

Billboard

The International Music-Record Newsweekly

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



★ NATIONAL BREAKOUTS

ONE BROKEN HEART FOR SALE . . .

Elvis Presley, RCA Victor 8134

LET'S LIMBO SOME MORE . . .

Chubby Checker, Parkway 862

★ 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.

RAINBOW . . .

Gene Chandler, Vee Jay 468 (Conrad-Curtom, BMI) (New York, Baltimore)

THEY REMIND ME TOO MUCH OF YOU . . .

Elvis Presley, RCA Victor 8134 (Gladys, ASCAP) (Chicago)

BECAUSE OF YOU . . .

Dreamers, May 133 (Gower, BMI) (New York)

ANY OTHER WAY . . .

Jackie Shane, Sue 776 (East-Bais, BMI) (Baltimore)

LITTLE STAR . . .

Bobby Calendar, Roulette 4471 (Patricia, BMI) (New York)

BACHELOR MAN . . .

Johnny Cymbal, Vee Jay 495 (Kedlen, BMI) (Chicago)

MY FOOLISH HEART . . .

Demensions, Coral 62344 (Joy, ASCAP) (Memphis-Nashville)

ALBUMS

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



COVER GIRLS: Viewing 1963 NARAS Album Cover Exhibition in Library of Ideas in New York are trio of thrushes. Left to right: Peggy Hadley, Karen Anders and Teddi King. First two are a singing duo. The NARAS exhibit will be at 230 Park Avenue, New York, through February 14.

Hi Fi 'Platter Turners' Make Juke Box Ops Edgy

By NICK BIRO

CHICAGO—A new form of competition for juke box operators is making itself felt throughout the city.

Entertainers known as "Platter Turners" or "Club Disk Jockeys" are steadily growing in popularity. And where a club disk jockey presides, the juke box is silent.

It all started some two years ago primarily in the city's South Side rhythm and blues taverns.

Knowledgeable Cat

The platter turner is a cat knowledgeable in music. He installs an elaborate high fidelity rig in a tavern or night spot and spins music to please the clientele.

The music is free and it's interspersed with comments from the jockey.

The practice is especially popular where the clientele is made up of devoted jazz and rhythm and blues fans. They appreciate the jockey's comments, which are often quite informative about the origin of

the music, the musicians and the recording.

Reproduction Exceptional

They appreciate the quality of the high fidelity equipment. Many jockeys have as much as four or five thousand dollars invested in their rigs and the reproduction is exceptional.

They also appreciate the fact *(Continued on page 42)*

ASCAP TO OPEN IN NASHVILLE

NASHVILLE — ASCAP will open a branch operation here immediately and it will be headed by Juanita Jones, for eight years personal secretary to RCA's Chet Atkins.

Miss Jones will be in New York Monday (11) to confer with ASCAP officials and will return to Nashville to open the office this week. It will be in the 1808 Building, 1808 West End Avenue.

A formal announcement from ASCAP is expected this week.

Philly Dealers Rip Club as FTC Case Goes on the Road

By REN GREVATT

PHILADELPHIA—Adamant anti-record club sentiment, voiced by such leading Philadelphia dealers as Nate Fischer, Mark Rubenstein and H. Royer Smith, and a prominent local distributor representative, Harry Rosen of Dave Rosen, Inc., was the big element at hearings held here last week on the FTC charges against the Columbia Record Club. The Philadelphia portion of the hearings was scheduled to last until Wednesday (13).

Easily the most colorful witness in terms of his attack on the club and the sternness of cross-examination directed at him, was Nate Fischer, operator of the three-store Record Mart chain. Asked by FTC counsel, Richard Lavine, how a customer asks for an LP (by artist or title) when he enters the store, Fischer said:

"They don't ask for a record, they ask for a price, like how much do we get for \$3.98 LP's. If the price isn't right, they walk right out."

Queried on whether he had heard of the Columbia club, he snorted:

"Have I heard about it? I sometimes don't sleep over it. The club makes selling no longer a pleasure. It's a contest. Customers wave the club ads under our noses. They're sadistic. My own mail-order operation was killed because of the Columbia club, the granddaddy of them all. RCA is not as much a factor and we hear Capitol would like to give up if they could get rid of the granddaddy—and you know what I mean, the Columbia club."

Listening Booths

After noting that he no longer signs up club members because "the things Columbia first told us about their club were not true," Fischer outlined his policy on listening booths.

"We found people were using listening booths for many purposes," he said. "Some things I can't even mention, but they would make love in them, steal my needles and they would also audition records they were buying through the club. We gave up the enclosed booths, so now we've eliminated smooching. But they use us to audition club selections."

Cross-examination by Columbia counsel Asa Sokolow brought out Fischer's involvement 13 years ago with other local dealers and distributors in a Federal Grand Jury indictment on charges of violation of the federal anti-trust laws. Fischer at the time was president of a now defunct dealer association. On another point, Fischer admitted his former membership in SORD but dis-

(Continued on page 8)

D. A. in Philly Investigating DJ Payola Tip

PHILADELPHIA — A specific payola complaint involving a top-rated deejay is being investigated by the office of the Philadelphia County District Attorney, James C. Crumlish Jr.

"We are looking into this matter as a result of a complaint we received earlier this week," Crumlish told Billboard Thursday (7).

Crumlish declined to identify the specific jockey involved.

He added that unlike New York, where payola matters come under a statute covering the giving and receiving of commercial bribery, substantiated charges of this nature would have to be prosecuted here on the basis of an extortion statute.

"We work very closely, of course, with many city, State and federal government agencies on such matters," Crumlish said, "and should specific evidence be turned up we would undoubtedly be in touch with the Federal Communications Commission."

Era's New Labels

HOLLYWOOD — Era Records last week launched two subsidiary labels, Big "R" and Catch Records to be distributed nationally by Era Record Sales, Inc. Initial release on Big "R" is an updated version of "The Wayward Wind" performed by Vince Howard and Vin-Ettes.

Gleason Offers TV Spots to Kid Talent

NEW YORK—Jackie Gleason, whose TV plug two weeks ago has helped turn the Frankie Fontaine LP on ABC-Paramount into a runaway hit, intends to use his CBS-TV show to launch the careers of aspiring young artists starting the end of this month. The first artist to get this featured build-up on his show will be Kenny Karen, an Al Nevins-Donnie Kirshner discovery, who records for Columbia Records.

According to Vic Jarmel, GAC executive assigned to the Jackie Gleason show, Gleason feels that there are few places today for young talent to get exposure. He believes that young talent—singers, dancers, comics—who

have not had any network TV exposure, deserve a chance to show their stuff to the public. Gleason wants his show to be the place where this talent gets its first national break.

Though Gleason himself will decide on the new talent used on his show, Jarmel will screen the applicants. Jarmel told Billboard that he only expects to talk about new talent with franchised agents.

The Karen seg has already been taped by Gleason and is expected to run on his show of February 16 or 23.

Gleason's pitch for the Fontaine album "Songs I Sing on the Jackie Gleason Show," got the sales of the album zooming

over the past two weeks. As of Friday (8), sales of the album had passed the 300,000 mark.

Last week the firm moved over 150,000 LP's. Thursday morning orders from 9 a.m. to noon, totaled 28,000 LP's. Albums are selling at the rate of 75 per cent mono to 25 per cent stereo but stereo sales are gradually increasing.

The records are now being pressed at four plants. One of them is ABC-Paramount's regular pressing plant, T.S.I. in Brooklyn, plus Monarch in Los Angeles, All-Disk in New Jersey and Plastic Products in Memphis.

Larry Newton told Billboard *(Continued on page 8)*



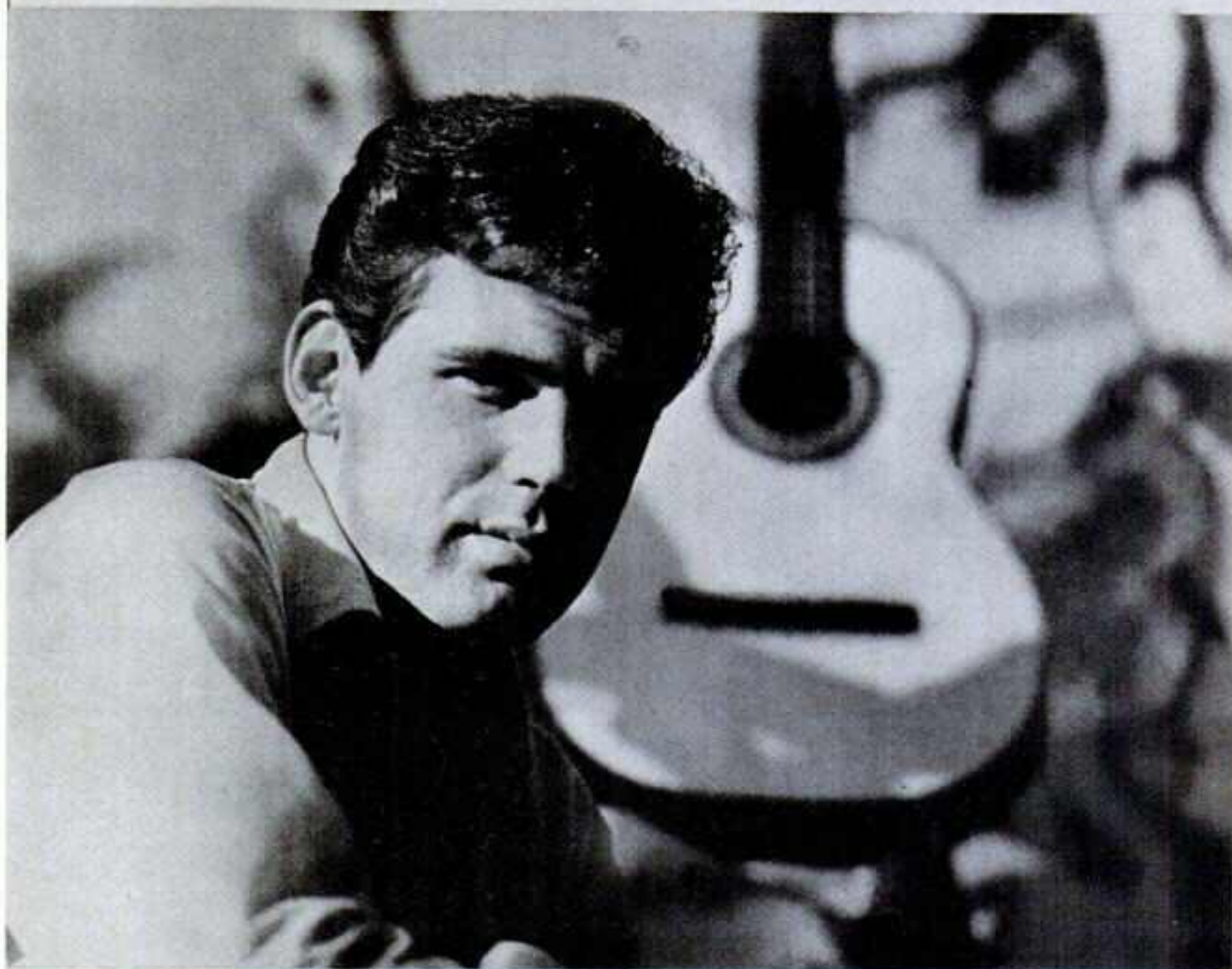
KENNY KAREN

DUANE EDDY
Boss Guitar

45 RPM

RCA VICTOR
47-8131

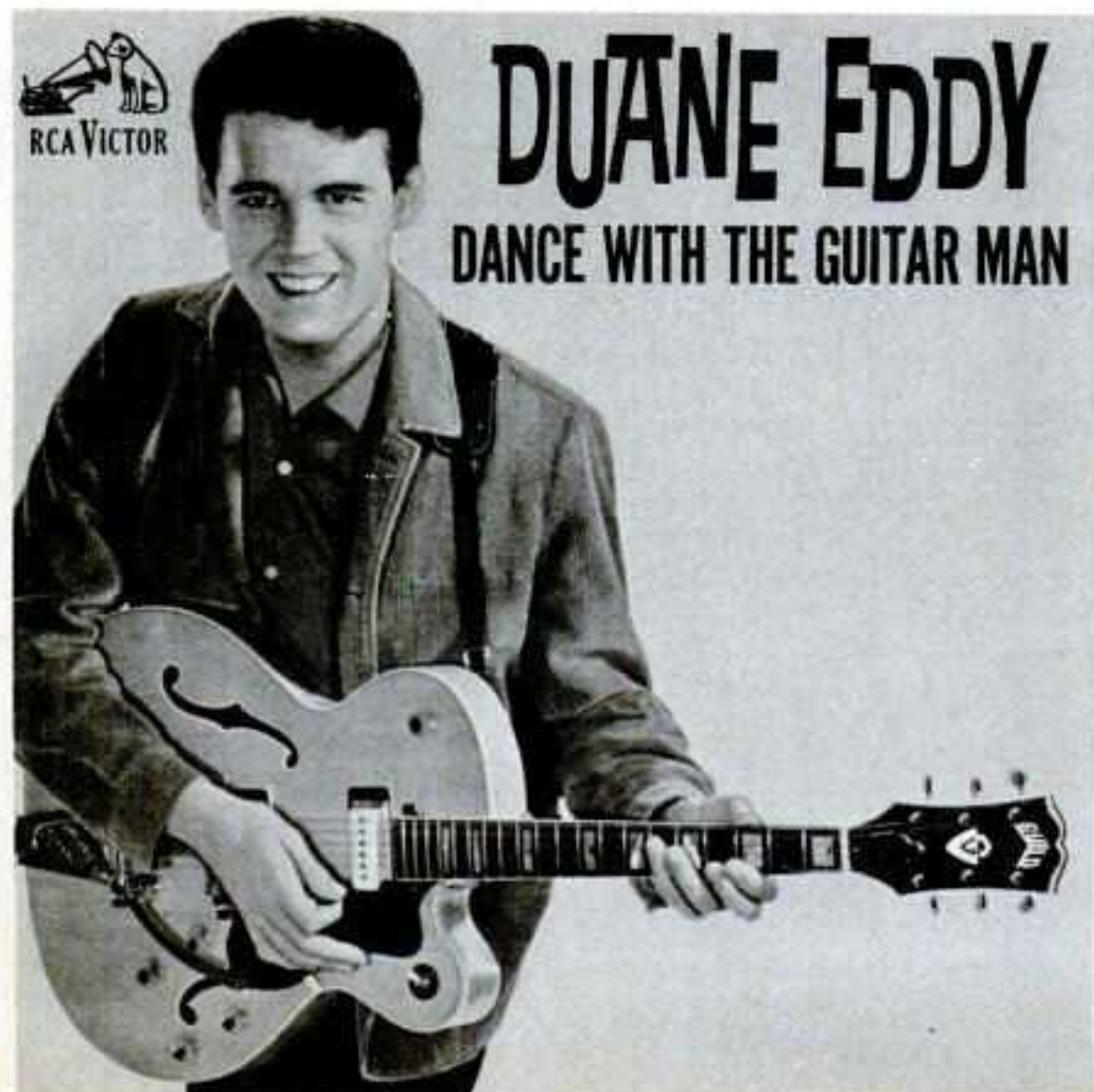
The Desert Rat



"BOSS GUITAR"
#8131

Duane's newest single is charging up the charts! Go big on the "Boss" now!

DUANE EDDY



"DANCE WITH THE GUITAR MAN"
LPM/LSP-2648

Time to check your stock on Duane's smash album and re-order for the rush!

RCA VICTOR



TM(S) ®

THE MOST TRUSTED NAME IN SOUND



... And Now They're Calling It Flyola

NEW YORK—The location is the West Side Airlines Terminal in New York City at 42d Street and 10th Avenue. Inside people are buying tickets on various airlines, or waiting for their Carey bus to take them out to Newark airport.

Scene I: Suddenly a car pulls up. A man gets out. He is lugging two cartons of 45-r.p.m. records. He enters the terminal, stops in front of the 25-cent lockers. He opens the locker door, puts the 200 records inside, puts in a coin, locks the door, and leaves.

A few minutes later a man enters—a different man. He stops in front of the same locker. He opens the door with his key. He takes out the two cartons of

records. He carries them out to his car. He speeds up and over the West Side Highway with his records, stops in front of a discount record shop. He sells the records to the proprietor, pockets the cash, walks out.

SLOW DISSOLVE TO:

Scene II—(Same terminal). Two more men enter the West Side Airlines Terminal. They pay no attention to the people downstairs, but go upstairs to the gent's room. After they are inside, one man hands the other some money—in small bills. The second man pockets the cash. They exit. SLOW DISSOLVE TO:

Scene III—(Same terminal). A man walks in. He buys a ticket for a plane to Washington. He pays cash.

A few hours later a different man walks in. He goes up to the same airline counter. He tells the young lady that he had to cancel his trip. He redeems the ticket and pockets the cash. FADE OUT.

Who are these men? What are they doing? Well, it appears that the West Side Airlines Terminal has become a favorite haunt of certain record manufacturers, distributors and deejays. In Scene I, the man who puts the records in the locker is a manufacturer or distributor. The man who takes the records out is a disk jockey. In Scene II, the man who hands out the money in the washroom is again a manufacturer or distributor. The man who pockets it is a disk jockey. In Scene III—but isn't that enough?

COSTA RICA, PORTUGAL

Warner List of O'Seas Markets Grows to 65

HOLLYWOOD — Warner Bros. Records last week added licensees in Costa Rica and Portugal to bring its global distribution covered by direct licensee arrangement to 65 foreign markets, Bobby Weiss, Warner Bros. Records international director, said this week.

Agreements were completed with Oscar Stupp of Costa Rica and Industria de Discos de Centroamerica, Ltda., to issue WB products under the worldwide Warner Bros. label in the Central American market.

Since a common market is being fashioned with the Central American countries including Costa Rica, Guatemala, Honduras, Nicaragua, and El Salvador, Stupp's firm will be able to blanket the Central American market place out of its San Jose, Costa Rica, headquarters.

In addition, a trade treaty has been concluded between Costa Rica and the Republic of Panama opening the canal zone market to equally favorable trade with Costa Rica. The Costa Rican firm has acquired record pressing equipment (Finebilt presses) and its plant will be in operation within 60 days manufacturing WB (among other U. S. licensees) for sale through American Common Market Community of Nations.

Agreement was reached with

Empress Tecnica de Equipamentos Electricos, A.R.L., Lisbon, to handle WB products in Portugal. The firm will distribute finished product as opposed to manufacturing the records under the WB trademark.

Weiss has concluded six weeks of conferences with WB Records' President Mike Maitland at the label's Burbank headquarters here and will embark for his Paris base of operation next week.

Weiss will then return home via stops in Mexico, Jamaica, Nassau and Puerto Rico. He is due in London March 4 for a series of conferences with English Decca WD's licensee in the British Isles.

Belle Barth Sues to See Firms' Books

NEW YORK — Belle Barth filed suit in Federal Court against Atlas Artists, Ltd., After Hours Record Corporation, and Roulette Records, Inc., for alleged breach of contract.

The suit seeks a just and full accounting of all sales of records made by plaintiff and the amounts due by reason of her contracts with defendants.

The complaint states that on or about March 12, 1960, plaintiff entered a contract with Atlas to make recordings to be sold by defendant or its assignee for one year ending March 11, 1961, with rights for renewal. The contract provided that she was to be paid on a royalty basis on records sold. She recorded, "If I Embarrass You, Tell Your Friends" and "My Next Story Is a Little Risque." The complaint charges that Atlas and After Hours have

(Continued on page 8)

Vet Hartstone Quits London After 13 Years

NEW YORK—Leon C. Hartstone, veteran disk man, has resigned as vice-president and general manager of London Records, a post he had held since 1959. Hartstone had been with London for 13 years and as the firm's first distributor in Boston, he counted himself as a charter member of the London family.

"It was quite a long time to be sitting in one seat," he reflected, "and I felt it was time to move and take a more active part in the management of my other interests. The parting, I assure you, is amicable all the way around."

The firm will continue to operate under the over-all supervision of D. H. Toller-Bond, executive vice-president, who will now assume the function of

(Continued on page 8)

DEAL SET

Costa Rica Gets First Disk Plant

HOLLYWOOD—Costa Rica is getting its first record plant, according to an order placed here with the Finebilt Manufacturing Company, which specializes in making and exporting disk pressing equipment.

Deal was concluded between Oscar Stupp, of Costa Rica's Indica (Industria de Discos de Centroamerica, Ltda.) and Finebilt president, Paul Mayer, for four presses with equipment having the capacity for an additional six presses. Indica is affiliated with U. S. firms, including Capitol, Dot, Columbia and Warner Bros., among others.

The plant, utilizing the latest in automatic equipment, will be operative within 60 days, according to Finebilt Vice-President Alwin Scnidt.

Beasley Smith Goes to Nashville To Carry Ball for Big 3 Music

NEW YORK—Beasley Smith has been named Nashville representative of the Big Three Music Corporation (Robbins, Feist and Miller and subsidiaries). Smith, one of Nashville's most active music men, is a well-known writer and ork leader.

According to Mickey Scopp, general manager of the Big Three, Smith's function in Nashville will be to help the Big Three make its catalogs more easily accessible to the artists who record there. He also noted that the quality of the new music originating in Nashville has progressed from chart music to a standard type and that

Nashville - originated material should be exposed to the public in printed editions for instrumental and vocal groups and school bands and orchestras.

The Big Three, with its world-wide publishing affiliations, noted Scopp, will be able to spread Nashville-originated material throughout the world. Scopp said that a Nashville-born song published by the Big Three will get quick exposure in Europe, including Britain, France, Germany and Italy. Scopp is looking on Nashville as one of the great new sources of material for the current record and educational market.



SAFE LANDING: President Jose Manual Vidal of Hispavox Records, Madrid, is shown at airport arrival for Columbia Records president, Goddard Lieberson. Lieberson arrived in Spain to officiate at introduction of new CBS logo on Spanish market, which will be distributed by Hispavox. Harvey Schein, general manager of international operations, and Peter De Rougemont, CBS European chief, also arrived with Lieberson.

Motown Tightens LP Distrib Set-Up by Use of Lone Houses

NEW YORK — Tamla-Motown Records of Detroit is making a concerted bid to consolidate its distribution network. Emphasis, according to Barney Ales, exec of the firm visiting this city, is to tighten distribution of albums. The label is looking for the same degree of push behind its LP product as is available for its singles.

The consolidation is already in process. The Tamla, Motown, Gordy and Melody labels have been moved from multiple distribution networks to a single house in a number of cities.

The Detroit company has moved its distribution of the

Gordy label from Topps distributing in Miami to Henry Stone. This puts Tamla, Motown and Gordy under one roof. In Houston, the label has moved Tamla to Texas Distributing. This distrib now has all the label's banners. In Minneapolis, Jathers now has the entire line and in Milwaukee, Tamla has been moved from Tell Distributors to Johnny O'Brian's firm. O'Brian also has the other subsides in the line. In Newark the Harvey and Melody labels have been moved from Essex Distributing to Apex-Martin. Harvey, a Detroit-based indie

(Continued on page 8)

A BASIC PROGRAM FOR THE RESPONSIBLE TRADE PRESS

By HAL COOK

The acceptance of the new Billboard by our readers, our advertisers, our friends and our competitors has been pleasant news. There are scores of people behind the scenes who have been working for months to launch the new paper—a business newspaper in which all of us in the industry can take pride.

Now we are going to work on the content. Billboard, as a responsible business paper for the record-music, radio programming, phono-tape merchandising and coin machine operating businesses, has in the past—and will continue with even more vigor—to do the following:

1. Report the news.
2. Reflect the trends.
3. Reveal the problems.
4. Search for solutions.
5. Establish a readers' sounding board.
6. Highlight the needs.
7. Promote, publicize and improve the public acceptance of our industry.

Thus, in this column, we spell out the prime responsibilities of Billboard.

A government, country, State, city is as strong as its press. So we urge you to join with us on our determination to reflect our industry to the world as the exciting, dynamic one-world of entertainment that brings enjoyment to all who will partake.

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Marek Calls Club Boon To Whole Disk Industry

NEW YORK—A stanch defense of record clubs was made by RCA Victor division Vice-President George Marek in his testimony last week at the Federal Trade Commission hearings on its complaint against certain operating practices of the Columbia Record Club. Marek said that he felt all record clubs, including Columbia, have benefited dealers, not injured them.

Marek's testimony was a highlight of last week's sessions. In contrast to the usual subdued hearing room scene, the appearance of Marek drew a sizable audience of reporters, lawyers and high Columbia brass.

Under questioning by Commission counsel, Mort Needelman, Marek said the Columbia club has had a cultural impact and that its use of other labels has benefited the field. The exclusive aspect of Columbia's deals with outside labels, however, has had "a possibly deleterious effect," he said.

"No club can use all the repertoire from any company," Marek testified. "Part of the repertoire has to lie fallow and dry on the shelf."

'Bad Effects'

"In my opinion," Marek continued, "the commercial aspect of exclusivity is likely to have certain bad effects. They always come about when one agency becomes so all-powerful that the smaller manufacturer listens all too carefully to what that manufacturer dictates."

A question from Needelman as to why the Victor club does not have outside labels was met by an objection from Columbia counsel, Asa Sokolow, which was sustained. Further questioning brought out, however, that the Victor people have given considerable thought to the idea. Marek said he had had discussions with MGM's Arnold Maxin, with London representatives and that he had once had "a rather vague lunch with Randy Wood," of Dot Records, regarding the possible offering of these firms through the Victor club.

Marek noted that MGM had such artists as Connie Francis and Ella Fitzgerald (Verve) who should do well in a club. "My ignorance of jazz is profound, but I feel Verve has a great catalog," he said, also noting that London's opera, Pat Boone and Lawrence Welk on Dot and Frank Sinatra on Reprise all would be good club possibilities.

In conclusion on this point, Marek was asked if he felt outside licensing would help the

Victor club, "It would indeed," he replied. At another point, Marek paid Columbia a compliment. Nodding to Columbia personnel present, he remarked, "You have benefited the music industry by developing the LP. I may get fired for that but I think it's true."

Has Its Own

On the issue of exclusivity, cross-examination by Sokolow brought out the fact from Marek that Victor does have exclusive artist contracts and that its contract with its club agent, the Reader's Digest, is an exclusive one.

Referring to a question on cross-examination regarding Victor's exclusive contract with the Digest, Needelman in a final point, asked if the Digest was a Victor competitor in the manufacture of records. "No," answered Marek.

Also testifying during the final three days of hearings on the Commission's "case in chief," prior to the opening of six days of hearings in Philadelphia (see separate story), were Art Talmadge, United Artists; Sidney Frey, Audio Fidelity; Moses Asch, Folkways; Mrs. Rose Rubin, Monitor, and Jay Frankel, Artia-Parliament; Sam Roskin, American Distributing Company, Hartford, Conn.; Manny Solomon, Vanguard Records; Irving Brown, Chappell Music Corporation, and Al Berman of the Harry Fox Office.

Mrs. Rubin, president of Monitor Records, after tracing the difficulties posed for her distributors and dealers by clubs, said she once suggested to Columbia that her firm could make a Bach set for the club. "It was a case of it you can't fight 'em, join 'em," she said, "but it didn't work out."

Low on Totem Pole

She called her firm "one of the smallest," and "low man on the totem pole that dealers come to last, in this day when they can only stock the cream."

This was in reply to a question as to whether clubs have affected Monitor's ability to get records in stores. Defending the place of the small company in the record business, she said,

ABC Signs June Valli

NEW YORK — Thrush June Valli has signed an exclusive recording pact with ABC-Paramount Records, under the supervision of indie producer Don Costa. The Bronx-born singer is best known for her sometime hit, "Crying in the Chapel."

"The small company has been the innovator on artists and repertoire and was willing to gamble where bigger companies were loath to experiment."

In brief cross-examination, Mrs. Rubin said that Monitor Records had been featured in the Diners' Club record club from 1959 to 1961, which she characterized as "a desperation measure which totaled less than 1 per cent of our business. The mainstay of our business is still the dealer and distributor."

In direct examination, Audio Fidelity President Sid Frey stated that the Columbia club has had an affect on his business. Because of the price impact of clubs, he said, record stores no longer make the kind of mark-up which permits "buying our records out of catalog and stocking them. I believe the club membership is the core of the record-buying public."

Frey added that in 1958, "the impact and prominence of clubs caused us to break the price line for the first time."

Prestige

Through clubs, Frey noted, "a record achieves a kind of endorsement, like it's a hit if it's in the club. A club selection gets some impact even in stores because of advertising. We're in a tight position and club distribution for us would be helpful."

Cross-examined, Frey admitted that despite his statement on the need for club distribution, he had never sought it from any of the clubs. He also admitted that what he called "malicious discounting" by discount stores has also hurt the smaller dealer.

Folkways' President Moe Asch noted the continuing problem of artists who seek club distribution.

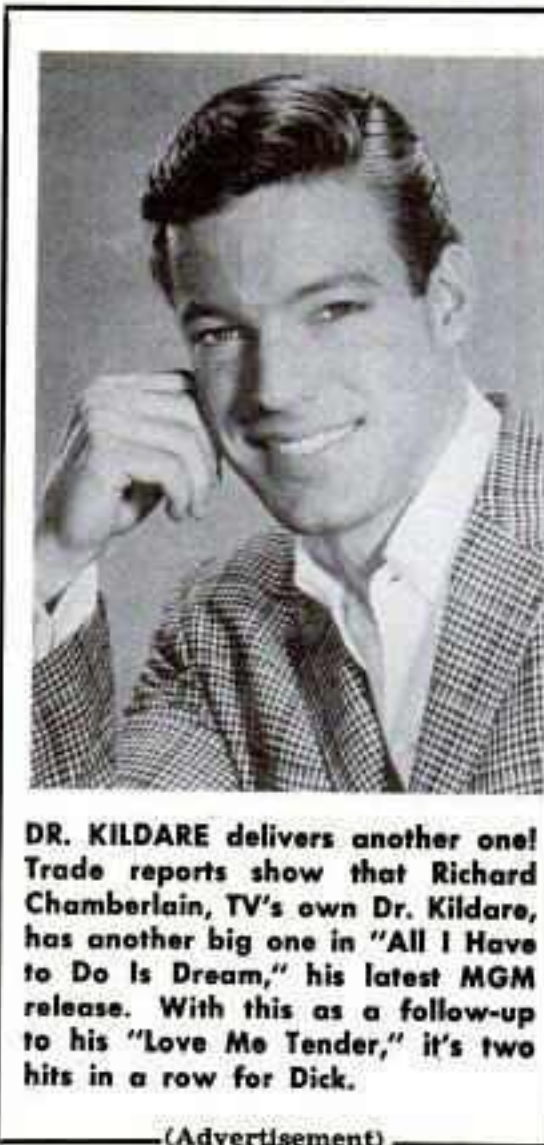
"It's a problem with all artists and with all clubs," he said. Noting the impact of clubs on diminishing store sales, Asch said club prices discourage store shopping. "We lost \$30,000 last year and we did more business than the year before," he said. "We used to depend on the classical, catalog dealer. Now we can't get them to stock us because they must take only that which moves in fast turnover."

Brief testimony was also given by Art Talmadge of United Artists Records and Jay Frankel of Artia-Parliament Records, a firm which recently entered proceedings under Chapter 11 of the Bankruptcy Law.

German Record Producer in U. S. To Wind Up Reciprocal Star Deal

NEW YORK — German record producer Gerhard Mendelson was in town last week with two stars from his stable, Peter Kraus and Gus Backus, to implement a reciprocal deal he set with MGM Records a year ago. This calls for Kraus and Backus to record singles in English for release here as a reverse twist on the German-language releases which Connie Francis has cut for Germany.

Kraus, who is a popular film and TV personality in Germany, and Backus, the ex-GI who remained in Germany after his service to climb to the top of the charts there, were scheduled to cut four sides each in Nashville on February 1 and 2. Their disks



DR. KILDARE delivers another! Trade reports show that Richard Chamberlain, TV's own Dr. Kildare, has another big one in "All I Have to Do Is Dream," his latest MGM release. With this as a follow-up to his "Love Me Tender," it's two hits in a row for Dick.

(Advertisement)

Sidemen Deaths Hit Jazz World

NEW YORK—The jazz trade was saddened by the deaths recently of two of its better known artists, Ike Quebec and Sonny Clark. Quebec was 45 and died January 16; Clark was 32 and died in the latter part of January. A benefit was held for Clark at the Village Gate Monday (4).

Quebec had been making an impressive comeback in the jazz ranks. Two Blue Note albums by the tenor saxist, "Soul Samba" and "Heavy Soul," had been selling particularly well. There is much recorded material by the artist on the Blue Note label. He started recording for Blue Note in 1944 and two of his disks, "Blue Harlem" and "If I Had You," brought him national prominence. He is survived by two brothers and a sister. Reason for death was lung cancer.

Sonny Clark was considered by many to be one of the most underrated of modern jazz pianists. He was born in Hermine, Pa., and came into the jazz scene around 1951. He also worked with such names as Buddy DeFranco, Dinah Washington, the late Oscar Pettiford and the late Wardell Gray. He, too, has a substantial amount of recorded material on Blue Note. The benefit held at the Village Vanguard featured many musician friends and fellow sidemen. Among them were Freddie Redd, Horace Silver, J. R. Monterose and Kenny Dorham. He is survived in Pittsburgh by a brother.

will be released here by MGM in the near future. Two of the eight tunes were written by Werner Scharfenberger, leading German composer-arranger.

Mendelson then will head for Las Vegas where he is slated to cut some new German-language singles with Connie Francis. As of last week, Connie's recording of "Wenn Du Gehst," which she cut in Vienna with Mendelson last summer, was riding in the Number 2 spot on Billboard's Germany chart.

After quick trips to the Coast, the group will head back to Europe, with Mendelson due at the San Remo festival with Connie next weekend.

MGM GOES ON OPERETTA KICK

NEW YORK — Selections from eight of the schmaltziest operettas ever penned are being showcased in a quartet of new MGM albums being released this month. The albums were originally recorded in Germany by Deutsche Grammophon for its Polydor label and feature a number of top voices in the operetta field under the baton of Franz Marszalek.

The operettas featured include "The Merry Widow," "The Count of Luxembourg," "The Land of Smiles," "Waltz Dream," "White Horse Inn" and "Mask in Blue." Radio promotion by MGM will be keyed to stereo stations as well as the regular AM and FM outlets.

NEW YORK — Norman Rubin, free-lance promotion man for disk labels and publishing houses, has Atlantic and Atco Records as one of his first clients. He will promote product on both banners in Pittsburgh, Chicago, Detroit, Cleveland and New York.

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Editorial Office

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Editor-in-Chief . . . Sam Chase

Editors . . . Robert Rolontz,
Aaron Sternfield

Associate Editor . . . Ren Grevatt

Department Editors, New York

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Coin Machine Adv., Chicago

Coin Machine Ad. Mgr. . . . Richard Wilson

Circulation Sales, New York

Circulation Manager Walter F. Grueninger

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Fulfillment Manager Joseph Pace

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Central 6-9818

Hollywood 28 1520 North Gower

Hollywood 9-5831

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Washington 5, Rm. 889, Natl. Press Bldg.

ME 8-3422, 8-3423, 8-3424

Nashville 3 726 16th Ave., South

Tel.: 244-1836

International Offices

European Office Arthur Rosett, Dir.

44 Curzon St., London W. 1

GROsvenor 7496

Brazilian Office Mauricio Quadrio, Dir.

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Vol. 75

No. 7



NEVINS-KIRSHNER vice-president, Lou Adler (left), welcomes Danny Davis to the firm's Dimension Record label as head of sales and promotion.

ALBUMS TO WATCH



OL 5960/OS 2360*



CL 2001/CS 8801*



CL 1962/CS 8762*



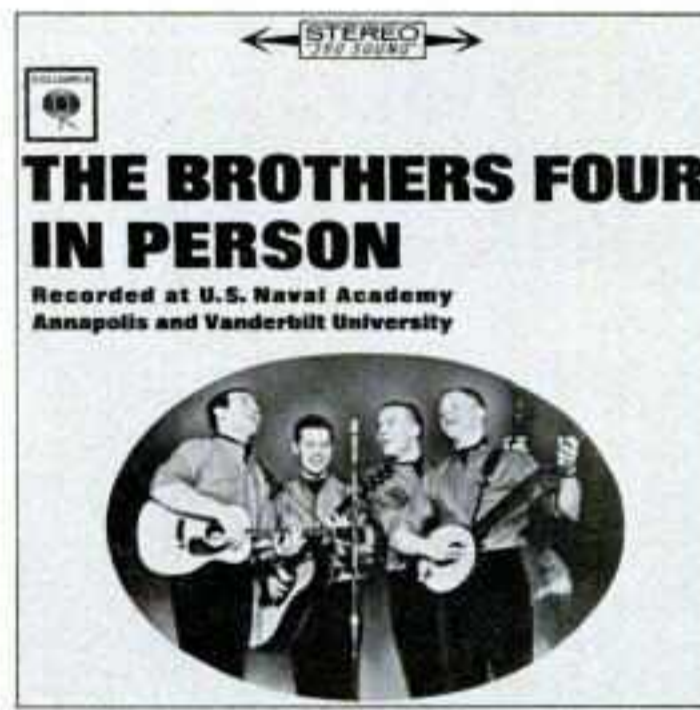
CL 1957/CS 8757*



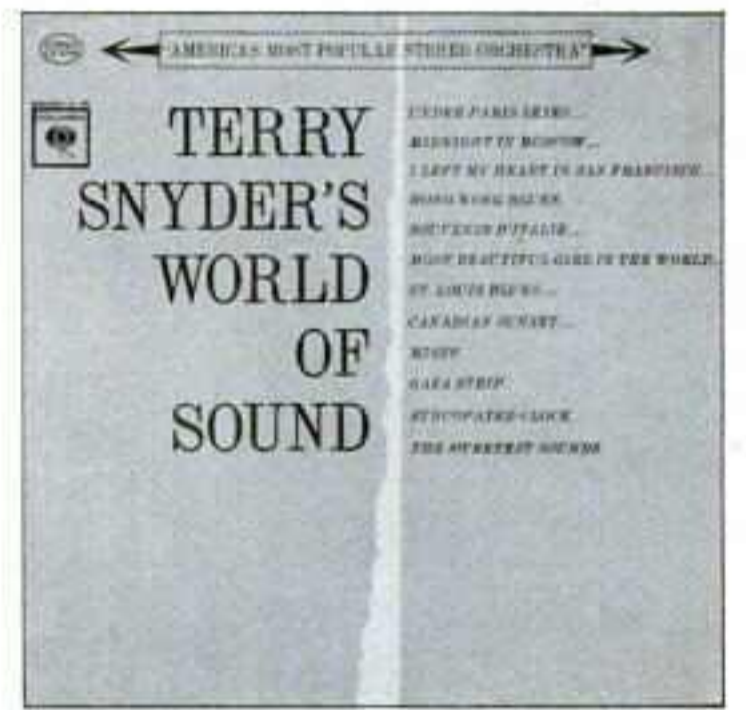
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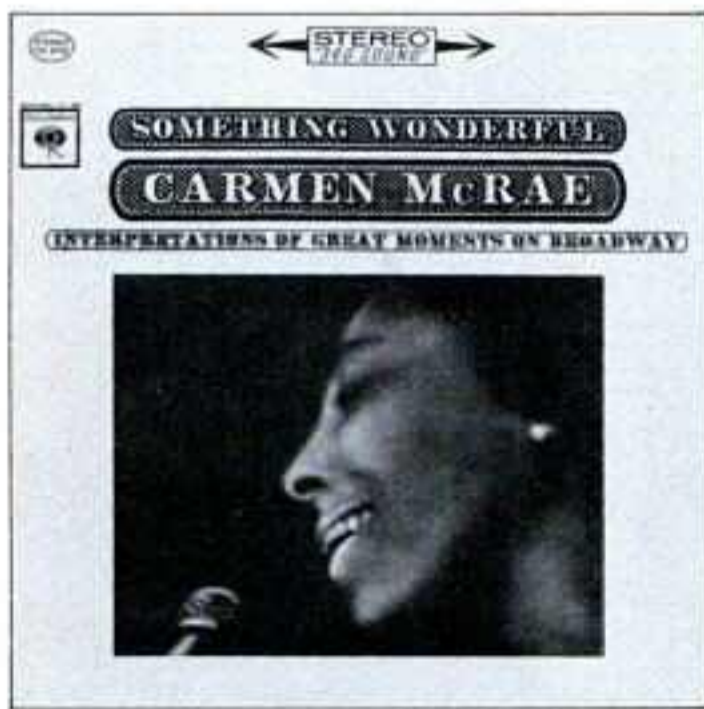
CL 1947/CS 8747*



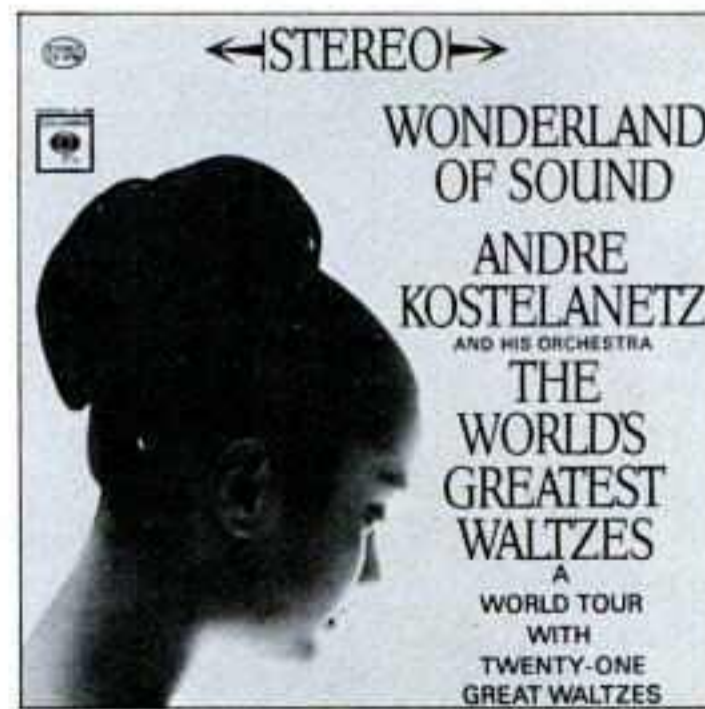
CL 1828/CS 8628*



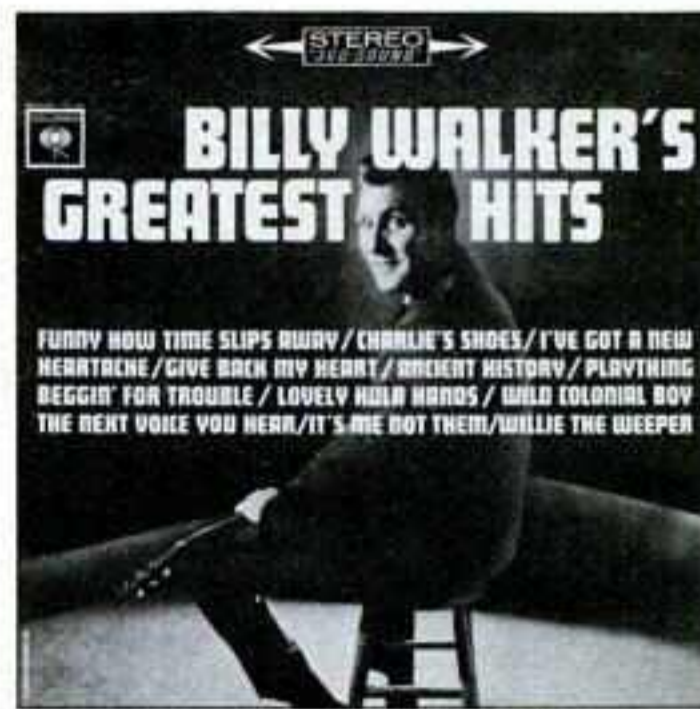
CL 1944/CS 8744*



CL 1943/CS 8743*



CL 1938/CS 8738*



CL 1935/CS 8735*



CL 1933/CS 8733*

Stock, look and listen to this solid lineup of latest releases from
COLUMBIA RECORDS



Diskeries Fret Over Chi DJ Scene

By NICK BIRO

CHICAGO—The pot is boiling between several record manufacturers and Dick Biondi, king-pin deejay on top-rated WLS here. It mirrors what is often a tough situation between deejays and record companies throughout the country.

WLS, and particularly Biondi's evening show, is the big power for moving records in

Chicago. However, the station has a policy of only playing the hits. Gene Taylor, program director, has stated he won't put a record on the list unless "it happened somewhere." This means the record has to move in stores and show up in WLS's survey, or "happen" in some other city.

Several months ago, Gordon McLendon bought WGES, big r.&b. and foreign language outlet, changed the call letters to WYNR, and embarked on a 24-hour-a-day hard-rock and r.&b. policy. The station has been steadily moving up in the ratings. More important, it's become a power in influencing the

singles market. Contrary to WLS WYNR plays anything and everything that program director Jim Randolph considers worthwhile. In fact, Dick (Wild Child) Kemp, whose evening show competes with Biondi, even has a free hand picking his own material, which has produced some internal conflicts between Kemp and Randolph.

