with rates adjusted to seasonable business. One of the present points in negotiation is revision of responsibility to include the operator of the locale in equal standing with the owner of the juke box.

## Losses Follow Falling Walls

DENVER—At least half of Denver's phonograph operators will lose several prime locations as a result of an urban redevelopment program projected for the lower Denver downtown district.

Whole blocks of old buildings in what was formerly the heart of the city will be demolished to make room for parks, super highway exits and shopping malls.

While the areas involved are primarily ancient red brick buildings near the condemnation stage, most of them house taverns which show an extremely high-play level, particularly those along Larimer Street, Arapahoe and other major fun centers of the past.

More than one Denver operator would trade supposedly plush locations in new bars, cocktail lounges and restaurants, for the taverns in the lower Denver industrial district.

## Freestone Joins Atlas Sales Staff

DES MOINES—Tom Freestone has joined the sales staff of the Des Moines branch of the Atlas Music Company, Chicago-based distributor for Rowe AMI phonographs and vending equipment, Valley pool tables, and United and Gottlieb games.

Freestone, formerly with the Des Moines branch of the Sandler Distributing Company, has also operated a route in Iowa City.

## BE CERTAIN TO STOP AT BILLBOARD'S STAND!

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



# Platter Specials on Music Menu

DENVER—What's the best merchandising tool for building play in restaurants and bars?

Most operators have different answers for that question, such as effectively shilling the box, a good prominent location, plenty of wall boxes, etc.

Tony Lucero, suburban operator, however, has a different answer—in the form of a mimeographed music menu which he asks location owners, bartenders, waitresses, etc., to distribute on tables, in booths, along the bar, as each record change is made.

### Top Hits First

It takes Lucero and his office girl only a few half hours per month to turn out concise messages which list "New on the Phonograph" as a headline, and around a dozen numbers beneath. New top hits are listed first, of course, then popular old favorites, then novelties or gimmick disks which have either already established their popularity, or which Lucero thinks have a good future.

Mimeographed up on eight and one-half by five-inch strips of paper, and distributed nightly as crowds of customers begin to fill up any location, these handy memos to the customers have had a powerful effect on upgrading collections.

It isn't unusual for a customer along the bar,

for example, to recognize the title of a number which he has heard only fleetingly, getting up immediately to reach the juke box or nearest wall box.

More often than not, such customers, inspired by interest in three or four of the listings, use a quarter or half dollar to play several tunes.

### Excellent Readership

Any music menu dropped in position in this way is bound to get excellent readership among bar patrons, many of whom are simply sitting, staring into space between orders, or conversations with others.

In some instances, Lucero has found a large percentage of those who are moved to play the juke box are customers who normally don't pay any attention whatsoever to the box but who are attracted by a specific number.

Cost for such music menus are light, probably running to less than 1 cent apiece, inasmuch as Lucero runs off two or three hundred for each location at a time, and delivery is taken care of by the same employee who is there to change the records.

An ordinary mimeograph machine, stencils, and rough mimeograph paper complete the essentials. In return, the Denver operator has benefited by exceptionally increased location.

# San Francisco Showing In '62: 15% Increase

By GODFREY LEHMAN

SAN FRANCISCO — Music operators in San Francisco experienced a good year in 1962 and are looking forward to better times in 1963.

Both operators and distributors of juke boxes report sales increases averaging 15 per cent or better over 1961 due in part to expansions of locations and improvements of services to existing locations.

Norman West, general manager of the R. F. Jones Company, West Coast distributor of the Rowe-AMI line, reports enjoying an exceptionally big year due to a variety of reasons. The new Model L of Rowe received "excellent acceptance" from the operators, and the company for the first time went into a full-line vending program, including hot and cold beverage machines, dollar bill changers and others. During the year Jones gave up representation of the Seeburg line to Advance Automatic, en-

abling the expansion in distribution.

In addition, the company reopened its Seattle office, closed for a year, and now operates five full offices, in Los Angeles, Honolulu and Denver, in addition to San Francisco and Seattle, and maintains a resident manager in Portland.

On the operator side, the Sam-Russ firm enjoyed an increase of between 20 and 25 per cent over the previous year. President Russ Catanho credits new locations for about 15 per cent of the increase, and the remainder to improve collections from previous locations.

The improvement at the existing locations was caused largely by better service. On the theory that no one wants to play a dirty machine, routemen kept the machines well cleaned, discarded yellowed labels, maintained a better collection of records. Even a new machine will

(Continued on page 66)



CINEBOX, the Italian-made juke box which shows motion pictures, has been pressed into service during the New York newspaper strike. The nation's first on-location units, in Grand Central Station and Pennsylvania Station, show shorts from films current in the New York area. Exhibitors foot the bill for the showing. According to John T. Leonard, Intermarc, Inc., U. S. distributor, the first coin-operated units will be available this spring, as soon as a library of English-speaking films is accumulated.

# Broadened Sample Aids Location Programming

DENVER—In checking with location patronage for the type of music they want to hear, it's a mistake to rely on the preferences of only two or three people, according to Frank Huber, of Century-Supreme Music Company here.

Not that Huber and his partner Glenn Pierce don't believe in regular surveys of the customers in cocktail lounges, restaurants, taverns, etc. The important point, Huber emphasizes, is that it takes a good thorough cross-section of the opinions of many people to get a valid enough background to set up a profitable programming job.

Huber, who has been a tavern owner himself for many years as well as a busy juke box and amusement machine operator, makes it a point to talk to at least one-third of the people in any given location, when he is making up the music menu for the following change.

If there are 30 people enjoying a sandwich, drinks or a glass of beer, Huber introduces himself to 10 of them (the chances

are that he already knows many of these patrons), then explains what he has in mind. Often, where the first three people contacted will show a taste for the same specific numbers or types of music, the next seven will have something altogether different in mind, and the choice of the seven will show much better collections than the other three.

Huber, who does most of the change-over programming for upward of 150 locations in the Denver area, finds that the so-called "candid approach" will get much better results than any other. Frankly telling the customer that he is interested in providing the right sort of music for the customer's taste, to produce better returns for himself always gets co-operation. Once in a while a customer will voice a complaint over not finding a type of music he likes on the juke box, and wherever such an instance comes up, it is a certainty that Huber will program that variety of music, even though

(Continued on page 66)

# Heartbeat, Op Phonos Chime In Same Time

NEW YORK — Seymour Schwartz, head of Heartbeat Records, Chicago-based disk manufacturer, said his firm's policy of making singles specifically for the juke box trade is paying off.

Schwartz, here on a visit, pointed out that 95 per cent of the firm's sales are to one-stops, who sell primarily to juke box operators.

The company's basic a.&r. policy is to couple standards so that the operator can get action on both sides. The firm furnishes free title strips to operators.

All Heartbeat releases are 45 monaural.

# 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.

IT'S UP TO YOU RICK NELSON, IMPERIAL 5901
I NEED YOU
I'M GONNA BE WARM THIS WINTER CONNIE FRANCIS, MGM 13116
AL DI LA
TROUBLE IS MY MIDDLE NAME BOBBY VINTON, EPIC 9561
LET'S KISS AND MAKE UP
CALL ON ME BOBBY BLAND, DUKE 360
THAT'S THE WAY LOVE IS
SEND ME SOME LOVIN' SAM COOKE, RCA VICTOR 8129
BABY, BABY, BABY
SHE'LL NEVER KNOW BRENDA LEE, DECCA 31454
YOUR USED TO BE
I WANNA BE AROUND TONY BENNETT, COLUMBIA 42634
I WILL LIVE MY LIFE FOR YOU

### Recent

## STEREO RELEASES for Music Operators

### ROWE-AMI TOP TALENT

THE LIVELY ONES—Vic Damone, Capitol (Pop Vocal)

Charmaine/Laura • Diane/Nina Never Knew • Marie/The Most Beautiful Girl in the World • Ruby/Dearly Beloved • I Want a Girl/Little Girl

### PERCUSSION ON STAGE

Maury Lows, Time (Pop Instrumental)

The Best Thing for You/Maria • If I Loved You/Put on a Happy Face • Stranger in Paradise/I've Never Been in Love Before • Let Me Entertain You/Getting to Know You • People Will Say We're in Love/I Could Have Danced All Night

### SEEBURG ARTIST OF THE WEEK

VIVA MEXICO—Orizaba & Orchestra

Time (Latin Instrumental)

El Rancho Grande/Cielito Linda • Chiapencas/Mexican Hat Dance • Perfidia/El Momento Verdad • Perhaps, Perhaps, Perhaps (Quizas)/Bongolina • Fiesta in Acapulco/Monterrey

All titles listed above are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

# Newark Op Offers Tunes by Decades

By AARON STERNFIELD

NEWARK, N. Y.—Any good juke box operator knows the value of nostalgia records on locations frequented by middle-aged patrons. "Amapola," "Jersey Bounce," "Begin the Beguine" and "Sunrise Serenade" may not get much air time, but they still rack up considerable playing time on the nation's music machines.

