NEW YORK—Conjecture over whether Vaughn Meader would record a sequel to his "First Family" has been resolved. The Kennedy impersonator recorded "The First Family, Vol. 2" at CBS Studios Monday (18). The disclaimer in support of the star put the follow-up album on tape. The album was produced by Bob Booker and Earle Doud and the set will be available on the Cadence label April 1.

Meanwhile, Meader is lined up for a solid spring and summer night club itinerary. He will be at the Hotel Sahara, Las Vegas, April 2-29. He goes to the hungry i, San Francisco, May 1-17, then on to Mariam Club, Columbus, May 18-20, and La Jolla Beach Hotel, Chicago, June 10-July 1. And July 7-13 he headlines at the Steel Pier, Atlantic City.

Vaughn Meader Shoots for 2d Term

By LEE ZHTO

HOLLYWOOD—Gene Autry's 4-Star combination of film music with western musical talents has already attracted the attention of Challenge Records President/executive producer Earle Doud who has also been operating the publishing companies, and Bernie Solomon of the famous BMI, to consider joining the 4-Star fold.

The firms involved in the transaction include 4-Star Sales Company, Weiss & Barry, Jim Musser,_attached to Edward Fowler Publishing Company, all BMI, and certain others of Autry's Golden Melodies and Western Music Publishing catalogs.

The deal also includes the 4-Star Record Company with masters. The labels are Bob Pierce, Jimmy Dean, Maddox Brothers and Rose, Hank Locklin, T. Texas Tyler, among other country and western names. There are more than 2,000 masters in the 4-Star catalog.

The publishing catalogs hold more than 1,000 copyrights, including such hits as "Tequila" "Travelin' Man," "'Round Midnight," "Release Me," "Linbo Rock," "It's You to Up," "Don't Let the Green Grass Fool You," and "Am I That Easy to Forget?"

Autry told Billboard that his sale of this publishing combine is not to be interpreted as his retirement from the music industry. He said he will continue to operate the Autry Music and Western Music Publishing firms. Throughout, Autry says he will be a part of the publishing business, and pointed to the copyrights he will retain in his Golden West Music, Santa Claus, and Western Music Publishing firms. The remaining masters and copyrights of Autry either had written himself, or was closely associated with making popular. All of the remaining tunes had been published in the Autry publishing firms for many years. The 4-Star firm also purchased this week the "Saddle," "Be Honest With Me" and other other tunes.

Since 4-Star had previously acquired management of the Apollo Publishing firms, the transaction also bestowed upon the new 4-Star ownership management of the Apollo's BMI and Melfied Music Publishing firms.

Under 4-Star's new-upset Johnson is president of the corporate firm. Burgess serves as its vice-president, and Solomon is secretary-treasurer. In addition to their interest in the newly acquired publishing combine, Johnson will continue as head of Challenge and Solomon, will continue as head of Everest and its subsidiaries.

Gene Autry bought the 4-Star firms (both publishing) from their founder Bill McCollum, in May of 1960. At that time Autry paid in excess of $325,000.

ABC 'Blacklist' Stirs Folk People

NEW YORK—As an yet unnamed organization of some 400 folk artists gathered into being last week during an informal afternoon meeting Tuesday (19) at Art D'Lugoff's Village Gate night club. The meeting took place because of the "publicized blacklist of two folk artists from he forthcoming ABC-TV network series of college campus "Hootenannies."

A steering and action committee was formed consisting of Dave Van Ronk, Ed McCarthy, Judy Collins, Erik Darling (of the Rootdog Singers), Big Bob Lennon, Magik Mexico, Israel Radin (a member of the Folklore Center in Greenwich Village) and Billy Faier. Faier was elected chairman of the group. Singers whose performances on the show were rejected by the network, producers Ashley Steiner, and producer Richard Lewine, include Pete Seeger and the Weavers. Joan Baez has already denounced this cut, according to Faier.

Chairman termed "ridiculous" an explanation he said was advanced that "the whole idea was to get away from any hint of imbroglio, Jorge, as a result of the resolution, which will, in effect, say that we consider the failure to use Seeger and the Weavers is immeneous in view of their renouned status. We are asking them why they have done this.

Continued on page 8

Autry Sells 4-Star Firms To Combine

By LEE ZHTO

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FROM NASHVILLE
TO "CASHVILLE"
VIA

EDDY ARNOLD
"YESTERDAY'S MEMORIES"
8160

SKEETER DAVIS
"THE END OF THE WORLD"
8098

ALSO HER GREAT ALBUM
"SKEETER DAVIS SINGS
THE END OF THE WORLD"
LPM/LSP-2699

DON GIBSON
"HEAD OVER HEELS IN LOVE WITH YOU"
8144

HANK LOCKLIN
"BEHIND THE FOOTLIGHTS"
8156

JOHN D. LOUDERMILK
"THE GUITAR PLAYER"
8154

JIM REEVES
"IS THIS ME?"
8127

HANK SNOW
"THE MAN WHO ROBBED
THE BANK AT SANTA FE"
8151

GET ON THE RIGHT ROAD...ORDER NOW!
RCA VICTOR

The most trusted name in sound
D' Lugoff's Inside Views on Folk

* Continued from page 16

business in the University of Chicago Hyde Park area. Today, this has dropped off, but he does a big general business—

Fried puts on a special public relations promotion man for each concert. He sends out a huge advance mailing to a prospect list of some 10,000 people who have been culled from previous ticket buyers or people who write in for information.