Most important, WYNR has been responsible for breaking a lot of new material in the city and is considered an important outlet by record people throughout the Midwest.

Now here's the rub. A new
(Continued on page 36)

Expect Rackers At NARM Parley

SAN FRANCISCO—A bumper crop of rack merchandisers is expected to attend the March 3-7 NARM convention in this city. According to NARM's exec director, Jules Malamud, they'll have a chance to meet with all record manufacturers and suppliers because of a pre-arranged schedule of appointments—a traffic device which is a new format at NARM conventions.

The schedule of the meeting has now been set, and shapes up like this:

On Sunday, March 3, there'll be a presidential welcoming cocktail party following registration and membership meeting. March 4 will feature a business session, a luncheon for members and a fashion show-lunch for ladies, exhibit visits, a cocktail party and a recording session. March 5 highlights include another business session, luncheon and a cocktail party. March 6 is the date for the NARM Awards Banquet, and March 7 will feature seminar meetings for NARM regular members.

Goldie Signs On With Premier

NEW YORK—Aaron (Goldie) Goldmark, well-known publishing figure here, has joined the organization of Premier Albums, Inc., to head up the firm's newly established publishing and master producing operations, according to Phil Landwehr, president.

Goldmark will act as general professional manager of Award Music, Premier Music and West End Music, with new headquarters at 1650 Broadway. Operations on the a.&r. level for the master producing wing will be handled by Artie Ripp, who was previously associated with Goldmark when the latter had his own operations.

VILLANOVA BUZZING WITH FESTIVAL PLANS

PHILADELPHIA—The annual Intercollegiate Jazz Festival at suburban Villanova University is building big and promises to become a major event among the nation's jazz festivals with Stan Kenton announced as being the chief advisor. He will make a special trip here from his West Coast home to help co-ordinate the show to be staged on February 22.

More than 120 campus musicians from more than 30 schools will be coming to the Main Line university for the third annual session.

Represented will be schools as far north as New Hampshire (Dartmouth), as far south as Florida A. & M., and west to the American Conservatory of Music in Chicago. In addition, there will be by far the largest delegation of area schools thus far.

All of this adds up to remarkable progress for an event that

was started on a shoestring and strictly as a local affair three years ago by two enthusiastic student-jazz fans named Joe Zawacki and Jim Braithwaite.

In addition to Kenton, judges from the awards, which range from club bookings to cash prizes and scholarships, will include the Rev. Norman J. O'Connor, radio personality long affiliated with the Newport Jazz Festival; Downbeat magazine's Bill Coss and jazz authority John Hammond. Planning and presenting the show this year are Villanova seniors Tom Semmer, of Pittsburgh, and Phil Bosche, of Harrisburg, both active in previous affairs, and sophomore Eddie Bride, of Bristol, Conn.

Cap Folk Grab: Gateway Trio

HOLLYWOOD—Capitol Records will seek to reinforce its hold on the currently hot folksong market with the acquisition of the Gateway Trio, formerly known as the Gateway Singers. The Gateways' first Capitol LP was recorded recently in front of an audience at the label's studio and will be released within a few months.

Gateway Singers had served as a Springboard for such top people as Lou Gottlieb, now with the Limelights, and Barbara Dane, solo songstress on Capitol. Threesome consists of Jerry Walter, one of the Gateway organizers; Betty Mann and Milt Chapman.

Sinatra's Whole Shebang Moves H'wood Offices

HOLLYWOOD—Frank Sinatra's Reprise Records last week moved into its new Hollywood headquarters, office facilities tripling the space it had occupied at its former Melrose Avenue site.

New facilities bring under one roof the various facets of the Sinatra firm's operation, including along with the Reprise administrative offices its a.&r., editorial, promotion, advertising, public relations and music publishing firms.



MONUMENT'S BOOTS RANDOLPH, saxophonist extraordinaire, has a chart-riding winner with his recently released version of "Yackety Sax." The hit single has broken big in several major markets and appears destined to be one of the top instrumentals of the year.

(Advertisement)

Chet Huntley Says Hello To Distributions

NEW YORK—The Americana Hotel was the scene last week of a distributor meeting held by Cameo-Parkway, the highlight of which was the appearance of key NBC news commentator Chet Huntley. Huntley's new album, "The Best of Washington Humor," is the lead item among the firm's five new LP releases.

The distributors were told by C-P President Bernie Lowe that a special 12½ per cent deal be in effect on the new product until the end of February. Dated billing of 30, 60 and 90 days is also a feature of the program.

Lowe also noted the firm's new, expanded office quarters in Philadelphia and asserted that he is currently dickering to acquire several big names in the disk field.

The meeting was attended by reps of the firm's 34 distributors in addition to Harry Chipetz, general manager; Herman Kaplan, sales manager; Dave Edelman, new head of the album division, and Joe Elgart of the Stan Elkman Ad Agency in Philadelphia.

UA Lays Stress On O'Seas Disks

NEW YORK—United Artists Records has taken special pains to put emphasis on its overseas record product. The label has prepared a special "Close to Cathy" disk by Mike Clifford in German. Musicor's Gene Pitney has also cut an Italian language version of "Only Love Can Break a Heart."

Three disks along with album and singles product will be available to all foreign affiliates by the middle of February. The Clifford record was cut by Lieber and Stoller and will be distributed by DGG. The Pitney hit is being distributed in Italy by CGD.

In addition to the sides mentioned, full foreign promotion is being mounted behind four singles which are in world-wide release: "Tell Him," by the Exciters; "Half Heaven, Half Heartache," Gene Pitney, and the "Taras Bulba" and "Lawrence of Arabia" movie themes by Ferrante and Teicher. These will be followed by sides by the Highwaymen and Baby Jane and the Rockabys.

Dot Will Handle Crescendo Label In 10 Markets

HOLLYWOOD—Gene Norman's GNP-Crescendo label will be handled by 10 of Dot Records' company-owned branches, according to terms of a deal concluded here last week. The label will continue to be handled in other markets by its present independent distributors.

According to terms of the deal, GNP-Crescendo will be distributed by Dot's branches in Oklahoma City, Dallas, Houston, New Orleans, Nashville, Memphis, Atlanta, Cincinnati, Cleveland and Buffalo. Deal kicks off this week, spearheaded by two LP's, "Arthur Lyman at the Crescendo" and "Surf Crazy," by the Renegades, and a Les Brown Jr. single, "Surfin' and Swingin'."

Deal was negotiated and concluded between Dot president, Randy Woods, and GNP-Crescendo's vice-president and general manager, William Hall.

MGM Plans Big Push for 'West' Flicker Track

NEW YORK—An all-out push is being readied by MGM Records on behalf of the sound track album of "How the West Was Won," an MGM-Cinerama production that's expected to be a box-office smash and which opens in New York this month.

The album, a de luxe package, has already been set for promotion on syndicated radio shows such as those of Jim Ameche, Kerr Radio Programming Service and Mars Broadcasting, and deejay screenings are being arranged in key cities. Joint promotions between dealers, distributors and theaters are also being set.

Publication rights to the music have been acquired by The Big Three. The production features some 20 tunes, with a number composed by Alfred Newman in association with Ken Darby and Robert Emmett Dolan. Lyrics were provided by Sammy Cahn, Johnny Mercer and Ken Darby.

Joe Berger Named

NEW YORK—Joe Berger has been named a regional sales manager for United Artists Records. The new exec will report to Morris S. Price, national sales chief. Prior to his UA appointment, Berger had been manager of Big Town of New York and before that, Malvern Distributors.

HOT SINGLE PHILIPS' OWN BIRTHDAY GIFT

CHICAGO—It was a pair of "ones" for Philips sales manager Lou Simon last week. February 1 marked the first anniversary for the label. No. 1 was also the position enjoyed by Philips' "Hey, Paula," by Paul and Paula, on Billboard's Hot 100 the same week. The single is the hottest Philips has had since its inception. Simon noted the new Paul and Paula LP, "Song for Young Lovers," is starting off strongly and getting excellent air play around the country.

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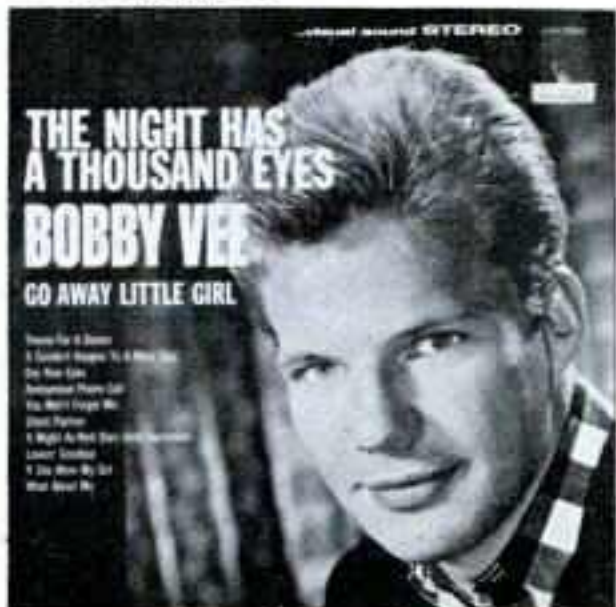
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LRP-3285/LST-7285



"Latin In A Satin Mood"—Julie London
LRP-3278/LST-7278



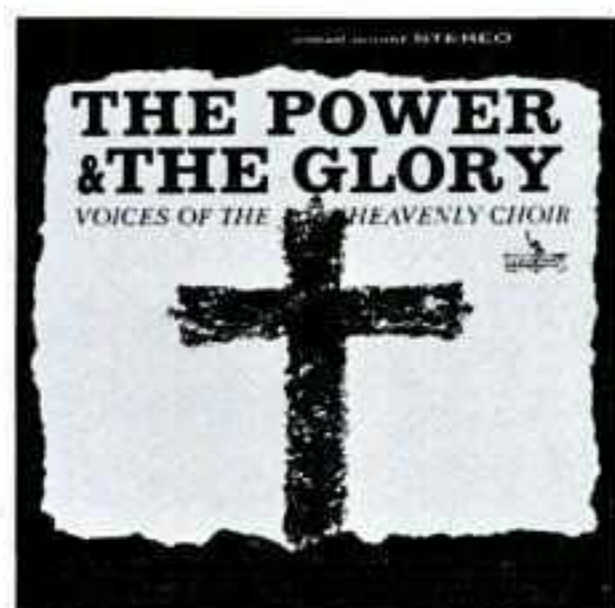
"Waltz In Jazz Time"—Si Zentner
LRP-3284/LST-7284



The Best of Timi Yuro
LRP-3286/LST-7286



"Manhattan Beat"—Eddie Heywood
LRP-3279/LST-7279



"The Power And The Glory"—Voices Of The
Heavenly Choir LRP-3271/LST-7271



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*Program includes
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CRUEL"

B/W "YOU CAN'T BE SATISFIED"
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Cash Box
Pick of the Week



THE SENSATIONS
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A FOOL
OF ME"

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#988

JIMMY HUGHES
"I'M
QUALIFIED"

GUYDEN
#2075

EMILY EVANS
"A CAKE and
A CANDLE"

B/W "JUST
ANOTHER FOOL"

JAMIE
#1242

AL JONES
"WHAT'CHA WANT
TO DO THAT FOR"

B/W "CHALK ONE UP
FOR BOBBY"

JAMIE
#1243

Jamie/Guyden
DIST. COMPANY
PHILADELPHIA 23, PENNA.

PHILLY DEALERS RIP CLUBS AT FTC HEARING

• Continued from page 1

claimed specific knowledge of the recent SORD-financed suit in Chicago against the three major record clubs, or of the suit's dismissal with prejudice.

Fischer admitted that he was one of the original record discounters in the Philadelphia area but on the question of another discounter, E. J. Korvette, he said he didn't know where Korvette stores are in Philadelphia. He outlined, however, why he believed Korvette ads and those of the record club were misleading.

'Like One-Stop'

Harry Rosen, of David Rosen, Inc., in direct examination, said: "I'm not interested in having our records (the ones we distribute) in the Columbia club. It hurts our business. It becomes like a one-stop. People can go there (to the club) and buy their hit and our salesman cannot go out and sell it. They represent all our hit records."

In cross examination, Rosen said that his firm's sales of the Warner Bros. "Music Man" sound track had been strong. Told that the disk had been listed in the club's December offering, Rosen was asked whether this had hurt his sales. "If a record is offered in the club, it hurts sales even the day after it's offered," he said.

The hearings were characterized by repeated uses by government counsel of the term, "hinterlands," a reference to the pitch made by Columbia at the inception of the club to the effect that the club was designed to reach a new record market in the hinterlands. Witnesses were asked if they regarded the Philadelphia area as a hinterland. After one of these references, hearing examiner Donald Moore reminded FTC counsel that was not established that the Philadelphia area was not a hinterland.

Marc Rubenstein, who operates M-R Record shops in suburban Wayne and Paoli, said he obtained most of his Columbia product from the firm's factory branch "in the hinterlands of Rising Sun Boulevard and Chew Avenue." He said he has bought some Columbia Records at Gimbel Brothers during discount sales and that he has just joined the Columbia club himself. Rubenstein, like other dealers questioned, outlined average highs and lows paid to distribu-

Gleason's Kid Talent

• Continued from page 1

that Seeburg had 2,000 of the 33 r.p.m. packages of the album (five records to a package) and 1,000 of the little LP with six songs from the album, when the set was first issued. Last week the firm ordered 5,000 more of the 33 r.p.m. packages, and 25,000 more of the little LP's. Seeburg exec Stanley Jarocki, according to Newton, said that the LP is the hottest thing in the country.

Motown LP Set-Up

• Continued from page 3

owned outside the label but distributed by Tamla-Motown, and Melody round out the complete set of lines distributed now by Apex - Martin. In Pittsburgh, Tamla has moved from Bill Lawrence's outfit to Fenway.

Another change has been made in the label's home city. In Detroit, the Tamla label has been moved from Johnny Kaplan's J-K Distributing to Arc.

tors for \$3.98, \$4.98, \$5.95 and \$6.95 suggested list LP's of the various labels offered through the club and said he was unable to compete with such club price as six LP's for \$1.89.

Volume—No Profit

H. Royer Smith, a Walnut Street dealer, said his volume increased in the years between 1960 and 1962 but according to his tax returns, the business operated on a no-profit basis during those years. Like all other dealers questioned, Smith said he could not purchase the various labels involved at \$1, \$1.20, or \$1.50 per record.

Columbia counsel hammered away at another point throughout the testimony, to the effect that all clubs, not only Columbia, are competition for dealers, as are discounters such as Goody's and Korvette's.

Several witnesses, under Sokolow's questioning said that they operate their own record clubs with a free record offer. They admitted that the free record idea was an inducement to added sales.

David Marlitz of Empire Record Shops, after outlining the damage to his operation done by the Columbia Club, named a series of his best selling LP's on the various labels in the club and was reminded in each case that the record was a club offering.

Each dealer witness in turn, was also asked by Columbia counsel (in an obvious reference to what the club does) whether he advertised extensively, whether he sold records on credit and whether he had problems of bad debts and returned records.

Also testifying were Pasqual Rossi, Alex A. Gettlin, Inc.; Raymond Hyman, Omega Music, Inc.; Jack Jolley, Jolley's, and Henry Pitkow of Bond Radio. Scheduled for testimony Friday (8) were Mercury Records President, Irving Green, and Bill Barwis, a local dealer.

Leon C. Hartstone Quits London

• Continued from page 3

general manager as well. Walt Maguire continues as manager of the London American group labels, while Joe Bott continues in charge of London and London International labels. Leo Hofberg is being moved from the Richmond Division to assist Bott.

Herb Goldfarb, distribution manager, will now also take over all sales of the Richmond Division. Sales administration and production are being handled by Marty Wargo.

Boston Stay

Hartstone actively operated Mutual Distributors in Boston prior to coming to London in New York in 1950 as director of finance, production and administration. In 1953 he was named sales director and became vice-president in charge of sales in 1957.

In recent years, Hartstone had become increasingly active in the product end of the business, in addition to his sales responsibilities, and in line with this, he made frequent visits to England.

He set up the first American distribution deals for London with Pye, Oriole and Fontana.

Low-Price Lines

It was also Hartstone who started in London's low-price Richmond and Telefunken lines, which were announced in 1958, at the same time the firm made its stereo plunge. Richmond was

ANGEL 1-FOR-2 ON 'WIDOW'

HOLLYWOOD — Capitol is offering a one-for-two plan behind Angel's new double-LP recording of "The Merry Widow" whereby dealers will receive a free package for each two they purchase.

The operetta has been an old-timer in the Angel catalog but was rerecorded with Elisabeth Schwarzkopf and a name cast. Deal will be in effect through February 28.

Point of sale material includes reprints of Angel's "Merry Widow" ad in High Fidelity magazine.

MITCH SAYS:

Titles Growing Out of Control

ST. PAUL—Mitch Miller will soon introduce a discography listing all the song titles in his 17 sing-along albums, as a sales stimulant and guide for record dealers and because there are too many titles.

In an interview here, Miller, featured at the St. Paul Winter Carnival said that no recording artists ever have had this problem before.

"But we are finding that with so many songs out in all our albums, the public may no longer be certain which records they have. After they get half a dozen records, it is hard for them to recall whether they have a particular song," he said.

The discography, in pamphlet form, to be offered free at dealers, will list alphabetically all the titles recorded and identify the album containing them.

The listing will also be a direct aid to dealers, Miller said, because they frequently are asked for a specific song and "are never quite sure whether they have this album or not."

The total result should be even further increased sales, he added.

CMA to Take Look at C&W Air Programs

NEW YORK—Country Music Association executive director Jo Walker announced plans for an executive survey of radio stations in the U. S. and Canada at the recent meeting of the association in New York City.

The survey, which will begin immediately, will be used by the CMA in continuing its promotion of country music. Questionnaires researching country music programming will be mailed immediately, Mrs. Walker said.

Fifteen directors and six officers—including CMA president Gene Autry and CMA board chairman Wesley Rose—attended the CMA's first-quarter meeting at the Savoy-Hilton.

After results are in, a mailing of 5,000 radio kits is planned before March 1. The kits will contain sales and promotion aids.

Plans for the association's fifth anniversary banquet were also discussed. The banquet—which has been a sellout affair in recent years—will again be held in Nashville during National Country Music Week. Date of the banquet is pending the setting of a date for Country Music Week. Plans for this year's banquet call for a larger banquet hall to meet an anticipated attendance of more than 700.

A committee composed of Jim McConnell, chairman, and Bill Denny was appointed to handle banquet arrangements. Committee chairmen appointed for the promotion of Country Music Week are: Roy Horton, East; Steve Sholes, West, and Robert Pampe, Canada.

The next CMA meeting will be held in Hollywood in late April or early May.

WB Adds 5 New Artists

HOLLYWOOD—Warner Bros. Records last week expanded its artists' roster with the addition of five acts to its talent array, Bessie Griffin and the Pearls, Jacie Davis, comics Jim Coyle and Mel Sharpe, folk songstress Lynn Gold, and the Surfers, Hawaiian group.


Coyle and Sharpe team will make its disk debut in an LP of recorded interviews and marks the label's third entry in the comedy field, a facet of the disk business in which it has enjoyed considerable success with Bob Newhart and Allan Sherman.

Belle Barth

• Continued from page 3

deliberately breached the contract by failing and refusing to duly account for the recordings and make payments under the 1960 contract.

The complaint also claims that on or about October 23, 1961, she entered a deal with Roulette. She made "Belle Barth in Person at the Round Table." All defendants are offering the recordings for sale, and both have breached the contracts. The amounts she claims are due her are over \$10,000.

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Care, Feeding Talent Mulled by Trade Panel

NEW YORK—Talent took the spotlight as the key topic in the lead-off session of the NARAS and New York University sponsored 1963 "Symposium on the Art of Recording." The first class in the series was held at the RCA Exhibition Hall here Tuesday (5).

A panel of three leading disk executives discussed "Recording Date Preparations." It included Dave Kapp, moderator and president of Kapp Records; Jerry Wexler, president of Atlantic Records, and Chuck Seaton, prominent disk business lawyer. The series of nine panel discussions which will be given by other leading lights in the industry, is a sell-out and NYU has closed registration for the course.

Uppermost on the first panel discussion was the search and use of talent and material. In a sense, the discussion proved a helpful primer for those interested in entering the recording industry for many generalities and problems were touched.

Shorter Pacts

It was explained, for instance, that there is a growing trend among diskeries toward shorter contract lengths with young, unproven talent. Whereas contract duration with new talent once covered four to eight sides with options, the trend now is toward two to four sides with options. Options usually are of a one-year duration with such talent.

Wexler also noted various concepts of royalty and guarantee payments. He said that his firm generally starts an artist off with high potential with a 3 per cent royalty rate, graduated to 5 per cent over five years. Lawyer Seaton discussed the ins and outs of general contract legalities and also warned of some of the pitfalls in the infant contracts made with artists under 18 and in the 18 to 21 class. He also brought standard contract forms and AFTRA and AFM agreements which were given to attending students for home study.

Material the Key

Both Kapp and Wexler agreed that good material was at the basis of almost every hit, whether it be made by youngster or vet.

On copyrights, Seaton briefly explained the inadequacies of the 1909 copyright law.

The session was dotted with personal reflection and anecdote. And both Wexler and Kapp, as independent manufacturers, outlined some of the woes and the advantages of being an indie.

Highwaymen in Route Switch



THE BOYS

NEW YORK—The Highwaymen have moved to the recently formed international Talent Associates booking agency. The group, which records for United Artists and is personally managed by Ken Greengrass, moved to ITA from General Artists Corporation.

The Highwaymen are currently on an extensive college concert tour. The tour is slated to envelop 10 Western States including 28 colleges and universities. It began January 29 and ends February 24. On the following day they open a four-weeker at the hungry i in Frisco. UA has co-operated with the extended concert booking by releasing the lads' current album during the tour; it's called "March On" and includes the group's current single composed of the title tune and "Pretoria."

Toshiko Heads Home for Good

BOSTON — Toshiko and her husband Charlie Mariano left for their new permanent home in Tokyo Saturday (9). The Japanese-born modern jazz pianist and her alto-playing, American-born husband first flew to New York. Then they planned to move on to San Francisco, where they will record for the Fantasy label before enplaning for Tokyo.

The Toshiko-Mariano Quartet will tour Japan and Korea for two months and then drummer Al Heath and bassist Gene Cherico will return to the States.

The pianist and her husband will play in their own Tokyo night club. They will also record, run a jazz school and a TV series in Japan.

BIG SHOT

4 Seasons Get July Copa Date

NEW YORK — The Four Seasons have been signed to appear at the Copa here July 25. A spokesman for the group said that this is a big opportunity for the Seasons to bring their particular show business talents to the adult audience, and the group already is working on a special show for the Copa.

The Seasons are already building an act that includes both special and hit material. In fact, the hit material is included in a special parody of such hits as "Sherry" and "Big Girls Don't Cry." Built to appeal to adults as well as teeners, the special and standard material includes "Blues in the Night," "Brotherhood" and other such items. Special material has been created by Bill Heyer and Hank Beebe.

Before its Copa opening the group will appear in Wildwood, N. J., and Las Vegas. The group has also taken a month off to rehearse and drill for the new act. The group appears on the Steve Allen TV show this week.

Frost Dies, But Voice Will Live

NEW YORK — Robert Frost Pulitzer - prize - winning poet, died January 29 but his voice is expected to live on for a long while in the form of record albums.

One of the most active items in Caedmon's catalog is "Robert Frost Reading His Own Poetry," which has sold more than 100,000 copies to record collectors, schools, and the U. S. Information Agency, which has distributed copies in USIA libraries throughout the world.

A number of radio stations used excerpts from the album in salutes to Frost at the time of his death.

going strong with "In Dreams" on the Monument label, and Bobby Lord set for Atlanta show February 23.

Smiley Wilson has been named director of talent for the Wil-Helm Agency. He replaces Bob Neal who resigned last week to set up his own agency. Neal already set to book George Jones and Louvin Brothers.

Worth Seeing: Roy Acuff meeting Nashville Symphony conductor Harry Newstone, a

(Continued on page 12)

TV GUEST APPEARANCES BY RECORD TALENT

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

FEBRUARY 11-17
(All Times Eastern Standard)

MONDAY 11—SHELLEY BERMAN

The Verve comedy recording artist guests on the Merv Griffin show (NBC-TV, Monday through Friday, 2-2:55 p.m.). His current LP is "Personal Appearance," with a new album due to be released in the near future.

TUESDAY 12—HOMER AND JETHRO

The RCA Victor duo visits the Westinghouse tape-syndicated Steve Allen show. Their current LP is titled "Homer and Jethro."

WEDNESDAY 13—SANDY STEWART

Miss Stewart makes an appearance on the Merv Griffin show (NBC-TV, Monday through Friday, 2-2:55 p.m.). Her current hot Colpix single and album is "My Coloring Book."

THURSDAY 14—SKEETER DAVIS

RCA Victor's Skeeter Davis guests on the Dick Clark show (ABC-TV, 4-4:30 p.m.). Her hot chart single is titled "The End of the World."

THURSDAY 14—AL HIRT

Trumpeter Hirt entertains on the Andy Williams show (NBC-TV, 10-11 p.m.). His latest Victor single is "Pickin' Cotton" b.w. "Roman Nocturn."

THURSDAY 14—THE FOUR SEASONS

The Vee Jay recording group guests on the Westinghouse tape-syndicated Steve Allen show this night. Their current chart single is "Walk Like a Man."

SUNDAY 17—MAHALIA JACKSON

Miss Jackson sings selected spirituals on "Lamp Unto My Feet" (CBS-TV, 10-10:30 a.m.). The noted gospel singer has many albums available on the Columbia label.

SUNDAY 17—BLANCHE THEBOM

The Metropolitan Opera mezzo-soprano performs on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.). Her recordings are available on Columbia and Angel.

SUNDAY 17—JOHNNY MATHIS

Mathis entertains on the Ed Sullivan show (CBS-TV, 8-9 p.m.). His new Columbia single, "What Will Mary Say," is getting lots of action.

SUNDAY 17—BUD AND TRAVIS, AL HIRT, BING CROSBY

All perform on the Dinah Shore show (NBC-TV, 10-11 p.m.). Bud and Travis, back at Liberty, have numerous disks for that label; Al Hirt's on RCA Victor with a new RCA album titled "Our Man in New Orleans," and Crosby's list available on Decca is endless.

TALENT ON TOUR

EAST

Following are in New York: Johnny Mathis at the Copa for a two-weeker. . . . Gerry Mulligan is at the Village Gate February 15 and 16, and entertains the boys at West Point on February 17. . . . Lena Horne in at the Empire Room of the Waldorf-Astoria for a six-week engagement. . . . Sammy Davis Jr. headlines the Latin Casino in Camden, N. J., February 15-24. . . . Josh White plays campus of Alfred University, Alfred, N. Y., February 13.

SOUTH

Xavier Cugat and Abbe Lane in for a one-nighter at the Hotel Fontainebleau, Miami, on February 15. . . . Adam Wade at the Hampton House, same city, February 12. . . . All in Washington this week are: Jackie Mason headlines Casino Royal show February 14, 15 and 16. . . . Barbara Lynn starts at the Howard Theater February 15 for one week and the Ivy League Trio play a dance at the Mayflower Hotel on February 12.

(Continued on page 12)

TALENT TOPICS

NEW YORK

Cynical divorce lawyer around town who specializes in shedding show people says his action is away off. "Who's gonna get a divorce with the newspapers shut down?" he asks. . . . Not only did Bobby Darin write the liner for the Homesteaders' new Riverside album, "Railroad Bill," but he wrote it on a Western Union blank, aboard a train for the Coast and he telegraphed it back to New York just as he scribbled it, the press agent says. . . . Steve Addiss and Bill Crofut, Attorney General Kennedy's favorite folk artists for the work they did in tour of Asia and Africa, are in demand for television and radio and set for a college tour with Stan Getz. They're on Verve. . . . Are they running out of names for singing groups? One in Los Angeles calls itself The Group and currently at Downstairs at the Upstairs an act is called Three Young Men. Anybody thought of the Village No-Names? . . .

Bossa Nova daddy Joao Gilberto and Herbie Mann follow Lennie Bruce into Village Vanguard on Lincoln's Birthday. . . . Novel folk singing group, the 15-man Robert De Cormiers, in first appearance anywhere at the Bitter End. . . . Rumblyings that Peter Cook's "The Establishment," currently at The Strollers, too anti-Establishment even for New York, so Cook got "respectable" with a "What's My Line" booking. . . . Tommy Roe off to England March 9 for a month of radio and television things.

JACK ORR

NASHVILLE

Cedarwood's Jim and Dollie Denny are sunning in Virgin Islands after successful trip to BMI awards banquet earlier. . . . Good guy George Hamilton IV is now touring Iowa and Minnesota. He is set for the West Coast later this month, according to Acuff-Rose Artists Bureau. . . . Roy Orbison, currently

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.

STEVE ALAIMO (Checker)

PERSONAL MANAGER: Henry Stone. **BOOKING OFFICE:** Music Talent Associates. **BIRTHDAY:** December 6, 1940. **HOME TOWN:** Rochester, N. Y. **EDUCATION:** University of Miami. **HOBBIES:** Scuba diving, composing songs. **BACKGROUND:** Steve Alaimo was accepted to three different medical schools when he decided to make singing his career. While working with his own musical group called the Redcoats at the University of Miami, he became interested in blues: first as a guitar player, then as a singer. He began sitting in at local clubs and cutting records that gained recognition on a regional basis. Steve's first national break was on Dick Clark's "American Bandstand." Steve performed on the show as a singer and backed other artists with his musical group. Clark introduced Steve's recording of "I Want You to Love Me" on his show. Alaimo then took a job at a local distributor to learn the record business. At night he played club dates and during the Twist rage brought his group into the noted Miami Beach Eden Roc Hotel where he stayed for a six-month engagement, breaking all records.



LATEST SINGLE: Steve has finally hit the Hot 100 with his recording of "Every Day I Have to Cry."



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me my first #1 single. Sincerely,* *Steve Lawrence*


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TALENT TOPICS

• Continued from page 10

Britisher, backstage at the "Grand Ole Opry." Newstone, when introduced to the huge "Opry" audience, quipped, "I must admit I had heard of your 'Opry' before knowing of your symphony."

CINCINNATI

Local promoter Irv Weinhaus has Allan Sherman set for a single performance at Music Hall Tuesday night (12), with ducats pegged at \$5 top. . . . Count Basie shows his wares at the same spot February 22. . . . Jazz singer Mark Murphy returns to Mel Herman's downtown nitery, the Living Room, April 15 for a 30-day stretch. . . . Gardner Benedict, for many years band leader at the now-dark Beverly Hills Country Club, Southgate, Ky., is featured on the ivories at the Netherland Hilton's newly remodeled watering place, the Tappery. . . . Pianist Saul Striks, mending from his 13th operation following his plane crash three years ago, in which he was severely injured, has returned to his entertainment post at Stein's Hideaway, suburban nitery. Before his accident, Striks was for years with Somethin' Smith and His Redheads. **BILL SACHS**

HOLLYWOOD

Bob Wentworth (Jubilee) has been booked for an additional 12 weeks at Palm Spring's (Calif.) Tiki Club, following an initial two-week booking into the spot. While at the desert spa, he is also remaining active

in promoting his Jubilee LP, "An Evening to Remember," with plug appearances on Los Angeles radio and TV disk jockey shows.

Dean Martin has been signed to appear in Warner Bros. film, "Two for Texas," with Anita Ekberg and Gina Lollobrigida. . . . Big Tiny Little has been set for a three-week stand at Harrah's Tahoe, beginning March 7, after a three-week run at Harrah's in Reno, Nev. . . . Joannie Sommers has signed a three-year deal with the Diplomat Hotel, Hollywood, Fla., calling for one 10-day appearance each year. . . . Chad Mitchell Trio makes its debut in Utah when it opens Saturday (23) at the Terrace in Salt Lake City. **LEE ZHITO**

CHICAGO

It's a parting of the ways for Shelley Berman and his longtime manager, Harry Bell. . . . Barney Fields had the city's disk jockeys up to their ears in pizza last week. Fields was giving them away with copies of Lou Prohut's new ABC-Paramount disking "Sophia (Queen of the Pizzeria)." Al Jason wrote the tune. . . . Mark Russel came into Chicago for his first Mr. Kelly's appearance last week. . . . Eddie Arnold was among those honored by the Illinois Board of Private Employment Agencies at its banquet last week. He was cited for his "individualized and unique styling in the field of musical entertainment." Bonnie Kroll, recovered from a month-long bout with virus pneumonia,

TALENT ON TOUR

• Continued from page 10

ary 15 for the Georgetown University crowd. . . . The Lettermen make a concert appearance at Lycoming College in Williamsport, Va., on February 16.

MIDWEST

Cugie and Abbe at Palmer House, Chicago, February 16-March 8. . . . Stan Getz at University of Illinois auditorium for a one-nighter February 15. . . . Nina Simone vocalizes at the Sutherland Lounge, Chicago, February 13-24. Count Basie continues his series of one-nighters hitting this week Joliet, Ill. (Joliet Jr. College Auditorium); Greencastle, Ind. (DePauw University); Niles, Ill. (Nile Township H. S. East Auditorium); four nights in Chicago (Palmer House, Music Hall, Holiday Ballroom North, Club Laurel) on February 11, 12, 14, 15, 16, 17 and 18.

took him on the promotion rounds. . . . Signed with New Jazz is Pony Poindexter who provides the musical backing for Lambert, Hendricks and Pavan. First release, a.&r.d by Eliot Mazer, will include pop hits of yesteryears. . . . Barbara Allison, secretary to Jordan Ross, show business attorney and personal manager, was in a four-car auto accident recently. Barbara picked up lots of cuts and bruises, but no serious injuries. . . . A Polka Festival, slated for February 22 at the Aragon here, will feature four Jay Jay Record Company bands: Eddie Zima, Johnny Hizny, Tony Omerzo and Little Wally. **NICK BIRO**

WEST

In Las Vegas, Nev., this week: Leroy Van Dyke at the Mint through February 21. . . . Teddy Randazzo at the Thunderbird for an indefinite engagement. . . . Pat Boone headlines the Sahara February 12-March 11. . . . Dizzy Gillespie swings at the Black Hawk, San Francisco, through February 24. . . . Rex Allen in for a one-nighter at the Minneapolis Municipal Auditorium, Minneapolis, on February 16 and another one-night stand on February 17 in Des Moines at the KRNT Theater. . . . The Smothers Brothers continue their series of one-nighters at Skokie, Ill. (Niles Township High School); Fairfield, Iowa, (Parson College); St. Peter, Minn. (Augusta Adolphus College); St. Paul, Minn. (University of Minn.), on February 11, 13, 14 and 15. . . . Bobby Darin in for a 12-day stand at the Coconut Grove starting February 20. . . . Patrice Munsel sings the leading role in the "Merry Widow" at the St. Paul Civic Opera Company, St. Paul, for the week starting February 11.

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 16

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		HEY PAULA	By Hildebrand—Published by LeBill-Marbill (BMI)	5
2		WALK RIGHT IN	By Darling-Svanoe—Published by Ryerson (BMI)	5
3	6	WALK LIKE A MAN	By Crewe-Gaudio—Published by Saturday-Gavadema (ASCAP)	3
4	7	RUBY BABY	By Lieber-Stoller—Published by Tiger (BMI)	3
5	10	RHYTHM OF THE RAIN	By Gummoe—Published by Sherman-DeVorzon (BMI)	3
6	3	THE NIGHT HAS A THOUSAND EYES	By Weisman-Wayne-Garrett—Published by Blen-Mabs (ASCAP)	8
7	12	FROM A JACK TO A KING	By Miller—Published by Dandelion (BMI)	4
8	8	YOU'VE REALLY GOT A HOLD ON ME	By Robinson—Published by Jobete (BMI)	5
9	4	LOOP DE LOOP	By Vann-Dong—Published by Tobi-Ann & Vann (BMI)	6
10	5	UP ON THE ROOF	By Goffin-King—Published by Aldon (BMI)	8
11	18	HE'S SURE THE BOY I LOVE	By Mann-Weil—Published by Aldon (BMI)	3
12	9	MY COLORING BOOK	By Ebb-Kander—Published by Sunbeam (BMI)	5
13	21	YOU'RE THE REASON I'M LIVING	By Darin—Published by Adaris (BMI)	3
14	24	LITTLE TOWN FLIRT	By Shannon-McKenzie—Published by Vicki-McLaughlin (BMI)	5
15	23	WILD WEEKEND	By Shannon-Todaro—Published by Shan-Todd & Tupper (BMI)	2
16	11	GO AWAY LITTLE GIRL	By Goffin-King—Published by Aldon (BMI)	11
17	17	FLY ME TO THE MOON—BOSSA NOVA	By Howard—Published by Almanac (ASCAP)	3
18	19	MAMA DIDN'T LIE	By Mayfield—Published by Curtom (BMI)	2
19	13	HALF HEAVEN—HALF HEARTACHE	By Schroeder-Gold-Goehring—Published by Arch (ASCAP)	6
20	—	BLAME IT ON THE BOSSA NOVA	By Mann-Weil—Published by Aldon (BMI)	1
21	27	SEND ME SOME LOVIN'	By Price-Marascalco—Published by Venice (BMI)	2
22	29	CALL ON ME	By Malone—Published by Lion (BMI)	2
23	14	IT'S UP TO YOU	By Jerry Fuller—Published by Four Star (BMI)	8
24	20	MY DAD	By Mann-Weil—Published by Aldon (BMI)	9
25	25	CINNAMON CINDER	By Regan—Published by Algrace (BMI)	4
26	—	WHAT WILL MARY SAY	By Vance-Snyder—Published by Elm Drive (ASCAP)	1
27	22	I SAW LINDA YESTERDAY	By Lee-Reynolds—Published by Jack (BMI)	7
28	30	LOVE (Makes the World Go 'Round)	By Anka—Published by Spanka (BMI)	2
29	15	TELL HIM	By Bert Russell—Published by Mellin (BMI)	9
30	—	CAST YOUR FATE TO THE WIND	By Guaraldi—Published by Friendship (BMI)	1

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.

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- HEY PAULA—Paul & Paula Phillips 35017.
- WALK RIGHT IN—Moments, Era 3099; Rooftop Singers, Vanguard 35017.
- WALK LIKE A MAN — Four Seasons, Vee Jay 485.
- RUBY BABY—Dion, Columbia 42662; Drifters, Atlantic 1089.
- RHYTHM OF THE RAIN — Cascades, Vallant 6026.
- THE NIGHT HAS A THOUSAND EYES—Bobby Vee, Liberty 55521.
- FROM A JACK TO A KING—Ned Miller, Faber 114.
- YOU'VE REALLY GOT A HOLD ON ME — Miracles, Tamla 54073.
- LOOP DE LOOP—Johnny Thunder, Diamond 129.
- UP ON THE ROOF — Drifters, Atlantic 2162.
- HE'S SURE THE BOY I LOVE — Crystals, Philles 109.
- MY COLORING BOOK—George Chakiris, Capitol 4892; Kitty Kallen, RCA Victor 8124; Sandy Stewart, Colpix 669; Barbara Streisand, Columbia 42648.
- YOU'RE THE REASON I'M LIVING—Bobby Darin, Capitol 4897.
- LITTLE TOWN FLIRT — Del Shannon, Big Top 3131.
- WILD WEEKEND — Rebels, Swan 4125.
- GO AWAY LITTLE GIRL — Steve Lawrence, Columbia 42601.
- FLY ME TO THE MOON — BOSSA NOVA — Eydie Gorme, ABC-Paramount 10383; Joe Harrell & His Ork, Kapp 497; Tony Martin, Dot 16361; Mark Murphy, Riverside 4526; Susan Rafey, Kapp 382; Felicia Sanders, Decca 31335; Rhoda Scott Trio, Tru Sound 418; April Stevens, Imperial 5907.
- MAMA DIDN'T LIE—Jan Bradley, Chess 1845; Fascinations, ABC-Paramount 10387.
- HALF HEAVEN — HALF HEARTACHE — Gene Pitney, Musicor 1026.
- BLAME IT ON THE BOSSA NOVA—Eydie Gorme, Columbia 42661.
- SEND ME SOME LOVIN' — Sam Cooke, RCA Victor 8129.
- CALL ON ME—Bobby Bland, Duke 360.
- IT'S UP TO YOU—Rick Nelson, Imperial 5901.
- MY DAD—Paul Petersen, Colpix 663.
- CINNAMON CINDER—Cinders, Warner Bros. 5326; Pastel Six, Zen 102.
- WHAT WILL MARY SAY — Johnny Mathis, Columbia 42666.
- I SAW LINDA YESTERDAY—Dickey Lee, Smash 1719.
- LOVE (Makes the World Go 'Round)—Paul Anka, RCA Victor 8115.
- TELL HIM — Exciters, United Artists 244; Ed Townsend, Liberty 55516.
- CAST YOUR FATE TO THE WIND—Martin Denny, Liberty 55514; Vince Guaraldi Trio, Fantasy 563.

MUSIC AS WRITTEN

UCLA Course on Disks

Paul Tanner, of the UCLA music department faculty in Westwood, Calif., is mapping a course and series of lectures devoted to the disk industry, a development inspired by the local chapter of the National Academy of Recording Arts & Sciences. Paul Weston and other NARAS representatives conducted meetings on the subject with Dr. Robert Haas of University Extension, Department of Arts and Humanities at UCLA. The course and lecture series will be started during the coming fall semester.

Milton Karle is handling Eastern promotion for the Roosevelt Music title "Gentleman Jim" recorded by Bert Kaempfert on Decca. . . . Capitol Library Services has announced that its recorded music for slide film will be available at lower costs. . . . Johnson Records is distributing the LP "Night Train of Oldies" released on the Arrawak label. . . . Sammy Cahn and Jimmy Van Huesen have been signed to write the music for "The Wheeler Dealers" film which goes into production February 18. JACK MAHER

CHICAGO

Walter Jagiello, president of Jay Jay Records here, has started a new label, Drum-Boy Records. Staff will include Jagiello, president; Jeannette Nalazny, charge of distribution; Hank Sloper, a.&r., and Jack Lewis, Illinois sales. . . . Dan Rankin, formerly veteran salesman with Mercury, has joined Seymour Greenspan and Jack White's Summit Distributing Company here. . . . The skiing bug has bitten Bill McCloud—he's off to Aspen with his wife for two weeks in March. . . . Art Keith is the new record buyer at Allied Radio, replacing Irv Falk, who left two weeks ago. Keith was formerly manager of Allied's Voice of Vision Store on Rush Street. . . . Joe Kukolla has joined RCA Victor's sales staff here. He'll handle the upper Illinois area. . . . Star Sanders is back as head record buyer for Marshall Fields, replacing Marianne Ploetz. . . . Betty Andrews, formerly with Polk Brothers and Hudson Ross, has been named head record buyer of Shoppers' World discount chain in Chicago. . . . Take Ten Records here just added Dean DiBrito to its administration and promotion staff. NICK BIRO

Distrib Helps Parish

John F. O'Brien, of the Milwaukee distributing firm of the same name, comes in for a good-deed vote for the work he did to assist Father Edward G. Sippel, curate of St. Theresa parish of Milwaukee. O'Brien was instrumental in getting U.A.'s Mike Clifford and the disk jockey crew from WRIT headed by program director Lee Rothman for a benefit at the parish house.

NEW YORK

It's official. Don Owens, together with the "First Family" team of Earle Doud and Bob Booker, have formed the Don Owens Management Corporation here. . . . Joe Cerami and Kirk Potter are celebrating their first year in the Chi distrib house of Potter Distributing. . . . Eddie Heller has signed Lenny and the Continentals and Sue Kenny for his Tribute label. Lenny and the Continentals are currently at the San Su San nitery on Long Island.

The International Music League holds its music festival at the Sheraton Gibson Hotel in Cleveland March 9 and 10. . . . The International Music Men's Club will have Dr. S. M. Stewart, director-general of the International Federation of the Phonographic Industry of London as guest at a coming meeting. Ozzie Venzor, former manager at the Sun Land Supply, Phoenix, plans to open a firm with Buck Stapleton. The new company will be called Phoenix Record Sales.

Periscope Music and Periscope Records have been formed by Ed Hurvitz, who is also the national promotion manager for the firms in Boston. He is looking for songs and masters. . . . The Elliot Lawrences had their fourth child last month. New daughter's name is Mariana. . . . The Penguins' record of "Earth Angel," on Dootone, was accidentally left out of the million seller listing which ran in the "Who's Who in the World of Music" last month.

CIRCA distributing firm will release and distrib the new Ike and Tina Turner labels, Sony and Teena. First Sony release is "Lonely Soldier" by Bobby John. On Teena, the Ikettes with Robbie Montgomery are featured in "Crazy in Love." . . .