When members of the graying and balding set get a couple of beers under their belts, they often want to hear the song

that was the smash of their high school prom.

These records of the 1930's and 1940's are still in plentiful supply, with record companies keeping the disks in catalog and with one-stops and distributors maintaining own inventory.

### Old Favorites

Standard gambit for the operator is to program these disks under an "Old Time Favorites" category. This method works and is responsible for a substantial

(Continued on page 64)



**BULK VENDING**

**YOUR MACHINES WILL  
EMPTY FAST**

with these beautiful, detailed,  
multicolored

**CORAL  
SNAKES**

with  
painted  
forked  
tongue.



Only \$50.00 per M Capsuled  
WATER SNAKES, in assorted  
colors.

ONLY \$46.00 per M Capsuled  
Labels available.

**PAUL A.  
PRICE CO., INC.**

55 Leonard St., New York 13, N. Y.  
Cortland 7-3147-8

Say You Saw It in  
Billboard

**COME DONNER & BLITZEN,  
COMES THE REPAIRMAN**

REDONDO BEACH, Calif.—Some 1,100 reindeer recently galloped out of a coin-operated toy vender. The reindeer, of the plastic variety, came from a machine which on the insertion of a coin presses the toys from plastic crystals and delivers the finished product in a few seconds.

The only trouble was the 1,100 reindeer were delivered on the insertion of one coin—a dime.

It all happened at a suburban shopping center here when a youngster put a dime in the machine and got his reindeer. Then another. And one more. By the time the serviceman arrive to shut off the machine, 1,100 reindeers had passed through the delivery chute.

Examination disclosed that the points on the machine were set too fine, thereby causing the jackpotting. The situation has been remedied.

**New Jersey Vendors Plead  
For Machine Tax Repeal**

CLIFTON, N. J.—Harold Folz, president of the New York Bulk Vendors Association, recently appeared before members on the Clifton city council in an

attempt to effect repeal of the municipality's \$5 - per - machine vending tax.

Folz led a delegation of bulk vending operators at the special hearing.

He explained that the tax is confiscatory in that a new machine costs \$15 and the annual tax is a third of this cost. Folz also pointed out, citing statistics from the National Vendors Association and from Billboard, that the national average on bulk vending machines, after commissions and service costs and depreciation, is actually less than the tax itself.

While no action was taken by the city council, it is believed that prospects for repeal are favorable.

**5-Cent Items  
Introduced by  
Guggenheim**

NEW YORK—Karl Guggenheim, local charm manufacturer, this week introduced four new 5-cent capsule items for the bulk vending trade.

The Cowboy and Indian series feature redskins and ranchers together with their mounts. Each capsule houses a rider and horse, with the buyer able to place the rider on the horse or dismount him.

Another Cowboy and Indian series has two standing figures (no horses) in the same capsule.

The U. S. Cobat Soldiers in Action series features GI's in various fighting stances, packed three to a capsule.

Puzzleros, a Hong Kong import, utilizes the capsule as part of the puzzle, with the patron testing his skills at various rolldown games.

**Vendors Drive  
Against Chips**

NEW YORK—The New York Bulk Vendors Association has launched a campaign to dissuade the manufacturers of bingo chips from making their product the size and weight of pennies.

Bulk vending operators in the New York area have been hit hard with slugs, most of these bingo chips. Letters have been sent to manufacturers of these chips advising them of the problem.

The slug situation was discussed at the NYBVA meeting here Monday (14). Some 27 operators attended, the largest number ever to run out.

Guests were Rolf Lobell, Leaf Brands, and Carmine D' Angelo, Cramer Gum Company.

**Northwestern**

**HEADQUARTERS**

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

**PARKWAY MACHINE CORP.**

715 ENSOR ST. BALTIMORE 2, MD.



**FELLOWS PLEASE--**



LEAVE IT TO  
BEAVER TO GET  
THE ATTENTION  
EVERYWHERE!

BEAVERS ARE RED  
OTHERS ARE BLUE  
YOU OUTCLASSED  
THEM ALL  
IN '62

Write  
to  
Our Home  
Office

**BEAVER VENDING MACHINE AND SUPPLY OF AMERICA**

(Exclusive Representative in the U. S.)

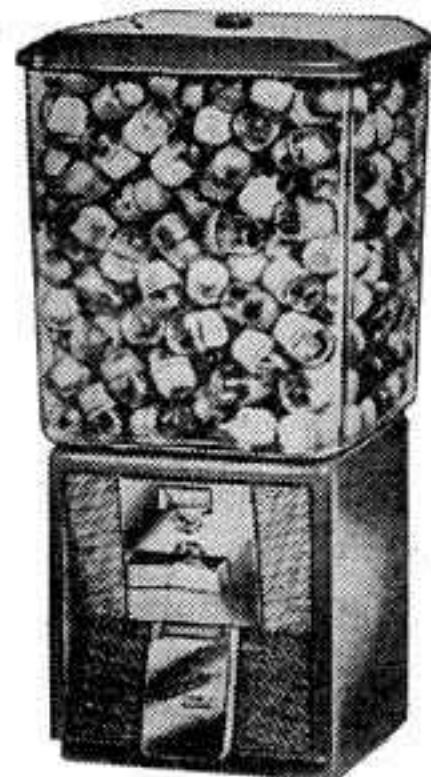
11036 Whittier Avenue Detroit 24, Michigan

Please send me your large catalog with pictures and prices on the complete line of Beaver Bulk Vendors and Vend-Craft Bubble Gum Products.

Name..... Operator (over 500 Machines).....  
 Company..... Operator (under 500 Machines).....  
 Address..... Prospective Operator.....  
 City and State..... I'm interested in Beaver Bulk Vendors.....  
 Distributor..... I'm interested in Vend-Craft Bubble Gum Products.....

**Northwestern  
SUPER 60**

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender. Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

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**\$38.00** per thous. in capsules

AT YOUR NEAREST WAREHOUSE  
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**KARL GUGGENHEIM, INC.**

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Jamaica 31, N.Y. 212 RE 9-5433

Say You Saw It in Billboard

**MANDELL GUARANTEED  
USED MACHINES**

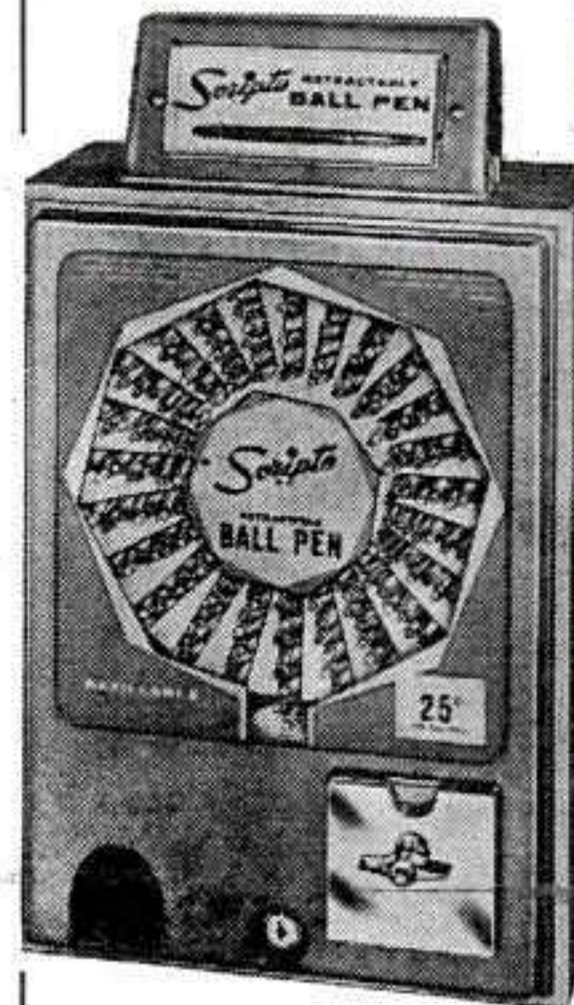
N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Converter for 100 ct. B.G.	6.50
Silver King, 1¢ B.G. or Mds.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Model #33 Peanut, 1¢	6.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulp	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Shell Red	.58
Cashew, Whole	.65
Cashew, Butts	.45
Peanuts, Jumbo	.35
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.30
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-75	.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., 300 lb. minimum prepaid on all	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	
Complete line of Paris, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.	
One-third Deposit, Balance C.O.D.	