HOLLYWOOD

Fred Astaire's Ava Records has acquired disk rights to the original sound track of the Elmer Bernstein "To Kill a Mocking Bird" Universal-International film. . . . Bill May will score United Artist's "Johnny Cool." . . . Zeke Strong has formed his own label, Progress Records, and will serve the firm as a.&r. producer. Initial distribution deal set is with Target Distributing here. Firm is rhythm and blues.

Jimmy Wakely's Shasta label has signed harmonica virtuoso Jerry Adler (brother of Larry) and is releasing an LP of mouth-organ music titled "A Handful of Blues." . . . Lee Newman, head of the newly formed Sarjo label, named Mike Cascio as New York representative for the label and Newman's publishing firm.

Lee Young last week signed Nellie Lutchter to a three-year recording contract for his Melic Records label. She cut her first Melic session last week. Other artists on Melic are Dorothy Donnigan and Charles Perry. LEE ZHITO

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COUNTRY MUSIC

COUNTRY MUSIC CORNER

Ott Devine, manager of WSM's "Grand Ole Opry," announces the signing of Columbia artist Marion Worth as an "Opry" regular. Marion's hubby, Happy Wilson, is deejay at WENO, Madison, Tenn. . . . Smiley Wilson is the new director of talent for the Wilhelm Agency, Nashville, succeeding Bob Neal, who left recently to form his own firm, with headquarters in the Tennessee city. . . . Al Rogers and His Rocky Mountain Boys are routed for Colorado Springs, Colo., February 16-17; Hereford, Tex., 22; Lubbock, Tex., 23, and Amarillo, Tex., 26. Al still spins 'em at KBUY, Amarillo.

Jay Hoffer, manager of KRAK, Sacramento, Calif., reports that as a result of the success enjoyed by the station with its first two country music shows, plans have been made to bring Marty Robbins, Sheb Wooley, Marion Worth, Mac Wiseman, Claude Gray and George Jones to Memorial Auditorium, Sacramento, March 28. . . . Tomcat Music Publishing Company and KaSh Records, owned by Clyde Beavers and Tom Reeder, have opened an office at 726 16th Avenue, South, Nashville. . . . Donald (Duke) Larson has launched his new label, Redcoat Records, with offices in Hollywood and Minneapolis.

John McKenzie, president of the British Country Music Society, Gloucestershire, England, plans a trip to Nashville in July, accompanied by his fiancée, Carol Dickinson. McKenzie had planned to make his first visit to Nashville in November in time for the annual WSM Country Music Festival, but personal difficulties beyond his control thwarted the plan. McKenzie reports that the American-sponsored show, "It's Country Music Time," has just concluded a six-month air run but plans are afoot for it to return soon on another British network. A second English country music show, "The Country Express," is now aired 40 minutes twice weekly and is currently No. 6 in the ratings, McKenzie says. John puts in a plea for programming material for the shows, and would especially like to hear from Columbia and Decca. In a poll recently conducted by McKenzie among his listeners to determine their country music favorites, the results were as follows, in order: Hank Williams, Hank Snow, Webb Pierce, Jim Reeves, Flatt and Scruggs, Slim Whitman, Marty Robbins, Eddy Arnold, Don Gibson and Pete Drake.

The opinions expressed by Bob Richards in his Skeptic in the Desert column in a recent issue of The Las Vegas Review-Journal, ignited a fuse of wrath among western music lovers in the area, according to Virginia Rutledge, secretary of the Judy Lynn Enterprises, with headquarters in Las Vegas. In a yarn

headed "Eastern Western Music, Git Along and Die," Richards lambasted the daylights out of western music and its singers. According to Miss Rutledge, the Richards piece stirred up much controversy and resulted in the newspaper receiving an avalanche of protests from its western-music-loving readers.

The jumping cowboy singing-yodeler, Kenny Roberts, now in his fifth month on WNEB-TV, Saginaw, Mich., where he does a daily hour-long show beginning at 4:30 p.m., reports that the latest Nielsen rating pegs him as the top-rated show in the area. Kenny's daily format comprises country songs and yodeling, backed by his own guitar playing; an occasional country or pop record with a Nashville sound, and cartoons with a live audience of kids. In addition to his TV work, Kenny still makes frequent appearances on "World's Original Jamboree" on WWVA, Wheeling, W. Va. Roberts invites deejays to write him for a sample of his new Bethlehem release, a novelty called "Cheer Up."

Charlie Moore and Bill Napier, who present five noon-time shows weekly on WJHG-TV, Panama City, Fla., and a Tuesday night show on WEAR-

TV, Pensacola, Fla., are sporting a new Bethlehem release coupling "Country Twist" and "Sing Along With Mitch." King Records is handling distribution. Deejays needing a copy may write the boys at the Panama City station. . . . The Magnolia Playboys, new bluegrass group, has just signed a recording pact with Gene Williams' Cotton Town Jubilee label.

Curtis Artists Productions, Goodlettsville, Tenn., announces the following bookings: Ernest Tubb and His Texas Troubadours, Chickashaw, Okla., February 14; Tulsa, Okla., 16; Murphy, N. C., 22; Columbus, Ohio, 23, and New Boston, Ohio, 24; Jim Reeves and the Blue Boys, Ashland, Ohio, February 15; St. Louis, Mo., 16; Davenport, Ia., 17; Muskegon, Mich., 22; Lansing, Mich., 23, and Saginaw, Mich., 24; Buck Owens and the Buckaroos, Yuma, Ariz., February 15; Dallas, Tex., 23; Charlie Walker, Wichita Falls, Tex., February 16; Willie Nelson, McAlester, Okla., February 26; Houston, Tex., 27; Leon McAuliff, Copan, Okla., February 19, and Navasota, Tex., 23. . . . Ferlin Husky and His Hushpuppies, current through February 17 at the Livestock Show and Rodeo in San Antonio, follow with a two-week tour of Japan, Okinawa and Hawaii, set by the Hubert Long office, Nashville.

WITH THE COUNTRY JOCKEYS

Jimmy Logsdon, who whirls the country wax on WCKY, Cincinnati, long considered one of the nation's top country music stations, had as recent guests on his "Jamboree" the Stanley Brothers, who were in Cincy to cut a new album of folk songs for King Records, and Mac Wiseman, Capitol artist, who stopped off to plug his new waxing, "Wild Fire." Unusual success has been enjoyed by Logsdon with his Guitar Giveaway Contest which was initiated January 14 and which winds up February 16. The contest carries a spot on Logsdon's nightly "Jamboree" seg and to date has chalked up more than 100,000 entries from almost every State, as well as Bermuda and Canada. A guitar is given away to a winner every night, Monday through Saturday.

Tom Baines, now spinning country two hours daily on WDEH, Sweetwater, Tenn., puts out a call for country, gospel and bluegrass releases. He reports that RCA Victor is co-operating, but he is having difficulty getting service from Columbia, Decca and Capitol. . . . Biff Collie, country deejay at KFOX, Long Beach, Calif., has engaged the services of Don Sessions to promote his Rusty Production C.&W. Jingle Package and tape-show bit to radio stations. Individually produced for each station, the jingle package is already in use at WENO, WACL, WYZE, KATN, KUZU,

CFCW, WQIK, KARA and other country operations, Collie reports. KFOX's current pick record, Bill infos, is Little Jimmy Dickens' "Running Into Memories of You."

Jim (Slim Jimmy) Clemens, who made his debut as a country jock some 18 months ago with a Wednesday night show on KTOE, Mankato, Minn., has boosted the station's listeners and sales, with the result that he has recently kicked off a second country music show on Sunday nights. A novice at country music when he made his first KTOE airings, Clemens has since devoted much time to mastering the trade. He promoted two "Grand Ole Opry" shows on his own in Mankato during the past year, and has already contracted with the Jim Denny office to bring in another country package in the spring. To better acquaint himself with the country music field, Slim Jimmy made the recent Nashville country music festival, footing all expenses himself.

Sample copies of Barnell Miller's new Salem release, "Chickahominy Joe," said to be kickin' up a bit of a stir in the West Virginia sector, are available by writing on your station letterhead to Joanne Harrison, Box 27, Man, W. Va. . . . F. L. (Did) Dwyer, the cowpoke from up Boston way, is now serving as working manager at KCCL-Radio, Paris, Ark., offering three hours of country music a day,

Billboard

HOT COUNTRY SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 2/16	Weeks on Chart
1	2	DON'T LET ME CROSS OVER	11	
		Carl Butler, Columbia 42593		
2	1	BALLAD OF JED CLAMPETT	11	
		Lester Flatt & Earl Scruggs, Columbia 42606		
3	3	RUBY ANN	11	
		Marty Robbins, Columbia 42614		
4	4	SECOND HAND ROSE	9	
		Roy Drusky, Decca 31443		
5	7	FROM A JACK TO A KING	8	
		Ned Miller, Faber 114		
6	5	T FOR TEXAS	10	
		Grandpa Jones, Monument 801		
7	8	DOES HE MEAN THAT MUCH TO YOU?	11	
		Eddy Arnold, RCA Victor 8102		
8	6	SING A LITTLE SONG OF HEARTACHE	15	
		Rose Maddox, Capitol 4845		
9	9	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND	11	
		Porter Wagoner, RCA Victor 8105		
10	12	I TAKE THE CHANCE	8	
		Ernest Ashworth, Hickory 1189		
11	17	END OF THE WORLD	9	
		Skeeter Davis, RCA Victor 8098		
12	10	HELLO TROUBLE	13	
		Orville Couch, Vee Jay 470		
13	22	YOU'RE FOR ME	8	
		Buck Owens, Capitol 4872		
14	13	DOWN BY THE RIVER	9	
		Faron Young, Capitol 4868		
15	11	I'VE GOT THE WORLD BY THE TAIL	7	
		Claude King, Columbia 42630		
16	16	CAN'T HANG UP THE PHONE	4	
		Stonewall Jackson, Columbia 42628		
17	21	ROBERT E. LEE	4	
		Ott Stephens, Chancellor 107		
18	27	THE WAY IT FEELS TO DIE	4	
		Vernon Stewart, Chart 501		
19	19	NOT WHAT I HAD IN MIND	2	
		George Jones, United Artists 528		
20	-	SHAKE ME I RATTLE (Squeeze Me I Cry)	2	
		Marion Worth, Columbia 42640		
21	24	MR. HEARTACHE, MOVE ON	5	
		Coleman O'Neal, Chancellor 108		
22	-	KENTUCKY MEANS PARADISE	4	
		Glen Campbell & the Green River Boys, Capitol 4867		
23	23	FADED LOVE	5	
		Leon McAuliff, Cimarron 4057		
24	26	IS THIS ME?	2	
		Jim Reeves, RCA Victor 8127		
25	14	BAYOU TALK	8	
		Jimmy "C" Newman, Decca 31440		
26	29	ALL GROWN UP	2	
		Johnny Horton, Columbia 42653		
27	15	WALL TO WALL LOVE	15	
		Bob Gallion, Hickory 1181		
28	-	BETTER TIMES A COMIN'	4	
		Roy Godfrey, Sims 130		
29	-	IN THIS VERY SAME ROOM	3	
		George Hamilton IV, RCA Victor 8118		
30	-	LEAVIN' ON YOUR MIND	1	
		Patsy Cline, Decca 31455		


five days a week, with the assistance of another jock. A new Saturday country music seg, running from 6 a.m. sign-on until 3:59 p.m., made its debut January 19 and has proved so successful, according to Dwyer, that it will be the station's regular format from now on. Dwyer says that KCCL is still lacking in country releases as a result of the fire which destroyed the station just a year ago, and asks that artists and diskeries keep the records coming.

Skip Slagle left WQUA, Moline, Ill., January 28 to move into the noon to 4 p.m. slot at KFDI, 10,000-watt, all-country station at Wichita, Kan., covering all of Kansas plus a portion

of Oklahoma, Arkansas, Missouri and Nebraska. He invites country acts to pay him a visit when in the area.

GOOD GOLLY MISS MOLLY
b/w
I CAN'T TRUST ME
(In Your Arms Anymore)
JERRY LEE LEWIS
Sun #382
SUN RECORDS
639 Madison Memphis, Tenn.

Richard Chamberlain
MGM K-13121



A SOLID SMASH HIT!
"ALL I HAVE TO DO IS DREAM"
c/w HI-LILI, HI-LO



BOOTS RANDOLPH

"YAKETY SAX"

ON
ALL
CHARTS

Monument

RECORDS
Hendersonville, Tennessee

R & B ROUNDUP

By NICK BIRO
(Chicago office)

Rodney Jones is definitely leaving WYNR to join Leonard Chess' WHFC here, as was first rumored in this column February 2. . . . Tamla-Motown's all-star review was SRO during its recent Brevoort Theater stint in Brooklyn. It broke an attendance record previously set by Jackie Wilson. Home for a cutting session now, the troop includes: the Miracles, Marvelettes, Mary Wells, the Contours, Marvin Johnson, the Supremes and Little Stevie Wonder. . . . Of the five awards given by BMI to Jchete Music, Tamla - Motown affiliate, two belong to Bill (Smokey) Robinson, lead singer with the Miracles. Bill seems well on his way to some more awards this year. He's the writer for Mary Wells' "Two Lovers" and the Miracles' "You've Really Got a Hold on Me." They've

been one and two on Billboard's r.&b. chart for weeks.

RCA Victor artists, the Grandison Singers, aren't quitting Gospel, but they're adding rhythm and blues to their repertoire. . . . Cortland Records' Star Brothers of "Don Juan" fame kicked off an Eastern tour with a record hop in Pittsburgh. They'll also hit Cleveland, New York, Baltimore and Miami. . . . Chicago's Sid McCoy renewed his Pet Milk contract for Showcase, syndicated interview show, at a good salary hike. And congrats to you Sid. . . . Bobby Bland swings eastward after 26 successful one-nighters on the West Coast. . . . Miss Flora Hutchins is the new promotion gal for Duke and Peacock in Memphis. . . . New talent at Duke and Peacock include: pretty little Sandra Kays, currently recording in New York; Peggy and Bob, a swingin' husband and wife guitar-playing and singing duo; and Miss Jo Ann Courcy, a cute little thrush with a versatile range. . . . Potter Distributing, big r.&b. outlet in Chicago, has added "Kiddie Korner," new kiddie line, and Trans-American, described by John Muse as a "way-out r.&b. label." First release is "Do Do Da Day," by Aki Aleong. Potter's Joe Cerami is just back from a New York trip and the distributorship is looking for more r.&b., religious and jazz lines.

HOT RUMOR MILL: Vee Jay Records may take on national distribution for Bobby Robinson's Fire and Fury labels. They've been the source for such hits as "Kansas City," Wilbur Harrison; "Ya Ya," Lee Dorsey; "I Need Your Lovin'," Don Gardner and Dee Dee Ford.

English Firm Snags 4 Star

HOLLYWOOD — England's Sir Edward Lewis, visiting here last week, concluded a five-year deal whereby his Palace Music Company, Ltd., will handle overseas licensing for the catalogs in the Four Star group of music publishing firms. Palace will represent the Four Star group throughout the world with the exception of the Western Hemisphere, Japan and Australasia.

Agreement was concluded between Lewis and Four Star's Joe Johnson and Bernie Solomon. Companies in the Four Star operation include Four Star Sales Company, Golden West, Jat Music, Weiss & Barry, Wallace Fowler Publishing Company and Taj. Portions of the Western Music catalog is included in the deal with Sir Edward. All firms are BMI with the exception of ASCAP affiliates, Taj and Western Music.

**2d FEATURE:
'THE LONG VOYAGE HOME'**

SAN FRANCISCO—A preview of a motion picture on the problems of alcoholism shown in a bar to deejays and newspapermen was the unique promotion sponsored here by the local RCA Victor record distributor for the label's "Our Man in Hollywood" album.

Charles Dier, promotion manager, and Mike Young, newly named manager of the record department, staged the advance showing Jan. 31 of Paramount's "Days of Wine and Roses" in the Tiddly Bar, which happens to be owned by a prominent local disk jockey, Jack Carney of KSFO, Henry Mancini is responsible for the background music, which became the album.

The A. H. Meyer Company, which handles distribution of all RCA Victor products in Northern California and the Pacific Northwest, also staged a unique method of inviting the media men: a Paramount model, appropriately scantily dressed, visited each man individually and presented him with a rose, a bottle of wine, to which was attached an invitation to the preview. Albums and singles were distributed in advance to the radio stations.

Sherman Adds MGM House

HOLLYWOOD—Veteran Los Angeles distributor Al Sherman last week launched his third distribution operation here, S&S Music House, Inc., in conjunction with Bernie Silverman. It will be devoted exclusively to all MGM-distributed lines. Silverman resigned his post as West Coast sales manager for MGM-Verve to join Sherman in the venture.

Sherman will continue to run his two other distribution operations here, Record Sales, and Big Town, as separate entities, making him the first in the area with three individual disk distributorships.

With the establishment of S&S to handle all the labels in the MGM combine, Deutsche Gramophon is being turned over the new distributing firm as well as Verve. S&S will get the DGG line for the three Coast States, covering those markets out of its Southern California base.

Sherman had lost Verve a year ago when MGM embarked on a policy of having separate distributors handle Verve and MGM. S&S will distribute Cub, MGM, Verve, Deutsche Gramophon, Fred Astaire's Ava label, Dick Peirce's Charter (CRC), Vesuvius, and Charlie Parker Records.

Billboard HOT R&B SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 2/16	Weeks on Chart
1	2	YOU'VE REALLY GOT A HOLD ON ME	8	
		Miracles, Tamla 54073		
2	1	TWO LOVERS	11	
		Mary Wells, Motown 1035		
3	8	HEY PAULA	3	
		Paul & Paula, Philips 40084		
4	5	THAT'S THE WAY LOVE IS	5	
		Bobby Bland, Duke 360		
5	7	WALK RIGHT IN	4	
		Rooftop Singers, Vanguard 35017		
6	9	LOOP DE LOOP	5	
		Johnny Thunder, Diamond 129		
7	3	HOTEL HAPPINESS	11	
		Brook Benton, Mercury 72055		
8	16	CALL ON ME	3	
		Bobby Bland, Duke 360		
9	10	MAMA DIDN'T LIE	3	
		Jan Bradley, Chess 1845		
10	4	UP ON THE ROOF	11	
		Drifters, Atlantic 2162		
11	13	TELL HIM	9	
		Exciters, United Artists 544		
12	25	SEND ME SOME LOVIN'	2	
		Sam Cooke, RCA Victor 8129		
13	14	THE NIGHT HAS A THOUSAND EYES	7	
		Bobby Vee, Liberty 55521		
14	11	DON'T MAKE ME OVER	6	
		Dionne Warwick, Scepter 1239		
15	20	RAINBOW	2	
		Gene Chandler, Vee Jay 468		
16	23	RUBY BABY	2	
		Dion, Columbia 42662		
17	26	WALK LIKE A MAN	2	
		Four Seasons, Vee Jay 485		
18	15	STRANGE I KNOW	8	
		Marvelettes, Tamla 54072		
19	6	YOU ARE MY SUNSHINE	11	
		Ray Charles, ABC-Paramount 10375		
20	12	ALL ABOUT MY GIRL	3	
		Jimmy McGriff, Sue 777		
21	29	SHAKE SHERRY	3	
		Contours, Gordy 7012		
22	22	HITCH HIKE	2	
		Marvin Gaye, Tamla 54075		
23	18	HE'S SURE THE BOY I LOVE	4	
		Crystals, Philles 109		
24	-	IT'S UP TO YOU	1	
		Rick Nelson, Imperial 5901		
25	-	MY DAD	5	
		Paul Petersen, Colpix 663		
26	21	PUDDIN' N' TAIN	2	
		Alley Cats, Philles 108		
27	27	YOU'RE GONNA NEED ME	5	
		Barbara Lynn, Jamie 1240		
28	30	YOU'RE THE REASON I'M LIVING	2	
		Bobby Darin, Capitol 4897		
29	-	GO AWAY LITTLE GIRL	6	
		Steve Lawrence, Columbia 42601		
30	17	EVERYBODY LOVES A LOVER	7	
		Shirelles, Scepter 1243		

Johannesburg Firm Signs Jim Reeves For Flicker Role

JOHANNESBURG, South Africa—American country singer Jim Reeves has been engaged by Jamie Uys Film Productions of Johannesburg to star in a full-length color motion picture to be produced here, with filming to start March 12. Reeves will play the role of an American singer in South Africa. Reeves' combo, the Blue Boys, will appear with him in the flick. The film will be released in South Africa and Europe immediately and in the U. S. at a later date.

Reeves' new RCA Victor album, "Gentleman Jim," was

released last week. He is set for personals with His Blue Boys in Ashland, Ohio, February 15; St. Louis, 16; Davenport, Ia., 18; Lansing, Mich., 22; Grand Rapids, Mich., 23, and Saginaw, Mich., 24.

Headed for the Charts!

"I'M A KING BEE"

Jimmy Anderson

Excello 2227

Nashboro Record Co.
177 Third Ave. No., Nashville, Tenn.
CH 2-2215

Watch for

ARABIA

By the

DELCO'S

NOW ON SHOWCASE 45-2501

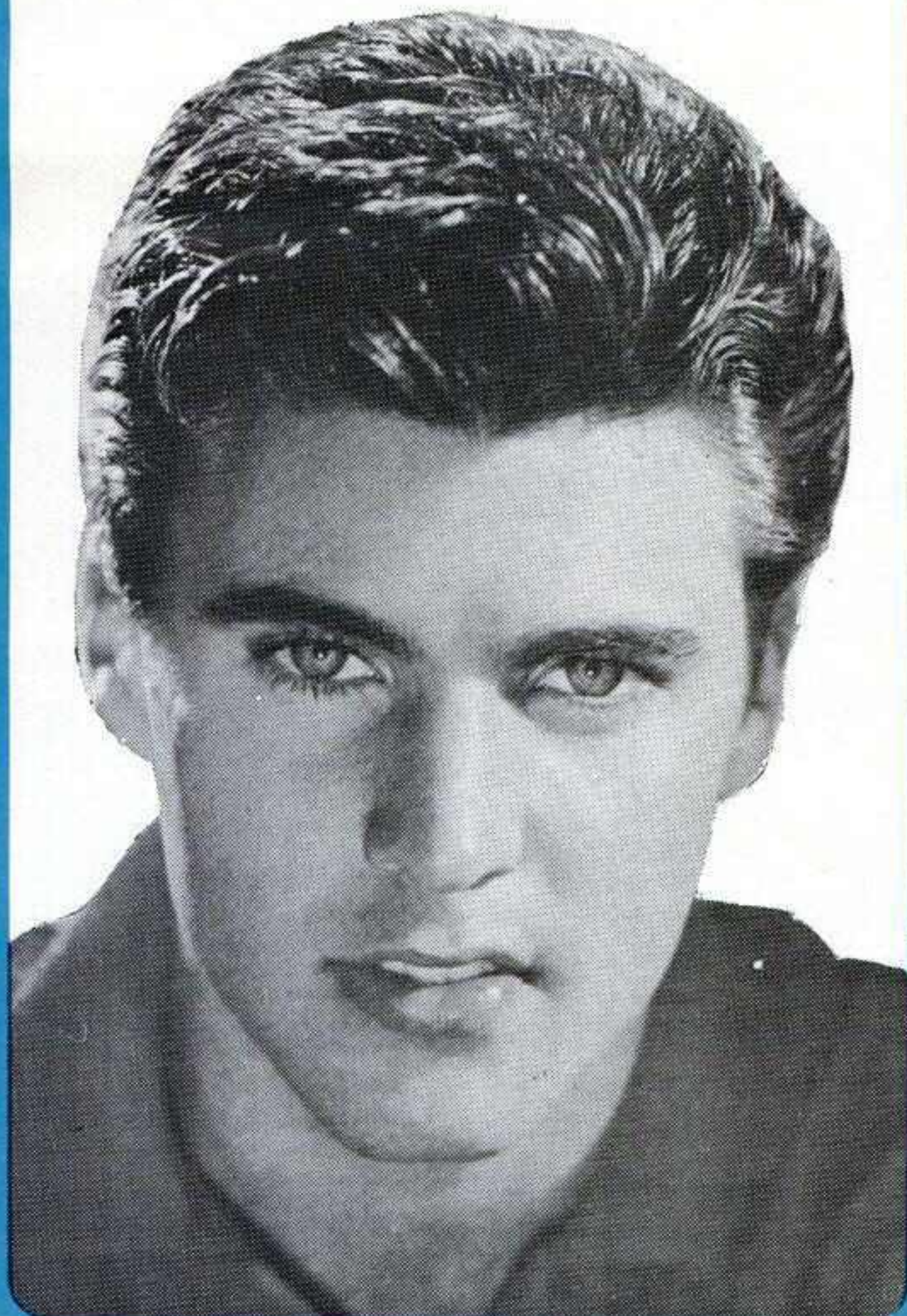
distributed by

Monument RECORDS

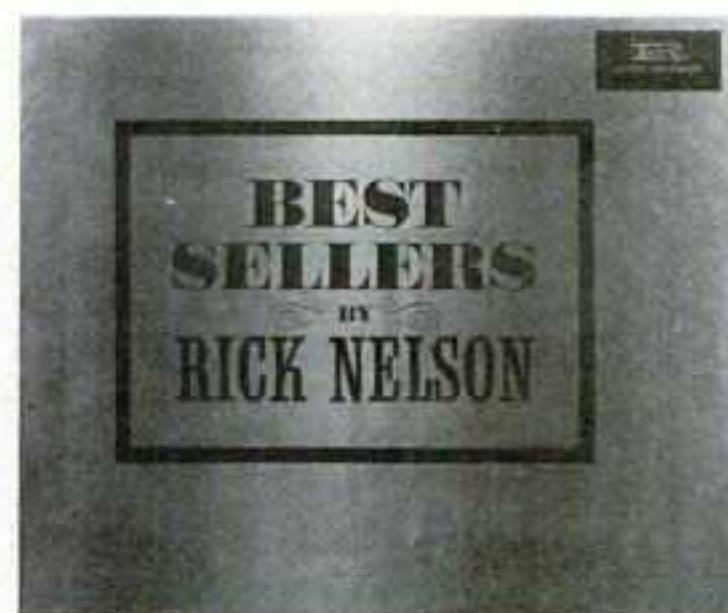
Hendersonville, Tennessee

*Big Smash
Single!*
**RICK
NELSON**

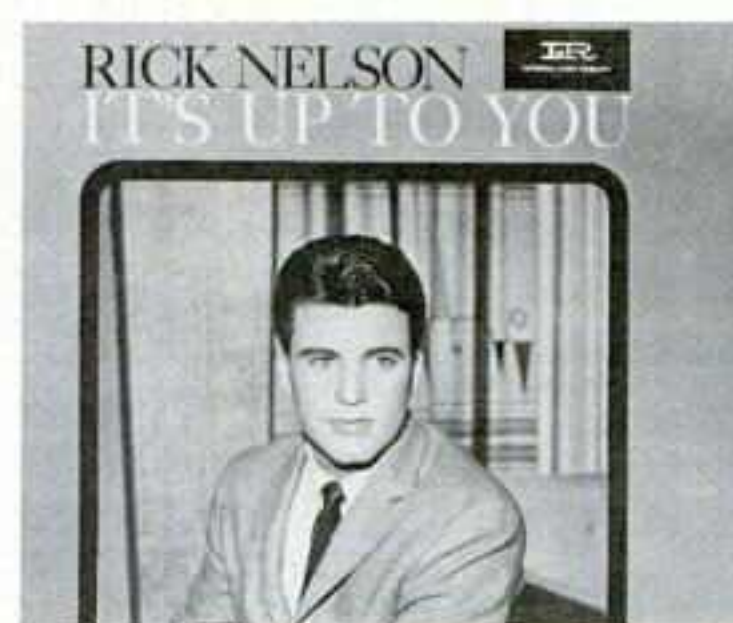
"That's All"
b/w
"I'm in Love Again"
#5910



**THE HOTTEST ALBUM RELEASES
IN THE RECORD INDUSTRY!!!!**



BEST SELLERS By RICK NELSON
LP 9218



IT'S UP TO YOU
LP 9223



MEET THE MAJORS
LP 9222



THE HEIGHTSMEN IN CONCERT
LP 9221



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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.

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 34 songs.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 35-66.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licensor)

BUBBLING UNDER THE HOT 100

Table listing songs A through Z from the Hot 100.

Table listing songs H through Z from the Hot 100.

Table listing songs P through Z from the Hot 100.

Table listing songs B through Z from the Bubbling Under the Hot 100.

Table listing songs D through Z from the Bubbling Under the Hot 100.



the nation's best selling records

BIG HIT SINGLES

- #16428 **Afraid / I'll Never Stand In Your Way** **Jimmie Rodgers**
- #16439 **Meditation / Days Of Wine And Roses** **Pat Boone**
- #16436 **Release Me / Meditation** **Billy Vaughn**
- #16421 **Boss** **The Rumlbers**
- #16420 **Zero-Zero / Night Theme** **Lawrence Welk**
- #16425 **Go Home Girl / You're The Reason** **Arthur Alexander**
- #16440 **Pipeline** **The Chantays**
- #16393 **Matilda** **The String-A-Longs**
- #16450 **Face in the Crowd / Lonely Tears** **Jimmie Rodgers**
- #16451 **The End Of The World / Big City** **The Mills Bros.**

THREE SMASH HIT ALBUMS

DAYS OF WINE & ROSES
Pat Boone
 DLP 3504

1962'S GREATEST HITS
Billy Vaughn
 DLP 3497

WALTZ TIME
Lawrence Welk
 DLP 3499

HOT ALBUMS ON DOT

STEREO DLP NO.	MONO DLP NO.	ALBUM
25492	3492	TAMMY & ELEVEN GREAT FOLK HITS Debbie Reynolds
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
25455	3455	PAT BOONE GOLDEN HITS FEATURING SPEEDY GONZALES
25453	3453	NO ONE WILL EVER KNOW Jimmie Rodgers
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
	3437	SO RARE Jimmy Dorsey
25433	3433	12 GREAT HITS IN RAGTIME Jo Ann Castle
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
25119	3119	BILLY VAUGHN PLAYS THE MILLION SELLERS
25100	3100	SAIL ALONG, SILV'RY MOON Billy Vaughn
25071	3071	PAT'S GREAT HITS Pat Boone
25068	3068	HYMNS WE LOVE Pat Boone
25054	3054	THE TEN COMMANDMENTS Sound Track—Elmer Bernstein
25016	3016	THE GOLDEN INSTRUMENTALS Billy Vaughn



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

DANNY AND THE CROWNS THE STORY OF JACK AND JILL

(LeBill, BMI) (2:25) Mercury 72096

Here's a sad tale of youthful romance, intoned with feeling by lead singer Danny, backed neatly by the group. Recitation in the middle, and the soft arrangement, adds impact. Flip is "Night Moon" (LeBill, BMI) (1:55).



NOVELTY SPOTLIGHT

JIMMY KELLY AND THE BIRDS THE OP SONG

(Dianna, ASCAP) (2:15) Cevotone 514

Cute kiddie novelty could come in from left field. Electronic sounds in the Chipmunk idiom should flip those hip six to 10-year-olds who speak this op-influenced language. The second side is called "The Dreamy Dolls of Dusseldorf" (Dianna, ASCAP) (2:23).



POP SPOTLIGHT

NAT KING COLE NOTHING GOES UP WITHOUT COMING DOWN

(Eden, BMI) (2:03) Capitol 4919

A good song and a good performance by Cole add up to a powerful side that could catch strong sales. Cole handles the ballad with his usual warmth over a smooth arrangement. Flip is "All Over the World" (Comet, ASCAP).



POP SPOTLIGHT

THE RIP CHORDS HERE I STAND

(Conrad, BMI) (2:07) Columbia 42687

A wild tortured group sound, a pounding beat and a lot of excitement mark this debut disking on the label of the Rip Chords, and it could take off. Worth exposing for the teen set. Flip is "Karen" (Daywin, BMI) (1:43)



JAZZ SPOTLIGHT

JIMMY SMITH BACK AT THE CHICKEN SHACK PART I

(Edmy, BMI) (3:40) Blue Note 1877

This is the title tune from his most recent album on the label. Part I carries the same feel as the organist's first hit, "Midnight Special," and this should get it much play. Again, jazz and r.&b. stations should get on this one.



POP SPOTLIGHT

ANDY WILLIAMS CAN'T GET USED TO LOSING YOU DAYS OF WINE AND ROSES

(Witmark, ASCAP) (2:45) Columbia 42674

Two fine sides by Andy Williams, both of which have a real chance for action. Topper is a smart piece of material featuring a stylish arrangement and a winning vocal by the chanter. "Roses" is the Hank Mancini tune sung by Williams in definitive fashion.



POP SPOTLIGHT

MOLLY BEE SHE'S NEW TO YOU

(Jimskip, BMI) (2:24) Liberty 55543

Miss Bee proves she's better than ever on records on this, her return to the wax scene and debut disking for Liberty. She sells a persuasive ballad with warmth and feeling over sock ork support. Flip is "All My Love and All My Life" (Metric, BMI) (2:13).



JAZZ SPOTLIGHT

EDDIE BACCUS BLUES AT DAWN

(MRC, BMI) (2:55) Smash 1804

This organist debuts with a powerful slow blues tune. Its got that funky down home, walking sound. It's an after-hours side that'll go on r.&b. and jazz stations. "Feel Reel" (MRC, BMI) (3:35) is the flip.



POP SPOTLIGHT

JAY AND THE AMERICANS WHAT'S THE USE STRANGER TOMORROW

(Trio, BMI) (2:50) United Artists 566

Jay and the Americans are back with two sides that could garner teen attention. Side I is a warm ballad sold by an emotional lead and aided by a classy arrangement. Side II is also a ballad, with a bit of a Latin-styled beat, also with a good and moving job by the lead singer. Both build well, too.



C&W SPOTLIGHT

CARL SMITH LIVE FOR TOMORROW

(Cedarwood, BMI) (2:43) Columbia 42686

Most appealing weeper from Carl here that's bound to score in the country market and could cross into pop. Chorus and country ensemble make it ring. The flip is "Let's Talk This Thing Over (Before It's Too Late)" (Allied, ASCAP) (2:25).



SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING

FRANK POURCEL I WILL FOLLOW YOU CHARIOT

(Leeds, ASCAP) (2:45) Capitol 4916

This is another hit version of the tune from Europe. Pourcel has an instrumental here that should interest those jocks looking for a new sound at either Top 40 or good music stations. The other side is "Champagne" (Beechwood, BMI) (2:44).



POP SPOTLIGHT

THE BELMONTS AC-CENT-TCHU-ATE THE POSITIVE

(Morris, ASCAP) (2:52) Sabina 509

The Belmonts have a potential hit with their rhythmic version of the Johnny Mercer tune in a sort of undulating Bob B. Soxx style. Flip is "Ann Marie" (Pokvan, BMI) (3:01).



C&W SPOTLIGHT

OSBORNE BROTHERS MULESKINNER BLUES

(Ludlow, BMI) (3:38) MGM 13126

This hit from a short while back gets a high-flying bluegrass country reading from the boys. Exciting wax. The second side is "Lovely Told Me Goodbye" (Acuff-Rose, BMI) (2:25).



SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING

LOREZ ALEXANDRIA BALTIMORE ORIOLE

(Witmark, ASCAP) (3:05) Argo 5432

This side has most unusual sound that'll appeal to hip jockey set. It's a natural for an arresting change of programming pace with far out flute and drum backing that can stop 'em cold. The flip is "Mother Earth" (Arc, BMI) (2:55)



POP SPOTLIGHT

KENNY CHANDLER HEART

(Aldon, BMI) (2:32) Laurie 3158

An insinuating rhythm and a soulful vocal by the chanter makes this disking stand out enough to take off. This could pull the teen trade. Flip is "Wait for Me" (Just, BMI) (2:18).



R&B SPOTLIGHT

SONNY BOY WILLIAMSON BYE BYE BIRD HELP ME

(Arc, BMI) (2:30)

(Arc, BMI) (2:55) Checker 1036

The r.&b. market would go for these two from the veteran performer. The first is an instrumental that allows Williamson some earthy mouth organ licks. The second side has an impassioned vocal from the shouter with appropriate combo sounds.



SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING

KEELY SMITH GOING THROUGH THE MOTIONS

(We Three-Kee-Wee, BMI) Reprise 20149

Keely's first outing on Reprise has the earmarks of the big time. Thrush sells the plaintive ballad with much warmth, spotting nice double tracking work, over a stylish Don Costa arrangement. Flip is "When You Cry" (Wanessa-Kee-Wee, BMI).

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.

★★★★
FOUR STAR SINGLES

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

POPULAR

- CLAUDE KING**
★★★★ Sheepskin Valley (Painted Desert, BMI) (1:57) — ★★★★★ I Backed Out (Glaser, BMI) (1:52). COLUMBIA 42688
- AL ALBERTS**
★★★★ Fly Me to the Moon (Almanac, ASCAP) (2:30)—★★★★ Before Tomorrow Is Yesterday (Springton-Malvern, ASCAP) (2:23). PRESIDENT 719
- WAYNE KING AND HIS ORK**
★★★★ Days of Wine and Roses (Witmark, ASCAP) (3:05)—★★★★ Alley Cat (Metorion, BMI) (2:38). DECCA 25593
- EARL GRANT**
★★★★ Yes Sirree!! (Champion, BMI) (2:50)—★★★★ Steve's Theme (Northern, ASCAP) (2:29). DECCA 31468
- KIM WESTON**
★★★★ It Should Have Been Me (Jobete, BMI) (2:16)—★★★★ Love Me All the Way (Jobete, BMI) (2:47). TAMLA 54076
- BOBBY BARE**
★★★★ Dear Waste Basket (Central Songs, BMI) (2:35) — ★★★★★ I'd Fight the World (Pamper, BMI) (2:39). RCA VICTOR 8146
- THE TOKENS**
★★★★ Tonight I Met an Angel (Bright Tunes, BMI) (1:58)—★★★★ Hindi Lullabye (Lionell, ASCAP) (2:13). RCA VICTOR 8148
- TINA ROBIN**
★★★★ Get Out of My Life (Aldon, BMI) (2:32)—★★★★ Why Did You Go? (Tree, BMI) (2:18). MERCURY 72074
- CONTINENTAL COUSINS**
★★★★ Dang Dang (Zodiac, BMI) (2:04) — ★★★★★ Hey Mae (Acuff-Rose, BMI) (2:20). PALETTE 5100
- LESTER LANIN**
★★★★ Tumbling Tumbleweeds (Williamson, ASCAP) (2:21) — ★★★★★ The Ballad of Red River Valley (Joll, BMI) (2:20). EPIC 9571
- SHIRLEY AND LEE**
★★★★ The Golden Rule (Travis, BMI) (2:03)—★★★★ Hey Little Boy (Travis, BMI) (2:03). IMPERIAL 5922
- BOB LUMAN**
★★★★ You're Welcome (Acuff-Rose, BMI) (2:26) — ★★★★★ Interstate Forty (Acuff-Rose, BMI) (2:20). HICKORY 1201
- AHMAD JAMAL**
★★★★ Montevideo Mas Macanudo (Hema, BMI) (2:57)—★★★★ Haitian Market Place (Hema, BMI) (2:57). ARGO 5434
- MARCIA SILVA AND THE BOSSA NOVAS**
★★★★ Bailar (Paris I & II) (Mitsubrit, BMI) (2:08, 2:08). RENDEZVOUS 203
- FATS DOMINO**
★★★★ Hum Diddy Doo (Travis, BMI) (2:00) — ★★★★★ Those Eyes (Travis, BMI) (2:20). IMPERIAL 5909
- JERRY MARTIN**
★★★★ Exchange Student (Ametrup, BMI) (2:50)—★★★★ Shak-A Take-A (Piccadilly, BMI) (2:20). PRESIDENT 827
- JOLLY JOKER**
★★★★ Lie-Dee-Lo (Fowley - Jerrio, BMI) (2:18)—★★★★ The Ut (Fowley-Jerrio, BMI) (2:15). RENDEZVOUS 202
- RAMSEY GORDON**
★★★★ Down in the Cellar (Albermarle, BMI) (2:25)—★★★★ I'm From New Orleans (Albermarle, BMI) (2:25). TAHOE 2530
- JET HARRIS AND TONY MEEHAN**
★★★★ Diamonds (Robbins, ASCAP) (2:22) — ★★★★★ Footstomp (Hill & Range, BMI) (2:48). LONDON 9589
- RAY STEVENS**
★★★★ Just One of Life's Little Tragedies (Lowery, BMI) (2:26)—★★★★ Funny Man (Lowery, BMI) (2:33). MERCURY 72098
- ROD LAUREN**
★★★★ Oh How I Miss You Tonight (Bourne, ASCAP) (2:37)—★★★★ Blame Your Friends (Rambled, BMI) (2:27). CHANCELLOR 1132

- THE MOON STONES**
★★★★ My True Love (Dobo, BMI) (2:15)—★★★★ Love Call (Camarillo, BMI) (2:16). DOLTON 70
- CARRIE GRANT AND THE GRANDEURS**
★★★★ Mish-Mash (Myers, ASCAP) (2:20) — ★★★★★ Let the Girls Sing (2:20). NEWTOWN 5011
- MAURICE EVANS**
★★★★ My Son (Suffolk, BMI) (2:59) — ★★★★★ Love Alone (Suffolk, BMI) (2:23). UNITED ARTISTS 538
- SHELLS**
★★★★ The Drive (Joll, BMI) (2:21) — ★★★★★ A Toast to Your Birthday (Joll, BMI) (2:16).
- JERRY JACKSON**
★★★★ Turn Back (BoBob, ASCAP) (2:09) — ★★★★★ Gypsy Eyes (BoBob, ASCAP) (2:42). KAPP 511
- ED TOWNSEND**
★★★★ There's No End (Sylvia, BMI) (2:25)—★★★★ That's What I Get for Loving You (Arch, ASCAP) (2:40). LIBERTY 55542
- ART NEVILLE**
★★★★ You Won't Do Right (Tune-Kel, BMI) (2:30)—★★★★ Skeet Cat (Tune-Kel, BMI) (2:15). INSTANT 3256
- NEPTUNES**
★★★★ Make a Memory (Hill & Range, BMI) (2:25)—★★★★ House of Heartaches (Cal, BMI) (2:35). INSTANT 3255
- EDDIE CANO**
★★★★ Days of Wine and Roses (Witmark, ASCAP) (2:41)—★★★★ Our Day Will Come (Rosewood, BMI) (2:20). REPRISE 20147
- CHRIS MONTEZ**
★★★★ (Let's Do) The Limbo (Rondell, BMI) (2:22) — ★★★★★ Rockin' Blues (Rondell, BMI) (1:40). MONOGRAM 508
- JOHNNIE TAYLOR**
★★★★ Dance What You Wanna (Kags, BMI) (2:15) — ★★★★★ Shine, Shine, Shine (Kags, BMI) (2:18). DERBY 101
- PAUL HAMPTON**
★★★★ A Chance to Belong (January, BMI) (2:10) — ★★★★★ It's Not There Anymore (Tod, ASCAP) (2:35). WARNER BROS. 5340

- JERRY BYRD**
★★★★ Goodbye Diss (Combine, BMI) (2:24)—★★★★ Sleepless Nights (Acuff-Rose, BMI) (2:12). MONUMENT 807
- SHERRY SISTERS**
★★★★ Stay Away From Bobby—★★★★ Dancing With Tears in My Eyes OKAH 7169
- JIM AND BOB HARRISON**
★★★★ Little School Girl (Emit, BMI) (1:47). ★★★★★ Baby I Love You. (Emit, BMI) (2:35) SMASH 1803
- REGGIE HARRISON**
★★★★ Memory Lane (Rebb, ASCAP) (2:40) — ★★★★★ A Lonely Piano (Phillips, BMI) (2:17). PARKWAY 863
- EMOTIONS**
★★★★ A Million Reasons (Spare Rib, Spare Rib, BMI) (2:26) — ★★★★★ L-o-v-e (Spare Rib, BMI) (2:24). KAPP 513
- CORSAIRS**
★★★★ It's Almost Sunday Morning (Winlyn, BMI) (2:20)—★★★★ Stormy (Winlyn, BMI) (2:43). TUFF 1847
- DAN BELLOC**
★★★★ Cleopatra (Buckeye, ASCAP) (2:15) — ★★★★★ Let Them Talk (Southern - Buckeye, ASCAP) (2:25). FRATERNITY 905
- TEX AND THE CHEX**
★★★★ Watching Willie Wobble (Roosevelt, BMI) (2:38) — ★★★★★ Be on the Lookout for Me Girl (Roosevelt, BMI) (2:28). NEWTOWN 5010
- THE FIVE WHISPERS**
★★★★ Especially for You (Cornerstone, BMI) (2:07)—★★★★ Awake or Asleep (Cornerstone, BMI) (1:51). DOLTON 69
- HUGO MONTENEGRO AND ORK**
★★★★ Hot Crawfish (Admont, ASCAP) (2:45)—★★★★ Swanee River Boogie (Brent, BMI) (2:17). TIME 1062
- BILL RAMAL**
★★★★ Sax Fifth Avenue (Radio Active, BMI) (2:29) — ★★★★★ Hard Times (Dare, BMI) (2:00). MGM 13123
- GOGIE GRANT**
★★★★ Send Him Back to Me (Westgate-G. C., BMI) (2:17) — ★★★★★ Joanie's Shadow (Famous, ASCAP) (2:02). C-R-C 1

(Continued on page 41)

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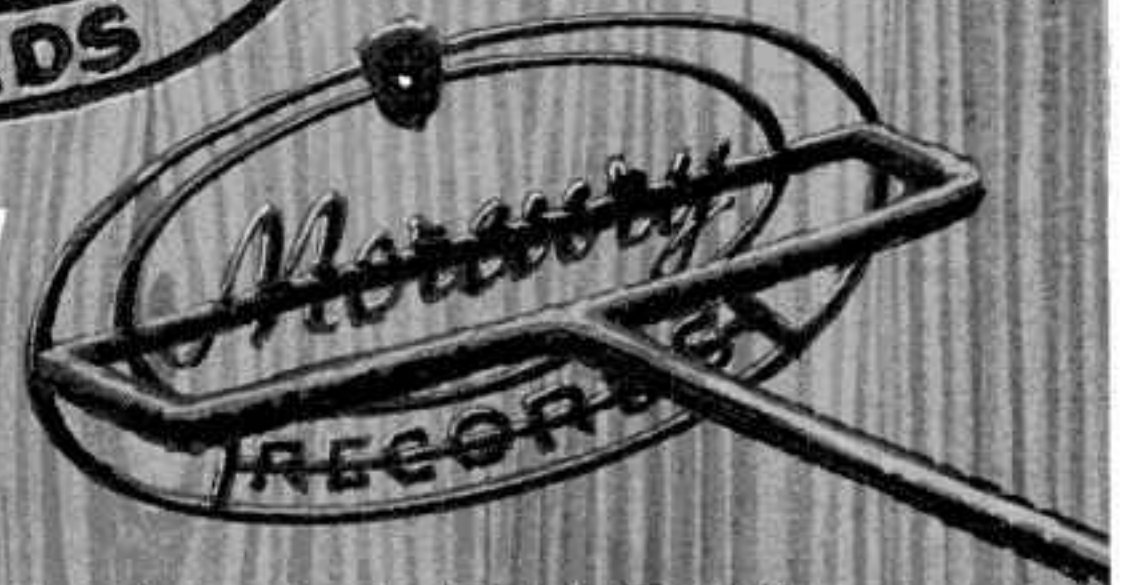
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ALBUM REVIEWS

Billboard



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



JAZZ SPOTLIGHT
BALLADS

John Coltrane Quartet
Impulse A 32 (M); AS 32 (S)

Coltrane switches from his angry young man role to perform a collection of ballads with warmth and lyricism on this new set. Tender and appealing efforts by Trane include his versions of "All or Nothing at All," "What's New," "Too Young to Go Steady" and "I Wish I Knew."



POP SPOTLIGHT
MIDNIGHT SUN

Earl Grant. Decca DL 4338 (M); DL 74338 (S)

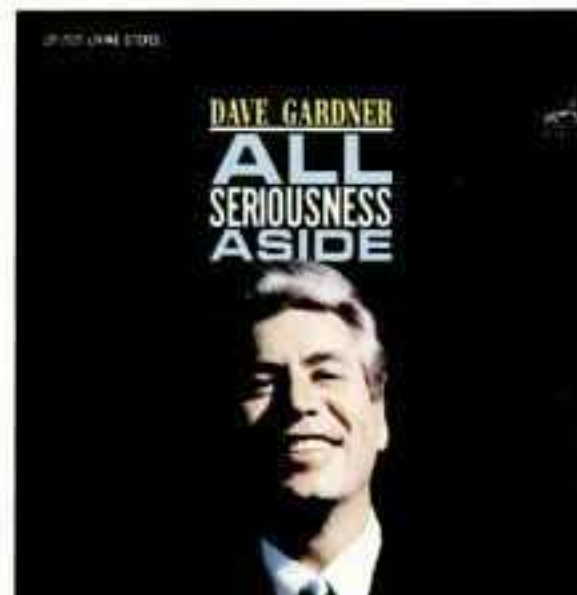
Earl Grant is in great form in a set which embraces a fine version of the title opus as well as "Stranger on the Shore," plus such favorites as "Red Sails in the Sunset," "Don't Worry 'Bout Me" and "Island in the Sun." With organ disks going well, the bevy of Grant admirers will make this a profitable item.



POP SPOTLIGHT
ALL SERIOUSNESS ASIDE

Dave Gardner. RCA Victor LPM 2628 (M); LSP 2628 (S)

Dave Gardner fans should get a bang out of the latest by the Southern comic, assuming that the current legal hassle between the comic and RCA Victor over this album doesn't cause it to be taken from the market. It displays Gardner at a night club purveying his folksy, damn-Yankee style of humor. It's all in good fun and often very funny.



POP SPOTLIGHT
30 HITS OF THE TUNEFUL '20S

Frankie Carle, His Piano & Ork. RCA Victor LPM 2592 (M); LSP 2592 (S)

This LP is subtitled "Songs From a Fabulous Decade . . . in Today's Sound," an apt description. Frankie Carle is given vibrant sound with great presence for his performance of 10 medleys of three tunes each, all standards or close to it. Carle's piano and orchestra produce performances that are great for dancing or reminiscing.



JAZZ SPOTLIGHT
JAZZ MOMENTS

George Shearing Trio. Capitol T 1827 (M); ST 1827 (S)

This is the album that will kick off the new Capitol jazz series: "Jazz Directions." It's a powerhouse set which features pianist Shearing in a cool, hip conversational piano vein. Side also features two of the sidemen from the Ahmad Jamal Trio: the late Israel Crosby, bass, and drummer Vernel Fournier. They add a spicy touch to several tracks.



JAZZ SPOTLIGHT
BACK AT THE CHICKEN SHACK

Jimmy Smith. Blue Note 4117

Here's another powerhouse album from Smith on the Blue Note label. The set has that down home cookin' sound that made "Midnight Special" such a winner. The first tracks "Back at the Chicken Shack" and "When I Grow to Old to Dream" are tops. Tenor saxist Stanley Turrentine and guitarist Kenney Burrell are also featured.



POP SPOTLIGHT
BACK TO THE BLUES

Dinah Washington
Roulette R 25189 (M)

The Queen returns to the blues here and a most satisfying job she makes of it. She handles such tunes as "Romance in the Dark," "You've Been a Good Old Wagon"; "How Long, How Long Blues"; "Key to the Highway" and "It's a Mean Old Man's World" with her usual savvy and style. Arrangements by Fred Norman compliment the disk.



POP SPOTLIGHT
ALL ALONE AM I

Brenda Lee. Decca DL 4370 (M); DL 74370 (S)

Brenda Lee sings a collection of the top hits of the day on this attractive new album. Starting off with her own recent smash the last comes through with fine performances of "My Coloring Book," "I Left My Heart in San Francisco" and "What Kind of Fool Am I," plus a lot of fine standards. Lovely album by a fine singer.



POP SPOTLIGHT
REMINISCING

Buddy Holly. Coral CRL 57426 (M); CRL 757426 (S)

Most of these sides were acquired from outside interests only last year by Coral with only two, "Reminiscing" and "Wait Till the Sun Shines Nellie," previously released—as a single last August. The originals have been dressed up by producer Norman Petty with the fine Fireballs group, and, of course, Holly himself sounds as good as ever. Fans will find a real treat here.



POP SPOTLIGHT
SODOM AND GOMORRAH

Sound Track. RCA Victor LOC 1076 (M); LSO 1076 (S)

The excitement and publicity surrounding the release of this picture and the popularity of the film itself should prove a strong sales stimulant to this sound-track LP. The music is by Miklos Rozsa, and each track has the sweep and middle Eastern ring of the Biblical classic. Huge chorus and ork perform such exciting themes as "Jealousy," "Dance of the Sinners" and "The Jordan."



POP SPOTLIGHT
TELL HIM

The Exciters. United Artists 3264 (M); 6264 (S)

This fine new group clicked for a smash with its very first single, "Tell Him." Here's their first album, containing the first hit single. Also packaged here is their newest single (a Billboard single spotlight last week) plus a flock of rousing sides. Each track carries solid vocal work with an arrangement to match. Should step out fast.



POP SPOTLIGHT
SWING ALONG WITH FLOYD CRAMER

RCA Victor LPM 2642 (M); LSP 2642 (S)

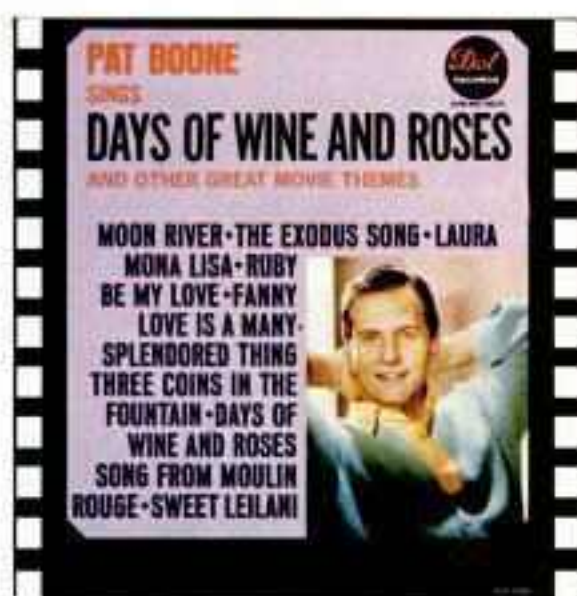
The piano man should have another solid seller in this fresh new outing, which employs the smart but simple Nashville sound of guitar, bass and drums, along with Grady Martin's chimes and vibes and voices to create the effects. Many of the sides, like "Glory of Love," "A Taste of Honey," "Canadian Sunset" and "The Twelfth of Never" should get a lot of play.



POP SPOTLIGHT
PAT BOONE SINGS DAYS OF WINE AND ROSES

Dot DLP 3504 (M); DLP 25504 (S)

Here's a fine new Pat Boone package that has both adult and teen appeal. The one new song in the album is the title tune by Henry Mancini from the picture of the same name. Other songs are "Moon River," "Fanny," "Ruby," "Laura" and other standards from flicks and stage shows. Attractive set should sell steadily.



POP SPOTLIGHT
WALTZ TIME

Lawrence Walk. Dot DLP 3499 (M); DLP 25499 (S)

Viennese waltzes a la Lawrence Welk constitute a potentially profitable package. The maestro shows his usual popular touch with such waltz standards as "Merry Widow," "Emperor," "You and You," "Southern Roses" and "Tales From the Vienna Woods." Highly danceable and very salable.



POP SPOTLIGHT
BURL

Burl Ives. Decca DL 4361 (M); DL 74361 (S)

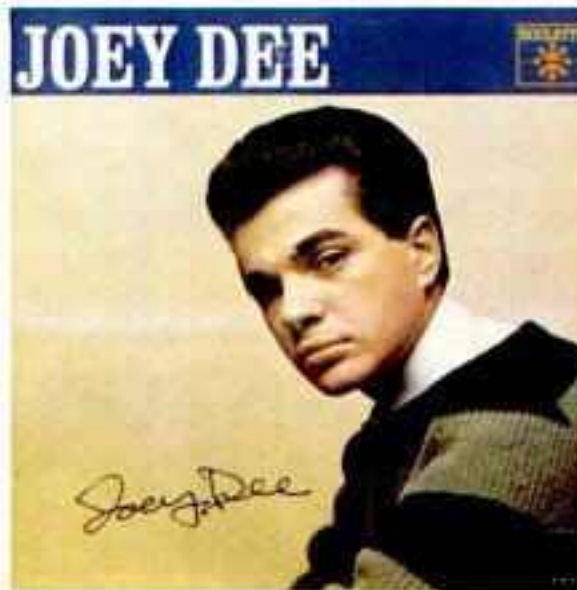
Ives' most recent hit, "Mary Ann Regrets," is here along with a flock of good tunes, most of them strongly in the country vein, except for the calypso slanted "Curry Road." Six of the tunes are by Harlan Howard, with others by Mel Tillis, Wayne Walker, Hank Cochran, Roger Miller and Ives himself. Strong wax that should score with the fans.



POP SPOTLIGHT
MEET THE MAJORS

Imperial LP 9222

This album carries not only the group's first hit, "A Little Bit Now," but its latest entry, "Anything You Can Do" which will probably prove a strong seller. There's much other fine teen listening included, and "A Wonderful Dream," "Tra La La" and "Twist and Shout" are some other strong tracks, a number of them hits for other acts. Strong teen wax.



POP SPOTLIGHT
JOEY DEE

Roulette R 25197

Joey Dee, who made his reputation singing and playing the twist, toned down considerably on his most recent hit, "What Kind of Love is This," highlighting the vocal rather than the beat, and this album features that latter approach. These are all ballads done with a modern modified rock arrangement but using fiddles effectively, too. Titles include "Let Me Cry," "You Can't Hide From Love," "Enough is Enough" and "I Lost My Baby."



POP SPOTLIGHT
WHO STOLE THE KEESHKA?

Matys Brothers. Select SL 1107

The current polka hit leads off this LP from the Brothers. The group plays a good many other tunes in the same genre with strong work coming from the fast-stepping hop band chorus and vocalist. The polka motif is carried off with other favorites in that rhythm like: "Beer Barrel," "Kazoo" and "Clarinet" polkas.



POP SPOTLIGHT
BIG GIRLS DON'T CRY

Four Seasons. Vee Jay LP 1056 (M); SR 1056 (S)

More of those wild and nutty sounds that have scored so well for the Four Seasons in the recent past. The lads have come up with a series of consecutive hits, and this album can help focus more attention on the group. Selections include old hits like "One Song," "Sincerely," "Silhouettes," as well as their current smash, "Walk Like a Man."

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

150 BEST SELLERS—MONAURAL

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	10
2	2	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	16
3	3	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	5
4	5	MOVING Peter, Paul & Mary, Warner Bros. W 1473	5
5	7	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	23
6	4	WEST SIDE STORY Sound Track, Columbia OL 5670	69
7	6	PETER, PAUL AND MARY Warner Bros. W 1449	43
8	8	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	11
9	10	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	33
10	9	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R 6058	9
11	13	MODERN SOUNDS IN COUNTRY AND WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	16
12	11	MOON RIVER AND OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	41
13	12	LIMBO PARTY Chubby Checker, Parkway P 7020	10
14	14	THE VENTURES PLAY TELSTAR, THE LONELY BULL AND OTHERS Dotson BLP 2019	7
15	16	OLIVER Original Cast, RCA Victor LOC 2004	15
16	18	JOAN BAEZ IN CONCERT Vanguard VRS 9112	17
17	20	SINCERELY YOURS Robert Goulet, Columbia CL 1931	7
18	15	MODERN SOUNDS IN COUNTRY AND WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	44
19	17	SHERRY AND 11 OTHERS Four Seasons, Vee Jay LP 1053	17
20	29	SHIRELLES GREATEST HITS Scepter 507	4
21	21	THE MUSIC MAN Sound Track, Warner Bros. B 1459	28
22	31	I'VE GOT A WOMAN Jimmy McGriff, Sue LP 1012	12
23	34	ALLEY CAT Bent Fabric, Atco 148	17
24	22	NEW FRONTIER Kingston Trio, Capitol T 1809	10
25	28	GYPSY Sound Track, Warner Bros. B 1480	10
26	19	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	165
27	26	STOP THE WORLD—I WANT TO GET OFF. Original Cast, London AM 58001	13
28	23	CAMELOT Original Cast, Columbia KOL 5620	108
29	63	RICHARD CHAMBERLAIN SINGS MGM E 4088	3
30	51	FLY ME TO THE MOON AND THE BOSSA NOVA POPS Joe Harrell & Ork, Kapp KL 1318	4
31	25	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	22
32	30	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	119
33	35	TIME OUT Dave Brubeck, Columbia CL 1397	111
34	38	CHUBBY CHECKER BIGGEST HITS Parkway P 7022	8
35	68	ROY ORBISON'S GREATEST HITS Monument M 8000	25
36	37	THE OTHER FAMILY Larry Foster & Marty Brill, Laurie LC 5000	8
37	32	THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675	18
38	24	RUSTY WARREN IN ORBIT Jubilee JGM 2044	16
39	36	JOAN BAEZ, VOL. I Vanguard VRS 9078	51
40	44	JOAN BAEZ, VOL. II Vanguard VRS 9094	64
41	27	TWO OF US Robert Goulet, Columbia CL 1826	25
42	40	SUGAR 'N' SPICE Peggy Lee, Capitol T 1772	14
43	33	DEAR LONELY HEARTS Nat King Cole, Capitol T 1838	8
44	41	MY FAIR LADY Original Cast, Columbia OL 5090	358
45	70	LITTLE ME Original Cast, RCA Victor LOC 1078	5
46	43	JUMBO Sound Track, Columbia OL 5860	7
47	48	AT HOME WITH THAT OTHER FAMILY Various Artists, Roulette R 25203	8
48	45	TELSTAR Tornadoes, London LL 3279	7
49	54	THE "PRESIDENT" STRIKES BACK Marc London, Kapp KL 1322	6
50	72	THE BEST OF THE KINGSTON TRIO Capitol T 1705	37

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	79	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	71
52	94	MEMORIES ARE MADE OF THESE George Chakiris, Capitol T 1813	3
53	59	THE NEW CHRISTY MINSTRELS Columbia CL 1872	18
54	67	A TASTE OF HONEY Martin Denny, Liberty LRP 3237	21
55	107	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	2
56	58	WARM AND WILLING Andy Williams, Columbia CL 1879	18
57	118	STEVE LAWRENCE WINNERS! Columbia CL 1953	2
58	85	HATARI! Henry Mancini, RCA Victor LPM 2559	31
59	42	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	16
60	49	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	250
61	95	YOUNG MEN, SI—OLD MEN, NO Mama Mabley, Chess LP 1477	6
62	86	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759	10
63	39	THE LONELY BULL Herb Alpert & the Tijuana Brass, A&M 101	8
64	55	NEIL SEDAKA SINGS HIS GREATEST HITS RCA Victor LPM 2627	7
65	47	DANCE WITH THE GUITAR MAN Duane Eddy, RCA Victor LPM 2648	5
66	46	RELEASE ME "Little Esther" Phillips, Lenox LX 227	7
67	53	RAPTURE Johnny Mathis, Columbia CL 1915	17
68	52	ALWAYS YOU Robert Goulet, Columbia CL 1676	45
69	57	NO STRINGS Original Cast, Capitol D 1695	44
70	73	DION SINGS HIS GREATEST HITS Laurie LLP 2013	10
71	71	TENNESSEE ERNIE FORD SINGS FROM HIS BOOK OF FAVORITE HYMNS Capitol T 1794	7
72	74	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	3
73	50	BUDDY HOLLY STORY Coral CRL 57279	110
74	56	BIG BAND BOSSA NOVA Stan Getz, Verve V 8494	9
75	87	BAD BOSSA NOVA Gene Ammons, Prestige PR 7237	9
76	65	MR. PRESIDENT Original Cast, Columbia KOL 5870	12
77	80	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	176
78	93	ANN CORIO PRESENTS HOW TO STRIP FOR YOUR HUSBAND Sonny Lester and His Ork, Roulette R 25186	5
79	101	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	2
80	61	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	166
81	75	MUTINY ON THE BOUNTY Sound Track, MGM 114	7
82	64	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	19
83	69	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	81
84	78	SURFIN' SAFARI Beach Boys, Capitol T 1808	13
85	82	VLADIMIR HOROWITZ Columbia KL 5771	13
86	89	OUR MEN IN SAN FRANCISCO Limeliters, RCA Victor LPM 2609	3
87	92	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	69
88	60	THE BUTTON-DOWN MIND ON TV Bob Newhart, Warner Bros. W 1467	24
89	100	SURFER'S CHOICE Dick Dale, Deltona LPM 1001	4
90	81	THE BEST OF SAM COOKE RCA Victor LPM 2625	18
91	83	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	63
92	103	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415	27
93	97	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1669	52
94	99	THE STRIPPER AND OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	34
95	90	SNOWBOUND Ferrante & Teicher, United Artists UAL 3233	10
96	—	WALK RIGHT IN Rooftop Singers, Vanguard VRS 9123	1
97	91	ONLY LOVE CAN BREAK A HEART Gene Pitney, Musicor MM 2003	12
98	77	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	137
99	76	BRENDA, THAT'S ALL Brenda Lee, Decca DL 4326	16
100	84	ALL ALONE Frank Sinatra, Reprise R 1007	15

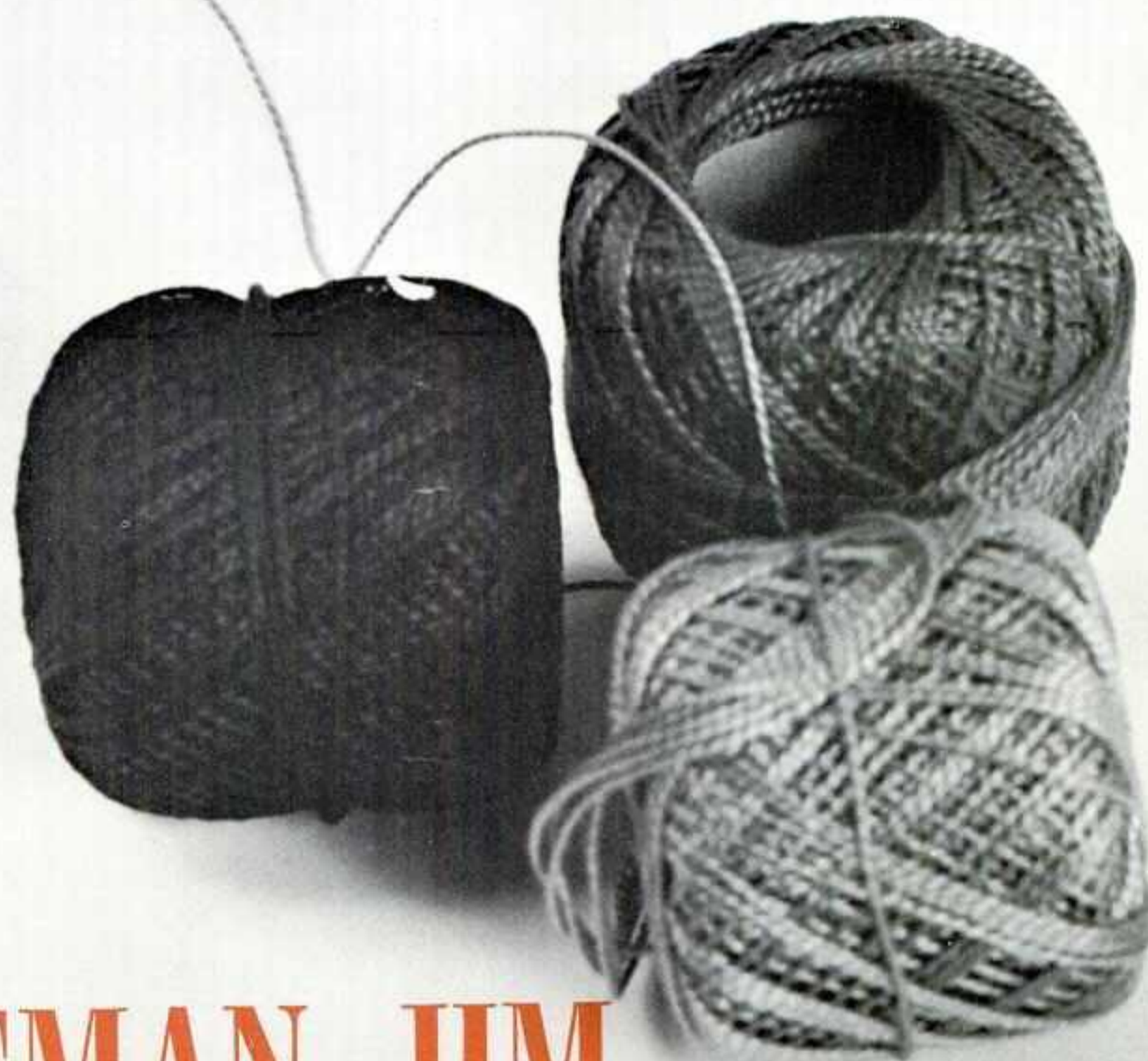
This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	139	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	2
102	96	HEAVENLY Johnny Mathis, Columbia CL 1351	178
103	117	BEYOND THE FRINGE Original Cast, Capitol W 1792	10
104	122	THEMES OF THE GREAT BANDS Glen Gray & Casa Loma Ork, Capitol T 1812	3
105	124	LENA LOVELY AND ALIVE Lena Horne, RCA Victor LPM 2587	2
106	105	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 3458	23
107	137	MR. PIANO Roger Williams, Kapp KL 1290	12
108	113	ANDY WILLIAMS BEST Cadence CLP 3054	28
109	110	THE BEST OF JOLSON Al Jolson, Decca DL 169	13
110	106	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5005	36
111	114	JAZZ IMPRESSIONS OF THE BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	3
112	66	SERGIO FRANCHI RCA Victor LM 2640	13
113	115	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844	2
114	88	PAT BOONE'S GOLDEN HITS Dot DLP 3455	10
115	119	FOR THE HERO MINDED Peter Nero, RCA Victor LPM 2636	33
116	104	MANY MOODS OF BELAFONTE Harry Belafonte, RCA Victor LPM 2574	18
117	—	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	1
118	123	WEST SIDE STORY Original Cast, Columbia OL 5230	123
119	108	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	244
120	134	ALL THE HITS FOR YOUR DANCING PARTY Chubby Checker, Parkway P 7014	17
121	120	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	64
122	—	HELLO YOUNG LOVERS Nancy Wilson, Capitol T 1767	12
123	102	WHAT KIND OF FOOL AM I AND OTHER SHOW STOPPERS Sammy Davis Jr., Reprise R 6051	18
124	130	JOSE JIMENEZ TALKS TO TEEN-AGERS OF ALL AGES Bill Dana, Kapp KL 1304	19
125	142	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	30
126	109	DINO LATINO Dean Martin, Reprise R 6054	4
127	125	HYMNS Tennessee Ernie Ford, Capitol T 758	270
128	98	TRUMPET AND STRINGS Al Hirt, RCA Victor LPM 2584	5
129	128	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	26
130	141	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	153
131	135	WHAT'D I SAY Ray Charles, Atlantic 8025	67
132	112	BOBBY RYDELL'S BIGGEST HITS, VOL. 2 Cameo C 1028	9
133	62	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	26
134	149	TONY BENNETT AT CARNEGIE HALL Columbia CL 23	19
135	126	ALL THE WAY Frank Sinatra, Capitol W 1538	59
136	111	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	6
137	121	GREEN ONIONS Booker T & the MG's, Stax 701	15
138	138	THE COLORFUL PETER NERO RCA Victor LPM 2618	3
139	140	DESAFINADO Si Zentner & His Ork, Liberty LRP 3273	2
140	—	CONNIE FRANCIS SINGS MODERN ITALIAN FAVORITES MGM E 4103	1
141	133	BIG BAND BOSSA NOVA Quincy Jones & His Band, Mercury MG 20751	8
142	131	DEVIL WOMAN Marty Robbins, Columbia CL 1918	16
143	116	PORTRAIT IN MUSIC George Maharis, Epic LN 24021	24
144	144	THE RAY CHARLES STORY Atlantic 2-900	28
145	145	THE OSCAR PETERSON TRIO BURSTING OUT WITH THE ALL STAR BIG BAND Verve V 8476	2
146	150	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	30
147	129	THE MUSIC MAN Original Cast, Capitol WAO 990	243
148	136	THE LORD'S PRAYER, VOL. II Mormon Tabernacle Choir, Columbia ML 5767	7
149	132	MARIA Roger Williams, Kapp KL 1266	37
150	147	JIM, TONY AND BOB, THE LETTERMEN Capitol T 1761	19

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	66
2	2	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	20
3	3	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	5
4	4	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. WS 1487	4
5	5	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. WS 1475	15
6	9	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	28
7	6	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	38
8	7	FIRST FAMILY Vaughn Meader, Cadence CLP 25060	10
9	8	PETER, PAUL & MARY Warner Bros. WS 1449	30
10	15	SINCERELY YOURS Robert Goulet, Columbia CS 8731	7
11	14	OLIVER Original Cast, RCA Victor LSO 2004	16
12	12	STOP THE WORLD—I WANT TO GET OFF. Original Cast, London AMS 88001	13
13	11	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 SD	10
14	10	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	22
15	13	BIG BAND BOSSA NOVA Stan Getz, Verve V6-8494	8
16	21	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	153
17	26	FLY ME TO THE MOON AND THE BOSSA NOVA POPS Joe Harrell & Ork, Kapp KS 3318	4
18	18	CAMELOT Original Cast, Columbia KOS 2031	108
19	19	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dotson BST 8019	3
20	31	GYPSY Sound Track, Warner Bros. BS 1480	3
21	16	ALLEY CAT Bent Fabric, Atco SD 148	9
22	39	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise RS-1008	2
23	22	MY FAIR LADY Original Cast, Columbia OS 2015	143
24	29	MR. PRESIDENT Original Cast, Columbia KOS 2270	12
25	23	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	40
26	35	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol ST 1759	11
27	34	A TASTE OF HONEY Martin Denny, Liberty LST 7237	20
28	25	NEW FRONTIER Kingston Trio, Capitol ST 1809	8
29	33	HATARI! Henry Mancini, RCA Victor LSP 2559	31
30	27	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABCS 435	15
31	44	DEAR LONELY HEARTS Nat King Cole, Capitol ST 1838	8
32	30	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise RS-6058	7
33	17	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LSP 2621	11
34	20	MUTINY ON THE BOUNTY Sound Track, MGM 15E4	7
35	24	RAMBLIN' ROSE Nat King Cole, Capitol ST 1793	21
36	42	VLADIMIR HOROWITZ Columbia KS 6371	15
37	28	THE LONELY BULL Herb Alpert & the Tijuana Brass, A&M 101	6
38	36	JUMBO Sound Track, Columbia OS 2260	4
39	40	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CS 8634	2
40	—	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 25497	1
41	—	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	1
42	46	WEST SIDE STORY Original Cast, Columbia OS 2001	85
43	32	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	69
44	37	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	81
45	50	THE COLORFUL PETER NERO RCA Victor LSP 2618	2
46	47	MR. PIANO Roger Williams, Kapp KS 3290	19
47	41	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	40
48	48	BY REQUEST Perry Como, RCA Victor LSP 2567	13
49	—	LORD'S PRAYER, VOL. II Mormon Tabernacle Choir, Columbia MS 6367	1
50	45	CAROUSEL Alfred Drake & Roberts Peters, Command RS 843 SD	15

continuing his string
of instrumental HITS!

BERT KAEMPFERT

and his orchestra



GENTLEMAN JIM

c/w

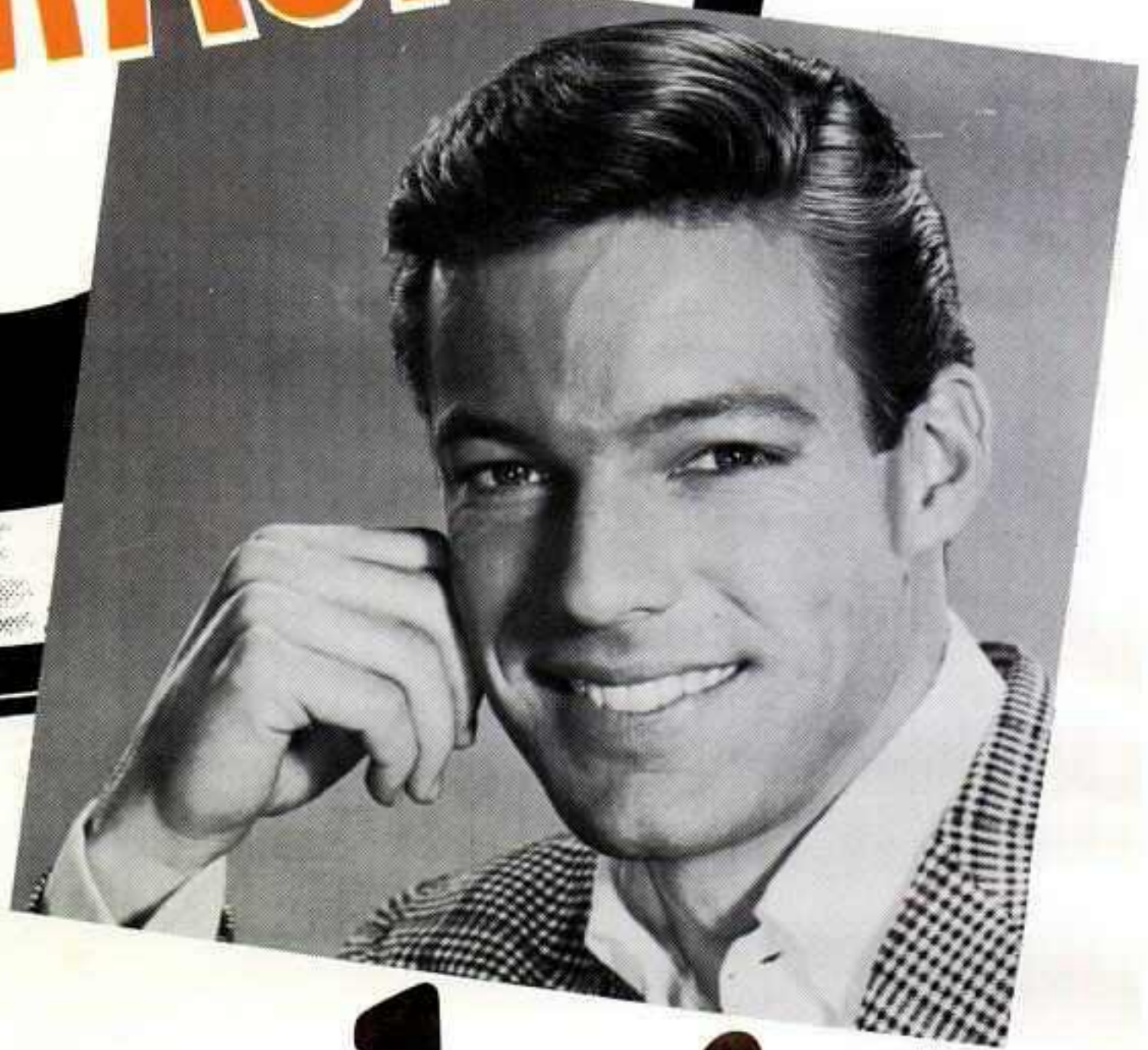
TIPSY GYPSY

31463

ON **DECCA**  **RECORDS** NATURALLY!

A SOLID SMASH HIT!

Richard



Chamberlain

sings

"ALL I HAVE TO DO IS DREAM"

MGM RECORDS
THE STARPOWER LABEL



c/w "HI-LILI, HI-LO"
K-13121

ALBUM REVIEWS (continued)



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



JAZZ SPOTLIGHT
PLENTY OF PETE

Pete Fountain. Coral CRL 57424 (M); CRL 757424 (S)

Clarinetist Fountain has an easy rolling swing package here that should delight his many friends. The group behind him is a prime rhythm team which supports the soloist to the hilt. Featured players and section team for some precise work on a standard medley that's touched with humor. "Don't Be That Way" and "Stranger on the Shore" are a few of the titles.



JAZZ SPOTLIGHT
GRAB THIS

Johnny Griffin. Riverside RM 437 (M); RS 9437 (S)

This album should be tenor saxist Griffin's best selling LP to date. It displays the artist's exciting and bluesy style in a new context with organ and guitar—a style very much in vogue in r.&b. and jazz circles. The organist is Paul Bryant, the guitarist Joe Pass. "Grab This" and "Offering Time" are two of the better tracks, with the latter a strong pop possibility.



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

MORE KENNY BALL & THE MIDNIGHT IN MOSCOW JAZZMEN

Kapp KL 1314 (M); KS 3314 (S)

More of the catchy Kenny Ball British band sound, with the focus on traditional Dixie. The boys, winners last year in a Billboard poll as most promising new band, show their familiar drive and spark here on "Memphis Blues," "Hazelmere," "Jazz Me Blues" and including three tunes with vocals by Kenny himself. Good, bright, happy wax that could be another winner with pop and jazz fans.



POP SPECIAL MERIT

ROSEMARY CLOONEY SINGS COUNTRY HITS FROM THE HEART

RCA Victor LPM 2565 (M); LSP 2565 (S)

Here is Miss Clooney in a medium in which she seems right at home—the Nashville medium, that is—and she works a fine collection of tunes in which she is neatly accompanied by a combo of that city's finest. Included is "Give Myself a Party," which made noise as a single awhile back and other goodies like "Please Help Me, I'm Falling," and the outstanding, "I Really Don't Want to Know" and "Beautiful Brown Eyes." This milieu really suits Rosie fine.



POP SPECIAL MERIT

JUSTICE FOR ALL!

Jimmy Justice. Kapp KL 1308 (M); KS 3308 (S)

Jimmy Justice, the hit British singer who has scored some action in the States, has a potent album here. He sings for teens with softness or power on just about every track. The single that scored for him in this country, "Ain't That Funny," is included, as are a number of other fine tracks: "I'm Beginning to See the Light," "Spanish Harlem," "Once in a Lifetime" and "When My Little Girl Is Smilin'."



POP SPECIAL MERIT

SHELDON: NOB HILL NOCTURNE FOR PIANO & ORCHESTRA

George Greeley, Overland Symphony Orch. Overland OLM 102

In the tradition of "Rhapsody in Blue," "Warsaw Concerto" and "Cornish Rhapsody," this is a "popular concerto" for piano and orchestra. Composer James Sheldon plays its flowing themes with finesse, backed by an orchestra conducted by George Greeley, who prepared the orchestration. Reverse side contains five short Sheldon originals and one arrangement by him.

(Continued on page 30)



CLASSICAL SPOTLIGHT
BEETHOVEN OVERTURES

Israel Philharmonic Orch. (Maazel). London CM 9328 (M); CS 6328 (S)

Onetime "wunderkind" Lorin Maazel rivals Leonard Bernstein in being able to coax a glowing, singing tone from an orchestra, in this case the increasingly popular Israel Philharmonic. Maazel handles the overtures (all three of them) from "Leonore" with grace, and the "Fidelio" overture fairly sparkles. Likely to be an important serious-music waxing.



COUNTRY SPOTLIGHT
GENTLEMAN JIM

Jim Reeves. RCA Victor LPM 2605 (M); LSP 2605 (S)

The mellow-voiced Jim Reeves has never sounded better than on this soulful collection of ballads, many of them in the weeper vein. The simple combo backings, using the Anita Kerr Singers, simply serve to increase the impact of Reeves' heartfelt vocals. Included are the great oldie, "Just Out of Reach," along with "The One That Got Away," "After Loving You" and a flock of other winners.



SPOTLIGHT—NOVELTY
LITTLE EGYPT PRESENTS HOW TO BELLY-DANCE FOR YOUR HUSBAND

Sonny Lester, His Ork & Chorus. Roulette R 25202

Who needs the Playboy Club with this platter around? Musically, Sonny Lester provides a number of tunes (ork, Oriental percussion, chorus) straight out of a Hollywood version of the Arabian Nights, and not genuine belly-dance numbers. There's a cute cover and "instruction booklet" allegedly by a dancer named Little Egypt.



★ NATIONAL BREAKOUTS

MONO

WALK RIGHT IN . . .
Rooftop Singers, Vanguard VRS 9123

OUR MAN IN HOLLYWOOD . . .
Henry Mancini, RCA Victor LPM 2604

STEREO

1962'S GREATEST HITS BY BILLY VAUGHN . . .
Dot DLP 25497

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

LORD'S PRAYER, VOL. II . . .
Mormon Tabernacle Choir, Columbia MS 6367

★ **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

SURFBEAT . . .
Challengers, Vault LP 100

THE NEW CHRISTY MINSTRELS IN PERSON . . .
Columbia CL 1941

ARRIVEDERCI, ROMA . . .
Jerry Vale, Columbia CL 1955

BOSSA NOVA PELOS PASSAROS . . .
Charlie Byrd, Riverside RM 436

MY COLORING BOOK . . .
Kitty Kallen, RCA Victor LPM 2640

1962'S GREATEST HITS BY BILLY VAUGHN . . .
Dot DLP 3497

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

OUR MAN IN NASHVILLE . . .
Chet Atkins, RCA Victor LPM 2616

LET'S GO! WITH THE ROUTERS . . .
Warner Bros. W 1490

FROM THE HEART . . .
Hank Crawford, Atlantic 1387

SAMMY DAVIS JR. AT THE COCOANUT GROVE . . .
Reprise R 6063/2

RUMORS . . .
Johnny Crawford, Del Fi DF 1224

DEAN (TEX) MARTIN—COUNTRY STYLE . . .
Reprise R 6061

LAWRENCE OF ARABIA . . .
Sound Track, Colpix CP 514

BACK TO THE BLUES . . .
Dinah Washington, Roulette R 25189

STEREO

RICHARD CHAMBERLAIN SINGS . . .
MGM SE 4088

LITTLE ME . . .
Original Cast, RCA Victor LSO 1078

ADVENTURES IN JAZZ . . .
Stan Kenton, Capitol ST 1796

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

DEAN (TEX) MARTIN—COUNTRY STYLE . . .
Reprise R 9-6061



LATIN AMERICAN SPOTLIGHT
TITO PUENTE IN PUERTO RICO

Tico LP 1088 (M)

Both the Latin set and the Puente Ork's many pop fans should dig this bright waxing. It spotlights the band in a collection of swinging Latin tunes mainly in the instrumental groove, but with occasional vocals by Santos Colon. The set was waxed in Puerto Rico.



FOLK SPOTLIGHT
THEODORE BIKEL ON TOUR

Elektra EKL 230

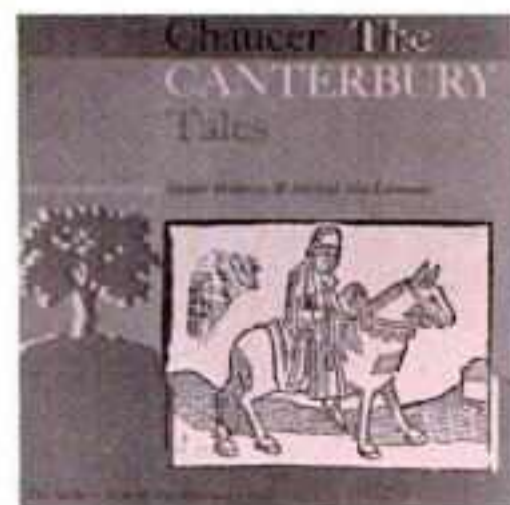
Theo Bikel sings in his inimitable and exciting style throughout this LP which was recorded in concert at Town Hall in New York. The album also features Bill Lee, bass, and Ray Boguslav, guitar. Bikel dots his disk here with good humor and dramatic emphasis much as his concerts always contain. "Polyushka," "El Burro" and "Pokum, Pokum" are some of the better tracks.



INTERNATIONAL SPOTLIGHT
ST. PATRICK'S DAY GREETINGS FROM WILLIE BRADY

Avoca 33 AV 142

What with St. Patrick's Day so near, it might be worth the retailers while to stock a few of these Brady LP's. He's a special favorite of the Irish population in this country and on this set he sings some of the great Irish-American favorites: "Mac-Namara's Band," "Too-Ra-Loo-Ra," "Galway Bay," etc. The album was made in Ireland.



SPOKEN WORD SPOTLIGHT
CHAUCER: THE CANTERBURY TALES: THE PARDONER'S TALE/THE MILLER'S TALE

Michael MacLiammoir/Stanley Holloway. Coedman TC 1130

The label has been a contributor before to the spoken recreations of Chaucer, and here are two more of the Canterbury Tales, two indeed of the most bitterly satirical of all. The "Pardoner's Tale," which also appears in an earlier edition, is here read with much effect by Michael MacLiammoir, while the "Miller's Tale," a savory bit of lusty vulgarity and long a favorite of English students in school, is read with relish and effect by veteran actor Stanley Holloway.



POP LOW PRICE SPOTLIGHT
AN EVENING WITH PERRY COMO

Camden CAL 742 (M)

Little need be said here except that this album should be a solid seller with stores and racks. Como at \$1.98 singing "Caterina," "Delaware," "Deed I Do," "Swingin' Down the Lane," "Angry," "Sposin'" and "South of the Border" is about as good a busy as is available today. Stock it.



LOW PRICE KIDDIE SPOTLIGHT
POPEYE'S ZOO

Jack Mercer. Vocalion VL 3703 (M); VL 73703 (S)

Merchandising of the Popeye name invariably means a substantial pre-sell strength. In the case of this disk, it also gets the benefit of intelligent and attractive material. The songs, aimed at younger fry, all deal with zoo animals and are geared to interest the moppets without bringing in any of the slapstick associated with the TV cartoons. The result is a quality disk that should attract a multitude of buyers.

• ALBUM REVIEWS (cont.)