IMMEDIATE DELIVERY

**VICTOR  
SCRIPTO PEN  
VENDORAMA**



Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

NATIONAL VENDING  
MEMBER MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN  
SALES AND SERVICE CO.**

MOE MANDELL  
446 W. 36th St. New York 18 N. Y.  
LONgacre-4 6467



★ ★ ★ ★ ★ ★ ★ ★ ★ ★

**ONLY EPPY**  
can bring you the  
**LARGEST SELECTION**  
for your 5c and 10c  
Capsule Machines

**Filled 5c Capsules**

Per M

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**

Per M

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.**  
91-15 144th Place, Jamaica 35, N.Y.

**COINMEN IN THE NEWS**

**BOSTON BRIEFS**

One Boston operator is truly happy these days. He is **Ben Ross**, of Graben Vending & Machine Corporation, who has reached his goal in his avocation of yachting. Ben, who was commodore of the Metropolitan Yacht Club, has now been named to the Massachusetts Bay Association and the Commodore Club of America, the aim of every yachtsman. . . . **Al Levine**, former salesman with Redd Distributing Company (Seeburg) is the new Rock-Ola distributor for the area and is in the process of finding suitable quarters.

**Dave Baker**, president of Melo-Tone Vending, Inc., has disassociated himself from American International Bowling Corporation and is now on his own again at his Tremont Street, Everett plant. He is fixing up a 10,000-square-foot plant in Somerville and expects to be in by the end of the month. Officers of the firm are Baker, president;

**Israel Spector**, formerly of Capital Vending Company, treasurer, and **Alexander Robbins**, vice-president.

**Baker**, who once headed the Massachusetts Music Operators Association, thinks he may try to organize the group again, feels it is much needed for good public image for the industry as well as to fight discriminatory legislation. Dave has been ap-

pointed by the court to handle the music route of the late **Nathan Colsia**, recently found shot to death in his truck. . . . **Harold Bond**, Brookline operator, and his wife are anxiously waiting the birth of their first child. Thugs have been preying on the music and vending industry in these parts of late. Robberies hit one company, Cigarette Serv-

ice of Cambridge, three times in two months. The firm lost \$2,000 and a quantity of cigarettes to thieves in Braintree, \$1,400 in cash and \$1,000 in cigarettes in Quincy, and \$900 in coin and an amount of cigarettes in Boston. Two of the heists were one week apart to the same truck.

CAMERON DEWAR

**N. Y. GROUP CARDS OUTING**

NEW YORK — Members of the New York Bulk Vendors Association Monday (14) voted to hold their annual outing at the Concord Hotel, Kiamesha Lake, N. Y., the weekend of May 10 in conjunction with the annual convention of the New York Automatic Vendors Association. Bulk vending operators belong to both groups, though the latter organization is composed primarily of major vending operators.

**Planning Starts For Chi Parley**

NEW YORK — Plans for the 1963 annual convention of the National Vendors Association — to be held in the Sheraton-Chicago Hotel, Chicago, March 28-31, got under way this week with the naming of convention charimen.

General Chairman **Rolf Lobel**, Leaf Brands, announced that **Bob Guggenheim**, Karl Guggenheim, Inc., will be in charge of publicity; **Dick Gibbs**, Arthur H. DuGrenier, will handle exhibits, and **Harold Folz**, Folz Vending, will be program chairman.

**Bill to Exempt Conn. Charities**

HARTFORD, Conn. — State Representative **Weisler** of Montville has filed a proposed measure in the Connecticut Legislature to exempt charitable organizations from the vending machine license law.

Charitable organizations enjoying tax-exempt status under the Internal Revenue Code would be exempted from the necessity of licensing vending machines.

**Injuries Hobble Coin Staffers**

NEW YORK — Billboard's coin machine staff was temporarily reduced by one more this week when **Dick Wilson**, advertising manager, slipped a disc while shoveling snow in his suburban retreat at Homewood, Ill.

Still on the injured list is **Nick Biro**, Billboard's Midwest editor and coin machine specialist, who is in St. Francis Hospital, Evanston, Ill., recovering from a ski injury sustained at Iron Mountain, Mich., over the New Year's weekend.

Still active is the New York contingent, **Aaron Sternfield**, coin machine editor, and **Denis Hyland**, Eastern advertising representative.

Both of the survivors have pledged to refrain from violent exercise or physical exertion until the bedridden have returned to active duty.

**AMCO SANITARY VENDOR**

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1/8" x 2" x 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

**J. SCHOENBACH**

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. Resident 2-2900

when answering ads . . . Say You Saw It In Billboard

**Northwestern HEADQUARTERS**

Whatever your bulk vending requirements might be, we can serve you. Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

**BIRMINGHAM VENDING CO.**  
520 Second Avenue, North Birmingham, Alabama  
Phone: FAirfax 4-7526

**VENDING HEADQUARTERS for VICTOR**

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

**H. B. HUTCHINSON, JR.**  
1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
Phone: DRake 7-4300

**oak PROFIT MAKER!**

25¢ OR 50¢ SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25c or 50c coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

**oak MANUFACTURING COMPANY, INC.**  
11411 Knightsbridge Ave., Culver City, Calif.

**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



**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



# NEW ROWE AMI hottest phono in years!

Programs 200, 160 or 100 selections. Sensational self-contained Stereo Round.\* Sophisticated design, moving color. Outstanding engineering developments for simplified operation.  
\*Patent pending  
On display now at your Rowe AMI Distributor

**Rowe AC Services**  
Division of Automatic Canteen Company of America  
18 So. Michigan Ave., Chicago 3, Ill.

**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**  
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2315 Olive St., St. Louis 3, Mo.  
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See the  
**ROCK-OLA**  
**BIG 3 FOR '63!** BIG IN STYLE!  
BIG IN DESIGN!  
BIG IN APPEAL!

**ROCK-OLA**

*Rhapsody*  
**160**



Rhapsody 160  
With Full Dimensional Stereo Model 408 DeLux Stereo Monaural Phonograph

**NEW ROCK-OLA EXCLUSIVE FULL DIMENSIONAL STEREO SOUND**

TRUE FULL DIMENSIONAL STEREO SOUND is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

# Snow Can't Stop United Showing

MILWAUKEE — Despite heavy snows and the winter's worst sub-zero cold wave, attendance at United, Inc.'s Wurlitzer Weekend January 12, Saturday through Tuesday (12-15) held at a gratifying level. Operators from all parts of the State braved the frigid temperatures and hazardous highway conditions to attend the unveiling on Saturday (12) of the new Wurlitzer 2700 at the Kaiser-Knickerbocker Hotel. A cocktail party and dinner followed presentation of the new machine.

The Wurlitzer week-end agenda included two additional trade showings. One followed the monthly meeting of the Milwaukee Phonograph Operators Association, on Monday evening (14), at the Ambassador Hotel. The second, a service school for route personnel, took place on Tuesday (15), at the

United, Inc. headquarters.