POP SPECIAL MERIT

SHELBY FLINT SINGS FOLK

Valiant 403 (S)

Shelby Flint makes one of her rare appearances on wax with this attractive recording of a flock of fine folk songs both new and old. The lass with the clear, liquid voice sings "Ash Grove," "House of the Rising Sun," "Black is the Color" and "The Riddle Song" with telling style on this fine new set.

JAZZ SPECIAL MERIT

PASSIN' THRU

Chico Hamilton Quintet. Impulse A 29 (M); AS 29 (S)

Here is the initial album of a new Hamilton group and the first for the drummer-leader on Impulse. The music has the quality of being exploratory, probing for new tonal mixtures and blends, in a group of six pieces, which as the liner properly comments take the form of tone poems. Charles Boyd and George Bohanon are heard on tenor and trombone with Boyd occasionally turning to the flute. Gabor Szabo, guitar, and Al Stinson, bass, are also heard. Much of the writing was done by members of the group, with Lloyd's "Passin' Thru" taking honors for the most interesting effort.

JAZZ SPECIAL MERIT

THE GREATEST OF STAN GETZ

Roost LP 2249

Here's one for the jazz and non-jazz stores to stock. With two hot albums Getz reissues stand a good chance of moving. This one contains some of the best reissued Getz around, especially "Dear Old Stockholm," "Hershey Bar," "Tootsie Roll" and "Sweetie Pie."

JAZZ SPECIAL MERIT

SHADOW WALTZ

Sonny Rollins. Jazzland AM 86 (M); AS 986 (S)

This album was originally issued in 1958. It has been brought out again because Sonny Rollins is back (although on RCA Victor) and that has occasioned new interest in all of his recordings. Here's Sonny playing such favorites as the title song, "Someday I'll Find You," and his own "The Freedom Suite." Worthwhile reissue.

JAZZ SPECIAL MERIT

THE ARTISTRY OF FREDDIE HUBBARD

Impulse A 27 (M); AS 27 (S)

This is an exciting, driving album that should help make Freddie Hubbard known to a wider circle of jazz fans. He comes through with bright and bold performances of a group of originals and oldies, best of which are Duke Ellington's "Caravan," the lovely "Summertime" and Hubbard's own "The 7th Day." Curtis Fuller, John Gilmore and Tommy Flanagan add welcome support.

JAZZ SPECIAL MERIT

THE ROARING TWENTIES AND ALL THAT JAZZ

Various Artists. Riverside RLP 159 (M)

Here's another one for collectors. This one features bands which count Jimmy and Tommy Dorsey, Red Nichols and others as members. It's another fine package for those interested in early jazz dance ork music. All the records included here were made between 1924 and 1926.

SPECIAL MERIT JAZZ

FEEL REAL

Eddie Baccus. Smash MGS 27029 (M); SRS 67029 (S)

Impressive if sometimes nervous debut for this organist. Eddie plays with much power and he's assisted by guitar and drums. "Stranger on the Shore" shows his best stuff, with "Blues at Dawn" and "Flight 464" strong talent showcases.

CLASSICAL SPECIAL MERIT

FLUTE CONCERTOS OF EIGHTEENTH CENTURY PARIS

Various Artists. Connoisseur Society CS 362 (S)

There is a cool, liquid beauty in these flute concertos by Boismortier and Corrette as played by a quintet of top-flight flute artists with a continuo of harpsichord and cello. They are even more effective because of the label's wire-range recording process, which produces a 12-inch 45 r.p.m. disk as its end product. The record is for serious fanciers of chamber works, but it is indeed a delight.

CLASSICAL SPECIAL MERIT

SAINT-SAENS: SYMPHONY NO. 3

L'Orchestre De La Suisse Romande (Ansermet). London CM 9331 (M); CS 6331 (S)

This underrated symphony is a standing favorite among owners of good hi-fi equipment, embracing as it does a mighty outpouring from an organ thundering over the orchestra. Ansermet belies his years with a vigorous reading that is aided by an excellent recording, all of which should make this a highly competitive version.

CLASSICAL SPECIAL MERIT

FRANCK: Prelude, Chorale & Fugue;

CHOPIN: Scherzo No. 1, Ballade No. 3
Ivan Moravec (piano). Connoisseur Society CS 662 (S) (12"—45 RPM)

Mark the name of Ivan Moravec, a Czech pianist making his disk debut here on these two releases. His is a real talent with a cleanness of articulation, variety of expression and technique which rank him among the leading keyboard artists. His performances are both exciting and individual yet are not antagonistic to the composers' intentions. Beautifully packaged, the disks are pressed at 45 r.p.m. in compatible stereo, and boast a fine, realistic sound.

CLASSICAL SPECIAL MERIT

BYRD: MASS FOR FIVE VOICES

Choir of King's College (Willcocks). London 5725 (M); OS 25725 (S)

A limited sale to connoisseurs is indicated for a lovely etching of one of the finest examples of Reformation choral music. It features clear and clean singing by the choir of King's College, Cambridge, England. Two equally attractive shorter works by Byrd fill out the disk. Will get some action from schools and libraries.

COUNTRY SPECIAL MERIT

THE SOUND OF A 5 STRING BANJO

Charles Trent. Smash MGS 27017 (M); SRS 67017 (S)

There've been many, many five-string banjo presentations on disk, but this is one of the smartest and most commercial so far. It features an amplified banjo sound, stylishly worked in with three guitars, a piano and bass and drums. "Down by the Riverside," "Cindy," "Wreck of the Old '97" and "Oklahoma Hills" are some of the fine pop-folk-country numbers included. This could get a lot of play, both country and pop.

FOLK SPECIAL MERIT

ENGLISH FOLK SONGS—OLD AND OLDER

John Runge. Washington VM 735 (M)

This is more "pure" folk music than is the "commercial" brand of Peter, Paul and Mary, the Rooftop Singers, et al., and thus has audience limitations. However, it's a fine grouping of Elizabethan songs and a potpourri of British folk items. Runge's clear tenor is ideal for the material, which he handles with grace and wit.

FOLK SPECIAL MERIT

STEPHEN FOSTER SONGS

Richard Dyer-Bennet. Dyer-Bennet DYB 11

The wistful, romantic ballads of Stephen Foster are sung sympathetically by Richard Dyer-Bennet, who seems perfectly suited to the task. Foster's talent is showcased to best advantage and the songs seldom have sounded better. Collectors of Americana and nostalgia will be especially interested.

FOLK SPECIAL MERIT

BURY ME BENEATH THE WILLOW: A TREASURY OF SOUTHERN MOUNTAIN FOLK SONGS AND BALLADS

Various Artists
Washington WLP 734 (M)

A unique album of the music being sung in the Southern mountains as recorded in Asheville, N. C. Authentic both in sound and spirit, this release should appeal both to folklore collectors and lovers of grass-roots mountain singing. Some of the ballads are quite unique as "Mountain Fox Chase," in which voice and harmonica are used to simulate the sound of the hunt.

INTERNATIONAL SPECIAL MERIT

USTAD ALI AKBAR KHAN

Connoisseur Society CS 462 (S)

Captured in some of the highest "fi" on records, this unusual sampling of the music of India is hardly for general tastes, but it is a real collector's item. The music, played by a trio of noted Indian musicians, is introspective and haunting, and of obvious interest to serious students of Oriental music styles. The recording process (a 12-inch, 45 r.p.m. platter from high-speed, wide-track tape) brings a new dimension to listening.

INTERNATIONAL SPECIAL MERIT

SING SONGS OF PARIS

60 French Girls Les Djinns Singers
ABC-Paramount ABC 418 (M); ABCS 418 (S)

The 60 clear-voiced girls who form "Les Djinns Singers" are the French vocal equivalent of the Rockettes, and they sing with snap and precision. Tunes are a dozen Parisian favorites, several in march tempo but all with a fine French flair. Selections from the album will make a fine pace-changer for deejays.

INTERNATIONAL SPECIAL MERIT

AN ANTHOLOGY OF CANTE FLAMENCO

London A 4353 (M); OSA 1325 (S) (3—12")

A treat for collectors and fans of flamenco singing, this boxed set of three LP's offers 38 examples of the art, sung and performed in striking style. The only fault is lack of satisfactory notes on either the individual selections or the performers, a lack which can discourage some potential buyers despite the quality of the recorded material.

INTERNATIONAL SPECIAL MERIT

SERENADE IN PARAGUAY

Los Indios. Fontana MGF 27513 (M); SRF 67512 (S)

The internationally popular quartet, Los Indios, offers vibrant renditions of Latin songs, predominantly from their native Paraguay. Popular in Europe as well as in the United States and Latin America, the group offers expert vocals backed by guitar and Paraguayan harp. The latter's distinctive sound contributed much to the final result, especially when given a chance to solo as in "Popurri de Ale."

LATIN AMERICAN SPECIAL MERIT

SALSA NOVA

Pupi Legarreta. Tico LP 1091

Translated, the title means "New Spice." Pupi Legarreta, Cuban fiddler, has added a jazz beat to a typical Cuban charanga group's output. The result varies in quality, but is nearly always interesting. May attract attention among Latin fans and could catch on.

SPOKEN WORD SPECIAL MERIT

SHAKESPEARE: GREAT SCENES FROM MACBETH

Various Artists. Caedman TC 1167

This album is tailored to the student or literary connoisseur who desires only the most powerful speeches from "Macbeth." The album contains a full cast with Gwen Frangcon Davies as Lady Macbeth, Anthony Quayle as Macbeth and Stanley Holloway. All five acts are synopsized, and printed text with the set contains the full text of the play.

SPOKEN WORD SPECIAL MERIT

MARK TWAIN'S "1601"

Richard Dyer-Bennet. Dyer-Bennet DYB 1601

Mark Twain's earthy, scatological sketch—a contrived conversation in the style of the Elizabethans—is hardly for P.T.A. meetings, but it's a rediscovered comic gem, read with neat wit by Richard Dyer-Bennet. Bound to be strong with the college trade, Playboy set, etc., but not for broadcast.

SPOKEN WORD SPECIAL MERIT

THE HOLLOW CROWN (2-12")

Various Artists. London A 4253 (M); OSA 1253 (S)

This collection of dramatic speeches, songs, poems, letters, etc., dealing with many of England's kings and queens, is currently playing a limited Broadway run with almost the same cast as that heard in this album. It can be highly recommended for drama students, English majors and FM stations with serious programming. Readings are lyrical and often exciting.

★★★★ 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

★★★★ FERRANTE AND TEICHER
PLAY POPULAR CLASSICS
ABC-Paramount ABC 437 (M); ABCS 437 (S)

(Continued on page 31)

OUT & OUT HITS! ✓ CHECK CHESS FIRST

THE ORIGINAL VERSION

✓ "MAMA DIDN'T LIE"

by

JAN BRADLEY

Chess #1845

✓ "EVERY DAY I HAVE TO CRY"

by

STEVE ALAIMO

Checker #1032

✓ "WOULD IT MAKE ANY DIFFERENCE TO YOU"

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✓ "THINK IT OVER"

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JIMMY DONLEY

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✓ "SINCE I FELL FOR YOU"

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THE VIBRATIONS

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✓ "STORMY"

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✓ "HELP ME"

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SONNY BOY
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THE VOLUNTEER

By **AUTRY INMAN SIMS 131**

ALBUM REVIEWS

Continued from page 30

★★★★ THE DANCING STYLE OF RUSS CARLYLE
ABC-Paramount ABC 439 (M); ABCS 439 (S)

★★★★ MILLION SELLERS GO BOSSA NOVA
Ray Milan and the Quarter-Notes. ABC-Paramount ABC 443 (M); ABCS 443 (S)

★★★★ BROADWAY BOSSA NOVA
Rafael, Orchestra Latino. United Artists UAL 3244 (M); UAS 6244 (S)

★★★★ NIGHT WITH NICOLE
Fontana MCF 27509 (M); SRF 67509 (S)

★★★★ ARTHUR (GUITAR) SMITH AND VOICES
ABC-Paramount ABC 441 (M); ABCS 441 (S)

★★★★ THE HIGHWAYMEN IN CONCERT
Imperial LP 9221

★★★★ AN ERA REBORN
Helen O'Connell. Cameo C 1045 (M); SC 1045 (S)

★★★★ LAMBERT, HENDRICKS AND BAVAN RECORDED "LIVE" AT BASIN STREET EAST
RCA Victor LPM 2635 (M); LSP 2635 (S)

★★★★ THE GOLDEN HITS OF COUNTRY MUSIC
Leroy Holmes Ork and Chorus. United Artists UAL 3246 (M); UAS 6246 (S)

★★★★ GUITARS AND STRINGS PLAY THE GOLDEN STANDARDS
Jerry Kennedy. Smash MGS 27024 (M); SRS 67024 (S)

★★★★ DANCE TO A MEMORY
Art Kassel and his Kassels in the Air. Kapp KL 1312 (M); KS 3312 (S)

JAZZ

★★★★ BREAKTHROUGH
Gene Shaw Quintet. Argo LP 707

★★★★ RECUERDO
Chuck Mangione Quintet. Jazzland AM 84 (M); AS 984 (S)

★★★★ REARIN' BACK
Sonny Stitt. Argo LP 709

★★★★ MIDNIGHT CONCERT IN PARIS
George Wein's Newport Jazz Festival Allstars. Smash MGS 27023 (M); SRS 67023 (S)

★★★★ THE EXPLOSIVE SIDE OF SARAH VAUGHAN
Roulette Birdland R 52092 (M)

★★★★ BACK TO BASIE AND THE BLUES
Count Basie and Joe Williams. Roulette Birdland R 52093 (M)

★★★★ BLUES ON THE OTHER SIDE
Mike Mainieri Quartet. Argo LP 706

★★★★ SOUL COOKIN'
Thornel Schwartz with Bill Leslie. Argo LP 704

★★★★ THE CUP BEARERS
Blue Mitchell. Riverside RM 439 (M); RS 9439 (S)

★★★★ TUBBY'S BACK IN TOWN
Tubby Hayes and the All Stars. Smash MGS 27026 (M); SRS 67026 (S)

★★★★ THIS IS BILLY MITCHELL
Smash MGS 27027 (M); SRS 67027 (S)

★★★★ WHISPER NOT
Wynton Kelly. Jazzland JLP 83

INTERNATIONAL

★★★★ QUER DURCHS ALPENLAND
Various Artists. Fiesta FLP 1375

★★★★ FIESTA FLAMENCA
Mario Escudero ABC - Paramount ABC 428 (M); ABCS 428 (S)

★★★★ IRISH BAGPIPES
Fintan Lalor Pipe Band of Dublin. Avoca 33 AV 144

★★★★ REFLECTIONS OF POLAND
Polskie Wspomnienia. Fiesta FLP 1373

★★★★ COSSACKS OF THE UKRAINE
Various Artists. Monitor MF 394

★★★★ REFLECTIONS OF THE NEAR EAST
Maha. Fiesta FLP 1372

★★★★ THE COULIN AND OTHER CLASSIC IRISH AIRS
Geraldine O'Grady. Avoca 33 AV 141

★★★★ SONGS FROM THE GREEN ISLE OF ERIN
Edwin Fitzgibbon. Avoca 33 AV 140

★★★★ DANCE TIME IN DONEGAL
Richard Fitzgerald's Original Bundo ran Ceili Band. Avoca 33 AV 143

★★★★ DIE ALTE KLIPP-KLAPP MUHLE
Various Artists Fiesta FLP 1363

CLASSICAL

★★★★ HAYDN: THE NELSON MASS
Various Artists. London 5731 (M); OS 25731 (S)

★★★★ SMETANA & DVORAK: BOHEMIAN RHAPSODY
Israel Philharmonic Orchestra (Kertesz). London CH 9330 (M); CS 6330 (S)

★★★★ LIEDER RECITAL
Hermann Prey. London CM 5757 (M); OS 25757 (S)

★★★★ BEETHOVEN: SONATA NO. 23; MOZART: SONATA NO. 14
Ivan Moravec (piano). Connoisseur Society CS 562 (S) (12"—45 r.p.m.)

COUNTRY

★★★★ MOTHER MAYBELLE CARTER AND HER AUTOHARP
Smash MGS 27025 (M); SRS 67025 (S)

★★★★ THE PLAYBOY FARMER
Lonnie (Pap) Wilson. Starday SLP 217

SPECIALTY

★★★★ BLACK MAN IN AMERICA
James Baldwin. Credo 1

★★★★ GRAND PRIX CARS AT WATKINS GLEN 1962
Riverside RM 5028 (M); R 95028 (S)

COMEDY

★★★★ ONE MORE TIME HELLO DERE!
Marty Allen and Steve Rossi. ABC-Paramount ABC 445 (M); ABCS 445 (S)

FOLK

★★★★ FOLK SONGS
Peter Pears. London 5693 (M); OS 25327 (S)

★★★★ THE APPALACHIAN MINSTREL
Bascom Lamar Lunsford. Washington VM 736 (M)

SPOKEN WORD

★★★★ THE FAERIE QUEEN AND EPITHALAMION
Michael MacLiammoir. Caedmon TC 1126

★★★★ SHAKESPEARE: LOVE'S LABOUR LOST (3-12")
Marlowe Society and Professional Players. London A 4363 (M); OSA 1363 (S)

RELIGIOUS

★★★★ WHERE FREEDOM WALKS
Gregory Loren. Word W-3242 (M)

CALYPSO

★★★★ THE MIGHTY LORD MELODY
RCA Victor LPB 3008 (M); LPS 3008 (S)

★★★★ CALYPSO SPARROW
Mighty Sparrow. RCA Victor LPB 3010 (M); LPS 3010 (S)

LATIN AMERICAN

★★★★ MACHITO'S VARIETADES
Machito and his Ork. Tico LP 1090

CHILDREN'S

★★★★ GRIMM'S FAIRY TALES
Marla Ray. Vocalion VL 3704 (M); VL 73704 (S)

Roulette Puts On Medlin in Promo

NEW YORK—Roulette Records has added Joe Medlin to its promotion staff. Medlin, formerly with United Artists, will work out of New York as a field man and will cover both r.&b. and pop jockeys. He has already made a field trip through the Midwest. Medlin reports to Bud Katzell, Roulette general sales manager.

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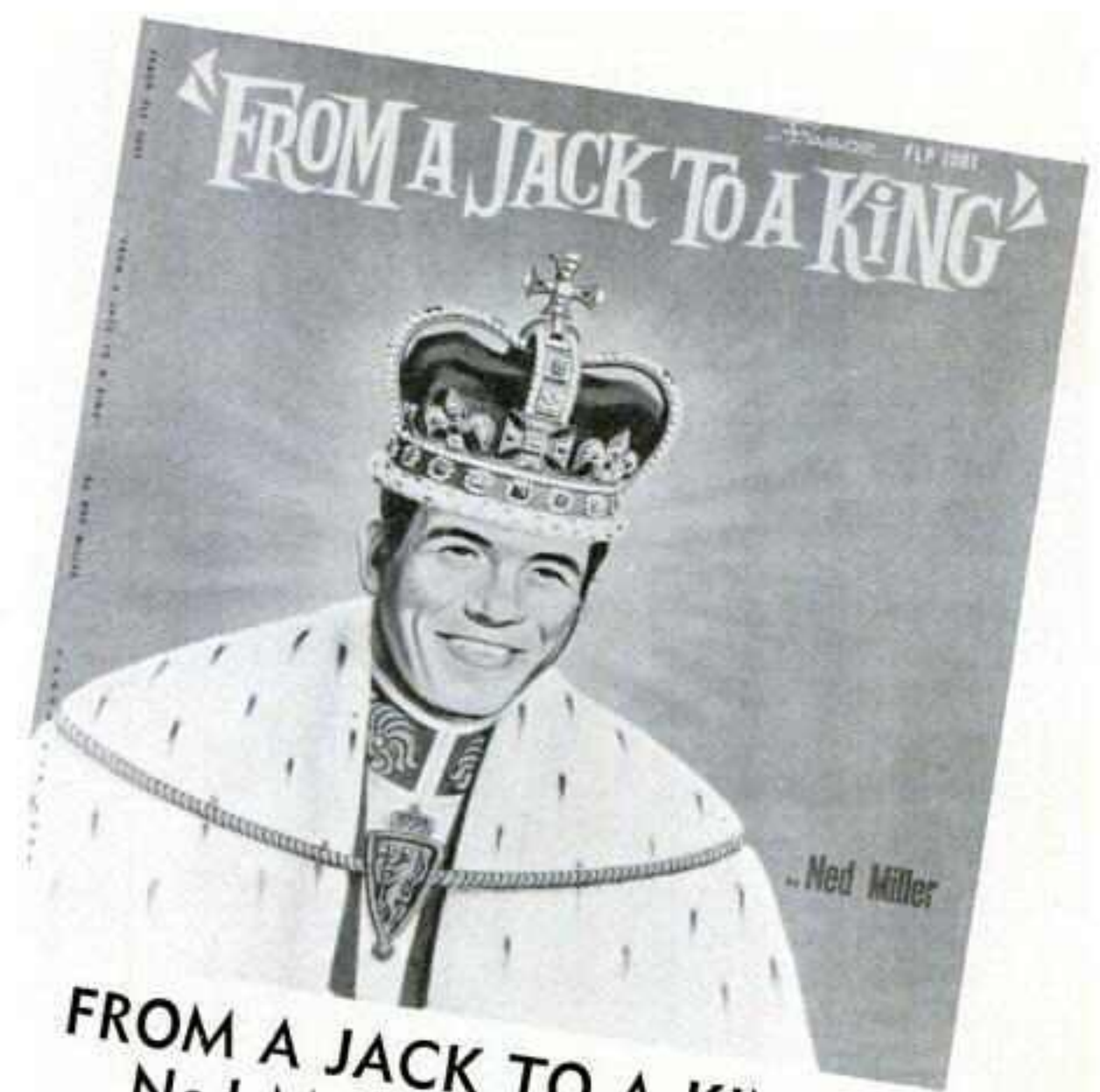
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Billboard **HITS OF THE WORLD**

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SURFSIDE	*Digger Revell's Denvermen (HMV)—Johnny Devlin Music
2	2	TELSTAR	The Tornados (Decca)—Reg Connelly
3	3	THE BOYS	The Shadows (Columbia)—Belinda
4	—	WALK RIGHT IN	The Roof-toppers (Astor)
5	8	THE NIGHT HAS A THOUSAND EYES	Bobby Vee (Liberty)—Belinda
6	9	HE'S A REBEL	Vicki Carr (Liberty)—Belinda
7	4	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
9	5	ALLEY CAT	Bent Fabric (Columbia)—Chappells
9	6	BOBBY'S GIRL	Marcie Blaine (London)—Alberts
10	7	WORKING FOR THE MAN	Roy Orbison (London)—Acuff-Rose
11	10	THE LONELY BULL	Tijuana Brass (Festival)—Alberts
12	11	BABY ELEPHANT WALK	The Miniature Men (Liberty)—Chappells
13	12	COME A LITTLE BIT CLOSER	*The Delltones (Leedon)—No Publisher
14	13	BIG GIRLS DON'T CRY	The Four Seasons (Festival)—Castle
15	15	LOVESICK BLUES	*Frank Ifield (Columbia)—Davis

EIRE

(Courtesy Irish Times, Ltd.)

This Week	Last Week	Title	Artist
1	1	THE NEXT TIME	Cliff Richard (Columbia)—Elstree
2	6	GLOBETROTTER	The Tornados (Decca)—Ivy Music
3	3	DANCE ON	The Shadows (Columbia)—Sydney Bron
4	2	RETURN TO SENDER	Elvis Presley (RCA)—Manor
5	4	GO AWAY LITTLE GIRL	Mark Wynter (Pye)—Aldon
6	—	DIAMONDS	Tony Meehan, Jet Harris (Decca)—Francis, Day & Hunter
7	8	IT ONLY TOOK A MINUTE	Joe Brown (Piccadilly)—Shapiro-Bernstein
8	9	RUBY ANN	Marty Robbins (CBS)—Acuff-Rose
9	5	LIMBO ROCK	Chubby Checker (Cameo-Parkway)—Sydney Bron
10	7	THE MAIN ATTRACTION	Pat Boone (London)—Stoone Music

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Title	Artist
1	6	COEUR BLESSE	Petula Clark (Vogue)—Acuff-Rose
2	1	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
3	5	ESO BESO	Paul Anka (RCA)—Spanka
4	2	EENZAAM ZONDER JOU	*Will Tura (Palette)—Top Music
5	3	LET'S DANCE	Chris Montez (London)—Chappell
6	9	THE NEXT TIME	BACHELOR BOY—Cliff Richard (Columbia)
7	4	LIMBO ROCK	Chubby Checker (Cameo-Parkway)—Belinda
8	7	TELSTAR	The Tornados (Decca)
9	10	ALL ALONE AM I	Brenda Lee (Brunswick)—Bens
10	—	BUONA NOTTE BAMBINO	Angelo Biondi (Moonglow)—Class

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	PARADISO	Anneke Grönloh (Philips)—Editions Altona
2	1	LIMBO ROCK	Chubby Checker (Cameo-Parkway)—Bens
3	9	LET'S DANCE	Chris Montez (London)—Chappell
4	2	THE LAND OF HOPE AND GLORY	Vera Lynn (HMV)—Melodia
5	10	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
6	4	IT'LL BE ME	Cliff Richard (Columbia)—Belinda

7	3	THE LOCO-MOTION	Little Eva (London)—Basart L. C.
8	8	TELSTAR	The Tornados (Decca)—Basart L. C.
9	—	MONSIEUR	Petula Clark (Imperial)—Basart L. C.
10	—	DESAFINADO	Rita Reys (Philips)

HONG KONG

This Week	Last Week	Title	Artist
1	—	A LITTLE BIT OF SOAP	The Fabulous Echoes (Diamond)
2	—	CRYING IN THE WIND	Paul Anka (RCA)
3	10	A TRUE TRUE LOVE	Bobby Darin (Capitol)
4	—	ROSES ARE RED	Bobby Vinton (Columbia)
5	—	DANCE ON	The Shadows (Columbia)
6	8	THE NEXT TIME	Cliff Richard (Columbia)
7	1	I'M GONNA BE WARM THIS WINTER	Connie Francis (MGM)
8	2	IT'S UP TO YOU	Rick Nelson (Imperial)
9	4	MEXICAN JOE	Pat Boone (Dot)
10	—	GO AWAY LITTLE GIRL	Steve Lawrence (CBS)

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	RETURN TO SENDER	Elvis Presley (RCA)—Presley/BMI
2	2	BIG GIRLS DON'T CRY	The Four Seasons (Vee Jay)—Bobob Music
3	1	ALL ALONE AM I	Brenda Lee (Decca)—Duchess Music
4	5	IT'S UP TO YOU	Rick Nelson (Imperial)—4 Star Sales
5	3	SHEILA	Tommy Roe (ABC-Paramount)—Eager Music/Nitetime Music
6	—	THE NEXT TIME	Cliff Richard (Columbia)—Elstree M., Ltd.
7	—	DANCE ON	The Shadows (Columbia)—S. Bron NCB
8	10	FLOWERS AND GIRLS	*Nahal Group (Kol Israel)—ACUM
9	—	COMIN' HOME BABY	Mel Torme (London-Atlantic)—Melotone
10	6	ESO BESO	Paul Anka (RCA)—Planka Music/ASCAP

ITALY

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

This Week	Last Week	Title	Artist
1	1	ADDIO MONDO CRUDELE/ (DON'T PLAY THAT SONG)	*Peppino Di Capri (Edizioni Musicale Arianna)
2	4	LA TERZA LUNA	Neil Sedaka (RCA)
3	6	CHARIOT	Franck Pourcel (VdP); Petula Clark (Vogue); *Betty Curtis (CGD)
4	2	PREGHERO' (STAND BY ME)	*Adriano Celentano (Clan); Ben E. King (Atlantic)
5	5	LA PARTITA DI PALLONE	*Rita Pavone (RCA); *Cocki Mazzetti (Primary)
6	3	SPEEDY GONZALES	Pat Boone (London); *Peppino Di Capri (Carisch)
7	7	SI E' SPENTO IL SOLE	*Adriano Celentano (Jolly)
8	9	ABAT-JOUR	*Henry Wright (GC)
9	8	CONCERTO DISPERATO	*Nini Rosso (Sprint)
10	10	IL GIORNO PIU' LUNGO	Robert Pray (Durium); Mitch Miller (CBS)
11	—	CHIHUAHUA	Mina (Italdisc)
12	13	QUATTRO VESTITI	*Milva (Cera)
13	—	QUANDO, QUANDO, QUANDO	*Tony Renis (VdP)
14	11	VESTITO DI SACCO	*Pino Donaggio (Columbia)
15	—	VOGLIO AMARTI COSI'	*Henry Wright (GC)

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	3	AY CARINO	*Javier Solis (CBS)—Pham
4	5	PA TODO EL ANO	*J. A. Jimenez (RCA)—Pham
5	9	COSAS (Things)	*Carlos Madrigal (Gamma)—Pending
6	4	UN SUEÑO DE TANTOS	*Amalia Mendoza and J. A. Jimenez (RCA)—Brambila
7	6	BEYOND THE SEA	Ray Conniff (CBS)—Mills Music
8	—	CORRE SANSON	(Run Samson, Run)—*Rebeldes del Rock (Orfeon)—Brambila
9	7	ESO BESO	*Paul Anka (RCA)—Brambila
10	—	AL DI LA	Pericoli (Warner Bros.)—Ricordi

NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	BIG GIRLS DON'T CRY	The Four Seasons (Allied)—Cop Con
2	2	LOVESICK BLUES	Frank Ifield (Columbia)—Davis
3	5	THE NEXT TIME	Cliff Richard (Columbia)—Cop Con
4	8	SUN ARISE	Rolf Harris (Columbia)—Castle
5	6	DON'T HANG UP	The Orions (Cameo-La Gloria)—Cop Con
6	3	BOBBY'S GIRL	Marcie Blaine (London)—Cop Con
7	9	GO AWAY LITTLE GIRL	Steve Lawrence (CBS)—Tuon
8	5	LIMBO ROCK	Chubby Checker (Cameo-La Gloria)—Allen
9	—	TELL HIM	The Exciters (UA)—Mellin
10	—	HOTEL HAPPINESS	Brook Benton (Mercury)—Alberts

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
2	2	THE NEXT TIME	Cliff Richard (Columbia)—Musikk-Huset
3	5	DANCE ON	The Shadows (Columbia)—Bens Music
4	4	JEG VIL HA EN BLA BALLONG	*Arne Bendiksen (Triola)—Stockholms Musikproduktion
5	10	FJERNE LAND	*The Key Brothers (Triola)—Egil Monn Iversen
6	3	GUITAR MAN	Duane Eddy (RCA)—Egil Monn Iversen
7	6	MIDNATTSTANGO	*Ase Wentzel/Jan Hoiland (Odeon)—Musikk-Huset
8	—	MIDNATTSTANGO	Lars Lonn Dahl (RCA)—Musikk-Huset
9	9	JAG HAR BOTT VID EN LANDSVAG	*Ray Adams (Manu)—Manu
10	8	BACHELOR BOY	Cliff Richard (Columbia)—Musikk-Huset

PHILIPPINES

This Week	Last Week	Title	Artist
1	2	FROM THE BOTTOM OF MY HEART	Jerry Vale (Columbia)—Mareco
2	4	TELL HIM	The Exciters (United Artists)—Mareco
3	1	HAVE A GOOD TIME	Tony Bennett (Columbia)—Mareco
4	3	LIMBO MAN	*"Ivy" Pete and His Limbomaniacs (Pioneer)
5	6	WISHING IT WAS YOU	Anita Bryant (Columbia)—Mareco
6	8	SEEN' IS BELIEVIN'	Eddie Hodges (Columbia)—Mareco
7	—	RED RIVER TWANG	The String-A-Longs (Pioneer Records)
8	5	RETURN TO SENDER	Elvis Presley (RCA)—Filipinas
9	—	WIGGLE WOBBLE	Les Cooper (Alpro Records)
10	—	GINA	Johnny Mathis (Columbia)—Mareco

SOUTH AFRICA

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

This Week	Last Week	Title	Artist
1	1	BACHELOR BOY	Cliff Richard (Columbia)—Elstree Music

2	6	RETURN TO SENDER	Elvis Presley (RCA)—Belinda Music
3	4	PATCHES	Dickey Lee (Philips)—Aldon Music
3	5	MIDNIGHT SNACK	Bert Kaempfert (Polydor)—Gema-Belinda Music
4	2	THE LOCO-MOTION	(London)—Aldon Music
5	7	LIMBO ROCK	Chubby Checker (Continental)—Sidney Bron Music
6	9	DANCE ON	The Shadows (Columbia)—Sidney Bron Music
7	3	TELSTAR	The Tornados (Decca)—Ivy Music
8	8	SPANISH HARLEM	Jimmy Justice (Parlophone)—Progressive Music
9	—	THEME FROM DR. NO	John Barry Seven—(Columbia)—United Artists
10	—	BABY ELEPHANT WALK	Lawrence Welk (Dot)—Famous Chappell

SPAIN

(Courtesy Discomania)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BALADA GITANA	*Duo Dinamico (Voz Amo)—Del Sur
2	3	ESO BESO	Paul Anka (RCA)—Hispavox
3	2	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka (RCA)—Hispavox
4	5	CUANDO CALIENTA EL SOL	Hnos Rigual (RCA)—Del Sur
5	9	I CAN'T STOP LOVING YOU	Ray Charles (Hispano)—Hispano
6	—	EL DIA MAS LARGO	Barclay (Columbia)—Del Mundo
7	6	SPEEDY GONZALES	Pat Boone (Columbia)
8	8	ET MAINTENANT	Duo G. Bécud (Voz Amo)—Armonico
9	4	PERDONAME	Duo Dinamico (Voz Amo)—Del Sur
10	—	NUBES DE COLORES	Monna Bell (Hispano)—Del Mundo

ARGENTINA

Pino, Rougemont Visit Locations

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Adolfo Pino, RCA Victor's new manager, has left for Venezuela and the United States. . . Peter De Rougemont has just arrived from Europe. De Rougemont keeps his post in Latin America, and is coming in for inspection purposes.

First records of Brazilian label RGE produced now by Producciones Fermata in Argentina are ready. Jose Scatena, president of RGE Records, who visited Buenos Aires for that reason, has confirmed the release of LP's by Maysa, Agostinho Do Santos, Simonetti and Peruzzi. As far as Microfon Argentina is concerned, it has added Hi Fi's catalog to the several labels it gathered lately.

Disk News

The Wawanco vocal group celebrated a coming European trip (in May) with their fourth LP. . . CBS is making a strong bid for European as well as Latin American sales by teaming Roberto Yanes with tango specialist Astor Piazzolla. The same is true for potential sales of new disk by Lucio Milena. The same label's teen-age star from Uruguay, Jackie, has a new side in "Limbo Rock." . . RCA issued film track from "Boccaccio 70," and another LP by Ray Ellis.

SWEDEN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
2	3	BOBBY'S GIRL	Marcie Blaine (London)—Broadway Music
3	2	REGNIGA NATT	*Anna Lena Lofgren (Metronome)—Multiton
4	7	BOP-A-LENA	Gunnar Kinch (Fontana)—Belinda
5	6	BE-BOP-A-LULA	Gene Vincent (Capitol)—Belinda
6	4	LET'S DANCE	Chris Montez (London)—Thore Ehrling Musik
7	5	MURDER SHE SAYS	Ron Goodvin (Parlophone)—Reuter-Reuter
8	—	STAND UP	Michael Cox (HMV)
9	—	DESAFINADO	Stan Getz (Verve)—Stockholms Musikproduktion
10	—	LONESOME ME	Larry Finnegan (HMV)

HITS OF THE WORLD—ISRAEL ME

URUGUAY

This Week	Last Week	Title	Artist
1	1	EL CIGARRON	Hugo Blanco (Polydor); Bobby Bell (RCA); Amadeo Monjes (CBS)—Fermata
2	2	SPEEDY GONZALES	Pat Boone (Dot-Music Hall); Jackie y sus Ciclonos (CBS)—Fermata
3	4	RITMO AFRICANO	Bert Kaempfert (Polydor)—Fermata
4	3	CATERINA	Perry Como (RCA); Tony Dallara (CBS)—Fortissimo Americano
5	5	CUANDO CALIENTA EL SOL	Hnos Rigual (RCA); Siro San Roman (Music Hall-Sondor); Tony Vilar (CBS)—Edami
6	6	THE LOCO-MOTION	Little Eva (London-Clave)
7	8	EL PECADOR	Los Panchos (CBS)
8	7	SAPO CANCIONERO	Los Serranos (Antar); Los de Salta (Philips)—Lagos
9	9	RIO REBELDE	Ramona Galarza (Odeon); Jorge Sobral (Disc Jockey-Antar); Julio M. Cabral (Philips)—Lagos
10	10	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka (RCA); Ricardo Roca (Dimsa-Clave)—Fermata

AUSTRIA

Eurovision Song Has Been Chosen

By FRED ZILLER
Mollwaldplatz 1, Vienna 4

Austrian composer Erwin Halletz was asked to write a special tune for the TV Song Festival which will be held in London March 23. Carnela Corren from Israel was picked as singer, Dr. Peter Wehle as lyricist for song titled "Vielleicht geschieht ein Wunder."

E. A. Bischof, new rep of Centrocord GmbH, will now distribute these labels: Elite-Special, Sonet, Storyville, Colpix, Debut, Le Jazz Cool and Triola in Austria. His first hit-potential recording over here is "Hundert Guitars" by Ernst Kugler with flipside "Ich rufe Dich" (I Call You) by Parhe-Barsan-Toldi. Both numbers on the Elite-Special label were sung by Yugoslav newcomer Marco Novosel.

The Elvis Presley hit, "Return to Sender," has a German cover sung by Ted Herold on Polydor. Song is called "Zurueck an Jonny" produced by Gerard Mendelson.

International NEWS REPORTS

Orfeon of Mexico Closes Shop in Surprise Move

CARACAS—The Orfeon of Mexico Record Company closed its office here Saturday (2). The move was a surprise to the trade and all manufacture and distribution of Orfeon records for this country has been transferred to a firm headed by the Antor Refreshment firm.

Antor, which runs an independent pressing operation as well, acquired the Orfeon busi-

ness at a time when sales by the firm were at a two-year peak. It is said that the deal with Antor was closed without consideration of bids from Panart and Vega.

Distribution of a number of American record labels is believed to be in question. Antor will distribute unless labels renegotiate contracts with other firms in the country. Foreign labels distributed through Orfeon in Venezuela are Atco, Atlantic, Canadian-American, RiFi, Gurtler, Musci and Jolly.

Assisting the Antor company in negotiation of the deal with Orfeon was Anibal Conde, a long-time Friding and SADAIC representative in Mexico. The existing stock of material is worth some 100,000 bolivares according to reports, and the worth of metal parts, negatives and tapes as well as other materials has not been disclosed yet. The final figure might run well above the quarter million mark.

lar specializes in strict tempo dance records by Wilson, an expert in ballroom dancing music.

Barbara Gardner, head of the international department of Vee Jay Records, Chicago, was in London on the first stage of a European visit. In a deal with EMI, Vee Jay will release records made by the Beatles (Parlophone), a promising British vocal-instrumental group which has yet to make a large chart impact here. During her London stay Miss Gardner supervised recordings by the Chris Barber band with the Alex Bradford Gospel Singers, currently in Europe with "Black Nativity." Miss Gardner left London to visit France, Holland, Sweden and Switzerland before returning to the U. S. Afterward she plans a visit to Asia.

Sir Isaac Schoenberg, Russian-born pioneer of television and director of Electric and Musical Industries, died January 25 at the age of 82. . . . D. M. Bennett, former managing director of the now inoperative Associated Recordings firm, has joined Oriole as general manager. He is concentrating on the new sales division which is being set up. Among other AR executives who have moved over to Oriole is Walter Sparksman, previously Pye Records' sales chief.

Dag Haeggquist and Gunnar Bergstrom, of the Swedish Sonet-Grammofon recording, publishing and talent booking companies, firmed-up deals during their stay including the sale of the right to one of their copyrights, "Madison Piano" to the KPM group in London. (Rune Overman's waxing of this title has been sold to Parkway for the U. S. and discussions go on for its release here.) They also arranged an exchange whereby Garry Williams and the Violets will tour Britain for 10 days with a British group going to Sweden. Williams will come ahead of the group (at the end of this month) to record under

N. Y. Wire:

Among those visiting the city this week is Augusto Sarfia Salas, president of Industrias Electricas Y Musicales Peruanas, Lima, Peru. S. A. Senor Salas is in town to visit with associates. The label represents EMI in Peru and the Odeon and Capitol labels, of course, as well as Seeco, MGM and Musart. . . . Jean Loup Tournier, George Auric and Jacques Enoch in town till Thursday (14). Tournier is general manager of French Society of Composers and Publishers of Music (SACEM). Auric is president and Enoch is a member of the board of directors of the same organization.

EMI Resigns To Distribute ABC Disks

LONDON—Following its removal deal with Roulette, reported this week, an EMI spokesman revealed a further extension of the firm's pact with ABC-Paramount. The deal, understood to run for longer than most usual Anglo-American license extensions, also covers the Impulse jazz line. It extends beyond the United Kingdom. Release will continue on the HMV label in Britain, with John Snell responsible for repertoire selection.

the direction of independent producer Joe Meek, who is responsible for the Tornadoes' recording.

Jean Raemond, head of EMIAZ Zurich, EMI's Swiss branch, was in London for discussions with executives of the parent firm. . . . Due in for talks on the Epic repertoire matters with EMI after the CBS meeting in Paris last week were Nat Shapiro and Michel Vermette, executives of the international department of CBS Records. . . . Johnny Hallyday spent two days in London recording at the Philips' studios.

Leeds Music's British head, Cyril Simons, returned after a European trip to launch songs from the new Cliff Richard film musical, "Summer Holiday," which opened to immensely impressive reviews in Britain and currently provides three titles in the British hit parade. Simons visited Holland, France and Italy. In the latter, he obtained option rights on four favorite entries for the San Remo Song Festival.

Screen musicals are of growing interest to British publishers. The Aberbach group has all the songs from Milton Subotsky's picture, "Just for Fun." Leader is Bobby Vee's recording of "The Night Has a Thousand Eyes," already in the U. S. top 10.

EIRE

Pye Low Price Sales Still Rise

By KEN STEWART
Teenage Express, Dublin

Pye released 17 new Golden Guinea LP's. The low-priced LP's have been available for over two years and sales continue to rise sharply. The main factors contributing to the tremendous success of the series are the excellent window displays throughout the country and a



DISCOMANIA AWARDS: During his recent trip to Spain, Goddard Lieberson, Columbia Records president, accepted awards from Raul Matas, editor of Discomania magazine, for top-selling Columbia artist Ray Conniff, who took awards in 1961 and 1962 Discomania reader polls.

Frank Ifield Takes NME Disk Survey

LONDON — Frank Ifield, British-born singer who learned his trade in Australia, emerged as the most potent disk seller in Britain in the second half of 1962, according to a survey of the weekly New Musical Express chart. He accumulated more points than Elvis Presley and Cliff Richard, the leaders for the past four years.

Presley topped the total year's listing, however, with 1,463 points, followed by Cliff Richard (1,131), but Ifield collected 817—all in the second half of the year. Presley remains remarkably consistent and, in fact, accumulated a mere 24 points less in 1962 than in the previous year.

flock of very salable items. Pye's new Piccadilly Heather series get off to an excellent start with encouraging sales. . . . Radio Eireann and jazz leader Peter Schilperoot presented a special 30-minute program about the famous Dutch Swing College Band. Unlike pops, jazz has always been fairly well treated by R. E. . . . George O'Reilly announced that the fee paid by Telefis Eireann for the series of six Bing Crosby spectaculars (the first one was screened at Christmas) will be donated to various Irish charities. . . . The Harmonicords, the Dublin group who is now better known as the Bachelors, have a potential hit in their Decca disk debut, "Charmaine," originally a million seller for Mantovani. The record recently entered the British chart.

NYMPH AWARD TO U. S. TV-ER

MONTE CARLO — Musical shows with recording artists held a less dominant position but appeared in greater variety at the Third International Television Festival here this year. The winner, awarded a Golden Nymph, was an American production by Robert Saudek Associates, "The Triumph of Carmen," featuring Leonard Bernstein. Another prize, the Catholic UNDA award, went to Britain's version of the American production of "Black Nativity," produced jointly by Associated Rediffusion and Westinghouse Broadcasting Corporation.

Pye Man to U. S.

LONDON — Louis Benjamin Pye Records' general manager, left London Thursday (7) for Los Angeles on the first stage of a U. S. trip with licensees and licensors. First call was scheduled by the Pye chief to be on Reprise Records. He will return to Britain via New York.

FINLAND

Finnshow Set For Music Acts

By HARRY AALTONEN
Ilta-Sanomat, Helsinki

Louis Armstrong, Los Paragayos, Ingemar Johansson and many other famous names have a new vehicle for appearance in Finnshow. Concert, dance and show programs, tours, etc., in different parts of Finland have been begun and one can notice that the contribution of foreign artists is continually growing. The company has good relations with radio and television companies everywhere else in Europe as well as Finland.

GERMANY

February Is B. G. Month

By JIMMY JUNGERMANN
102 Ismaninger Street,
Munich 27

To celebrate the 25th anniversary of the fabulous Carnegie Hall jazz concert by Benny Goodman, Radio Bremen will feature music by Goodman during all of February. Jazz authorities add commentary on the concert with highlights from the albums. Willis Conover will also feature Benny Goodman in a series of broadcast over the mighty voice of Station VOA, Munich.

Song Festival

The next German song festival is scheduled for June 15. Some 297 numbers were sent to a jury of Hans Carste, Hannes Flesner, Herbert Grenzsbach, Hannes Hoff, Walter Mallin, Hugo Lohmeyer, Fred Rauch,

BELGIUM

Cogoi, Seven Cop Walloon Contest

By JAN TORFS
Stuivenbergvaart 37, Mechelen

Juke box annual popularity poll in Walloon, Belgium, showed these results:

Most popular Belgian male artist: Robert Cogoi.

Most popular Belgian female artist: Jackie Seven.

Most popular Belgian orchestra: Henri Segers.

Most popular Belgian small group: the Cousins.

Most popular international male artist: Elvis Presley.

Most popular international female artist: Petula Clark.

Most popular international orchestra: Ray Conniff.

Most popular international small group: the Shadows.

French singing star Francis Linel has been hailed by the whole Belgian press. Latest recordings are "Le cha cha cha" and "Un soir d'ete." Songs are French versions of Bobby Rydell's "The Cha cha cha" and Gene McDaniels' "Spanish Lace."

Another version of "Big Girls Don't Cry" by the Wipers is on Decca. Ardmore and Beechwood are publishing reps. They also represent "Depart," a new record by Edith Piaf's husband, Theo Sarapo, to be released on Pathe in the next few days.

The very cold winter made this January one of the worst in years for sales. Every dealer is very careful in stocking his records.

BRITAIN

Dance Label Now With Saga Line

By DON WEDGE
News Editor,
New Musical Express

LONDON—Saga Records, an expanding British independent line headed by Marcel Rodd, is continuing its policy of taking over smaller indie operations. Latest acquisition is the Silver Dollar line.

Formed by pianist Ernest Wilson three years ago, Silver Dol-

Wolfram Roehrig and Gottfried Welker.

News Beat

Paul Siegel flew from Berlin to Hollywood, February 13, to meet Randy Wood, president of Dot Records. Siegel will visit Leon C. Hartstone of London Records, New York. In Hollywood, Siegel will be stopping at the Statler Hilton Hotel, and has meetings planned with Nelson Riddle, Ray Anthony, Peggy Lee, and others, for his forthcoming deejay show on TV in Germany. Siegel now a deejay for Radio Berlin, formerly was with WMCA, New York, and WMIE, WKAT, Miami.

German producer Horst Fuchs produced two novelty numbers by Cedric DuMont and Frank Valdor to be released on Decca: "Muli Serenade" and "Lora Cha Cha."

Disk Notes

Fontana issued an album in

Germany featuring Nana Mouskouri singing U. S. standards recorded in English.

French singing star Francoise Hardy visited Hamburg to record her first German songs, among them the German version of "Tous Les Garcon Et Les Filles," No. 1 on the French hit parade in the original version by the same artist. She was accompanied by French producer Jacques Wolfsohn and music publishers Rolf Marbot and Hans Beierlein of Edition Marbot and Edition Montana. . . . French accordion star Andre Verchuren, French festival label executives Jean Louis Dasque and Jean Grelbin, and French music publisher Francis Baxter visited Munich to discuss German production of Verchuren and other Festival stars.

Frank Chacksfield has recorded the theme from the new "Lawrence of Arabia" pic.

HOLLAND

Basart Places New Recordings

By SKIP VOOGD
Editor Platennieuws, Amersfoort

Accent Music, Basart L. C., reports that the title "Dame Blanche" by the Dutch composer Kees Bruyn has been released in America by Jack Teagarden on the Verve label. Basart also bought from Peter Meisel the rights of the big German song "Surabaya." There is already a version by Imca Marina on Imperial. A second recording has been made by Anneke Gronloh on Philips. L. C. Phonogram has added a new American label to its repertoire,

Audio Fidelity. On January 18, Leo Boudewijns introduced the first LP releases in mono and stereo.

Disk News

Bovema's Gramophonehouse was visited by Paul Marshall, well-known lawyer in the U. S. record business. Bovema's President Gerry M. Oord showed his guest around.

A new find here is 15-year-old Leo Meijer, a boy-soprano who sings a religious repertoire. Leo does many broad performances and church concerts. Philips has Leo Meyer under contract. He can be heard on an EP with "Laudate Dominum."

Safely back from a five-week tour through Malaya, came the 20-year-old Dutch - Indonesian singer Anneke Gronloh. The Dutch Swing College Band accompanied Anneke on her extensive tour.

from the Paris Left Bank, are packing them into the Omar Khayam in Tel Aviv. This trend, replacing the previous spell of trios and quartets (referred to as the "Los Era," blends with striptease and twist singers arriving from France and England. The Zabra night club in Tel Aviv has the Anthonio Vargas group of Spanish dancers, Daniel Moya, and the folk singer, Carmen Cruz.

The Tel Aviv Sheraton opened its entertainment - variety - night club combination (seating almost 600 people) with a week of Italian singer Marino Marini.

ITALY

San Remo Is TV's Stepchild

By SAMPL STEINMAN
Piazza S. Anselmo 1, Rome

The 14th San Remo Song Festival lacks full honors at home. RIA-TV once again repeated its "feud" with the festival, disregarding press and public, and transmitted only the final night of the three live.

The nights of February 7 and 8 were taped and transmitted later in the evening, but the television time was limited to only one rendition of each of the songs instead of the two it is given at the festival. As a result of the TV cut in time, the Festival was forced to change its programming. Two consecutive renditions by different artists with different orchestras was possible only for the final night as a result.

Despite Italy's most frigid winter of the century, the names of summer attractions are beginning to be heard. Brazil's Joao Gilberto will tour night spots July 9-29, and Caterina Valente will begin a one-month tour July 25. . . . Aurelio Fierro has switched to his own label, King Universal, which is being distributed by Ri-Fi. First disk is "Peppino, the Italian Mouse" in a Neapolitan version. . . . RCA is pushing Jimmy Fontana's "And the Poet Wept" and "A Fistful of Golden Rays," both with his lyrics.

Bobby Vee's "Run to Him" is out in the Italian version he recorded here which is known as "Love Whom You Wish." . . . Katyna Ranieri, now recording for London-Decca, has made her first records in English, German and Italian for the various markets. . . . "Black Coffee," theme song of TV series, "The Scarf," has been recorded by Renata Mauro.

JAPAN

Nippon LP Issue Hails 10th Year

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

In commemoration of their 10th anniversary, Nippon Gramophon announced the release of two imported albums. Restriction on imports of records was lifted October 1 last year. The release consists of Richter and the Vienna Symphony Orchestra under the baton of Herbert Von Karajan, and an eight-album set entitled "A Complete Album of Beethoven's Symphonies" by the Berlin Philharmonic Orchestra under the direction of Herbert Von Karajan.

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HUNGARY

Huge Increase In Art Export

By PAUL GYONGY
Derutcka 6, Budapest

To promote the employment of Hungarian musicians in Hungary and around the world, the State Central Office for Amusement Music was founded a few years ago. This office works under the supervision of the Hungarian Artistic Workers' Union.

Chief of the contract department Istvan Szekely (a former private concert agent) reports of very successful business developments in the period of 1960 to 1962. In 1960, 34 orchestras with 300 musicians were on tour. This number increased in 1961 to 74 orchestras with 414 musicians and in 1962 to 102 orchestras with 700 musicians. Sixty to 65 per cent of the orchestras are exported to Western countries, and there are Hungarian bands even as far as Australia.

Talk still exists around the new copyright law, which will probably be disclosed toward the end of this year. There is no agreement yet regarding the protection time (the government wants to reduce the 50 years to 25 after author's death), but many interested parties, including Zoltan Kodaly, are strictly against it.

Of much importance is the question of representation of Hungarian author and composer interests in the U. S. A. For many years the relations between the Hungarian Performing Right Society (ARTISJUS) and ASCAP were excellent. It is most desirable to restore this relationship as soon as possible. The Hungarian Performing Right Society has a new general manager, Dr. Istvan Timar, who is a highly skilled doctor at law.

Stephen Kovacs, a Hungarian-born American pianist, held a successful piano recital here last week.

ISRAEL

Folk Acts Fill 'Los Era' Gap

By AZARIA RAPOPORT
73 Ahad Haam St., Tel Aviv

Spanish folk singer Carmela (Carmen) Dideo and guitarist Paco Ibanez, a couple of night club performers who arrived

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EUROPE

Arthur Rosett, European Director
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Monteux's visit, Nippon Victor is issuing three stereo LP's recorded by the London Symphony Orchestra under the maestro's baton.

Nippon Columbia will issue on March 1 two albums of **Connie Francis'** hit numbers in Japan including her Japanese versions of "Where the Boys Are," "Pretty Little Baby" and "Vacation." She arrives here in April.

Nat King Cole with the **Four Coins** were booked for five performances in Tokyo beginning February 19. . . . The 18-day-long 1963 International Music Festival will be opened in Osaka April 13 by the London Symphony Orchestra under the baton of **Pierre Monteux**. The orchestra will also perform under the direction of **Antal Dorati** and **Georg Solti**.

NEW ZEALAND

Chubby's Tour Carries the Day

By **FRED GEBBIE**
Box 5051, Auckland

Chubby Checker's power-packed whirlwind tour of New Zealand is over, but his short visit produced possibly the most fantastic response ever from both press and audiences everywhere he played. Chubby's tour was without doubt one of the most successful of all **Harry Miller's** ventures. His next U. S. package show is the **Louis Armstrong** tour due here.

Tala Records of Levin are going all out on bossa nova with both local and U. S. material. Showfolk here were saddened by the death of TV and radio announcer **Bob Horsley**, whose past association in England with such artists as **Winifred Atwell** and **Flanagan and Allen** paved the way for much of his activities here. It is reported that **Viking Records** has taken over the rights to release **Golden Records** here, **Golden** was released by **La Gloria** before this.

NORWAY

Iversen Secures British Hit Disk

By **ESPEN ERIKSEN**
Verdens Gang, Oslo

Egil Monn Iversen A/S has secured the rights to issue in Norway **British Oriole** record "Like I Do" featuring **Maureen Evans**. They bought the master directly from England, where it is a hit. The record will be issued on **Triola** here.

The pop artists competing in the finale of the TV **Melodie Grand Prix** of Norway include **Beate Brevig**, **Nora Brockstedt**, **Anita Thallaug**, **Ray Adams**, **Jens Book-Jenssen**, and **Jan Høiland**. Of these, **Beate Brevig** (former Miss Norway) and **Ray Adams** have never sung in the **Grand Prix** finale before. The show aired Sunday, February 10, had a board of journalists who specialize in pop music (yours truly included) as jury. This is the fourth time Norway has participated in this contest. A little over 200 songs were entered, five are finalists.

Songstress **Ase Wentzel** has moved from Iversen & Frogg A/S (label: **Odeon**) to **A/S Manu Musikproduktion**. Her first record on the new label has been issued. Also she has re-

corded four tunes in English, primarily for the Scandinavian market.

Owner **Per Gunnar Jensen** recently discovered a new guitar quartet, the **Snapshots**. Leader **Johnny Hill** has also been recorded.

POLAND

Postcards Play Biggest Hits

By **ROMAN WASCHKO**
Glogera 4, Warsaw

Sound postcards are tremendously popular in Poland. Neither the state nor private firms can cope with the enormous demand for them. Eighty per cent of the disk-cards produced feature top tunes and they sell like the proverbial hot cakes to the teen-agers. Current top favorites with them is **Pat Boone's** version of "Speedy Gonzales," and in second place, **Tony Renis** disk, "Quando, Quando, Quando."

The Big Hits

At all the largest student centers students run their own radio stations. These small stations usually feature pop music exclusively. The programs are presented by student disk jockeys who, goodness knows how, manage to get hold of the latest recordings—a thing which it is not always easy to do in the shops. These disk jockeys send in lists of the Top 10 in their particular areas. Here's the Students' Current Hit List:

1. "Loco-Motion" — **Little Eva**.
2. "Breaking Up Is Hard to Do"—**Neil Sedaka**.
3. "Dancin' Party"—**Chubby Checker**.
4. "Vacation"—**Connie Francis**.
5. "Some People" — **Carol Deene**.
6. "Speedy Gonzales"—**Pat Boone**.
7. "Let's Dance" — **Chris Montez**.
8. "Telstar"—**Tornadoes**.
9. "She's Not You" — **Elvis Presley**.
10. "Sealed With a Kiss"—**Brian Hyland**.

SPAIN

Market Growing In a Big Way

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

As predicted, Spain is becoming the new strong European market for the record industry. During the visit of **Goddard Lieberson**, president of **Columbia Records** and vice-president of **CBS**, **Hispanovox** revealed that in only five weeks—since they took **CBS** label—sales have almost reached the 25,000 figure. The "West Side Story" LP tops the list. More than 2,000 LP's, almost 1,000 stereos and more than 5,000 EP's have been sold. With **Lieberson** were **Peter De Rougemont**, European chief, and **Harvey Schien**, general manager of international operations.

Record companies, until now, have been reticent to give figures, but **RCA's** "Cuando calienta el sol" by **Los Hermanos Rigual** will probably reach 50,000 copies in a few weeks. Both these sales are unusual news in Spain.

Fonopolis did its first LP with **Allan Jones** who recorded with



THINGS ARE LOOKING UP for young Swedish singer **Bianca**, whose star is on rise. **Gustav Wally** is considering her for major role in German production of "Annie Get Your Gun," and film producer **Arthur Brauner** is considering her for role in an upcoming musical movie.

Moreno Torroba Jr. a modern rendition of "Donkey Serenade." **HMV** has signed a new pact with **Record Supervision, Ltd.**, of London, which means **Mr. Acker Bilk** will be released here. . . . **Gloria Lasso** came from Paris to do a special "Amigos del Lunes" TV show and preview new records. . . . Veteran **Jean Sablon** also was on TV.

SWEDEN

Eurovision Finals Go February 12

By **HENRY FOX**
Kungsgatan 56, Stockholm

On February 12 the Swedish final for the European Song contest will be held on TV. Twelve tunes will be played and many of our best known artists will appear on this program.

Bo Lofberg, director of **Philips**, is leaving for France, England and Holland to discuss with **CBS** representatives and also trying to promote the Swedish artists **Monica Zetterlund** and **Carli Tornehave**. Another name of interest on the Continent is **Ove Tornqvist**. . . . **Ray Adams** is going to Germany to record four tunes for **Philips**, maybe some with **Anita Lindblom**. His latest, "Gypsy," is now available in England, Italy and Scandinavia.

The best selling disk for 1962 was "Dear One" by **Larry Finnegan**, followed by "Speedy Gonzales," "Good Luck Charm," "I Can't Stop Loving You" and "Walk on By." The most popular Swedish songs came in No. 14, **Anita Lindblom** in "San't ar livet," and No. 15 **Inger Berggren's** "Sol och Var." . . . **Little Gerhard** has had an offer from England to go on tour with **Brenda Lee** in March. . . . New hit is "Froken Johansson och jag" (Miss Johansson and I) by a new group named **Oivinds**. . . . **Bengt Hallberg** is going to record his next record for **Metronome**. While playing on **Gyllene Cirkeln**, our No. 1 jazz place, **Anders Burman**, a.&r. man with **Metronome**, got the idea to make a recording direct from the restaurant.

Our 'Shot' Misses

NEW YORK—The forthcoming Broadway musical snagged by **Warner Bros. Records**, is called "Hot Spot," not "Hot Shot," as it was inadvertently called last week. Show will star **Judy Holiday**.

URUGUAY

Dealer Distribs Gema, Musidisc

By **ALBERTO MARAVI**
BME mitre 1275, Montevideo

The Cuban label, **Gema**, is being distributed by one of this city's most important dealerships, **Casa Praos**. **Roland Laserie**, **Cortijo y su Combo**, **Mario Suarez**, **Lila**, **Fernando**, **Alvarez** and **Trio Los Condes**. **Sasa Praos** will also release and distribute the Brazilian label **Musidisc**.

In other distribution dealings **Clave I.E.S.A.** will distribute **Chancellor**, **Everest** and **Canadian-American** records in Montevideo, operating through **Microfon** of Buenos Aires.

Antar is issuing two new LP's, one of them marking the anniversary of the death of **Victor Damiani** a year ago.

Nordaas Takes Songwriters' TONO to Court

The young Norwegian composer-manager **Thor Nordaas** will pull the local Norwegian composers' organization **TONO** (similar to **ASCAP** or **BIEM**) into court because he claims they don't give him sufficient royalties on his composition "Crying Cloud" (**Gratende Sky**) recorded by **Harald Pettersen** on **Philips** when it is played on Norwegian juke boxes. The system is based on how often the record in question is played on the Norwegian State broadcasting system.

"Gratende Sky" has not been broadcast at all. **Nordaas** states "Gratende Sky" has been a top hit among the youngsters all over the country and the record has been one of the most played on juke boxes during the last year.

There must be, **Nordaas** demands, another way of securing the royalties when the renditions are not played on radio.

Strange thing is that this very song in its Swedish rendition, by songstress **Anna-Lena Lofgren** on **Metronome**, topped the Swedish hit parades for a num-

Harry Walters Quits Cameo-Parkway Post After London Stint

LONDON — **Harry Walters**, since 1961 European representative of **American Cameo-Parkway** labels, is leaving the job shortly. He is currently winding up outstanding business in behalf of the American firm.

Walter has in the past 18 months set up new pacts for releases on a joint **Cameo-Parkway** label in most European territories and also Israel. The joint logo is now operating in France, Belgium, Holland, Germany, Spain, Scandinavia and the United Kingdom.

Last pact to be realized was for Greece, with the Athens firm, **Helladisc**.

Before becoming **Bernie Lowe's** representative in Europe, **Walters** was with **EMI's** international record division and previously had been with **EMI Records**, **Philips** and **Pye** and in music publishing **Chappells**.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

ber of weeks around Christmas and has sold some 70,000 copies. The German version, sung by Swedish songstress **Ann-Louise Hansson**, has sold around 100,000 copies. The Swedish recording, titled "Regniga natt," has been played on the Norwegian radio. The song has also been recorded in Denmark by two pop singers, and in England sung by **Ken Stone**, who is in reality **Harald Pettersen**.

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TELSTAR
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SPRING CLEANING

Stations Brushing Out Cobwebs From Formats

NEW YORK—Spring cleaning is in the air at the program departments of a noticeable number of radio stations throughout the country. Music formats are being juggled, re-shaped and re-aligned with an eye toward the upswing in outdoor and auto-radio listening that comes with warmer weather.

There's no pronounced pattern in the music changes noted by Billboard in several key markets. Rather, it seems to be a matter of "Let's try something different and shake up the airwaves a bit." Here are some examples:

After a year's trial of a middle-of-the-road format at WITH, Baltimore, program director Gene Creasy has called a halt, and the station is reverting to its previous format of "Top 30 Rock and Roll" on a 24-hour basis. The taped Dick

Clark series has been added to the line-up, as well as a pair of new local deejays, Johnny Bishop (afternoons) and Bobby Wayne (post-midnight).

Team Re-Groups

Is mid-riding on the way out? Not at all, apparently. In New York, Dickens J. Wright—former owner-president of WPAT, a pace-setter outlet in "easy listening" formats—has been busily re-grouping much of

(Continued on page 37)

Focus on the Deejay Scene



SOUND-TRACK SESSION: The album score of "Mutiny On The Bounty" is being promoted by MGM Records through deejay interview shows in key cities in which picture is playing. Here, a local winner of album talks with Marty Roberts (left) of WDZ, Decatur, Ill. Sitting in on session is B. J. Smith, WDZ sales manager, seen at right.

Rough Radio Row to Hoe in Chi

• Continued from page 6

record comes out. It's taken to both WLS and WYNR. WLS won't play it because it's new and hasn't happened. WYNR—if Kemp or Randolph consider it worthwhile—gets on it right away. The record starts to move. Now, however, Biondi won't play it because it started on WNYR—a strong competitor. "Kemp broke the record, let him

make it—if he can," Biondi is quoted as telling one promotion man who wanted the WLS ace to start playing a side.

The dilemma among record people is this. What should they do with a new side? If WNYR breaks it—Biondi may not play it. Without Biondi and WLS' 50,000 watts (WNYR has only 5,000), the record has a tough

row to hoe—too tough, a lot of diskeries think. But if WNYR doesn't break it, who will? Certainly not WLS. So the problem rages, and it's not too apt to be solved in the immediate future.

The pot's also boiling between WYNR's Jim Randolph and Dick Kemp—though in a much milder way. As program director, Randolph has full say about what goes on at the station. Full say, that is, for everything except Dick Kemp's "Battle of the Sound" show. Kemp picks the records himself. Interesting situations have developed where Kemp has picked records not on the WNYR list, and they proceed to win the "Battle of the Sound" contest. But these winners are not always added to the WNYR list. The result is a less than 100 per cent happy situation between Randolph and Kemp. The latter feels if the record wins a "Battle" it should at least be on the station's list. Randolph, on the other hand, doesn't take too kindly to the "Battle" or anything else for that matter, telling him what to play. Both Randolph and Kemp are top record men, both are scrupulously honest, and both are understandably proud about their record ability. Another situation not apt to be solved in the immediate future.

Mac McGuire, 43, Dies After Stroke; Philadelphia DJ

PHILADELPHIA—Mac McGuire, a pioneer disk jockey in Philadelphia, died in Hahnemann Hospital here February 2 after suffering a stroke the night before. He was 43 years of age and since 1955 conducted a 5:30 to 10 morning show on WPEN here.

Born R. Fleming McGuire, the son of an opera singer, he came to Philadelphia in 1943 as a disk jockey on WCAU and moved to WIP in 1946. He also had a Western musical unit, Mac McGuire's Harmony Rangers, which recorded for various labels and was heard on both radio and TV, including a series on the Mutual network.

In recent years he appeared publicly as a single, featuring the singing of cowboy ballads, and also operated the Town House night club in Gloucester City, N. J., which he owned and managed. He leaves his wife, Leona, two sons and a daughter. Funeral services were held February 5 in Pitman, N. J., where he made his home.

Radio-TV

PROGRAMMING

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

programming newsletter

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

"BEST SIDE STORY" . . .

Buffalo: "Stripper Sugar Blues" (Seymour-Heartbeat) is taking off, notes Doug China (WKBW). "Surfin' Tragedy" (Bob Vaught and the Renegades-Crescendo) was a big battle winner. Doug also reports smash indications for "I'm Just a Country Boy" (George McCurn-A&M).

Pittsburgh: Neil McIntyre (KQV) reports impressive sales gains for "Arabia" (Delcos-Ebony). The master has been picked up for national distribution by Fred Foster and will be released on the Showcase label.

Memphis: Another local item is showing much promise, according to Hal Smith (WMPS). It's "Little Band of Gold," by Johnny Gilreath, which will be handled nationally on the Joy label.

Seattle: Capitol Records has made this a test market for a new release, says Pat O'Day of KJR. The side is "So Long Lucy," by Wayne Morris. Judging from initial response, Pat thinks it'll be a winner. He also confirms Doug China's evaluation of "I'm Just a Country Boy" (see above) which makes No. 13 this week on the KJR survey.

Atlanta: Paul Drew (WAKE) tells us that the Mary Wells "Laughing Boy" (Motown) is an overnight request giant. "Hum Diddy Doo" (Fats Domino-Imperial) will be big, says Paul.

Los Angeles: Both Don Anti (KFWB) and Mary Kelley (KRLA) confirm solid sales gains for "Sun Arise" (Rolf Harris-Epic) and for "Paradise" (April Stevens and Nino Tempo-Atco).

Worcester, Mass.: Much request action at WORC is reported by Dick Smith on an album band, "Young Lovers," by Paul and Paula from their new Philips LP. Dick is also getting excellent results with "Mr. Bass Man" (Johnny Cymbal-Kapp), confirming previous reports from other Eastern markets.

Top Tips From Around the Nation: "That's All" (Rick Nelson-Imperial), "One Broken Heart for Sale" (Elvis Presley-RCA Victor), and "Preacher Man" (Charlie Russo-Diamond). The new Steve Lawrence release on Columbia will be "Don't Be Afraid Little Darling" and it will ship February 15.

SPECIAL NOTE TO READERS: Your kind comments about the Newsletter are very gratifying. Some of you have recommended specific subjects for consideration, and these are most helpful in planning for future issues. If you wish, you may write me directly at 114 Sansome Street, San Francisco.

THE GRASS ROOTS: As most any record man can tell you, by no means all of the sharp radio operations are in the large cities. Several medium-size markets boast progressive broadcast techniques that make some of the big boys sound old fashioned.

I consider myself fortunate to be in touch regularly with such stations as WCOL-Columbus, WDRC-Hartford, WORC-Worcester, KCBQ-San Diego, KJOY-Stockton, KYNO-Fresno and KBZY-Salem, Ore. Each in its own way contributes much that is constructive.

Another station that is highly respected for its alertness in programming for its market, as well as for its modern sound, is WEBC-Duluth. You'll find below a two-hour excerpt from this station's music programming for January 24, submitted at my request by Don Rose, director of operations.

Here are Don's rules for music balance:

1. Two consecutive chart items.
2. Every third record a pick hit, extra or old hit.
3. Don't play back-to-back instrumentals, girl vocals, ballads, rockers, novelty features or "hang-ons" (older and declining chart items).
4. Selected LP bands once per hour maximum, but not between 3 and 10 p.m.
5. Variety is the spice of every show.

For his Top 40 survey, Don phones all the record stores in Duluth and Superior every Wednesday morning. The number of tunes listed depends on the size of the store. Each report is weighted according to the store's volume of sales and how representative it is of the average listener preference. To make sure the newest action is being noted, the stores are asked specifically about every new tune on the playlist. Don also regularly calls Minneapolis distributors to learn of new action elsewhere in their territory.

THE NUMBER of new tunes in addition to the survey items ranges from 15 to 25. Don's guide is "Let's play the new releases that merit it." Play too many new tunes, says Don, and you decrease the chances of any given tune making it. Play too few and you sound old hat.

To me, the most distinctive concept is the WEBC music policy in the use of the "balance extra." These are selected, not because they sound like future hits, but because they have genuine musical merit. Occasionally, as in the case of "Take Five" and "Moon River," they turn out to be big winners. These balance extras are used to upgrade the station sound—to counteract the harsher sounds of some current hits.

You'll note, in the sample below, the almost complete absence of r.&b. sounds—a reflection of the musical orientation of this community.

The symbols are as follows: (X) means "extra," (Oh) means "old hit," (Ph) is "pick hit"—or, as its called at WEBC, the "instant pick," which some stations refer to as a "discovery." All other items are on the chart. This particular segment does not show the use of the "balance extra."

Those who analyze will point out that the programming deviates from the rule of two chart items consecutively and then one extra or oldie. Perhaps any good rule can be improved upon. It's also obvious that pacing requirements are deemed more important than a balance of artist categories.

Our thanks to Don Rose and WEBC for permission to use this material.

4 P.M.

- Greenback Dollar—Kingston Trio
- Twinkle Twinkle—Jimmy Jay (X)
- Walk Like a Man—Four Seasons
- Ridin' the Wind—Tornadoes (X)
- In Dreams—Roy Orbison (X)
- Summer All Year Round—K. Notan (Oh)
- Love—Paul Anka
- Our Winter Love—Bill Pursell (X)
- Jack to a King—Ned Miller
- Shake Me I Rattle—Marion Worth
- Walk Right In—Rooftop Singers
- Live My Life for You—Tony Bennett (X)
- Comin' Home Baby—Mel Torme
- Hey Paula—Paul and Paula
- Boss Guitar—Duane Eddy (Ph)

5 P.M.

- Popeye—Chubby Checker
- Ruby Baby—Dion
- One Mint Julep—Ray Charles (Oh)
- Your Used to Be—Brenda Lee
- 409—Beach Boys
- I Wanna Be Around—Tony Bennett
- Every Day I Cry—Steve Lawrence (X)
- Trouble—Bobby Vinton
- Splish Splash—Bobby Darin (Oh)
- Rhythm of the Rain—Cascades
- Boss—Rumblers
- Half Heaven—Gene Pitney
- Boss Guitar—Duane Eddy (Ph)

KYW'S A GIRL IN CLEVELAND

CLEVELAND — Since radio stations first started getting call letters, the initials have often been selected to reflect the names of owners (WGBS for George B. Storer, WTIC for the Travellers' Insurance Company) or cities (WAGA in Atlanta, WNYC in New York), and so on.

KYW, Cleveland recently learned that a reverse-switch had been pulled by a local couple, Ken and Kay Weaver, who had named their new-born daughter Karen Yvonne Weaver in honor of their favorite radio outlet. No, daddy doesn't work for the station; he's an executive at the Brookpark Ford Motor plant.

Neighbors report that little Karen comes in "loud and clear."

St. Louis Opens Ear to All U. S.

ST. LOUIS—Every half-hour in this city, listeners to Balaban-owned WIL have been hearing the call letters and jingles of more than 60 out-of-town stations during station breaks. In addition, they have been hearing salutes to WIL, currently celebrating its 42d year on the air.

Stations contributing salutes were specifically requested to include the signatures and call letters in their tapes, making the promotion an unusual "first."

Said managing director John F. Box Jr. of WIL: "Listeners in St. Louis are being exposed to great radio stations all over America, and may be familiar with these stations when they vacation in other parts of the nation."

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READY-TO-GO PROGRAMMING

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

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

BIG GIRLS DON'T CRY—Four Seasons (Vee Jay LP 1056, SR 1056) "My Sugar" (2:11)

SWING ALONG WITH FLOYD CRAMER—(RCA Victor LPM 2642, LSP 2642) "Piano Roll Rock" (ASCAP) (2:11)

BURL—Burl Ives (Decca DL 4361, DL 74361) "The Blizzard" (Pamper, BMI) (3:20)

ALL ALONE AM I—Brenda Lee (Decca DL 4370, DL 74370) "My Prayer" (ASCAP) (2:45)

PAT BOONE SINGS DAYS OF WINE AND ROSES—(Dot DLP 3504, DLP 25504) "Moon River" (ASCAP) (2:21)

WHO STOLE THE KEESHKA?—Matys Brothers (Select SL 1107) "I Want to See the Sunshine in Your Smile" (Malverne, ASCAP) (2:17)

JOEY DEE—Roulette R 25197 "I Lost My Baby" (Planetary, ASCAP) (2:13)

SODOM AND GOMORRAH—Sound Track (RCA Victor LOC 1076, LSO 1076) "Dance of the Sinners" (ASCAP) (1:30)

MIDNIGHT SUN—Earl Grant (Decca DL 4338, DL 74338) "Midnight Sun" (ASCAP) (3:17)

WALTZ TIME—Lawrence Welk (Dot DLP 3499, DLP 25499) "Wedding of the Winds" (2:34)

BACK TO THE BLUES—Dinah Washington (Roulette R 25189) "Romance in the Dark" (Duchess, BMI) (2:11)

30 HITS FROM THE TUNEFUL '20S—Frankie Carle, His Piano and Ork. (RCA Victor LPM 2592, LSP 2592) "Medley: Diane, Charmaine, Ramona" (ASCAP) (3:01)

MEET THE MAJORS—(Imperial LP 9222) "A Wonderful Dream" (BMI) (2:02)

JAZZ

BACK AT THE CHICKEN SHACK—Jimmy Smith (Blue Note 4117) "Back at the Chicken Shack" (Edmy, BMI)

JAZZ MOMENTS—George Shearing Trio (Capitol T 1827, ST 1827) "What Is This Thing Called Love?" (4:25)

PLENTY OF PETE—Pete Fountain (Coral CRL 57424, CRL 757424) "Stranger on the Shore"

GRAB THIS—Johnny Griffin (Riverside RM 437, RS 9437) "Offering Time" (6:11)

COUNTRY

GENTLEMAN JIM—Jim Reeves (RCA Victor LPM 2605, LSP 2605) "Stand In" (ASCAP) (2:10)

LATIN AMERICAN

TITO PUENTE IN PUERTO RICO—(Tico LP 1086) "Pa Borinquen"

FOLK

THEODORE BIKEL ON TOUR—Elektra EKL 230 "Polyushka" (Meadowlands) (2:15)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	WALK RIGHT IN, Rooftop Singers, Vanguard 35017	7
2	3	RHYTHM OF THE RAIN, Cascades, Valiant 6026	6
3	5	FROM A JACK TO A KING, Ned Miller, Fabor 114	8
4	2	THE NIGHT HAS A THOUSAND EYES, Bobby Vee, Liberty 55521	11
5	4	GO AWAY LITTLE GIRL, Steve Lawrence, Columbia 42601	15
6	8	FLY ME TO THE MOON—BOSSA NOVA, Joe Harnell and Ork, Kapp 497	8
7	6	IT'S UP TO YOU, Rick Nelson, Imperial 5901	10
8	11	WHAT WILL MARY SAY, Johnny Mathis, Columbia 42666	4
9	7	MY DAD, Paul Petersen, Colpix 663	14
10	12	CAST YOUR FATE TO THE WIND, Vince Guaraldi Trio, Fantasy 563	11
11	9	MY COLORING BOOK, Kitty Kallen, RCA Victor 8124	9
12	13	YOUR USED TO BE, Brenda Lee, Decca 31454	4
13	15	THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	8
14	10	MY COLORING BOOK, Sandy Stewart, Colpix 669	4
15	—	OUR WINTER LOVE, Bill Pursell, Columbia 42619	3
16	16	I WANNA BE AROUND, Tony Bennett, Columbia 42634	6
17	18	SHE'LL NEVER KNOW, Brenda Lee, Decca 31454	4
18	20	DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120	4
19	19	SETTLE DOWN, Peter, Paul and Mary, Warner Bros. 5334	5
20	14	BALLAD OF JED CLAMPETT, Lester Flatt & Earl Scruggs, Columbia 42606	10

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 February 17, 1958

1. Don't, E. Presley, RCA Victor
2. At the Hop, Danny & the Juniors, ABC-Paramount
3. Get a Job, Silhouettes, Ember
4. Short Shorts, Royal Teens, ABC-Paramount
5. Stood Up, R. Nelson, Imperial
6. Sail Along Silvery Moon, B. Vaughn, Dot
7. Catch a Falling Star, P. Como, RCA Victor
8. The Stroll, Diamonds, Mercury
9. Dede Dinah, F. Avalon, Chancellor
10. Sugartime, McGuire Sisters, Coral

POP—10 Years Ago February 14, 1953

1. Till I Waltz Again With You, T. Brewer, Coral
2. Don't Let the Stars Get in Your Eyes, P. Como, RCA Victor
3. Tell Me You're Mine, Gaylords, Mercury
4. Why Don't You Believe Me, J. James, MGM
5. Have You Heard, J. James, MGM
6. Anywhere I Wander, J. LaRosa, Cadence
7. Doggie in the Window, P. Page, Mercury
8. Hold Me, Thrill Me, Kiss Me, K. Chandler, Coral
9. Oh, Happy Day, D. Howard, Essex
10. Keep It a Secret, J. Stafford, Columbia

RHYTHM & BLUES—5 Years Ago—February 17, 1958

- Get a Job, Silhouettes, Ember
At the Hop, Danny & the Juniors, ABC-Paramount
Don't Let Go, R. Hamilton, Epic
Stood Up, R. Nelson, Imperial
I Beg of You, E. Presley, RCA Victor

- Don't, E. Presley, RCA Victor
Raunchy, E. Freeman, Imperial
The Stroll, Diamonds, Mercury
You Send Me, S. Cooke, Keen
Short Shorts, Royal Teens, ABC-Paramount

Stations Brushing Out Cobwebs

Continued from page 36

the original WPAT team, including program director David Gordon. Wright is in the process of acquiring KRE and KRE-FM Berkeley, Calif., and presumably plans to re-program the West Coast outlet with something akin to the WPAT formula.

What is popular, musically, in radio is sometimes a reflection of the area served by a station. In Paris, Tex., KFTV recently made a "complete swing to all-country-and-western music," after manager Jim Hendrix ran a one-week listening test of the proposed c.&w. format.

Normally, the station had been programming two or three hours daily of c.&w. fare with Pee Wee Reid in charge. Response to the all-c.&w. format was tremendous," reported KFTV. (Incidentally, additional c.&w. record service "is welcome" at the station, Billboard was told.)

No Trend

A swing to c.&w. in all country areas? Again, not necessarily. In Navasota, Tex.—a comparable market—KWBC recently shifted, under the helming of program director Bob Brown, to an all-new mid-road format bearing the over-all title "Downbeat."

As Brown described the switch, the new format places "special emphasis on good music and complete news coverage." More specifically, the new lineup "will replace the out-dated block programs of 'typed' music and personality shows with a day-long variety program. . . . spiced with 'Top 40' and c.&w."

As always, there's not "easy formula" in music programming which provides all the answers

to program directors. Those who succeed seem to do so on the basis of experience, market research—and intuition.

TV Teen Dance Has Texas Bow

SAN ANTONIO — "Teen Dance Party" made its bow on WOAI-TV this month. The half hour program will be emceed by Carey Deckard, a deejay on WOAI-Radio.

Among features he will present are the John Ricci Dancers, with popular teen dances of the day, interviews with local and national celebrities, and an adult couple who will perform the dances popular in other areas.

There will be a special salute to one of the high schools in the San Antonio area each week, consisting of films of the school buildings, the faculty and student body and activities of the school, plus interviews with representative students. Guest star on the premiere program was Clyde McCoy, band leader of "Sugar Bues" fame.


Illness Fells Stewart

SAN FRANCISCO — The debut of KPIX deejay Dick Stewart in a local nitery, the New Facks, here has been postponed. The singing platter-spinner has been recuperating at Alta-Bates Hospital, Berkley, following minor throat surgery. Stewart has a regular weekend TV record hop on the Westinghouse-owned outlet.

"100 POUNDS" OF THANKS

to all the DJ's for spinning

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Gene Mc Daniels

CRY BABY CRY

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How to Cope With That 'I'll Be Back Later' Guy

By RALPH FREAS

NEW YORK—What can a hi-fi component dealer do when a customer looks ready to say "be back later"—three words that really mean "no sale." One way to handle Mr. Beeback is to introduce him to a "progressive buying" plan. Here's how it works.

Point out that a beginning, top-quality music system can be started with only two components—a stereo-FM receiver and one speaker system. These can cost little more than \$300. (For example: Harman-Kardon's FA 3000X at \$219.95, and Electro-Voice's "Leyton" speaker system at \$84.50). If \$300 seems high to the prospect, you can gain points by offering the same receiver in kit form at \$169.95, and E-V's MC-8 replacement loudspeaker at \$25. The speaker can be baffled by mounting it in a closet. This brings the beginning system in at less than \$200.

Once a customer is started this way, the sky's the limit. Phone him the following month. Point out that a dramatic improvement can be made by adding a second speaker system. A clincher, mention that the additional speaker makes stereo-FM reception possible. And it costs only another \$84.50 (\$25 if his closets are placed right).

Turntable Next

With the second speaker in place, your next move is—naturally—a turntable, auto-

matic or otherwise. If the prospect's budget is a problem at this stage, point out that Garrard's AT6 is only \$54.50 and, with a Pickering "Stereo 90" cartridge (\$16.50), the price to turn the beginning system into a complete stereo-FM radio phonograph is only \$70 more.

The "progressive buying" plan is capped with the addition of a tape deck. Your sales point at this stage is the fact that the deck enables your prospect to make "instant stereo" recordings in his living room by recording off the stereo-FM air. A typical deck is the Sony 464D at \$199.95.

With everything in place, your customer will be satisfied until your next call. Your move at this point is to introduce him to a more expensive pair of speaker systems. You will deliver these on a "no charge, no obligation" basis, install them yourself, and let the customer audition them for a week. When you go to pick them up a week later to find out how he likes them, you'll offer him an allowance on the old pair of speakers if he wants the more expensive units.

Added Touch

Naturally, progressive selling doesn't stop there. Huskier amplifier, more sensitive tuner, more elaborate turntable, arm, and cartridge can follow.

Another way of handling the "progressive buying" plan is

(Continued on page 39)

Dozen Album Selections On Tap From Musictapes

CHICAGO—Musictapes Inc., prerecorded tape firm operated by Pete Fabri here, is making available 12 of its current album selections for the special tape cartridge application used with the Revere stereo tape cartridge recorder-playback system, developed by the parent Minnesota Mining and Manufacturing Corporation.

The 3-M Revere unit was officially introduced in New York last fall. At the time of its bow, initial repertoire consisted of 48 selections from Columbia's LP catalog. Musictapes is currently licensed to release tapes from the catalogs of United Artists, Elektra, GNP-Crescendo, Prestige, Starday, Seefair, Vee Jay, Caedmon, Monitor, Mahalo and its own line, Stereo Musictapes.

Initial dozen packages for the Revere unit will contain material by Eydie Gorme and Steve Lawrence, Renata Tebaldi, Louis Armstrong, Ferrante and Teicher, Burl Ives, Don Costa, the Highwaymen, Leopold Stokowski, Al Caiola, Duke Kamoku and His Islanders, the Limelites and Billy May.

The tape player itself has already been market-tested in two key stores in the St. Louis area. The testing phase was re-

cently expanded to include outlets in the Twin-City area of Minneapolis and St. Paul as well.



KIDDIE COME-ON: The old-model car kiddie ride may look strange in a record store but it does keep youngsters occupied while parents browse and shop for recorded entertainment. Sign on pillar reads: "Free Rides for Kiddies. See cashier for 10c." Customer who would take 10 cents from the cashier and not buy a few more records than he intended would look stranger than the kiddie ride.

Jersey Firm Opens Service

BLOOMFIELD, N. J.—United Stereo Tapes has started an "Automatic New - Release Service" in either "popular" or "regular" categories for dealers.

Dealers who sign up for the service will receive free each month a new release demo tape and a modular browser display unit. Each month's release will consist of a maximum of 20 tape albums from up to 13 recording firms whose product is licensed for tape through the Ampex subsidiary.

A 100 per cent exchange policy will be in effect on shipments under the plan, for a period of 90 days following the release.

Shipments will be made freight free automatically each month to reach dealers on or before normal release date. The popular category includes pop material only, while the regular classification contains a mixture of pop and classical.

Mural for Music on Right Track

MILWAUKEE—Hi-fi Headphone manufacturer John Koss has a new accessory item with "plus sales" possibilities for record-music, appliance, and audio outlets. He calls it "Music Mural" but "Record Rack" is perhaps more descriptive.

The "Music Mural" is an aluminum rail with four tracks. It is available in several lengths: single - album, double - album, and four-album and each will hold eight albums in depth. For example, a pair of double-album rails will hold 16 LP's. The rail, by the way, extends out only an inch and a half from wall or door, or wherever it's mounted.

The "Music Mural" name is appropriate if the rails are used on a wall in a den, music room, living room, music corner. Rails of different lengths can be arranged in a variety of ways and the albums thus displayed create a colorful mural.

The "Music Mural" is priced at \$1.29 (single album), \$2.49 (double album) and \$3.98 (four-album length). Koss provides a

(Continued on page 39)

EQUIPMENT NEWSLETTER

By DAVID LACHENBRUCH
Billboard Contributing Editor
Managing Editor, Television Digest



MUSIC SHOW TRAGEDY. "As a trade show this event is tops. As a convention it's a flop because the convention meetings, clinics and seminars don't draw a corporal's guard of attendance."

This is the comment of one of the home entertainment business' leading figures. He's referring to NAMM's annual Music Industry Trade Show, which has now become the industry's No. 1 exhibition, not only for musical instruments, but for electronic entertainment equipment as well.

Though the 1963 show is still a long time away—July 21-25 in Chicago's Palmer House—planning is going ahead briskly right now. And there's hope that the show's one drawback may be remedied.

The traffic shortcomings in this well-organized show was exemplified at last year's show in New York by the attendance at the one event geared to home entertainment equipment. The Electronic Industries Association had been invited to present an all-day session on the various topics coming within its ken. Nobody was really expected to sit through the entire program, but it seemed there was something for everyone.

The theme of the session was "What's Ahead for Consumer Electronics?" The session featured top speakers and provided a gold mine of tip, advice and selling information for retailers. Unfortunately, the speakers almost outnumbered the audience.

The session was arranged by EIA's consumer product staff director, L. M. (Sandy) Sandwick, a long-time veteran of the radio and phonograph industries. Fortunately, Sandwick is undaunted, and, drawing upon his many years as an exhibitor and attendee at the Music Show (he most recently was sales vice-president of Pilot Radio), he has personally submitted a plan to NAMM's Trade Show Advisory Committee which he thinks will help assure better attendance at such profitable convention sessions.