The list of out of town operators included: Mr. and Mrs. Fred Braun, Suburban Music, Menominee Falls; Mr. and Mrs. Walter Flink and Mr. and Mrs. Frosty Damon, Spencer; Mr. and Mrs. Ernie Feight, Rhineland; Chuck Hartman and Jack Zimmerman, Watertown; Johnny Barros and daughter, Merrill; Nate Robinson, Madison Coin Machine Company, Madison; Mr. and Mrs. Gary Reier, Trugar Novelty, Mukwango; Mr. and Mrs. Casper Sittig, Cap's Novelty Company, Racine; Bill Ellinger, Ray Hutmacher Associates, Chicago; Mr. and Mrs. Cliff Bookmeier, Bookmeier Sales, Green Bay; Lou Alfabonte, Kenosha; Tom Strong, Iron Mountain, Mich.; Earl Appler, Oconomowoc, and Joe Schmeister, Okauchee.

On the Milwaukee roster,

were: George Anton; Mr. and Mrs. Casper Lyday; Harris Music; Carl Betz and Bob Puccio, P. & P. Distributing Company; Bill Liska, Great Lakes Finance; Larry Madrow and Don Frieberg, Ziegert, Smaller & Madrow; Vern Durstein; Mr. and Mrs. Jim Cunningham; Mr. and Mrs. Jerome Jacomet, Ed Gronowski and Harry Horwath, Red's Novelty Company; David Jakubowski, Lincoln Novelty Company; Mr. and Mrs. Vince Waters; Mr. and Mrs. Arnold Jost, Arnold's Coin Machine Company; Mr. and Mrs. Jim Stecher, Novelty Service Company; Leslie Reder and Carl Staska, L. R. Distributing Company; William Zate, Studio Phono; Eddie Tarman, Tarman Amusement Company; Mr. and Mrs. Sam Hastings, Mr. and Mrs. Jack Hastings, Pat Gaffney and Mike Folker, Hastings Distributing Company; Norman Burnell, Auto-Bar of Milwaukee, Inc.; Leo Dinon and Lucien Scaffidi, H. & G. Amusement Company; Jim Basile, Kemo Novelty; Richard Maile; Eddie Puzia, Triple A Amusement Company; Joe Beck, Ervin Beck, Andy Hood and Paul Weyandt, Mitchell Novelty Company; Bud Wagner, G. & W. Novelty Company; and Clarence Smith, Kenneth Zastrow and Art Weber, Milwaukee Amusement Company.

United, Inc. staffers and Wurlitzer representatives on hand, included: Mr. and Mrs. Harry Jacobs Jr., Ron Kopp, Bert Davidson, C. B. Ross, Mark Case, Bob Harding, Marge Messier, Lee Anne Mayo, Lee Krueger, Willie Blitsey and Henry Yun. Also present was Dave Anthony, Tape-Athon Corporation, Inglewood, Calif.

## Wurlitzer at Milwaukee



**IN THE WINNER'S CIRCLE.** Operators see the new Wurlitzer 2700 dramatically unveiled as the winner in the juke box derby during the United, Inc. trade showing, January 12, in the Kaiser-Knickerbocker hotel.



**TOASTING THE NEW WURLITZER 2700** at United, Inc.'s trade showing. From left: Bert Davidson, Chicago, Wurlitzer regional manager; the Cliff Bookmeiers of Green Bay; Laverne and Harry Jacobs Jr., the evening's hosts, and Mr. and Mrs. Sam Hastings, Hastings Distributing Company, Milwaukee.



**THIS CHEERFUL GROUP** saluting the Wurlitzer 2700 included, from left: Casper Sittig, Cap's Amusement, Racine; Margaret Messier, United, Inc.; Mrs. Casper Sittig; Eddie Puzia, Triple A Amusement, Milwaukee; record artist Louis Jordan and Ronald Kapp, general manager, United, Inc.

## HOW CHICKS IN HAREMS PLAY IF SHEIK AWAY

TEHERAN — Wurlitzer is pressing the invasion of the Middle East market from a strong sales base in Iran. The Wurlitzer general importer in Iran, Teheran-based Khalil Iranzad, is organizing a Middle East sales net aimed specifically at coffee bars and soft drink parlors. An Iranzad lieutenant disclosed that oil sheiks have become fascinated with juke boxes and now compromise a major segment of the market. It is understood that virtually every harem now boasts a juke box, with eight of 10 boxes being U. S. manufactured. There is debate within the Middle East trade concerning the desirability of stressing harem sales in sales promotion. So far the trade's attitude is negative, but a number of distributors feel that harem endorsement could prove a "unique selling proposition" in promotion outside the Middle East.



**R. A. SEABROOK**, managing director of Symplay, will greet visitors at the firm's ATE booth. Symplay will exhibit the latest model Symphonie S100S juke box made by Th. Bergman, West Germany, and Arizona Shooting Gallery, another German import.

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
EVERY TYPE OF LOCATION  
EVERYWHERE

NEW for '63!  
**POOL TABLES**  
by  
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**THE NEW WURLITZER 2700** was shown in Los Angeles Monday (14), with the event drawing operators from all of Southern California. Left to right: Clayton Ballard, Wurlitzer branch manager; Leonard Hicks, Wurlitzer service manager; Johnny Johnson, Los Angeles operator; Phil Avol, Los Angeles operator; Cliff Nugent, Wurlitzer sales representative, and Herman Stauffer, San Bernardino operator.



**SOUTHERN CALIFORNIA** music machine operators converged on Los Angeles last week to see the new Wurlitzer 2700 on display at the factory branch. Left to right: Michael Cazden, North Hollywood operator; Allen Chick, Los Angeles; John Scavardo, Wurlitzer branch office manager; Harry Burdman, ACA, Los Angeles, and Walt Petet, Wurlitzer factory service representative.

# John D. Chandler

Probably the most pleasant aspect encountered by Billboard reporters when covering the annual convention of the Music Operators of Virginia was the opportunity to watch John D. Chandler in action.

The rotund and courtly Virginian, with a seemingly inexhaustible supply of semi-salty stories, had the rare talent of getting operators to relax, persuading them to discuss their problems, and, more often than not, guiding them to a solution of these problems.

We've had the opportunity to watch John at MOV conventions for the last half dozen years, and it's a memory we'll cherish always. It can only be a memory because John died in his home in Richmond on January 10.



Past president and director of MOV, John more than any other man in the State kept the organization going and was responsible for its current healthy position. His dry wit and mental agility on many occasions turned what might have been a stormy session into a constructive meeting. And while John Chandler always spoke his mind in a forthright manner, nobody could get angry with the man, no matter how opposed he might be to John's opinions. If he had an enemy in the world, we never learned of it.

Each year the Music Operators of Virginia donate phonographs to hospitals and youth groups without regard to color or creed. It was John Chandler, during his tenure as MOV president, who initiated this policy.

To Hy Lesnick, his employer and current MOV president, to all the members of MOV, and to Mrs. Chandler we extend our deepest sympathy. We have lost a dear friend and it is doubtful that we will ever see his likes again.

**DETROIT**—Martin & Snyder Company, one-stop and Seeburg distributor, has shifted to larger quarters at 13200 W. Warren, Dearborn. The move increases the firm's space by 250 per cent, permitting broader showcasing of its line of vending equipment and coin-operated phonographs. The company serves operators in Michigan and Ohio and was formerly at 12727 W. Warren, Dearborn.

# Cleveland Coinmen Predict Sharp Upturn in '63 Takes

By **BOB SUDYK**

**CLEVELAND** — In recent seasons, asking an operator here about his prospects for the coming year was like plunging a knife into him and asking him how long it would take him to bleed to death. It was not a business, it was a handout, they said.

But with the financial wounds of past bad years healed and the transfusion of a "better than average" 1962 in the ledgers, area operators and distributors are bursting with life again in 1963.

Throwing aside the violins for the trumpets, some cautious veterans of 30 years in the business are predicting rises up to 25 per cent, and some, losing their heads entirely, forecast years similar to the 1958-'59 glories of gold.