"In my opinion," Sandwick told us, "the woeful lack of patronage of the meetings, particularly among dealers, is caused by the policy of opening the trade exhibits early in the morning and thereby creating direct competition with the convention meetings."

"First, I never went to them because I was too busy in our display space. Second, I never encouraged my dealers or my salesmen to go because some orders might be passed up if we did. Third, I always said 'no' to any pleas to voluntarily close our exhibit for an hour or two during an important meeting because I feared our competitors would stay open."

WITH ALL EXHIBITS running full blast, and salesmen competing directly with convention events, it was inevitable that attendance at sessions would suffer. "And yet," says Sandwick, "these meetings should be a vitally important part of Music Show week. The piano clinics, the organ sessions, the band instrument demonstration seminars, the EIA-sponsored panel discussion on TV, radio and phonograph develop idea, product information, 'the shape of things to come' and sales techniques that can mean the difference between profits and losses to alert dealers in this era of rapid changes and of intense competition.

"I would like to suggest that the eloquent and constructive remarks by Tanner Crisler of the Aeolian Company of Missouri during our EIA symposium, "What's Ahead for Consumer Electronics?" at the 1962 Show should have been heard by every music merchant in America. That only a handful of dealers heard Mr. Crisler and the other equally talented and informative panelists can be attributed only to the competition of open exhibits."

TO REMEDY the situation, Sandwick has proposed to the Trade Show Advisory Committee that it petition NAMM's directors to open the exhibits daily at 10:30 a.m. instead of the usual 9 a.m., and that the period of 9 to 10:30 be specifically reserved for convention meetings.

Sandwick has also recommended that no more than two sessions be scheduled for each of the four mornings, and that simultaneous sessions be non-competitive. For example, a piano sales clinic might be scheduled at the same time as a color TV seminar, rather than a piano clinic at the same time as an organ session.

Seminars, clinics and meetings at the NAMM show draw on the top talent in the industry, and exhibitors as well as dealers can profit by attending. Perhaps this is a good way to draw attention to these sessions and encourage greater attendance. Perhaps there are other proposals. We'll be glad to air any other ideas, in the interest of strengthening the one weak link in the industry's most important and effective trade show.

* * *

MISCELLANY. Pushing hard in the transistor radio field, GE has come up with impressive prices in its new line: Examples: Gift-packed six-transistor miniature at \$16.95; two-band and four-band sets at \$29.95 and \$49.95 respectively. It was just a year ago that GE caused industry-wide shock by pricing its six-transistor sets at \$16.95. This model later dropped to \$14.95 as competition intensified, and has now been withdrawn from the line.

Matsushita, which has been selling hi-fi speakers in the U. S. for several years under the Panasonic trade name, is now entering the American hi-fi component market with an amplifier and two speaker systems at \$375. The company says the system uses "motional feedback" to improve low-frequency response.

If your interested in something really new, look for one manufacturer to come up with a stereo pre-amplifier so tiny and light it can fit in a phono pickup head. When? Maybe this year. How? Through the new technology of molecular electronics.

**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 \$101 AND \$150

POSITION	This Issue	11/17/62 Issue	8/18/62 Issue	BRAND	% OF TOTAL POINTS
1	2	3		Voice of Music (V-M)	17.7
2	1	1		Magnavox	13.2
3	10	—		Phonola	10.6
4	—	—		Masterwork	7.7
4	5	4		RCA Victor	7.7
6	7	2		Decca	7.4
7	6	6		Webcor	6.6
8	3	5		Motorola	6.1
8	4	8		Symphonic	6.1
8	7	7		Zenith	6.1
11	7	9		General Electric	3.2
				Others	7.6

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

11/17/62 Issue: Capitol (10).

8/18/62 Issue: All brands represented in current chart.

Equipment Makers Weigh Promo Plan

NEW YORK—Makers of high fidelity equipment met here last week to draw for exhibit rooms at the upcoming Los Angeles show (April 2-7). That routine disposed of, the IHF membership turned to the following vital matters: (1) whether to have a consumer show in Chicago following the annual May Parts Show (the majority voted "yes"), (2) whether to take an official position on the "high fidelity definition" confusion in the nation's capital, and (3) whether to go ahead on a \$77,000 promotion program for the high fidelity industry (the membership will be given time to study the program and will be polled by mail).

The seven-point promotion program got most attention from the IHF membership. It is both ambitious and broad in scope. The seven points and the cost for each are as follows:

- 64-page booklet \$15,000
- Public-relations network 7,000
- IHF-sponsored concerts 10,000
- Half-hour promotion film 15,000
- "Specialist" listing in Yellow Books 5,000
- Magazine feature articles 15,000
- "Design-center" exhibits 10,000

Total \$77,000

64-Page Booklet

The publishing of a 64-page booklet (Billboard, February 2) got half-hearted support by the membership to this extent; they approved work being done by a "publisher's" committee up to the point where it will begin to cost money. The digest-size book, incidentally, is expected to be self-liquidating. That is to say, the 25-cent cover price will probably absorb printing and production costs.

Public Relations

The proposal: To set up committees in each city with two or more dealers. These committees will consist of one dealer and one manufacturer's rep. They

will receive two press releases a month from the IHF New York headquarters and will place them with their local newspapers. In addition, the IHF would prepare a weekly newsletter to go to each committee to keep it informed of promotion programs and other events.

IHF Concerts

Pop recording artists making tours and one-night stands would perform under the IHF banner at no cost to the Institute. In return, the audio specialist in the concert town would promote the concert. An IHF exhibit would be set up in the lobby of the theater or concert hall. Whenever possible, a live vs. recorded feature would be made part of the show. And the IHF would be featured on a page of the concert program.

Promotion Film

A film called the "component high fidelity story" would be prepared for showing on educational TV stations. Prints of the film would also be made available at no charge to civic, social and religious groups for showing to their memberships. The film would stress the decorative and quality aspects of component high fidelity.

Specialist Listings

Arrangements can be made for a separate listing in Yellow Page Directories under the heading "Institute of High Fidelity Registered Audio Specialist." Dealers registered with

Washington Firm Introduces 5 New Stereo Models

WASHINGTON—Space-Tone Electronics, of this city, introduced five new stereo phono models here last week at the seventh annual Washington High Fidelity Music Show. The sets range in price from \$149.95 to \$995, and include four consoles and one wall unit.

The new Space-Tone units accentuate the long-line look, with the President model measuring 73 inches in length. This complete stereo unit contains tape transport and FM stereo. It's pegged at \$995. The Senator model, at \$695, measures 62 inches and except for the tape transport, contains essentially the same line-up as the President.

The Congressman, at \$349.95, measures 50 inches in length and has provision for adding FM stereo. The Page Boy model is 32 inches long and lists at \$149.95. The wall unit, known as the Collegian, sells for \$169.95.

'I'll Be Back Later'

• Continued from page 38

with a modified lay-away program. In this, you will offer the customer a long-term proposal with a moderate down payment and "so much a month." When the customer has accumulated sufficient money in the program, the delivery of each component is automatic.

Component dealers wisely organize various components into systems to make the prospect's job of selection easier. Often, these systems are still too high in price to be attractive to the prospect. You can get around this problem with the "progressive buying" plan outlined above. All it takes is the sale of those first two components.

the IHF would be listed under the IHF logo. The listing would be cross-referenced with the "High Fidelity Sound Equipment" listing in the Yellow Pages.

Magazine Articles

Outstanding writers would be reached (through their agents) to encourage the writing and sale of feature articles about high fidelity in mass consumer magazines (Saturday Evening Post, Life, Look, Redbook, etc.). If a story is placed, the IHF would pay the writer \$3,000. According to the IHF proposal, writers' agents believe that at least six stories could be placed in this manner during the next year.

Design Center

New York City has a "design center" which is visited regularly by architects, interior designers and builders. Los Angeles is building such a center; it will open later this year. An exhibit in both centers would have the benefit of introducing visitors to IHF products. The proposed exhibit would consist of colored transparencies showing the product of IHF members, plus room setting using fidelity components. The IHF booklet could be given out at these exhibit points.

IHF members, after a detailed explanation of the seven-point program, decided against any positive action at the meeting. They decided that they would study the program and vote upon its individual points by mail.

A report on the voting will be given to the membership at its meeting on the West Coast during the L. A. Music Show.

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.

- 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.
- IMPULSE**—Expires February 15, 1963. Started January 3, 1963. Twelve and a half per cent discount on new releases and a 20 per cent discount on catalog items.
- LENOX**—Expires February 15, 1963. Started January 21, 1963. Buy 10 get two free on the Little Esther Phillips LP "Release Me."
- 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-PRESTIGE INTERNATIONAL**—Expires February 15, 1963. Started January 1, 1963. Fifteen per cent discount on all Prestige LP's by Jack McDuff, Willis Jackson, Etta Jones, Herbie Mann and the M.J.Q. Ten per cent discount on complete Prestige International catalog.
- PHILIPS**—Expires February 15, 1963. Started January 1, 1963. Firm is giving a 10 per cent discount on its entire catalog including new releases.
- ROULETTE**—Expires February 25, 1963. Started January 21, 1963. On the Roulette, Roost, Tico and Gee product, distributors and dealers may return \$1 worth for every \$5 purchased.
- ATLANTIC-ATCO**—Expires February 28, 1963. Started January 15, 1963. One-for-seven on catalog plus new releases.
- DECCA**—Expires February 28, 1963. Started January 15, 1963. Label is offering distributors and dealers a "special incentive plan."
- DELMAR**—Expires February 28, 1963. Started January 15, 1963. Label is offering a 10 per cent discount to the distributors on all merchandise.
- EPIC**—Expires February 28, 1963. Started January 7, 1963. Label offers 15 per cent discount on all LP and tape product in the catalog as well as on all new releases.
- CAPITOL**—Expires February 28, 1963. Started January 1, 1963. Three programs for dealers: One LP for 61 cents for each one purchased at regular price on firm's Guy Lombardo catalog of 17 LP's; one-free-for-two purchased on the Capitol-of-the-World album series; a flat 20 per cent off the invoice on Capitol Classics series.
- KING**—Expires February 28, 1963. Started December 24, 1962. Label is offering a 15 per cent cash discount off the face of the invoice on the entire King, Bethlehem and Audio Lab LP catalogs.
- LIBERTY-DOLTON**—Expires March 15, 1963. Started February 15, 1963. A 15 per cent discount on complete catalogs plus new releases.
- SMASH-FONTANA**—Expires March 15, 1963. Started January 15, 1963. A 10 per cent discount on both complete catalogs.
- STARDAY**—Expires March 1, 1963. Started January 1, 1963. Label is offering distributors and dealers 3 for 10 on 120 specified items from catalog.
- ABC-PARAMOUNT**—Expires March 31, 1963. Started January 3, 1963. Label is offering 12½ per cent discount on complete catalog plus new releases.
- KAPP**—Expires March 31, 1963. Started January 21, 1963. Ten per cent discount on catalog plus new releases.
- VANGUARD**—For limited time only. Started January 21, 1963. Fifteen per cent discount (qualified dealers only) on the Rooftop Singers' first LP, "Walk Right In."

NEW DEALER PRODUCTS

Dumont Bows Berkshire Phono



The Dumont Division of Emerson Radio has introduced the Berkshire Colonial stereo FM/AM radio-phonograph in the Collector Series. Housed in Early American cabinetry, the set features a four-speaker sound system, Garrard changer and 20-watt, dual-channel amplifier. Suggested list price is \$289.95.

Mural for Music

• Continued from page 38
number of sales aids: 11 by 28 inches wall and window banner, four-color stuffers, composer-kit stuffers (they show the consumer how to "compose" a mural in different arrangements, and ad mats.

Dutone Disk Spray in Bow



The Dutone Company, Keyport, N. J., has produced a new anti-static, anti-dirt, disk preparation housed in aerosol spray form. Manufacturer claims that one application leaves records static and dust free for months and also lubricates record grooves, thus prolonging life. Cleaner, which sells for \$1.50 per can, comes with cleaning cloth tucked in the cover, and is being merchandised in this handy, counter display box which holds 12 cans.

when answering ads . . .
Say You Saw It in Billboard

Laura Bryant Gets Coast Distrib Job

SAN FRANCISCO—Laura Bryant has been named promotion manager for the Acme Sales Company, Northern California record distributors. She

had been with the Charlie Parker label in New York until the recent death of the artist.

Acme, headed by Olin Harrison, is possibly the largest distributor in the area of Latin American music, and reports particular success with the Alegre label.

Names Guy Ward

HOLLYWOOD — Wes McGuain, president of Gary-Mac Enterprises, New York, last week appointed Guy Ward Associates to handle domestic and foreign distribution of his company's labels, Radar, Sigma and

Photo. Guy Ward Associates, Beverly Hills firm, specializes in setting up distribution for independent labels. The Ward Company represents record firms in various facets of the business, including formation of new companies and solving organizational problems of established labels.

Keely Sides To Be Issued By Reprise

HOLLYWOOD — Keely Smith last week concluded an exclusive distribution agreement with Reprise whereby Frank Sinatra's firm will release her recordings. She will be recorded her newly formed production firm, Keely Records. Product will be issued under the Reprise label.

The Keely Records production company will record the songstress as well as other talent it will sign. Miss Smith also intends to use this as a vehicle of uncovering new artists. She will use various artist and repertoire producers to handle the sessions.

Her initial release to fly the Reprise banner is a single recorded in New York last week coupling "Going Through the Motions" with "When You Cry." Disk is scheduled for release next week, and will enjoy a TV plug on the Garry Moore show to kick off the Reprise promotion of its Keely Smith acquisition. In addition, label is planning a cocktail party timed with Miss Smith's opening at Miami's Eden Roc.

Reprise is putting finishing touches on an album of its own teaming Miss Smith with Sinatra. In addition, it intends to use Miss Smith in other talent couplings with artists on its roster. Keely Records retains ownership of the masters it turns over to Reprise for distribution, but the Sinatra firm will own those masters Miss Smith records in conjunction with Reprise artists.

Bills Introduced To Ease Tax Bite On Creative Work

WASHINGTON — Bills to ease the tax bite on income from musical and other creative copyrighted works were introduced simultaneously in the Senate and the House recently. Identical bills would assure capital gains tax rates on transfer of at least one copyrighted work per author per year, permit tax spread on artistic bonanzas, and knock federal admissions tax from live musical and dramatic performances.

Sen. Jacob Javits (R., N. Y.) told Congress that tax relief for the arts is one step on the way to much-needed stimulating of the arts "in our industrial society." Javits will also push hard in this session for a U. S. Arts Foundation. Last session, Javits' Arts Foundation bill was favorably reported out of the Senate Labor and Public Welfare Committee.

Counterparts to the Javits tax relief bills have been introduced in the House by Rep. John Lindsay (R., N. Y.), who also introduced bills to cut tax pressure on creative arts in the 87th session.

Songwriters, publishers and anyone else with creative and musical interests, whether professional, amateur or commercial, would benefit by the proposed legislation. The tax-spread bills are in line with President Kennedy's announced tax reform proposals to permit "averaging" for tax purposes, on widely fluctuating incomes, whether earned by authors, artists, actors, athletes, members of professions or farmers.

Billboard Buyers & Sellers

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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.

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Idalia Boyd—Dimension

LP/FROM A JACK TO A KING

Ned Miller—Favor

TOPPS DISTRIBUTING CO., INC.

NEW ADDRESS:

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Code 305, FRanklin 4-8166

LIST \$3.98, YOURS FOR \$2—NEW INSTRUMENTAL LP Album. Paul Bostic Melodies, Vilma Music, 7637 W. Indigo St., Miramar, W. Hollywood, Fla.

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ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

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Finest Quality—Low Prices—Top Notch Talent.

8 Singers (male-female), 10 Instruments—Vocal Groups. Best, Modern Tape and Disc Equip. (Ampex, Altec, RCA)

Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$11.50; two Songs, \$20.00 (45 or 78); add Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$4.00 each per song.

WRITE FOR FREE BROCHURE.

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NEW OFFICES • NEW LOCATION

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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

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The original and most convenient record catalog service. Listings of the latest popular records by titles and artists rushed three times a month by first-class mail. Big Books of over 250 pages of current and older numbers by titles and artists sent monthly—each month complete in itself with no need to refer to previous issues.

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PROFITS DOWN?

Record racks by ART-PHYL are proven profit-makers.

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See your distributor or write for latest catalog of the most diversified record rack line.

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INTERNATIONAL PROFITS YOUR OBJECT? You can reach and sell your published songs, tapes, masters, services to leading music industry influential 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.

NEW PRODUCTS NEW PROFITS

Bulk and sanitary machine operators. Send for pictures and prices of our new 25c and 50c sanitary vendors. (New PM-10 Hand Lotion Vendor just put on market, no competition, high profit.) All Parts and Merchandise. Flat packs, vials, matching coins, combs, gum ball, capsules, etc.

PEN-MAR DISTRIBUTING

P. O. Box 1142, Hagerstown, Md.

HAVE YOUR OWN BUSINESS

Show Folks: Ask about our successful plan to put you in business for yourself on Costume Rentals. If you're tired of traveling, retired or disabled . . . you can operate this business from your home or a store. We'll show you how to get customers among other things. Write or call Mr. Stomel.



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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

BROADCAST COMEDY IS LISTED IN the new "Comedy Guide" of "Talk" comedy material offered for Dee Jays, Emcees, Comics, etc. Write for free 24-page booklet. Show-Biz Comedy Service, 85 Parkway Court, Brooklyn 35, N. Y. mh2

EMPLOYMENT SECTION

HELP WANTED

MECHANIC WANTED—ARCADE WORK. Must be good. Must prove himself on Panoram Movie Projector repair, including film care. Also Ball Machine maintenance and repair. (\$150 per week.) Call collect, 9 to 12 a.m., 447-2487. Sportsman Fun Center, Inc., C. Sugarman, 816 J St., Sacramento, Calif. fe23

RECORD PROMOTION & PUBLICITY, one with radio and television connections. Details in first letter. Address: Andre Taloff, P. O. Box 215, Asbury Park, N. J.

CLASSIFIED RATES

Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____
 Set regular classified style. Set boxed classified style.
 Amount enclosed _____
Copy: _____

Company Name _____ Authorized by _____
Address _____
City _____ Zone _____ State _____
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

SINGLES REVIEWS

Continued from page 23

ACE KENNEDY AND THE CANDIES
 ★★☆☆ Tel - A - Woman (Bobob, ASCAP) (2:44) — ★★☆☆ Down Where the Gang Hangs Out (Saturday, ASCAP) (2:22). PHILIPS 40091

LEE STONE
 ★★☆☆ A Heart Is Not a Toy (Moontunes, ASCAP) (2:25) — ★★☆☆ Black Night (Moontunes ASCAP) (1:58). RRE 1003

APRIL STEVENS
 ★★☆☆ Teach Me Tiger (Aragain, Chandler, ASCAP) (2:25) — ★★☆☆ That Warm Afternoon (Aragain, ASCAP) (2:45). IMPERIAL 5626

COUNTRY

WANDA JACKSON
 ★★☆☆ Sympathy (Central Songs, BMI) (2:09) — ★★☆☆ But I Was Lying (Central Songs, BMI) (2:35). CAPITOL 4917

SHIRLEY RAY
 ★★☆☆ You Know That I Know (Cedarwood, BMI) (2:15) — ★★☆☆ Why Don'tcha Come Home (Cedarwood, BMI) (2:51). EPIC 9574

AUTRY INMAN
 ★★☆☆ The Volunteer (Big Bopper, BMI) (1:50) — ★★☆☆ Unlucky Am I (Hotpoint, BMI) (2:05). SIMS 131

LLOYD ARNOLD
 ★★☆☆ School Days (Arc, BMI) — ★★☆☆ Take These Chains From My Heart (Acuff-Rose, BMI). MEMPHIS 106

PETE GABLE-BILLY GILL
 ★★☆☆ Columbus (Happy Hearts, BMI) (2:25) — ★★☆☆ Down Where the River Bends (2:45). HAPPY HEARTS 122

JAZZ

THE THREE SOUNDS
 ★★☆☆ Blue Genes (Parts I & II) (Traggie, BMI) (2:10, 2:00). VERVE 10276

HERBIE HANCOCK
 ★★☆☆ Driftin' (Aries, BMI) (5:40) — ★★☆☆ Alone and I (Aries, BMI) (6:25). BLUE NOTE 1863

RAMSEY LEWIS TRIO
 ★★☆☆ Maha de Carnaval (Ross Jungnickel, ASCAP) (3:45) — ★★☆☆ Tangleweed 'Round My Heart (Leeds, ASCAP) (3:24). ARGO 5431

LATIN AMERICAN

RAUL MARRERO
 ★★☆☆ Michele (Nena, ASCAP) — ★★☆☆ Sin Egoismo. ESTACY 1017

SACRED

MISSIONAIRES QUARTET
 ★★☆☆ When I Move (Speer, BMI) (2:21) — ★★☆☆ I've Been With Jesus (Speer, BMI) (2:12). A-B-S 210

Smothers Brothers Off to Colleges

CHICAGO—Following their February 8 appearance on the Jack Paar show, the Smothers Brothers will kick off a cross-country college tour that will take them into 16 States.

The tour will start at Michigan Tech College and will take the comedy team into colleges in Illinois, Minnesota, Ohio, Washington, Kansas, Iowa and Colorado during February.

In March the Mercury recording pair will make college dates in California, Arizona, Wisconsin, Ohio, Virginia, Connecticut and Pennsylvania. On April 11, Tom and Dick open at the Village Gate, New York, for 10 days.

Washington and appearances at McAllister and Tulane universities in New Orleans wind up their April schedule. Also on the agenda: An appearance at Indiana University, the Surf Club, Cincinnati, and a June personal appearance tour of Army camps in Germany.

A new Mercury album is scheduled for February release.

Discounting Hits Bay Area Stores

SAN FRANCISCO—Discount prices are invading record departments of some of the Bay Area department stores, though others are remaining as hold-outs.

The Emporium, which went discount a few weeks ago, says "we have to compete." Macy's was one of the first to cut prices last spring, and now the White House has swung over.

Continuing to resist are the City of Paris, and across the Bay in Oakland, Rhodes' department store and the H. C. Capwell Company, despite the fact that Capwell's is owned by the same holding company as is the Emporium.

The White House cut its prices in January as the result of the closing of the store-owned department in favor of a new record and phonograph concession opening with the first of the year.

The David Platt Music Company of Los Angeles has purchased the record and phonograph concession in the White House, leading San Francisco store, and began to operate a greatly enlarged department in January. During pre-depression years Ben Platt, father of David, had owned a similar concession in the Emporium, and at one time operated one of the largest chains of privately owned music stores in the country. Since 1932 the Platts have restricted themselves to Southern California, first developing an association with Tom May of the May Company, Los Angeles, and during postwar years extending once again the Platt stores.

Prices at the Emporium were slashed in all branches of the store, as well as downtown. However, store buyers at both the City of Paris and Rhodes' show no inclination to slash.

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I LEFT MY HEART IN SAN FRANCISCO

TELSTAR

THEME FROM "LAWRENCE OF ARABIA"

BLAME IT ON THE BOSSA NOVA

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K 13121



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MOA DECIDES TO HOLD CONVENTION

Exhibitors, Dates Still Not Resolved

By NICK BIRO

CHICAGO—Despite considerable speculation to the contrary, Music Operators of America is definitely going ahead with plans to hold its annual convention this year. Details are still up in the air but MOA officials are positive they can make a concrete announcement by the end of the month.

Two big questions remain to be resolved: Specifically, what manufacturers—juke box, amusement machine, record firms and vending machine companies—will exhibit at the conclave, and when and where will the convention be held.

Although originally slated for Chicago's Morrison Hotel in May, MOA convention is now very likely to be held at a later date.

Officials Meet

That's the unofficial, between-the-lines news to come out of the top-level executive meeting held by MOA here this past week. Attending the session were J. Harry Snodgrass, president; C. S. Pierce, chairman of the board; Lou Casola, secretary-treasurer, and Robert H. Blundred, managing director.

MOA made no official comment on the convention and confined its comments to a report on the recent trip by Blundred to Atlanta, Columbia, S. C.; Charlotte, N. C.; Richmond, Va.; Washington and Philadelphia. Purpose of the trip was to beat the drums for MOA membership.

Snodgrass announced that he is "very encouraged about how MOA has started to roll," indicating further that Blundred's efforts had yielded a substantial number of new members for the national association.

Plans Announcement

When queried by Billboard, however, Snodgrass indicated he was confident a convention would be held and that the association would have an announcement on specifics soon.

In an off-the-record poll of key manufacturers, Billboard came up with the following conclusions:

- 1. Manufacturers generally
- (Continued on page 50)*

Hi Fi 'Platter Turners' Edging In On Chicago Clubs' Juke Box

• Continued from page 1

that the music is free. Well, at least relatively free.

The jockey is paid by the location and he also has to come out. So he makes it up by charging admission, or a minimum or cover, or may just pass the hat for the deejay. In any event, the customer pays.

What about the juke box?

It doesn't go out, but since the jockey operates during prime evening hours—generally from 9 to 12 or 10 to 1—the juke box is silent much of the time. Revenue is cut and the operator is hurt.

At a meeting of the Recorded Music Service Association, local juke box operator association, here last week, an informal poll showed that some 20 per cent of the city's operators had been touched in some way by the new craze.

Earl Kies, retiring president and new board chairman, said that complaints about club disk jockeys had been made on and off for the past year and a half, but this was the first time that the subject had officially come before the board as an issue.

ASCAP Fees

Several questions come to mind about the new club disk jockeys. For one, are they subject to ASCAP fees and if so, are they paying?

Another question: Do they pay an entertainment tax?

Operators in Chicago pay a \$10 U. S. juke box license and a \$25 city amusement license.

Locations with juke boxes are not subject to a cabaret tax. However, what about locations with club disk jockeys? Since the development is relatively new, the answers are not readily available.

Research

Chicago operators, however, aren't going to just sit around. They're doing research on how to give the club disk jockeys some competition. A committee has already been formed by the juke box group.

One of the first thoughts that comes to mind is a local operator's suggestion to fight fire with fire.

"If the club disk jockeys gives

them jazz, we can give jazz. If he gives r.&b., we can give r.&b.

"I can come close to matching most of the high-fidelity rigs with a good juke box installation utilizing multiple speakers.

Same Programming

"We can give the same programming. True, we don't have anyone to comment on the music, but this is often not the advantage it seems. Very few people have deep knowledge about music, fewer still have the voice and ability to make the knowledge interesting.

"We can offer album music. We can display the albums around the bar and in the booths. We can put our juke box program out on mimeographed sheets of paper and distribute them to the people.

"If the operator is really interested in giving some competition, he can. It just takes a little imagination," was the feeling of this operator.

General consensus among other operators was that there will always be a demand for the club disk jockeys but that the demand will be restricted to a relatively few locations.

Wurlitzer Sales Dip, But Net Up

NORTH TONAWANDA, N. Y.—While sales for the last nine months of 1962 were down from the 1961 totals by 5 per cent, net earnings for the period rose by 32 per cent, according to R. C. Roling, president of The Wurlitzer Company.

For the nine months ended December 31, Wurlitzer sales were \$27,752,123 with earnings of \$531,134. Sales of coin-operated phonographs for the period were termed "good."

Coin Machine

OPERATING

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

EDITORIAL

The Right to Know

Music Operators of America appears on the verge of making an announcement regarding its next annual convention and, indirectly, its future. J. Harry Snodgrass, MOA president, told Billboard he is confident the announcement will come by the end of the month. We sincerely hope it will not be further delayed.

It is no secret that the association has been having problems. Poor attendance has discouraged exhibitors to the point where up to a few weeks ago insiders seriously doubted that a convention could be a reality.

MOA has for the past several months been working desperately to enroll new members in an effort to show good faith and the likelihood of a substantial increase in operator attendance.

The efforts have been moderately successful, but successful enough to give several coin machine manufacturers cause to stop and seriously reconsider. The indication now is that quite a few are on the verge of joining MOA ranks. If so, the likelihood is that key record companies and vending machine manufacturers would also fall in line.

The big question remains: When? Time is running out on the association. The convention, originally scheduled for Chicago's Morrison Hotel in May, appears certain to be postponed to a later date.

(Continued on page 50)

Seeburg New Sales Set-Up Taps 7 V.-P.'s



Finneran

Gange

Blankenbeckler

Collins

Auer

Dunlap

Gibson

CHICAGO — The Seeburg Corporation last week reorganized its sales department and announced the appointment of seven regional vice-presidents, each in charge of a territory within the U. S. and Canada.

William F. Adair, vice-president in charge of sales, said that each regional vice-president will be "fully responsible for the distribution of all Seeburg prod-

uct lines and the assigning of distributor franchises.

"The regional vice-presidents will also be responsible for defining their territory, assisting distributors in sales, service and parts programs, and making recommendations to distributors for personnel and facilities necessary for an adequate sales effort in each product line," Adair added.

The program is a substantial departure from Seeburg's previous organizational policy and brings considerable authority and responsibility down to the regional level.

The new regional vice-presidents and their territories are: Stuart F. Auer, West Coast; Edgar C. Blankenbeckler, Southeast; Daniel P. Collins, Northeast; Robert L. Dunlap,

North Central; Frank Finneran, Northeast; Albert S. Gange, North Central (Southern portion), and I. A. Gibson, South Central and Southwest.

The organization is similar to a regional system employed by Seeburg's former vice-president, C. T. McKelvy, some eight years ago, and reverses a recent trend to concentrate power in the central office.

The new organization undoubtedly gives Seeburg the most authoritative regional sales organization in the industry.

Adair said the basic philosophy of the new program "is to assign a greater area of authority and responsibility to the company's principal field sales executives.

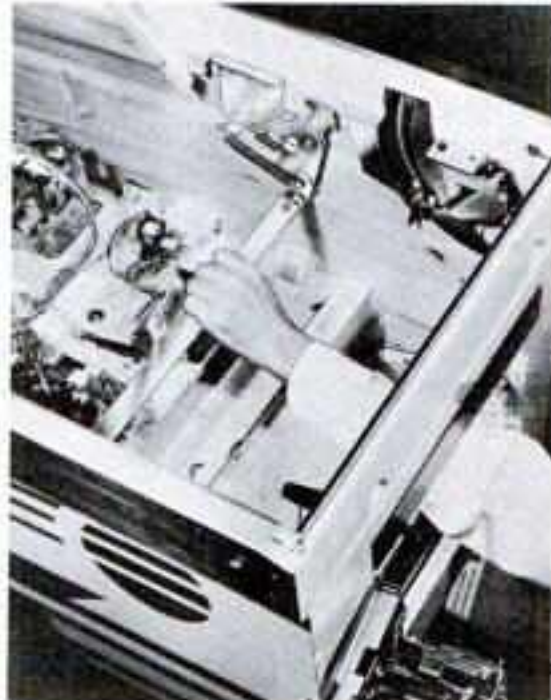
"We feel," continued Adair, "that the creation of sales central office."

(Continued on page 49)

Gottlieb Introduces Gaucho, Featuring New Auto-Clamp



GAUCHO



New playboard auto-clamp. Merely pull lever and the playboard pops up.

eliminates the screws that normally hold the playboard down. The board can be lifted after pulling down a lever through the front door.

Gaucho also features a new "extra ball" scoring device. Players get an extra ball when they hit a Roto-Star on the Twin Roto Targets. Each time an extra ball is made, a lighted hat on the playfield indicates the "same player shoots again."

Gaucho also has new front door styling with a new coin return; double size cashbox and a new maximum security "double-arm" lock, activated rollover to advance roto-targets, bull's-eye targets to turn pop bumpers on-off, and four separate units to spin the roto-targets.

Other standard Gottlieb features include stainless and chrome cabinet trim, match score feature, dual flippers, "hard-cote" protective playboard finish and a slug rejector.

Alvin Gottlieb predicted that Gaucho would be the most outstanding profit-maker in four-player history.

NAMA to Hold Operator Meets

CHICAGO — The National Automatic Merchandising Association is taking dramatic new steps in its "Operation Alert" program designed to help operators deal with possible cigaret vending problems arising out of the tobacco-health controversy.

Louis J. Risman, president, said that chairmen have been named in every State to coordinate the meetings and activities under the program.

NAMA has also retained a separate public relations consultant, Dale O'Brien & Company, Chicago, to help in the program.

Risman said the first step will be a series of operator mass meetings conducted by NAMA staff members in 64 cities between February 18 and March 30. Individual city chairmen will also be named.

Hy Lesnick Buys Out Brother Mac

RICHMOND, Va.—Hy Lesnick has bought out his brother Mac's interest in the Richmond Amusement Sales here. The Lesnick brothers had been associated for 25 years, 15 of them as Seeburg distributor for Virginia, Maryland and the District of Columbia.

In 1960, the Lesnicks gave up their Seeburg distributorship and moved here from Baltimore.

Hy Lesnick is serving his second consecutive year as president of the Music Operators of Virginia.

Heavy U. S. Turnout Seen At Antwerp Coin Exhibit

By OMER ANDERSON

ANTWERP—A record number of U. S. coin machine concerns are expected to participate in the second annual Salon de l'Automatique de 1963, which will be held at this European coin machine crossroads from March 8 to 12.

The sponsoring organization, Union Belge de l'Automatique, reports a heavy flow of applications for exhibition space in the Centre National du Batiment, the Antwerp recreation center where the exhibition will be held.

Officials say the response indicates that the 1963 "salon" will be the largest solely coin machine exhibition held on the Continent, the Continental counterpart to the London Amusement Trades Exhibition.

Port Facilities

Union Belge de l'Automatique is enlisting the co-operation of Belgian trade and industry in making it a showcase for Antwerp's magnificent port facilities as well as for the coin machine trade.

Exhibitors last year included Automatic Canteen, Seeburg, Rock-Ola, and Lowen-Automaten, the big West German manufacturing concern. All of these concerns will be back this year with expanded exhibition areas.

In addition, Wurlitzer will demonstrate its U. S. and German-manufactured models, along with Rennotte of Belgium, Jupiter of Switzerland, and Bergmann of West Germany.

Film Boxes

The U. S. trade will be getting its first long look, too, at the coin film boxes, which are scoring steady success in Europe. Cameca, the French firm which produces Scopitone, will have a stand, and Cinebox, Scopitone's Italian rival, will also exhibit.

Sponsors of the Salon de l'Automatique understand that a large number of U. S. trade figures will make charter-plane trips to Europe specially for the Antwerp fair. The general atmosphere in which the showing will be held is one of "the last chances to get aboard the European Common Market."

While this may not be literally the case, the fair is dedicated to the proposition that time is fleet-

ing for U. S. concerns to establish themselves in the Common Market. Aside from the warning signals hoisted by the row over Britain's entry, France and West Germany have under consideration legislation to restrict foreign investment, legislation which specifically includes coin machine manufacturing facilities.

U. S. Attitude

On the other hand, U. S. exhibitors are coming to Antwerp with the aim of demonstrating that U. S. equipment continues to be the world's finest, and that

Continental "compact" competition is no substitute for the American prestige product. Most of the U. S. exhibitors plan showings patterned after the Seeburg "breakthrough" spectacular used to introduce its new LP Console models on the Continent.

One of the biggest still unsatisfied markets on the Continent for U. S. equipment is games, which will get major emphasis at Antwerp. Bowlers in particular will be featured. Antwerp is the

(Continued on page 49)

CHICAGO—A new playboard auto-clamp that releases the playfield without additional servicing is featured in Gottlieb's new four-player pinball called Gaucho.

The auto-clamp completely

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2 Wildwest	195.00
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1 Bangorama Pistol	95.00
4 Circus	245.00
3 Carnival	125.00
1 Crusader	250.00
10 Chicken Sam	125.00
1 Gunsmoke Pistol	95.00
1 Pony Express	345.00
2 Rifle Gallery	95.00
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SEEBURG E-2 Cig.	200	ROCK-OLA 1448	245
CORSAIR (30-Col.) Cig.	165	ROCK-OLA 1455	245
VENDO ICE CREAM #210, P.S.	395	SEEBURG AY160-SH (50c)	925
VENDO MILK #210, P.S.	395	SEEBURG 220-SH (50c)	595
STONER CANDY, Mod. 160, G/M.	175	UNITED UPA-100	175
APCO 4-Flavor Ice (Dual Comp.)	1095	WURLITZER 2510 Stereo (50c)	595
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Chicago Ad Exec Dies Suddenly

CHICAGO—William J. Kennedy, 64, veteran advertising executive, died suddenly in his offices here last week. Kennedy owned and operated Kennedy and Company advertising agency for more than 30 years.

He was a recognized authority in the field of industrial advertising and well known in the amusement and coin machine field. He handled, among others, the advertising accounts of Williams Electronic Industries, Inc., and J. H. Keeney and Company.

Kennedy was a veteran of the First World War and was active in numerous civic and philanthropic organizations. He is survived by three brothers and two sisters, and was buried last week in West Chicago, Ill.

Kies Becomes Board Chairman

CHICAGO—Earl Kies, president of Recorded Music Service Association for the past five years, was named chairman of the board, at the association's general election held here last week.

Frank La Maskin, associated in the coin machine business since 1929, was elected president.

Other officers include: Louis Arpaia, Austin Music, vice-president and secretary; Joe Filitti, vice-president and treasurer; Dan Gaines, Gaines Music, vice-president, and Sam Greenberg, Elliott Music, vice-president.

Directors include the above plus Moses Proffitt, South Central Novelty Company; Victor Lucas, City Music, and Charles Sacco, Lee-Nordic Music.

Given Scroll

Kies is one of the most respected and best liked operators in the Chicago area. He was honored with a scroll for "meritorious service during his five-year presidency," and given a platinum diamond ring as a token of appreciation by the membership.

In a special tribute, Frank La Maskin, RMSA's newly elected president said that "Kies has been a credit to the juke box business, in fact the entire coin



EARL KIES

machine business. Members trusted and believed in him and he repaid that trust by making RMSA the fine, reputable organization it is today."

Though Kies moves up as board chairman, he is still expected to remain active in association affairs. He has been a power in the organization since its inception some 14 years ago, and during the past five years, in particular, has almost single-handedly been responsible for its progress.

A veteran operator, Kies has been in the juke box business some 32 years. Before assuming the presidency of RMSA, he was vice-president under Phil Levin for three years and a director for 14 years.

Apex Veteran

His 32 years in the coin machine business have all been spent with Apex Amusement Company, his present firm. He started as a route man back

when Apex was owned by Roy McGinnis, now president of Keeney Manufacturing Company here, and Joe Mahoney, retired.

He was later named office manager, and in 1943, general manager. Kies is also president of DeLuxe Cigaret Service, an affiliated firm.

The Apex operation is generally considered one of the largest and best run in the city. DeLuxe operates a substantial number of cigaret machines, but the two firms are run separately.

Kies is a member of Crystal Country Club, is married, and resides with his wife and two children in suburban Crystal Lake.

Formed Clover Music

La Maskin started in the coin machine business as an operator in partnership with A. R. Tigerman in 1929, and the two have been together since. They formed their present firm, Clover Music, in 1957, together with La Maskin's son-in-law, Leonard Halperin.

Through the years, La Maskin has operated a variety of equipment including games and drink and candy venders. He has also been associated in real estate.

RMSA's new president is active in numerous community affairs, is a member of the Masonic Lodge and lives with his wife and two children in Chicago.

EUROPEAN NEWS BRIEFS

Brabo Bids for Cinebox

ROTTERDAM — Holland's Brabo Corporation is negotiating with the Cinebox Corporation of Italy for the manufacture in The Netherlands of the Italian coin film machine. Brabo is promoting Cinebox intensively for the Holland holiday season, and the Brabo management predicts that the box will become a fixture at the Dutch seaside. Cinebox, which has 40 film selections, is waging hot competition for continental top billing in the coin cinema class with Scopitone, a French-made box which is being aggressively promoted. Brabo claims the chief advantage to the coin cinema is that the film compensates for tonal distortion at outside resort locations.

Jupiter Adds Distributors

ZURICH — The Jupiter Phonograph Corporation of Switzerland is expanding production and strengthening its European distributor network. The Jupiter management has developed a new sales strategy

based on surveys showing that European operators are retrenching and prefer economy equipment with fewer selections. Jupiter is producing four models tailored to results of its market survey, the lowest selling for under \$500. The four models range between 96 and 120 selections. Despite the economy price, Jupiter claims precision production with unusually low maintenance costs. Jupiter announced that Cyril Shack has been appointed its distributor in Britain. Shack, according to Jupiter officials, will have a leading role in shaping Jupiter sales strategy.

Location Ownership Up

VIENNA—Austria now has around 10,000 phonographs, according to the latest trade census, of which 6,000 are location-owned. The 4,000 remaining juke boxes are operated by 1,116 operators. The trend in Austria continues to be in favor of location ownership. The trade is warning especially against the tendency of large operators to liquidate their holdings by sales to small operators. Austrian juke box operation is becoming, insofar as operator-ownership is concerned, a "Ma-and-Pa" activity marked by inefficiency and sinking returns. The trade is trying to reserve the trend, grouping operator holdings into larger units.

Operators Fight Back

HAMBURG—West German payout operators have opened a counter-offensive to anti-payout propaganda on the part of the German church and

Continued on page 48

ROUTE WANTED

Established combination game-music machine route in Philadelphia and/or surrounding nearby area.
BOX 467, Billboard
1564 Broadway New York, N. Y.

Derby Pony Jr. Lowest priced. Full-size horse with fiberglass body. Metal stirrups for extra safety.

Manufacturers of Rodeo Pony Ben Hur Chariot Twin Quarter-horse Sam the Clown (Seesaw)

All rides carry one-year warranty. Some distributor territories available.
PAUL W. HAWKINS
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Phone: 623-4503—Area Code 602

BUY **Bally** FOR **TOP EARNINGS** IN EVERY TYPE OF LOCATION EVERYWHERE

BARGAINS FOR THE WEEK

GAMES GAMES

250 OF THEM

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED!

United Mini-Bowl, Advance \$549.50
Bally Challenger Bowler... 350.00
Bally Strike Venders... 149.50
Rowe 2700 Cigarette Venders, repainted Hammerloid finish and reconditioned 225.00
DuGrenier 12 Col. Cigarette Venders 139.50
DuGrenier 14 Col. Cigarette Venders 149.50
Keeney 22 Col. Cigarette Venders 135.00
E.I. Seeburg Cigarette Venders 125.00
Smoke Shop V-27 200.00

Write or Call Us Collect. MAIn 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

Central DISTRIBUTORS, Inc.

2315 Olive St., St. Louis 3, Mo.
Phone: MAIn 1-3511; Cable: Cendist

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 DeLuxe 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.

Exclusive **BUILT-IN AUTOMATIC INCOME TOTALIZER**

The Revolutionary New **SEEBURG LP CONSOLE**

We have whatever you need in **GOTTLIEB GAMES!**

Contact Us Today

World's Largest Distributor of Pinballs

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE AMUSEMENT MACHINES CO.

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You can ALWAYS depend on ACTIVE ALL WAYS

BASEBALL GAMES	GUNS	KIDDIE RIDES
King of Swat \$110	Bonus Gun \$195	Auto Test \$425
Four Bagger 125	Bally Sharp Shooter .. 250	Bally Little Champ .. 295
Official Baseball .. 275	Bally Spook 295	Bally Fire Engine ... 395
Deluxe Baseball .. 85	C. C. Ray Gun 350	Bally Hot Rod 395
Star Slugger 125	Carnival 135	Bally Western Express 425
Super Slugger 125	Dale Gun 65	Bally Speed Boat ... 395
Yankee Baseball ... 245	Ex. Space Gun 95	Big Bronco 295
Mid. Del. Baseball .. 395	Crusader 245	Junior Jet 175
Bally Big Innings .. 150	Genco Gun Club 295	Meteor Hot Rod 225
Bally Heavy Hitter .. 175	Gen. Circus Gun Rifle 275	Miss America Boat .. 295
Bally Ball Park 245	Keeney Sportsman .. 150	Model T Ford 395
Bally Batting Practice 245	Keeney Air Raider .. 150	Old Smokey 275
C.C. Bull's-Eye .. 145	Mid. Shooting Gallery 225	Round World Trainer 395
Baseball 145	Pop-Gun Circus 225	Space Ship 275
C.C. Super Home Run 95	Sharp Shooter 275	Sandy Horse 350
	Safari Gun 175	Sit-Down Drive-Yourself 375
	State Fair 195	Scientific Boat 325
	Seeburg Bear Gun .. 145	Toonerville Trolley .. 375
	Seeburg Coon Hunt .. 165	Turnpike Auto Test .. 675
	Two Gun Fun 250	Tusko Elephant 495
	United Sky Raider .. 250	
	Vanguard 225	
	510 Shooting Gallery 135	
	United Pirate Gun .. 225	

NEW ALL-TECH RIDES

Chuck Wagon—Cow Pony
—Fire Engine—Highway
Patrol—Indian Scout—
Midget Racer—Sante Fe Express.

WRITE FOR PRICES.

CLEVELAND COIN MACHINE EXCHANGE Inc

2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

AMERICAN'S **Imperial**

The **ULTIMATE** in shuffleboards

Watch your profits soar when you operate the **ALL NEW IMPERIAL!**

Featuring: Totally new, cantilevered scoreboard. New built-in light in scoreboard. New end lamps for beauty and illumination. New! For the first time—Horse-Collar Play Control! New! Drop coin mechanism built into center leg.