### Rocket Ride

Allan Kleinman, of Advance Music Company, sees a rocket ride that will soar between 10 and 15 per cent higher than last year, which also edged upward over 1961. Kleinman points to a promising economic picture in Northern Ohio and the addition of new locations that already are beginning to pay off. A 17 per cent hike was shown in 1962.

Joseph Abraham's Lake City Amusement Company and Lion Distributing Company are gearing for smashing year. He is excited about the new Rock-Ola music machine line and isn't bashful in reporting an expected 25 per cent leap in business.

His concerns are launching a direct mail campaign which will see 1,000 pieces of literature sent out every two weeks. Abraham reports the step-up of this program to take advantage of the bright outlook.

### More Optimism

Harvey Norton, of O & O Music and Amusement Company, is almost equally optimistic but will wait and see before walking the prediction plank blindfolded. He reports 1962 as a bit on the short side but has seen unmistakable signs of renewed vigor here.

Larry Hornbeck, of Shaffer Music of Cleveland, and Norman Goldstein, of Monroe Coin Machine Exchange, both distributors, are convinced that 1963 will be a "very good" year. Hornbeck added, "There is nothing to indicate any drop, and all signs point to a continuation of the rise experienced in 1962."

Monroe Coin will re-evaluate its thinking and will begin to spread its interests into the vending field while still expanding its heavy games and music market, according to Goldstein.

Joseph Lukin, of J. L. Music Company, and Arnold Lief, of Lief Music Company, also see a good year ahead, definitely better than 1962, a so-so year for them.

In all cases music and games ran about the same speed in 1962.

### Eastland Bill

The Eastland Bill does not affect this area and there is no

local or State legislative action expected that will concern the industry.

Kleinman, of Advance Music, was deeply concerned about the apathy of himself and operators here in the field of public relations. "We are dead on our cans when it comes to promotion."

(Continued on page 66)

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Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.



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2 1/2" Pool Balls 1-15 w/Cue Ball, Set ..... 16.95  
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 dz.

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**EUROPEAN NEWS BRIEFS**

**Art of the Swiss**

LONDON — Phonographic Equipment Company, Ltd., has been appointed distributor in Britain for the Swiss-designed phonograph Jupiter. A machine which the producer claims is manufactured with horological precision, the Jupiter offers 104 selections in hi fi and stereo. It has the new console-style cabinet and is designed for installation as a piece of furniture. Phonographic Equipment is promoting Jupiter as "Europe's finest juke box," a triumph of precision craftsmanship. Paraphrasing the watchmakers, Jupiter bills itself as proof that "music is the art of the Swiss."

**Coin Trade Unity Urged**

WEST BERLIN — Guenter Wulff, chairman of the Federation of the German Coin Machine Industry (Verband der Deutschen Automaten-Industrie) has appealed to manufacturers, distributors and operators to join forces in 1963 for the joint advancement of a united trade.

Wulff said past experience has demonstrated that manufacturers, distributors and operators have the same common problems, and that these problems are of such magnitude that they can be overcome only by trade unity.

Wulff listed the major problems as gambling legislation bearing on games operation, tax discrimination and copyright royalties.

**ZOA Asks Royalty Rate**

BONN — ZOA, the Central Organization of Coin Machine Operators, has petitioned the Federal Cartel Office to investigate the royalty structure imposed by GEMA, the West German copyright organization. Specifically, ZOA is asking the anti-trust office to probe the economic conditions of the German coin machine trade and to develop a table of royalties tailored to the economic situation of varying groups of operators.

The operators claim GEMA refuses to take into account the increasing tax and equipment burden of operators. Operators are asking the Federal Cartel Office, in effect, to regulate GEMA as a cartel.

**Antwerp Coin Capital**

ANTWERP — This Belgian port city has just been accorded official recognition as the coin machine capital of Europe—the coin machine crossroads of the



PATTI PAGE, Columbia recording artist, was presented with the Philadelphia Variety Club's Heart Award Monday (14). Making the presentation was Dave Rosen, Philadelphia coin machine and record distributor. Left to right: Red Bensen, WPEN; Jack Rael, Miss Page's manager; Miss Page, Rosen, and Larry Brown, WPEN.

**Ops on Hand as Patti Honored**

PHILADELPHIA — More than 600 entertainment industry traders turned out at the Bellevue-Stratford Hotel here Monday (14) as the Philadelphia Variety Club honored Patti Page, Columbia artist, or her outstanding work on behalf of crippled children.

The affair had a coin machine tinge as David Rosen, general chairman for the affair, made the presentation. Rosen is Rowe AMI distributor as well as a record distributor here. Also on hand was Joe Silverman, president of the Philadelphia Coin Machine Operators Association. Honored with Miss Page was

Dr. Dorothy Andersen, professor of pediatrics at Columbia University, and a pioneer in the discovery and treatment of crippling diseases in children.

**Milestones**

Larry Brown, WPEN disk jockey, gave a narration on Miss Page's career, with disks of her top hits interspersed to highlight milestones in her career.

Emceeding the show was Red Bensen, WPEN personality. Talent included the Ferko String Band, Savoy; Jodie Sands, Chancellor; Dee Dee Sharp, Cameo-Parkway, and Danny and the Juniors, Swan.

Special guest at the affair was Joe Levine, Embassy pictures.

The traders were impressed with the poise of Dee Dee Sharp, who when confronted with a noisy audience, stopped the band and made the following statement:

"As I'm not used to appearing before grown-ups, I'm not sure what to do. Generally I play for teen-agers and don't have much trouble. So let's start again."

This time the audience listened, and Miss Sharp drew a big hand.

**Newark Op Offers Nostalgic Disks**

• Continued from page 59

portion of the take in many locations.

However, Jim Bilotta, who operates in the Lake Ontario region between here and Rochester, has carried the nostalgic theme a step further.

Bilotta has launched a "Tunes of the Decade" campaign with

ently no intention at this time to eliminate the phonograph purchase tax altogether.

The tax cuts are hailed by the trade here as a stimulus to the entire trade. Already the cuts have generated a mass of orders for new equipment. The margin of the reductions is large enough to provide substantial relief to operators from the cost-price squeeze.

An operator association official summarized, "The government has shown that it is trying to help us, and the result has been to create an entire new climate for juke box operation in Britain. The boom isn't here yet, but it could come."

**Canteens Get Phonos**

ESSEN, West Germany — Ruhr industrial plants are beginning to install juke boxes and some games in plant canteens and clubrooms as aid to relaxation.

German industrial medicine surveys show that stress is becoming a major factor in plant absenteeism, workers complaining that they stay off the job "because I can't take it any more." Most of the plants testing coin machines report definite evidence that they help boost plant morale. Absenteeism is down and production up slightly in nearly all plants tested.

Eastern Hemisphere. The economics of coin machine transshipment through Antwerp's big free port have become so big as to constitute a major segment of port commerce. The Antwerp Chamber of Commerce and Industry, accordingly, has established a special department for the coin machine trade.

Statistics show that 72 per cent of European coin machine shipments clear through Antwerp, which is the focus of the export as well as import trade with North America and Latin lands. Antwerp has Europe's most elaborate facilities for handling coin machine shipments.

**Bowling Boom Rolls On**

BINGEN, West Germany — Loewen-Automaten, sales arm of NSM coin machine manufacturing company, is pulling out the stops to promote Bally bowlers—the Big 7 Shuffle and the Del Luxe Bowler. Bowlers have become Germany's hottest game, and Loewen is competing with Globus Automaten of Frankfurt, which is waging a strong, well-organized campaign across Germany for the United bowling game.

Bowling promotion is directed mainly against the encroachment of television in taverns, with patrons being urged to "do" instead of "watch." Promotion is employing a "men of action" motif emphasizing that "men of distinction" are "active—never passive... therefore, bowl..."

**British May Scuttle Tax**

LONDON—The British government is hinting that the recent reduction of the purchase tax on phonograph records from 45 per cent to 25 per cent is a prelude to abolition of the disk purchase tax entirely. The purchase tax has been slashed on phonographs, too, but there is appar-

fruitful results. Here's how it works:

**Single Bar**

Utilizing the "Ten Top Tunes" feature on Wurlitzers (a device which allows the patron to press a single bar and hear 10 pre-selected sides for 50 cents) Bilotta is able to offer selections geared to the predominant age group in the location.

Bilotta gets the bartenders and waitresses on the locations to ask customers their musical preferences, and these requests are studied. If a high percentage of the requests are from a specific decade, Bilotta will package a "Golden Era" selection and place it in the "Ten Top Tunes" panel.

Big earners in the 1930's programmed include "Auf Wiedersehen," "Night and Day," "Sophisticated Lady," "Deep Purple," "Sunrise Serenade" and "Begin the Beguine."

**Wide Play**

While these records have their primary appeal to patrons in their late forties and fifties, they get a surprising play from younger customers.

For those in their thirties and early forties, Bilotta programs heavily from the 1940's. Among the most popular disks are "I'll Never Smile Again," "Chattanooga Choo Choo," "Amapola," "Don't Get Around Much Anymore," "Holiday for Strings," "Sentimental Journey," "Sunday Kind of Love" and "Mule Train."

For younger adults Bilotta prepares a "Tunes of the '50's" package.

Bilotta feels that were these selections to be programmed as individual singles, they would rack up only a fraction of the take of the packages.

**SHUFFLE ALLEYS AND BOWLERS—United, Bally and Chicago Coin**

SHUFFLES		BOWLERS	
Atlas, Un. ....	\$250	Advance, Un. ....	\$425
A.B.C., Ba. ....	125	Bowling Lane, Ba. ....	125
Bonus Score, C.C. ....	145	Tournament, Ba. ....	175
Blue Ribbon, Ba. ....	125	Bonus, Un. ....	295
Big Bonus, Un. ....	345	Bowling Alley, Un. ....	125
Bowl Master, C.C. ....	175	Bowl-a-Rama, Un. ....	950
Build Up, Un. ....	125	Bally Bowler, Ba. ....	695
Clipper, Un. ....	150	Bowling League, C.C. ....	125
Club Shuffle, Ba. ....	225	Challenger, Ba. ....	450
Congress, Ba. ....	145	Duplex, Un. ....	425
Cyclone, Un. ....	275	Classic, C.C. ....	250
Comet, Un. ....	125	Classic Del., Un. ....	750
Drop Ball, C.C. ....	125	Jumbo, Un. ....	250
Dual, Un. ....	275	Lucky, Ba. ....	275
Eagle, Un. ....	225	Playtime, Un. ....	350
Four Way, Un. ....	425	Pan American, Ba. ....	450
Handicap, Un. ....	\$125	Players Choice, C.C. ....	295
Hollywood, C.C. ....	150	Strike Bowler, Ba. ....	250
Holiday, C.C. ....	125	Savoy, Un. ....	550
Jupiter, Un. ....	145	Trophy, Ba. ....	275
King Pin, Ba. ....	100	T.V. Bowler, C.C. ....	225
Lucky, Ba. ....	195		
Niagara, Un. ....	250		
Official Jumbo, Ba. ....	325		
Pro Shuffle, C.C. ....	475		
Regulation, Un. ....	125		
Red Pin, C.C. ....	245		
Red Dot, C.C. ....	550		
Score a Line, C.C. ....	125		
Rocket Shuffle, C.C. ....	100		
Super Bonus, Un. ....	150		
Six Game, C.C. ....	450		
Sunny, Un. ....	375		
Shuffle Baseball, Un. ....	425		
Shooting Star, Un. ....	125		
Targette, Un. ....	100		
Top Notch, Un. ....	125		
Three Way, Un. ....	395		
Triple Strike, C.C. ....	125		
Venus, Un. ....	125		
Vogue, Un. ....	125		
Zenith, Un. ....	275		



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All Phones: Tower 1-6715

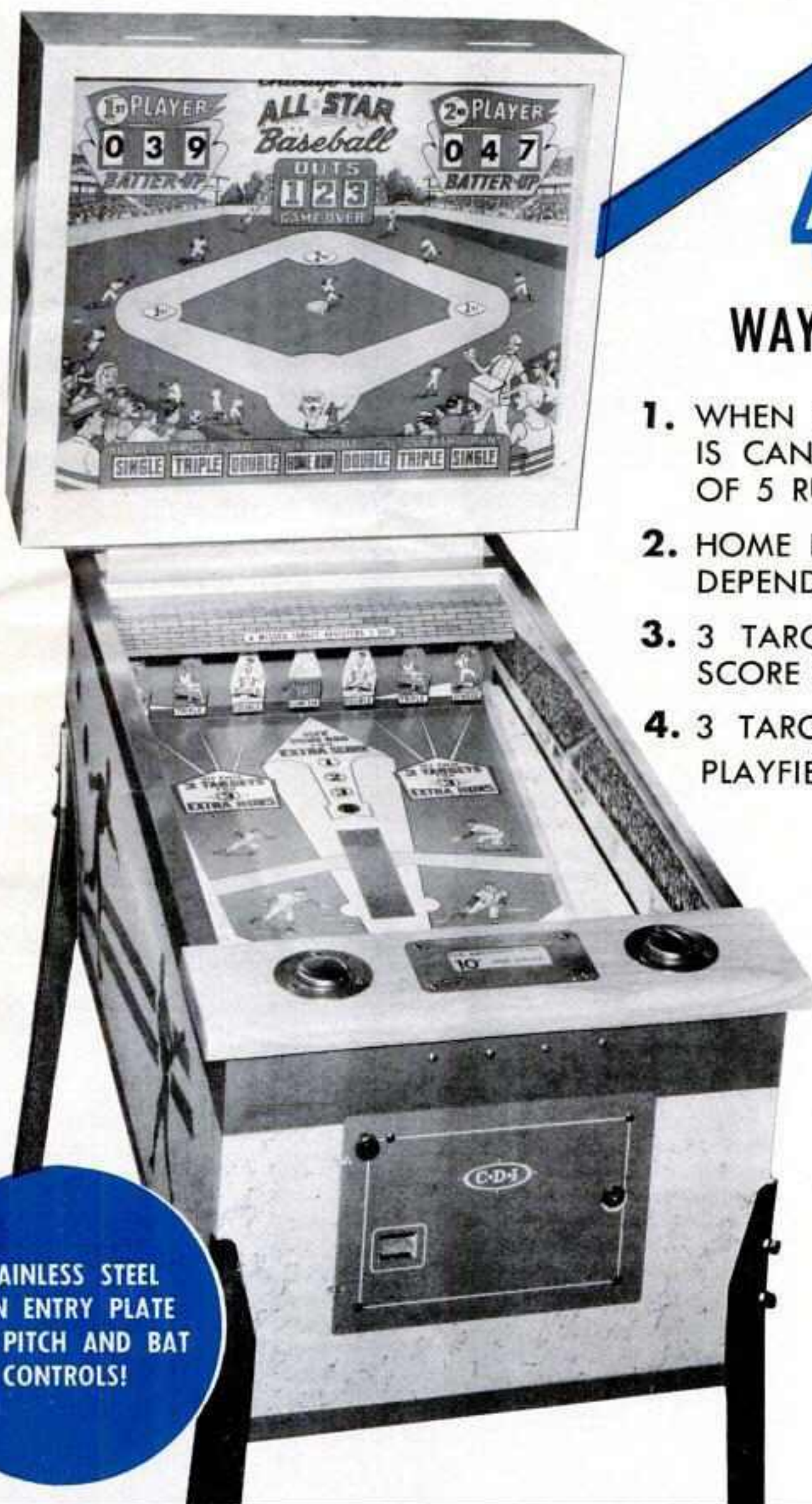


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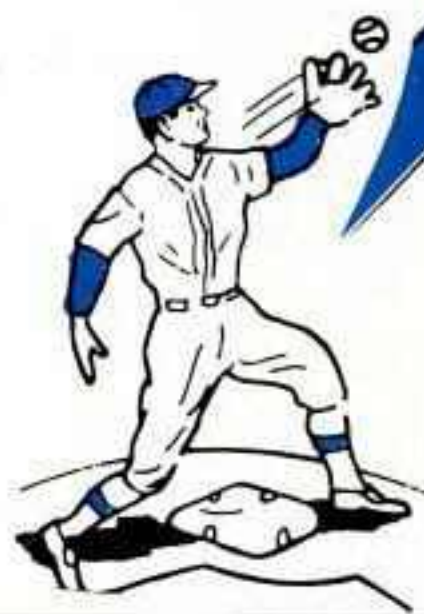
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WAYS TO SCORE "EXTRA RUNS"

1. WHEN PLAYER HITS ALL TARGETS \* — ONE OUT IS CANCELLED ON SCOREBOARD — AND BONUS OF 5 RUNS REGISTER!
2. HOME RUN HIT SCORES 1, 2, 3, OR 5 EXTRA RUNS DEPENDING ON POSITION OF LITED DISK!
3. 3 TARGETS HIT ON LEFT SIDE OF PLAYFIELD SCORE 3 EXTRA RUNS!
4. 3 TARGETS HIT ON RIGHT SIDE OF PLAYFIELD SCORE 3 EXTRA RUNS!