Now! Available with tamper-proof PIN GATE CONTROL (even when electricity is off) or with exclusive MAGNO-PLAY CONTROL.

See it at your distributor now or write for free color brochure.

American SHUFFLEBOARD COMPANY

210 Paterson Plank Road, Union City, N. J. UNION 5-6633

MUSIC MACHINE PROGRAMMING

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

SEND ME SOME LOVIN'
SAM COOKE, RCA VICTOR 8129
BABY, BABY, BABY
IT'S UP TO YOU
RICK NELSON, IMPERIAL 5901
I NEED YOU
CALL ON ME
THAT'S THE WAY LOVE IS
YOUR USED TO BE
BRENDA LEE, DECCA 31454
SHE'LL NEVER KNOW
I WANNA BE AROUND
TONY BENNETT, COLUMBIA 42634
I WILL LIVE MY LIFE FOR YOU
I'M GONNA BE WARM THIS WINTER
CONNIE FRANCIS, MGM 13116
AL DI LA
ONE BROKEN HEART FOR SALE
Elvis Presley, RCA Victor 8134
THEY REMIND ME TOO MUCH OF YOU
I REALLY DON'T WANT TO KNOW
"Little Esther" Phillips, Lenox 5560
AM I THAT EASY TO FORGET
ALL I HAVE TO DO IS DREAM
Richard Chamberlain, MGM 13121
HI-LILI, HI-LO

Recent

STEREO RELEASES

for Music Operators

SEEBURG ARTIST OF THE WEEK

FRANK FONTAINE—Songs I Sing on the Jackie Gleason Show, ABC-Paramount (Old Favorites)

When Your Hair Has Turned to Silver/I Wonder Who's Kissing Her Now • (That Gang That Sang) Heart of My Heart/Daddy's Little Girl • If You Were the Only Girl in the World/Mary's a Grand Old Name • I'm Forever Blowing Bubbles/That Old Gang of Mine • Beautiful/Easter Parade

All titles listed above are custom 33 1/2 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

Wide World Has Seeburg School

CHICAGO — World Wide Distributing Company hosted a school for a small, informal gathering of operators on its new Seeburg Console phonograph here last week.

Lou Moulder, manager of Seeburg's field service engineering department, conducted the session, assisted by Frank McKinney, World Wide's field engineer.

The course covered maintenance and trouble-shooting tips on the new Seeburg phonograph.

Nate Feinstein and Irv Ovitz,

World Wide partners, together with Howie Freer, sales, were hosts for the evening. Food and refreshments were served.

Feinstein said that this is the first of a series of similar sessions to be held in the future. Feinstein said the size of the individual meetings would deliberately be kept small for personalized instruction.

Companies and personnel attending the meeting included Suburban Music, Rudy Kit, Fritz and Bob Von Holt and Doc Straka; McGowan Bros. Music, Tyrone Toefield, Paul Hutton and R. C. Wilson, and Anderson Music, Bill and James Anderson.

Midwest Cold Eases—Result: ?

CHICAGO—If ever an industry was dependent on one factor, it's the juke box industry here in the Midwest. The factor, of course, is weather, and weather seems to be just about all that anybody here has been talking about for the past three weeks.

February started with weather spotty, and spotty is also the adjective most applicable to collections and business in general.

The city's worst cold spell in some 30 years broke last week and business responded by taking a brief climb for the better.

Didn't Last Long

The break didn't last too long, though, and neither did the climb in collections.

This week operators are split on just how good business is. Some report a climb in collections. Reason? Of course, it's "cold weather—the people are staying in the taverns."

Other operators report business and collections off. Reason? The same "cold weather—it's too cold for people to go out and frequent the taverns."

So it's all a matter of whom you talk to and when. On occasion the same operator will change his opinion from day to day. And usually, the collections give him ample reason to do so.

One Stops

A check of the city's one stops shows a similar on-again-off-again picture. Russ DiAngelo at Music Box reports business "pretty good." Russ said he thinks the "cold weather is the cause."

Ted Sipiora at Singer One Stop reports sales a "little slow—I guess it's the cold weather," he said.

Despite the peculiar sales picture though, several hot new singles are creating a lot of interest among juke box operators here.

Two Winners

Both Singer and Music Box agree on a pair of disks: "Our Day Will Come," Ruby and the Romantics on Kapp, and the new Elvis Presley single, "One Broken Heart for Sale" on RCA Victor.

Singer's "Gus" also reports good operator action on "Globe Trottin'," the Tornadoes on London, and "I'm in Love Again" b.w. "That's All," Rick (he's too old to be called Ricky) Nelson on Imperial.

The Nelson tune, incidentally, is the only two-sided record taking off on juke boxes this week.

At Music Box, DiAngelo reports good operator action on "South Street," Orlons, Cameo; "Riding the Wind," Tornadoes, London.

Both Sides Hot

The Tornadoes choice is interesting in that the group has two sides that came out relatively close together. Singer is getting action on one ("Globe Trottin'") and Music Box on the other.

Also hot at Music Box: "In Dreams," Roy Orbison, Monument; "Let's Limbo Some More," Chubby Checker, Parkway; "Boss Guitar," Duane Eddy, RCA Victor, and "Who Stole the Keeshka," Matys Brothers, Select.

Hit Ideas From All Over

NEW YORK — Here's a round-up of programming ideas which are helping operators in various parts of the country to stimulate phonograph play.

In Montgomery, Ala., one firm has found that strips of bright gold foil, cut to the same size as regular label strips on the music menu, and used to identify hot new hits on the list, will invariably stimulate play.

Only five or six strips are used at a time, for as many top numbers, to insure that the idea isn't overworked.

Brand-new numbers are always introduced in this way, and frequently, the location customers form the habit of looking for new items listed on the foil strips, and play them immediately.

Titles are typed with a red ribbon, which contrasts effectively with the gold metallic background.

Extra Sleeves

In New Orleans, one of the city's operators makes it a point to order extra sleeves from his one-stop which feature a top artist and a new hit. Whenever collectors change records, it is their responsibility to slip in one of the sleeves, behind the plastic where it is bound to attract attention.

Similar to the bulletin board or feature posture advocated by phonograph manufacturers, placement of the single sleeve in this way will remind bar customers in particular of important new hits, which they are already hearing on radio. Kept inside the phonograph, the sleeves stay clean and attractive.

As an example of how important this simple step has been, in one week when the sleeves could not be obtained for all locations, juke boxes without the display did only about 25 per cent of the volume which sleeve-displaying spots did on the same number.

Request Sheet

In Houston, another operator, disgusted with the small number of requests for specific records from location owners, incorporated a request sheet with the record change receipt, which is always signed by the location owner.

Now, on entering any location preparatory to changing records, and counting receipts,

the receipt form is handed to the bartender or owner, with the suggestion that he fill in a few requests which he thinks would go in the location.

Since the location owner is waiting gratefully for his share of the receipts from the juke box, the chances are that he will be extraordinarily co-operative, and will cudgel his memory for music mentioned by customers, etc.

In covering more than 200 locations, the Texas operator has found that every stop now has at least a couple of records to suggest. The result has been programming of music which fits the peculiarities of the spot much better. Some location owners have become quite prolific with suggestions, as a matter of habit.

50-Cent Play

Encouraging 50-cent play and the choice of a larger selection, a Wichita, Kan., operator made merchandising history in the local phonograph fraternity when he rigged a bell above the cash box, so that any half-dollar dropped into the phonograph would ring it loudly, before bouncing on down into the cash box. The location owner was cajoled into paying half the cost of a glass of beer, as a reward for the 50-cent customer. Thus, it cost only around 8 cents for the 50-cent play, an amount which was, of course, highly acceptable. This idea worked out so well that it has been extended to a dozen taverns; wherever the situation is such that the bonging of the bell will be plainly heard.

In Waco, Tex., an enterprising operator has put a small poster, only four by six inches, inside each of his juke boxes, in red, white, and blue, with

the headline "You Asked For It."

Below, at each record change, are inserted the names of three hot new favorites. This stimulates much curiosity, and, of course, reminds every customer of the location who has actually asked for a specific number that the operator has kept him in mind, and added the requested disk.

It takes only a few extra seconds per record change to add the typewritten title strips to the "You Asked For It" sign, and the curiosity aroused makes for many more plays.

N. C. Signs

Along the same lines, a Charlotte, N. C., operator has invested in small, eye-catching signs which are actually easel-type picture frames, for use in the display window of taverns or restaurants, or taped to the glass of the door, where no such window exists. In each case, the small cardboard easels are headed "Featured On The Phonograph This Week!" Below, record covers, or lettered sign slips are used to list top hits of the week, on the juke box.

The signs cost approximately 60 cents apiece, and are made

(Continued on page 49)

America's Largest and Oldest
ONE-STOP
RECORD SERVICE!
45 RPM 60c
All LP's — Regular
Distributor. Wholesale—Nothing Over.
SAME DAY SERVICE
THE
MUSICAL SALES CO.
The Musical Sales Bldg.
Baltimore 1, Maryland

BULK VENDING

Vend Demand High in Heavy Store Traffic

PHOENIX, Ariz. — Discount department stores with their 100,000 - square - foot buildings, and traffic in terms of 25 to 30,000 people per day, have made it necessary to increase vending machine capacity tremendously, reports Walter Gray of Best West Specialty Company here.

Gray has installed 36 pound ball gum machines in the lobbies of such big, impressive discount houses as Smitty's Big Town, which opened recently in nearby Scottsdale.

Gray, enthusiastic over sales results with his king-size bulk venders, has done an excellent job of selling discount store op-

(Continued on page 49)

In Vegas, Players Eat to Relax

By BOB LATIMER

LAS VEGAS—Is it possible to run a profitable bulk route in an area where there are very few children?

It's definitely possible—but only with an entirely different approach to locations, according to Robert Pittman, local operator.

Pittman runs his string in a city whose population has more than tripled in the past few years, and which attracts as many tourists as any point in the United States. At first glance, the population explosion, plus the tourist traffic would make the Nevada pleasure city seem to be quite a market. Actually, however, there is a serious problem in that there are no children involved in the tourist areas, and a surprisingly limited number even in residential Las Vegas.

This means that Pittman, who has many stops along the world-

famous Strip, must plan his vending operations for the adult market, rather than for the juvenile market. He concentrates almost entirely on ball gums, peanuts, jelly beans, candy corn and various sweet mixes, rather than the charms, varmint and novelty products which appeal to youngsters.

Tough Competition

In setting up in Strip locations, including some 40 multi-million-dollar casinos, the Nevada operator has another problem in the fact that it is difficult for possible customers to even notice his vending machines, where they are set up among casinos studded with glittering slot machines. Consequently, Pittman has had to choose locations where the machines are thoroughly noticeable.

Here, where visitors to the casino "visit" rest rooms most of which are equipped with many services, cosmetic products for

women, hair oil and talcums for men, the usual customer spends a little longer time than in most such facilities. So, Pittman has simply installed as many of his bulk venders as possible just inside the entrance to men's rooms, where customers are likely to stop and check their appearance before going out, and where they have usually just had several coins in their hands, as a tip to the washroom attendants.

Quick Lunch

"Many of the thousands of people who are using washrooms every hour are intent upon gaming, and don't want to take the time out to eat," Pittman pointed out. "Five cents worth of peanuts, or ball gum supplies the need efficiently. I have noticed that often a tourist visitor who is playing Black Jack, for example, will get up from the table, visit the rest room at frequent intervals, for a handful of peanuts or a ball of gum."

Ops in Old Arizona Form Ass'n To Cope With Trade Problems

PHOENIX, Ariz. — A long list of problems common to bulk operators everywhere are being solved simultaneously here with the formation of the new Arizona Bulk Vendor's Association, made up of 34 operators in the greater Phoenix area.

Heading the organization, which was chartered shortly before the turn of the year, is Walter Gray, veteran Phoenix operator and distributor, who is currently serving as president. Secretary is still another old-timer in Southwestern bulk vending, Gene Cosmano. The treasurer is Vince Jiannalone, also of Phoenix.

Among the primary objectives of the new association has been a co-operative insurance plan which will permit operators to obtain dependable insurance at approximately 25 cents per unit, according to Gray. Since there are at least three members who operate more than 600 machines involved in the group, the collective insurance amounts to a real prize for the co-operating insurance agency.

Along with the insurance plan, the Arizona Bulk Vendor's Association will pool buying orders, run experiments, exchange information on sales success of new items, tips on maintenance and socialize a bit, as a typical

operator, H. E. Van Patten, pointed out.

Naturally, formation of the new association has meant that many operators who were not acquainted in the past have become friends, and the result has been a tacit agreement against unfair competition. This one feature is in itself more than enough to make establishment of the group worthwhile, operators agree.

Each operator is installing yellow circular decals on his machines (usually inside the head), which will automatically identify each operator as a member. The program is expected to carry recognizable status with the public as well, because the Arizona city puts much emphasis on business organization.

Newsletter

Also projected for the future will be a newsletter for members, and association record keeping, which will help operators in planning everything from approaching potential new locations to making up menus for eight and 12-head super vending installations for large supermarkets and busy locations.

Gray, who travels extensively, examined the charters and by-laws of several other bulk vending organizations throughout the country before writing them up for his own group.

WIGGLY

Frightning Bugs

NEW FOR 5c
CAPSULE VENDING

Only \$22.50 per M in Capsules




Giant Beetle

AT YOUR NEAREST WAREHOUSE OR DIRECT FROM ...




KARL GUGGENHEIM, Inc.
159-07 Archer Ave., P.O. Box 510
Jamaica 31, N.Y. 212 RE 9-5433

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MARK AND VENDA TOYS

?? ? ? ? ? ? ? ? ? ? ?



ANY COIN TO THIS SIZE

?? ? ? ? ? ? ? ? ? ? ?

It's a relaxing break, and gives the player a little nourishment." Other excellent locations are hallways, or outside verandas on large, motel-like casino structures, where the machines are not in anyone's way, but still prominent, in the snack bar areas near swimming pools, and

Continued on page 48

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. Con-verted for 10¢ B.G.	6.50
Silver King, 1¢ B.G. or Mdse.	5.50
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 Tulle	.75
Pistachio Nuts, Vendor's Mix	.48
Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.46
Cashew, Butts	.43
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.30
Licorice Gum	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct. \$.32
Melt-ette, 100 ct., per 100 .35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. .32
Rain-Blo Ball Gum, 100 ct. .34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Bech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order . 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN GUM

GET YOUR SHARE WITH Northwestern



PACKAGE GUM VENDOR

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs. "Visidome" display top attracts sales.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St. New York 18, N. Y.
LONG 9-4647



PRINCESS RINGS
Adjustable Metal Rings
Genuine Reproductions of Stone Rings
Only \$13.50 per M for 5 M

Write for low prices on other feature items. Send \$2.25 for a sample gross of PRINCESS RINGS.

PENNY KING COMPANY 2538 Mission Street Pittsburgh 3, Pa.

College Teaches Vend Repair

CHICAGO—A college course in vending machine repairs is now being offered by the Los Angeles Trade-Technical College in California. Some 24 students have been enrolled in a two-year curriculum which will give graduates an Associates in Arts Degree.

The course is the result of two years of work by the National Automatic Merchandising Association's Western manager, Sidney S. Kallick, and Tom Young, prominent California vending executive.

Participating in the preparation of the course were the California Automatic Vendors Association (CAVA), the deans and faculty of Los Angeles Trade-Tech, the California State Department of Employment, and the Los Angeles Board of Education.

Young and Donald Fisher, former head of Automatic Cigarette Service of America, Oakland, have been retained as full-time instructors by the college.

Two-Year Course

The course is for high school graduates and will consist of two years of lecture and laboratory classes, five days a week. The curriculum, offering 1,988 hours of instruction, is based on a survey of vending industry employment needs in California.

A second course, beginning later this month, will offer a compressed program in which the two-year course will be condensed into 12 months of study. Aim of the second course

is to retrain skilled, unemployed persons from other industries under provisions of the new Federal Manpower Development Training Act of 1962.

A third course, also beginning this month, is aimed at mechanics and shopmen already employed by the vending industry. This will be offered two nights a week. Another night course is in the planning stage.

Graduates Placed

Students in the compressed or night courses will receive a Certificate of Proficiency upon completion of studies. The NAMA-CAVA college advisory committee will place graduates with Los Angeles-area vending companies.

The Los Angeles Board of Education allocated more than \$10,000 for alterations of the college's existing classrooms to provide for vending machine laboratories and instruction areas.

All major vending machine and equipment manufacturers have donated or pledged an estimated \$50,000 worth of new equipment to the school.

Op Testimony Helps Convict Blue Skiers

NEWARK, N. J.—Expert testimony from Dave Yurmark, head of Mark Vending, Passaic, N. J., bulk operator played an important part in the conviction of two blue sky promoters in U. S. District Court here.

Appearing as a bulk vending authority, Yurmark explained the economics of the industry, including the cost of equipment and fill, average monthly grosses, commissions and operating expenses.

The defendants had placed newspaper advertisements which alleged that investors could make substantial sums with limited investment and time in the bulk vending industry.

Both defendants were convicted of seven counts of mail fraud each.

Electric Money Maker Famous ACME ELECTRIC MACHINE



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
2 and up 23.50
Floor Stand 5.00

ORDER TODAY

1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors, Write for Prices.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise—EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

Thomas B. Hungerford, NAMA executive director, said that the school is just the "first step our industry must take to provide a source of professionally trained technicians. The continuing growth of automatic vending and its increasing importance to the national economy will magnify our needs for skilled personnel and technical training facilities."

Hungerford added that it is NAMA's plan to "encourage the start of similar vending schools to meet industry personnel needs in other parts of the country following our experience in Los Angeles."

BIG SAVINGS ON BALL AND VENDING GUMS

SAME FINE FLAVORS CENTERS AND COATING

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size . . . 28 1/2¢ lb
Chicle Ball Gum, 130 ct. . . 36 1/2¢ lb
Clor-o-Vend Ball Gum . . . 41 1/2¢ lb
Clor-o-Vend Chicks, 320 ct. . . 41 1/2¢ lb
Chicle Chicks, 320 & 520 ct. . . 37 1/2¢ lb
Bubble Chicks, 320 & 520 ct. . . 29 1/2¢ lb
Tab (short stick), 100 ct. . . 38¢ box
5-Stick Gum, 100 packs . . . \$1.90
F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS

38 years of manufacturing experience

3th & Mt Pleasant • Newark 4 N J

The weather's cold BUT THESE ARE HOT! Machines 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 7-5147-8

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION

2233 Armstrong St. Morris, Ill. Phone: WHiting 2-1300

when answering ads . . . Say You Saw It in Billboard

PENNSYLVANIA WOULD SET UP REPAIR SCHOOL

CHICAGO—The Pennsylvania Automatic Merchandising Council is working on a vending machine repair school in cooperation with the Philadelphia district office of the Pennsylvania State Employment Service. Similar to the Los Angeles Trade-Tech compressed course (see separate story), the Philadelphia school would operate under provisions of the Federal Manpower Development Training Act of 1962. The PAMC is a State council of the National Automatic Merchandising Association.

50 MILLION CHARMS CAN'T BE WRONG!

A NEW GENERATION OF CHILDREN ARE READY TO COLLECT THESE "EPHY GREATS"

YES, WE SOLD MILLIONS OF THESE CHARMS YEAR AFTER YEAR—YET THE DEMAND HAS NEVER STOPPED

Item	Price Per M	Item	Price Per M
SUPERMARKET GROCERY CHARMS	8.25 per M	GOLD-PLATED WATCHES	12.50 per M
LUMINOUS BULBS	6.75 per M	PLASTIC CLOWNS	8.00 per M
PLASTIC FALSE TEETH	7.00 per M	*PLASTIC ELECTRIC FAN	8.50 per M
GUN & HOLSTER	11.50 per M	*TRIPLE WHISTLE	5.00 per M
		*NEW ITEM	

Put These "Ephy Greats" in Your Penny Charm Machines and see for yourself.

Order direct from our factory or from your nearest Ephy warehouse.



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.

CLEVELAND COIN MACHINE EXCHANGE, INC.

2029 Prospect Ave. Cleveland 15, Ohio Phone: TOver 1-6715



Northwestern SUPER SIXTY Capsule Vender*

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule. 5c, 10c and 25c. *With QUICK-TACH at slight extra cost.

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EUROPEAN NEWS BRIEFS

• Continued from page 44

press. The payout operators are demanding that clergy and press take a stand on the national lottery and football pools, which are an integral part of the German way of life. Both lottery and football pools receive quasi-State support. Winning numbers are screened on the quasi-State television network. Payout operators contend that the lottery and football pools operate as unvarnished gaming operations, accepted by clergy and press, while the payouts are pictured as an iniquitous pastime.

GEMA Denies Charges

BONN — GEMA, the West German ASCAP counterpart, has denied phonograph operator charges to the Federal Cartel office that it is a monopoly, and that it "takes advantage of its monopoly position" in fixing royalty fees. The Central Organization of Coin Machine Operators (ZOA) is seeking to have the Bonn government's antitrust agency declare GEMA a monopoly as the first step toward having the government re-

view the royalty fees established by GEMA. Rather, GEMA is counterattacking, complaining to the federal trust-busting agency that the operators have been formed into a monopoly by ZOA. Operators are timing their attack on GEMA to coincide with the writing of a new German copyright law, which is now before Parliament.

E. German Juke Box

EAST BERLIN — East German tavern and cafe proprietors have petitioned the government for reconsideration of the decision to cancel construction of a domestic juke box, the Polyhy-mat, which has been developed at the VEB Funkwerk Erfurt. The East German plant has built several prototypes and had scheduled the machine for production. It fell victim, however, to East Germany's critical economic situation. The tavern and cafe managers contend that juke boxes are essential to their enterprises and that relatively little labor and material is required

for the phonograph production program. Cost is not a factor, as all taverns and cafes are state-owned in East Germany. Managers are required to show a profit, however, hence their interest in juke boxes.

Belgium Bingo Boom

BRUSSELS — Bally's Shoot-A-Line bingo is booming in Belgium. Distributors report that the new Bally bingo is one of the most popular new models ever introduced into this bingo-happy country. Previews for the new machine were geared to the European Common Market negotiations here, and took the theme of "Men of Distinction Relax with Bally Bingo." Bingos were sited heavily in locations in the vicinity of the Belgian Foreign Office, where the negotiations were held, and the new Ballys proved especially popular with members of the British delegation. Odds on the new machine can be varied at will and it has a brilliant back-flash.



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Players Eat to Relax in Las Vegas

• Continued from page 46

oddly enough, even at the entrances to the motel's or hotel's parking lot.

Employees Important

One of the most profitable ideas which Pittman ever came up with was to realize that the glittering Las Vegas centers probably have more employees per square foot than any other hostelry in the world. Therefore, he asked permission to install 1-cent and 5-cent vendors in the lounge which each provides for its dealers, croupiers, custodians and supervisory personnel.

Here, where the employees take 20-minute breaks through the day, almost every vended item sells rapidly, with peanuts probably the top favorite. Pittman by now has employee-room installations in almost every major club in the Las Vegas area, and can depend upon consistent returns over and above those of so-called "public" installations.

The Las Vegas operator finds it necessary to replace his machines frequently, to keep them appearing at their very best at all times. Because every machine must compete with the appearance of thousand-dollar slot machines, glittering with lights and chromium, Pittman carries nothing but brand-new sample machines with him when he is prospecting for locations. Anything less is simply a waste of time, Pittman reports.

Conventional Locations

His locations in the residential areas of Las Vegas follow more conventional locations, with many bowling alleys, restaurants, cocktail lounges, bars and stores. Even here, however, it must be the adult customer who is kept in mind, rather than children—simply because the many thousands of people who are associated with the gambling industry are not family men which accounts for the taucity of youngsters.

Because visitors stream through the casinos at the rate of several thousand an hour, 24 hours a day, Pittman is kept one of the busiest bulk operators in the Southwestern industry. He

must often refill machines in the top stops as often as once a day, and has an arrangement with rest room attendants everywhere to call him if sudden runs on his installations threaten to empty them any moment.

Pittman dresses in a conservative business suit, wears a white shirt and tie at all times, and uses a completely enclosed, rubber-tired cart, carried in the back of his truck, to service his locations—so that nothing is visible as he wheels the cart from the entrances, across huge carpeted spaces to the rest rooms, employees' lounges and other stops involved.

Pittman calls this "putting up a front" and feels that it is absolutely essential in stops where most wealthy customers are dressed well at all times. The Las Vegas operator currently has around 350 stops, with only a small percentage in super markets, drugstores, or other family locations.

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Op's Body Discovered

KENOSHA, Wis.—The body of Anthony J. Biernat, juke box operator who has been missing since January 7, turned up last week in a vacant house on the abandoned Bong Air Force Base. The body was coated with lime and bound with wire.

Round-Up of Programming Ideas

• Continued from page 45

of extremely hard-finish glass board, with a plastic sheet covering the center area. Thus, they stay clean, can be easily washed off with a wet cloth, and are attractive enough that the tavern owner will go along with their being taped on door or window glass, or set upright in the window. Most people, it has been found, take the trouble to read the message, which means that they are reminded of music, as well as refreshment, when entering the location.

Request Cards

An idea so simple that it is remarkable that many more operators do not use it has been responsible for extra income for a St. Louis operator. Always a firm believer in leaving a business card where the public can see it, this operator printed his cards double size, and included a notation above the usual title, address, etc., to the effect "We'll Play Your Requests."

Printed in red, to contrast with the black script elsewhere on the card, the notation has been enough to bring in a steady stream of requests, as customers in the tavern, reminded nostalgically of an old favorite, ask whether the tavern could program it.

This easy-to-use idea brought increases of as much as \$15 and \$20 per week to typical locations, and encouraged the operator to use the same programming idea on a permanent basis.

Sports News

In Birmingham, Ala., another operator attaches a typewritten list, off to the left of the spindle mechanism in most locations, under the heading "Special for Terry's Tavern"... "Bill's Barbecue House" or what ever the location may be. Here, the Alabama operator has made a point of discovering what topics were of particular interest to tavern customers, such as a bowling match, a championship tennis competition, etc., and attempts to find records which fit into the situation.

When a local bowling league was won by a kegler named Bailey, for example, the opera-

U. S. Turnout

• Continued from page 43

gateway for U. S. games shipments to the Continent.

The coin machine "salon" here also will provide a reading to some extent on the progress of European game production. Long critical of U. S. games as "sterile and stereotyped," European producers so far have failed to support their criticism with concrete achievements in the game field. Some European producers insist, however, that they are ready to unveil surprises in this direction at Antwerp in March.

Product Progress

European exhibitors are confident that their phonograph production can compete with the U. S. product, and they are taking extensive space at the Antwerp showing to demonstrate their product progress on a comparative basis with the American competition.

The Antwerp show also will accent heavily vending and the steady diversification of phonograph and games operators into vending. Background music, another major European growth field, also will receive major emphasis.

But for many U. S. visitors the real surprise here will be Antwerp's busy modern port with its unsurpassed free-port facilities for handling coin machine shipments.

tor programmed "Come Home Bill Bailey" with spectacular results on the play meter. A touch of humor like this quite often makes the difference between low returns and heavy play on the juke box, according to the Birmingham operator.

Nationalities can have a powerful effect on phonograph play as one Denver operator found after visiting many of his tavern locations in person. Conversations with customers, as well as bartenders and location owners indicated that there was a large percentage of Slovenian nationals among the every-night patrons of a tavern.

Experimentally, the operator began programming a few polkas, and as play built up on these old favorites he gradually increased the number to 10. Now, the polkas on the music menu show as impressive a return as any number in the top 20, simply because the operator took the trouble to ask questions, and noted that Poles, Czechs, and Lithuanians were prominently represented in the traffic at several locations.

Davis Appoints Leask Head of Eastern Sales

SYRACUSE — William M. Leask has been named Eastern division sales manager for the Davis Distributing Company, New York State Seeburg distributor.

Leask will work out of the firm's Albany and Syracuse offices and will be in charge of all phonograph and vending sales for the area.

He replaces Bill Fitzer who left Davis after two years to form his own manufacturer's representative firm for vending products.

Prior to joining Davis, Leask had been Utica sales manager for Seeburg and Muzak background music systems for Background Music Mid State, Inc., a Davis affiliate.

Leask has a background in sales and management with the Leask Manufacturing Company, Kurl Salmon Associates and West Chemicals Company.

During World War II he served as a warrant officer in the U. S. Merchant Marine. He studied business administration at Columbia University.

Vend Demand

• Continued from page 46

erators on the use of vending machines, through playing up the sweet tooth of many adults, plus the large percentage of children involved.

Most discounters who have candy departments, or are selling bagged candy through the super market or food department, are at first loath to set up competition in the form of bulk-vended items.

Pointing out, however, that many mothers will not stand the amount required for a sack of bulk candy, but will cheerfully come up with several pennies for the children has usually been enough to make the hesitant discount store manager capitulate.

Seeburg Sales Set-Up Taps 7 V.-P.'s

• Continued from page 42

poration officers at the regional level, with the knowledge and weight to act on almost all matters of policy, distributor relations and marketing effort, will strengthen our entire sales program immeasurably."

Adair will continue in charge of phonograph sales with William Schwartz and Edward Cleland as national sales managers of the vending and background music division respectively.

Edward Claffey is Seeburg sales vice-president in charge of distributor relations.

Bodoh Named

In other developments at Seeburg last week, A. G. Bodoh was named vice-president and director of engineering, according to an announcement by J. Cameron Gordon, executive vice-president.

Gordon also announced the appointment of M. W. Kenney vice-president and director of research.

Bodoh, former chief engineer of the Seeburg music systems division, has with the company for more than 18 years and has participated in all phases of Seeburg's engineering programs in music, vending and contract work.

He is a graduate of the University of Wisconsin, was formerly with Underwriters Laboratories in Chicago and resides in suburban Glenview. During World War II, he was an instructor at Northwestern University and his group affiliations include Kappa Beta Kappa, professional electrical engineering fraternity and a senior membership in the Institute of Radio

Pitt Fire Costs 5G

PITTSBURGH — A three-alarm fire recently caused an estimated \$5,000 damage at the Penny King Company here. No injuries were reported. Penny King makes ball gum and charms for the bulk vending industry.

Engineers.

Kenney, director of engineering of the corporation for many years, joined Seeburg in 1939 and was named a vice-president in 1957.

He previously held executive engineering posts with General Electric, Sangamo Electric, Grigsby - Grunow Company of Chicago and Motorola.

Kenney was recently honored with a citation of accomplishment by the Audio Engineering Society and is a member of Eta Kappa Nu and a senior member of the Institute of Radio Engineers, among other professional affiliations.



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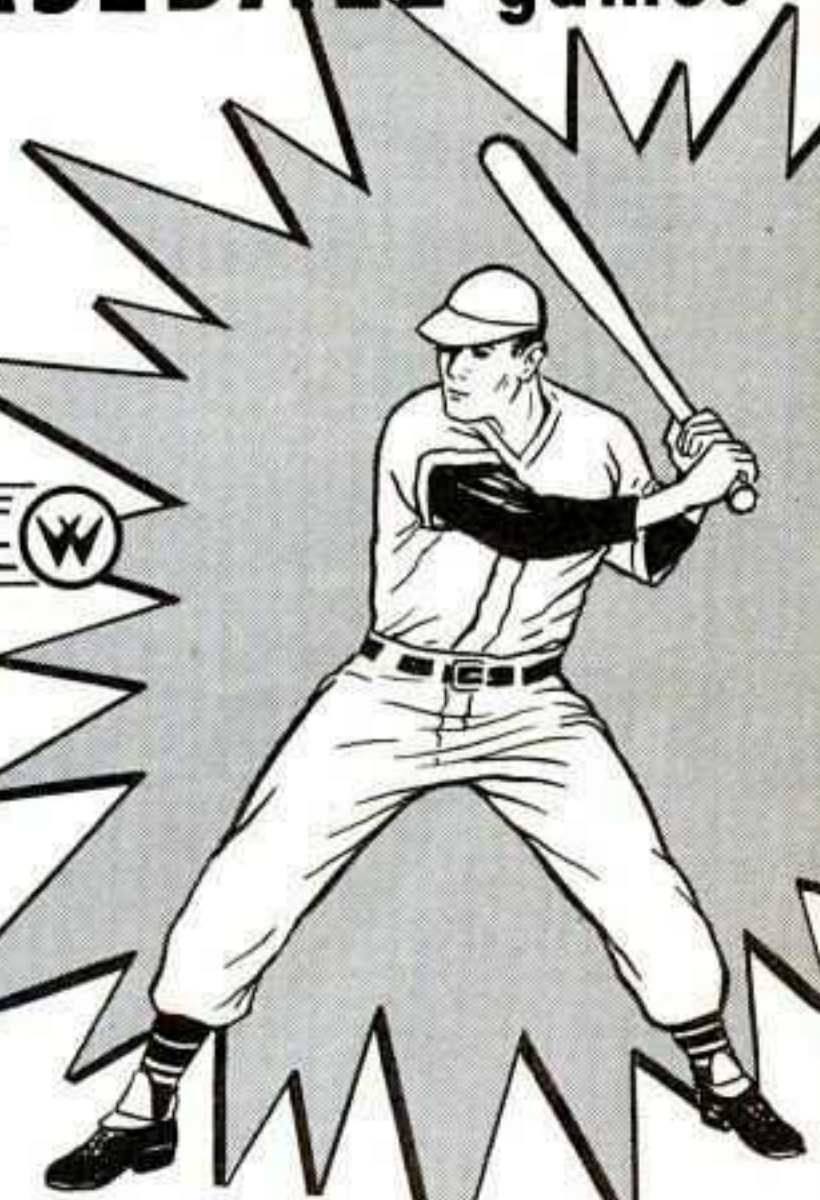
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MOA Decides to Hold Convention

• Continued from page 42

agree on the necessity for a strong, aggressive coin machine association. They feel MOA can fill the bill if certain changes are made.

2. The one big thing that MOA has to prove before manufacturers will agree to exhibit is: Will there be a substantial turnout of operators at the show? In past years, attendance has been poor, too poor, manufacturers feel, to warrant their spending the large sum of money needed to exhibit. As one leading manufacturer said: "We don't expect to sell machines, but we do like to meet operators."

3. Manufacturers are also vitally interested in two other points: Can MOA assert the strong, active leadership they feel it should have, and can MOA give evidence that they can do the job to represent operators?

Need Representation

Under the latter point, representing operators, manufacturers most frequently discuss the need for good representation in the juke box industry's copyright fight against the American Society of Composers, Authors & Publishers (ASCAP), and public relations. It's generally agreed that both are vital needs of the industry. Manufacturers want evidence that MOA can do the job.

Consensus among manufacturers is that MOA has at least

a 50-50 chance of putting on a convention this year. One manufacturer struck a common chord when he said that "this will either be the first really successful convention that MOA has had in a long time, or it will definitely be their last, very likely the end of the entire association."

Further indications are that Snodgrass' optimism and the manufacturers prediction of at least 50-50 success (a figure that up to some weeks ago would have seemed grossly optimistic) is not without cause.

Manufacturers Impressed

On the point of attendance and membership, several manufacturers made guarded statements to Billboard that they were very impressed with MOA's efforts to raise new members.

After considerable cloak-and-dagger-type conversation with one manufacturer, this reporter asked point-blank if the addition of 500 members to MOA roles would be "impressive."

"Very impressive," was the answer.

This reporter is quite certain that MOA has not added that large a figure to its roles, but the question is how much of a lesser figure would be acceptable.

Great Idea

Another manufacturer told Billboard that he felt MOA was doing the right thing in attempting to gain affiliation with State associations. "I think it's a great idea if successful," he said.

To date Blundred has been successful in getting some form of reciprocal agreement with several State associations. Two associations, Pennsylvania and

South Carolina (newly organized), have voted that membership in the State group automatically enrolls the member in MOA.

Three other associations, Nebraska, West Virginia and St. Joseph Valley (Indiana), have sent in substantial cash contributions to MOA's public relations program and have pledged informal support. All, incidentally, have a high percentage of their members already enrolled in MOA.

15 Associations Considering

Blundred told Billboard that currently some 15 State associations were also "considering" some form of affiliation with MOA.

If MOA does go ahead with its convention, and the likelihood now is that it will, there are several possibilities.

For one, it appears almost certain that the convention will be postponed, probably to sometime this summer.

Here are some other possibilities:

The MOA convention may be held in conjunction with some other associations. Biggest possibilities are National Vendors Association, bulk vending association here; Record One-Stop Association (ROSA). While in Philadelphia recently, Blundred met with Irv Perlman, ROSA president, on "how the two associations can work together to resolve mutual interests and problems." "The discussions," said Blundred, "will be continued at the next ROSA meeting in Chicago" this spring.

Bring in Pro

A tie-in of some sort with the giant National Automatic Merchandising Association, major vending machine organization, is not now likely, but a meeting timed with the NAMA conven-

EDITORIAL

The Right to Know

• Continued from page 42

date. This is understandable. Convention plans take time, more time than the three short months remaining to the May date.

The point is that MOA is a national association, serving juke box operators throughout the country. These operators, if not the entire coin machine industry, have a right to know if a convention is to be held. And they have a right to know what the association plans to do about its future.

MOA can do a service to the industry by opening its book of problems. Manufacturers could also do the industry a service by telling just how they stand regarding MOA. Will MOA get their support? If so, what does the association have to do to get this support? If not, specifically why?

The coin machine industry needs a national association. MOA can fill that need. Operators now deserve to know if it can—and if it will.

tion next summer should not be ruled out.

Another strong possibility is the bringing in of a professional convention-managing organization to run the MOA conclave. This would serve two purposes: Convince the manufacturers and exhibitors that the convention will be in the hands of experts; not burden MOA with convention headaches but leave the association free to concentrate on problems of membership, copyright fighting, and public relations.

While in Chicago last week, MOA executives also met with O. L. (Bob) Slifer, executive director of the National Coin Machine Distributors Assn., on the possibility of holding a session or meeting for distributors during the next MOA convention. Such a meeting would be a big boost to MOA attendance in that distributors generally serve as a strong catalyst for more operator attendance.

Seeburg Vending Sales Top Phono

CHICAGO — The Seeburg Corporation's annual report, issued this week, disclosed that the company had sales of \$51,051,415 in fiscal 1962, compared with only \$35,277,00 in 1961.

Fully taxed earnings were \$1,546,310, equal to 81 cents a share last year. A year earlier they were \$591,145, equal to 31 cents a share.

Vending sales rose from \$12,200,000 to \$24,300,000, and automatic phonograph sales jumped from \$16,800,000 to \$20,600,000.

This marked the first time in the history of the company that vending sales topped juke box sales.



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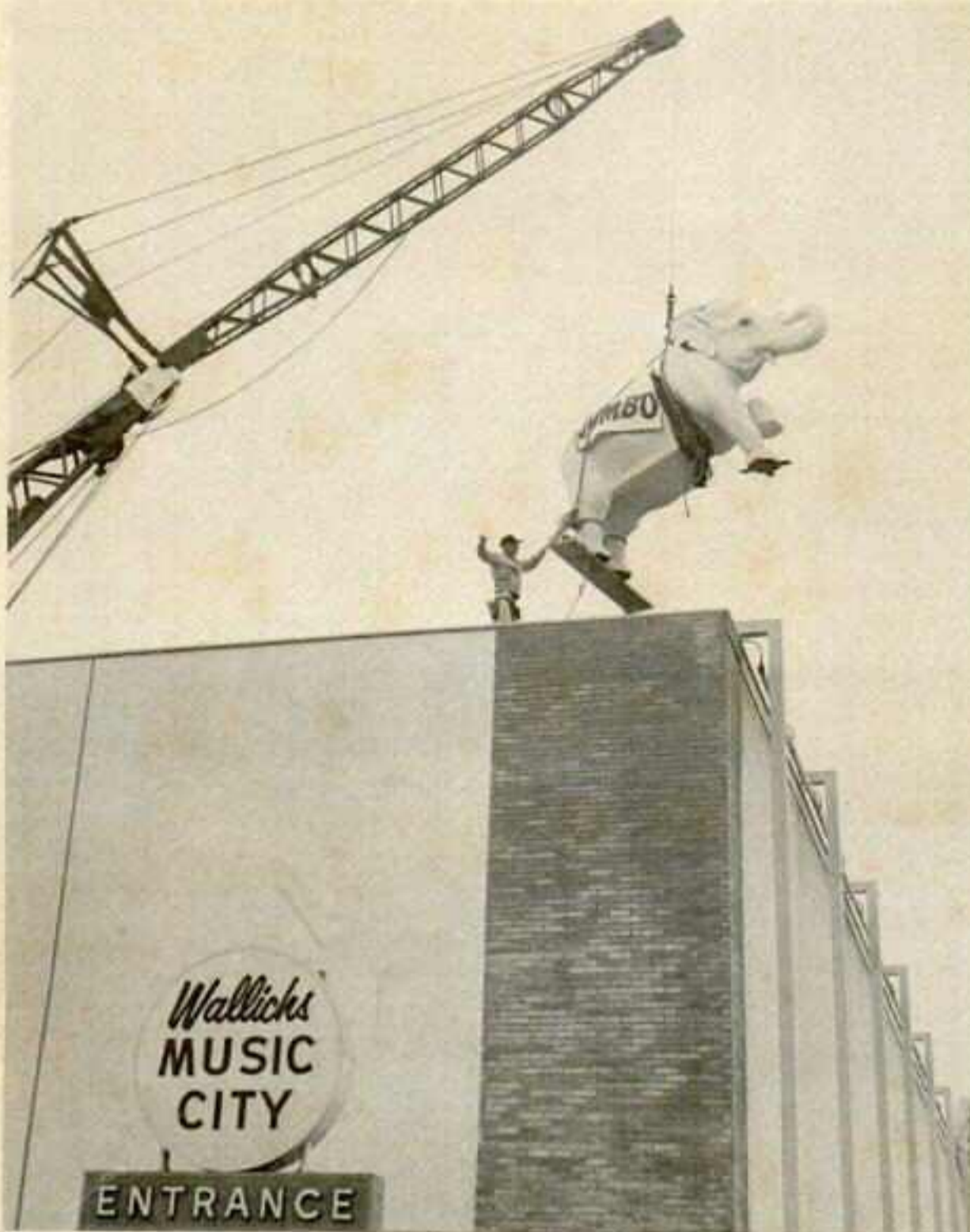
PHOTO GALLERY OF Newsmakers



NASHVILLE SCENE: Teresa Brewer, accompanied by Bill Monahan, her husband-manager, and Mercury's Shelby Singleton, arrives at Nashville airport for thrush's wax session.



GOING STEADY: Youthful singers Paul and Paula, heard on Philips, are promoting new teen fad with going-steady sweaters which feature hash marks, one for each month couple has gone steady. Duo is currently on charts with "Hey, Paula" single.



JUMBO LIFT: Special "Jumbo" film prop is hoisted atop Hollywood-area Music City as part of special tie-in with Columbia album. Movie is current musical hit. Use of the heavyweight (3,000 pounds) prop was brainstorm of Columbia's Ted Rosenberg, who arranged deal with Music City's Ethan Caston. Store is at Sunset and Vine.



CHUBBY HONORED: Chubby Checker examines special U. S. Committee for UNICEF Award given to singer and Station WMCA for successful fund-raising campaign. At right, R. Peter Straus, WMCA president, joins singer in reading citation. Chick is Dorianne Kurz, of United Nations, who presented award.



BIG SENDOFF: Recent kick-off of 10,000-watter WESC, Greenville, S. C., was highlighted by special parade featuring half dozen cute models, Dixieland band, new autos, etc. Station gave away 6,600 records to fans in three-hour parade.



LONDON FESTIVITIES: Leaders of British record industry met recently with visiting Billboard execs at cocktail party to launch new publication color format. In first photo: Bob Crabb, Decca; L. G. Wood, EMI Records; Frank Luppino, Billboard International director. Second photo: Luppino; Keith Prowse, chairman Gramophone



Record Retailers Association; Morris Levy, Oriole Records; Bunny Lewis, Ritz Records; Marcel Rodd, Saga Records. Third photo: Don Wedge, correspondent for New Musical Express; Teddy Holmes, director of Chappell's; Walter Woyda; Norman Lonsdale, World Record Club. Host was Arthur Rosett, Billboard European director.



FOURTH PHOTO: W. Reimer, general manager of Deutsche Grammophon G.B.; Billboard's Arthur Rosett; R. G. Whittington, European rep for Mercury. Fifth photo: Cyril Shane, managing director of Shapiro-Bernstein; D. M. Bennett, general manager of Oriole Records; W. E. Kearns, director of British Homophone; Billboard's Aaron



Sternfield. Sixth photo: Harry Walters, European rep for Cameo-Parkway; Denis Preston, managing director of Record Supervision; Frank Chalmers, Electrical & Musical Industries; Jeffrey S. Kruger, managing director of Ember Records. Chart of Britain's Top 30 record hits appears in Billboard's International pages.