PLAYERS RUN BASES AS  
HITS ARE MADE!

CHOICE OF REGULAR  
OR FREE PLAY!



STAINLESS STEEL  
COIN ENTRY PLATE  
AND PITCH AND BAT  
CONTROLS!

MISSED TARGET  
REGISTERS 1 OUT!

SINGLES, DOUBLES, TRIPLES  
AND HOMERS SCORE RUNS  
JUST LIKE "REAL" BASEBALL!

PLAYER SHOTS  
UNTIL 3 OUTS  
ARE MADE!

2 TEAM COMPETITION —  
1 OR 2 PLAYERS  
CAN PLAY!

OPTIONAL COIN  
CHUTE!

10c PER PLAYER  
3 GAMES FOR 25c

COLORFUL BACKGLASS,  
PLAYFIELD AND  
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CROWDED STANDS!

SEE YOUR DISTRIBUTOR FOR THE COMPLETE LINE OF Chicago Coin PROFIT-MAKING GAMES!

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1. STRAIGHT 10c PLAY
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3. TWO NICKELS, DIME, QUARTER & HALF DOLLAR!

THE BIG CHANGE  
IN CABINET DESIGN!

One game for 2 nickels—1 dime  
or Three games for 1 quarter  
Six or Seven games  
for half dollar

**ROYAL CROWN  
BOWLER**

- EXTRA FAST SCORING!
- OPTIONAL COIN CHUTE!
- LARGE ILLUMINATED SCORING DRUMS!

STRAIGHT 10c PLAY  
1 GAME—2 nickels  
or 1 dime  
3 GAMES—25c  
6 or 7 GAMES—50c

**BIG HIT**

- NEW 15 TO 30 BALL PLAY
- A NEW TWIST
- 11 TARGETS TO HIT

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**WORLD WIDE** Quality—Price—Service!

**WILLIAMS 5-BALLS**

FOUR ROSES—New	Write
3 COINS	\$275
MUSIC MAN	250
JUNGLE	195
NAGS	175
CROSSWORD	125
JIG SAW	95
SEA WOLF	95

**COFFEE VENDORS**

APCO FB Coffee Shoppe, 6-Drink	\$345
APCO Instant Coffee, M-SR	175
STONER 55 COA	145
STONER D-10	295
STONER D-18	345
STONER D-13	395
BALLY 597 Batch	645
VENDO HB-900-A Batch	495
IVI—TRLB, Batch	395

**PHONOGRAPHS**

A.M.I. J-200	\$445
A.M.I. J-120	395
A.M.I. G-200	195
A.M.I. F-120	145
A.M.I. E-80	95
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WE CARRY THE MOST COMPLETE LINE OF PHONOGRAPHS, GAMES AND VENDING EQUIPMENT.

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1954—SUPER JUMBO

1955—JUBILEE

1956—MAJESTIC

1957—FALSTAFF

1958—CONTEST

1960—TEXAN

1961—OKLAHOMA

1962—LIBERTY BELLE

**1963—SENSATIONAL!**

**AND THAT'S PUTTING IT MILDLY!**



**Op Abduction Laid to Robber**

KENOSHA, Wis. — Police here feel that robbery was the motive behind the abduction of Anthony J. Biernat, 46, owner of the Lakeside Music Company, a local juke box operation.

Biernat has been missing since January 7. His bloodstained jacket with a seven-inch slash, his glasses and keys were found near his car in a parking lot.

The last person reporting to see Biernat was Mrs. Biernat, who said he had gone to the railroad depot to buy a paper.

Residents living near the depot reported hearing cries for help, and several persons said they saw a man being abducted by two other men at the depot at the time of Biernat's disappearance.

Detective Capt. Arthur Riley said that robbery was the probable motive for the abduction, with Biernat's juke box operation not a factor.

**San Francisco**

Continued from page 59

not attract customers' coins if it is dirty, believes Catanho.

A sampling of other operators and distributors produced similar reports about the year recently ended. The expansion of population in the West also encourages them regarding continued growth of business during the new year—although some of the smaller operators confess to facing the problem of rising costs and the possibility of consolidations of firms to enjoy the business gains without having them sapped up by costs.

"The small man is getting squeezed," according to one. "The problem is going to have to be faced realistically if we are to keep our profits ahead of costs."

**Royalty Fight**

Continued from page 53

board appointed by the Attorney General, representing the songwriters, the juke box operators, and the government. Trustees would have surveys made of performances on juke box to arrive at fair rates of distribution under the law.

The bill provides for court appeal for review of any operator grievance in the U. S. District Court for the District of Columbia.

The Judiciary Subcommittee on Patents and Copyrights, under probable chairmanship of Rep. Edwin E. Willis (D., La.), has not yet considered the matter of holding hearings, with formalities of the new session still to be gone through in committee membership determination.

**Broadened Sample**

Continued from page 59

there may be only one such request.

"Programming can be helped substantially by the opinions of location customers, but there must always be enough such opinion to get the accurate cross-section," the Denver operator summed up.

**Pennington in Hospital**

MEMPHIS — D. V. (Cotton) Pennington, partner in Sammons-Pennington Company, distributor, was in St. Joseph Hospital last week for a check-up.

**London Show to Set Crowd Mark**

Continued from page 56

ated Supercar Spaceship and the usual range of rides such as Motorcycle, Panda, Muffin and Horse.

Davies Products of Liverpool will be at stands 1 and 2 showing a complete line of carnival and bingo prizes.

Ruffler & Walker, Ltd., biggest U. K. buyer and distributors of amusement equipment, has taken the biggest ever stand allocated to one exhibitor at the A. T. Exhibition—1963—nearly 700 square feet. "Still not big enough to show our entire range" said the directors—Fred Walker and Bill Ruffler, "but enough to get a sample of the bulk stock on display."

Prominent treatment will be given to the new style Rock-Ola Phonographs, for which Ruffler & Walker have the sole U. K. concession.

On display for the first time the Gottlieb Sunset, exclusive twin player model pin table, incorporating a special mobile action on strikes. More visible action with the Rock-Ola and Flipper-Cowboy, the exclusive firsts for R.&W.

Among the latest electronic upright machines on show, will be the Casino-Hold and Draw and Treble-Up.

Fruit machines will include the re-designed Duchess with a positive reject on bad, bent or thin coins.

The first multi-payout machine for skill shooting, the Nixsons Gun, prepared specially for this media, will be on show.

Mar-Matic Sales, Ltd., sole concessionaires in the United Kingdom for J. H. Keeney and M. Jennings, will be exhibiting its machines on a double decker stand.

Among the machines being shown will be Keeney's Hold and Draw which features double-up-triple-up and Hold and Draw features. Another Keeney unit is the Penny Twirl and is one of the latest electronics suitable for amusement arcades, holiday camps and the like.

Here also will found the pinball Rainbow.

The Jennings machines include the 6d Governor and the Penny Comet.

The sales staff will be under the direction of Maurice Sykes.

This year's show, from all reports, bids fair to exceed attendance records of previous years. Consensus among exhibitors is one of optimism and enthusiasm.

This is the year when Britain is expected to enter the Common Market. If this comes to pass, and all current indications point to its happening, several of the big operators look forward to the time when they can put British mechanics to work backed by British thoroughness and know-how, in obtaining their share of this pot of gold with British manufactured coin machine equipment. So far, this has not been done because of restrictive tariffs in the European countries.

That this show has an impact throughout Europe, is evidenced

by attendance records which have shown a steady increase each year for the past 18 years. Singleton, secretary of the Amusement Trades Exhibition, said that, not counting attendance of the general public, he estimates that about 2,500 prospective buyers will come for the three-day affair.

The current dock strike in the United States has hampered the efforts of at least one exhibitor this year—Urban Industries was forced to drop out at the last minute because of the impossibility of getting equipment over for the showing.

**Cleveland Coinmen**

Continued from page 63

Maybe we're too stupid to do anything about it!"

He has considered marking packs of cigarets and anyone purchasing a marked pack would get a free carton. He may try it in 1963.

Most of the operators contacted expect to formulate some sort of public relations program through the Phonograph Merchants Association. Joseph Lukin believes that group PR work is much more effective and beneficial to all than unilateral campaigns. It is believed that some sort of Top Tune of the Month gimmick will be implemented.

**Higher Commissions**

Generally, commissions are remaining the same or inching higher. Kleinman reports the rate to the operator here at about 55 per cent of the gross. Harvey Norton experiences variations depending on the type of equipment. The operator is getting the first \$10 and 50 per cent the rest of the way on used machines.

The 33 singles are being used with greater frequency but as yet they are far from having a great impact on the industry here.

"It's like the chicken and the egg," says Norman Goldstein from Monroe Coin. "Operators don't buy the equipment because the variety of records aren't available in the pop field. There isn't a great demand for 33 disks and record companies say get me the demand and I'll put out the records."

Goldstein admits that in time 33 will be the speed, as do all other operators surveyed. Most of the 33 singles and the Seeburg programming concept are funneled into prestige locations.

**MOA Observer**

Continued from page 53

Leyser. He founded his company in 1952, after three years with Mills Enterprises, Inc., by taking over the operating assets of that firm. Beginning with the handicap of being a double refugee—first from Hitler, and then from Red China—Leyser is beginning a complete new chapter for the coin phonograph industry.

<p><b>KIDDIE RIDES</b></p> <p>Merry-Go-Round ..... \$195</p> <p>Bally Hot Rod ..... 395</p> <p>Sandy Horse ..... 350</p> <p>Donald Duck ..... 195</p> <p><b>AUTO PHOTO STUDIOS</b></p> <p>Models 12 &amp; 14 ..... Write</p> <p>Model 11 ..... \$1,795</p> <p>Model 9 ..... 745</p> <p>(Refinished &amp; Overhauled)</p>	<p><b>ARCADE EQUIPMENT</b></p> <p>Wms. Crane</p> <p>Titan Gun</p> <p>Bally Sharpshooter</p> <p>Genco Grandma</p> <p>Foot Ease</p> <p>Skee Ball</p> <p>Wild West</p> <p>Sky Gunner</p> <p>Write for Prices</p>
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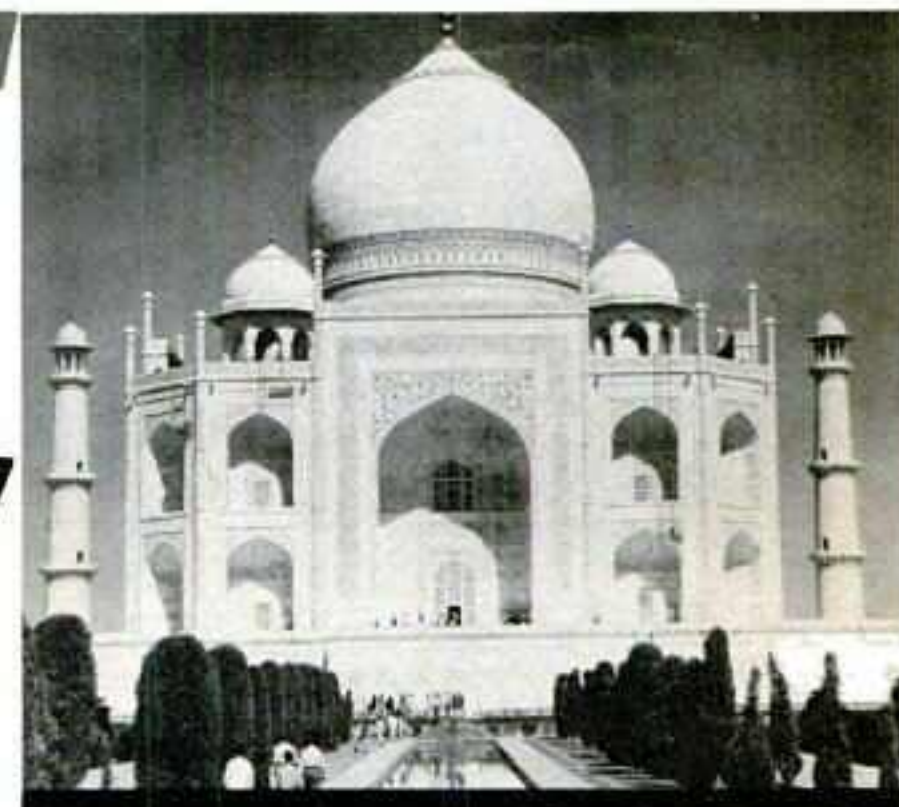
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**JAZZMAN PASSES:** Body of New Orleans jazzman John Casimir is "passed" to final rest by local jazz groups in traditional "tail gate" scene. Grand marshals Henry Grass

(left) and Alcide Houston (right) lead the hearse as Casimir's friends blow jazz dirges. Casimir, 64, was well-known pioneer Dixielander and played for a number of labels.

# Billboard

## PHOTO GALLERY OF Newsmakers



**BIG DADDY:** Burl Ives, Decca star, uses his cigar as a pointer during a studio conference, with deejay Audie Ashworth (left) and Decca producer Owen Bradley and a.r. man Mike Gabler as audience for lecture. Ives' latest is "The Same Old Hurt," for which Bradley did arrangement.



**C.&W. PALS:** Faron Young, c.&w. artist now packed to Mercury, does group handshake bit with label's a.&r. chief Shelby Singleton (center) and Shelley Snyder, Young's manager, at left, after waxing session.



**LIMBO:** Eddie Miller is presented with new Wham-O Limbo game at Woolworth store in New York City by Herman Boetjine of Betta Rewelo Distributors. Game is tied to new teenage dance craze.



**GROWNUP:** Bernadette Castro, seen originally on TV as a puppet in her father's TV furniture commercials, is a grownup now, and a Beach record artist. Seen here with Rocky Marciano.



**EMI CHIEF:** Sir Joseph Lockwood (center), recently re-elected chairman of EMI, visits Bovema, the firm's subsidiary in Holland. Seen with him, l. to r.: G. Hali, engineer; Burt, secretary; E. T. Dines of EMI; G. M. Oord Jr., Bovema managing director, and EMI official.



**COMRADES:** Vivien Leigh and Jean Pierre Aumont, of upcoming musical "Tovarich," gather with lyricist Ann Crosswell, composer Lee Pokriss, book writer David Shaw and director Delbert Mann at rehearsal.



**YOUNGER SET:** At left, Fred Astaire talks to 19-year-old Randy Paige, signed to Astaire's Ava label. At right, Phillip Everly, of the singing brothers, is seen with new bride, former Jacqueline Alice Ertel, after ceremony in N. Y.



**DUBIOUS:** Satchmo looks on with some apparent misgivings as San Francisco's Mayor George Christopher toots Louis' horn to proclaim "Louis Armstrong Day," to celebrate S. F. hotel date.



**ROME SCENE:** Roberto Yalta, Italian recording star, has just waxed singles version of "Marianna," theme from movie "Counterfeit Traitor." There's nothing counterfeit about the two chicks with whom Yalta is seen at recording studio, Maria Grazia Buccella and Jenny Dura, both local thrushes.