He also runs ads in the WFMT Guide (Chicago's finest FM Station) and in the daily papers.

Another big thing has been Fried's concentration on season tickets. He has a "series" of nine folk concerts. In 1961, he sold 3,751 season books, last year 930.

He offers a special price for students, and she often gives the high school alone bought $1,600 worth of tickets at a unit price of $2.33 each.

Fried notes that very little business was done the night of the show. "Ours is not a mass audience—a growing audience of intense followers. If a folk artist has 10 fans, all 10 will show up for his concert.

"All of our business is done in advance. I always know a week or two ahead if I'm going to have a bomb."

Judging by Fried's success and record to date—he has had very few.

Yokohama area constantly broadcasting discs of American popular and jazz artists. The station is currently setting Columbia records and phonographs by mail in answer to orders from Radio Kanto listeners. Nippon Columbia purchased a lot of 14,000 square feet adjacent to Atsugi U. S. Naval Air Base in north-west Yokohama for the construction of the second record pressing plant and an additional electronic merchandise manufacturing plant. The firm is also building another plant and 20 of 10,800 square feet (four stories) within its Kawasaki main plant.

Talent Tours

Manitou, Ca., April 20 to give a series of 16 performances... Robert Commandeur, French piper, will give four recitals in Tokyo beginning May 3 after his International Music Festival.

The United Nations' "All Star Festival" LP was marketed by Nippon Victor February 22, 2,500 copies. This is simplifying the release of various international labels by limiting it to London, ABC Paramount and Seven Seas. Telefunken and 25 other labels will come under the banner of Seven Seas hereafter. This is intended to avoid confusion for dealers.
WASHINGTON—"This appears to me to be a con game. The purpose of this is the unanimously regrettable conclusion of Chairman Orrin H. Hatch, the Senate Judiciary subcommit-tee on Antitrust, of Pulse, Inc., radio broad-cast rating service, before the Special Subcommittee on Investigations last week. The Subcommittee's statistical analysis of data, as Arkin said, was the "extremely casual" methods of determining "weighted schemes which are an excuse to doctor figures. . . . These reports are calculated harm to broadcasters and advertisers in a billion-dollar segment of the American econ-omy.

"Coming up the two-day findings and the exhaustive checking of the subcommittee's special counsel, Robert Richard-son, and statistician-staffer, Rex Spears, Chairman Hatch of the Senate Committee of Dr. Sidney Roslov, President of Pulse, Arkin said "has dropped." "There is no data processing field we say 'garbage in, garbage out.' If there is no integrity in the figures in an op-eration the size of Pulse, it was the expert's opinion that rating systems would be better dropped."

Therefore I agree, that if our problems highering both AMRADA and NARM should get together in an effort to solu-
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"Harris Calls Pulse 'Ratings Con Game'"
WASHINGTON—An exhibit on gross dollar volume of LP sales of 56 record manufacturers was rejected last week by Federal Trade Commission officials, as part of the government’s case in the continuing hearings on monopoly charges against Columbia Record Club, subsidiary of Columbia Broadcasting System.

The government’s compilation of sales figures for the 56 record producers, as well as the Federal Trade Commission, failed to show relative share of the market held by Columbia and competing firms.

Trade Band for New York
Philadelphia—Record artists, personal appearances, and the introduction of a “name” for just Sunday March 2, to put on a large-scale show for the benefit of the family of the late Mac McGourke.

According to McGourke, who will appear on the all-star show at the Delaware Valley Garden, Seabrook, New Jersey, Tony Jackson, Bobby Rydell and Dee Dee Sharp are among the featured performers.

The benefit will be enlivened by the presence of many well-known personalities, including the members of the NBC-TV’s “Tonight” show, Johnny Carson, Bob Newhart and guest. The audience will benefit from the proceeds of the tax-exempt various organizations, including the entertainment community.

A benefit concert for the benefit of the McGourke family will be held at the Delaware Valley Garden, Seabrook, New Jersey, and will feature the names of Tony Jackson, Bobby Rydell and Dee Dee Sharp, among others.

The McGourke family is planning a benefit concert to raise funds for the family’s activities. The concert will feature the names of Tony Jackson, Bobby Rydell and Dee Dee Sharp, among others.

Case Ends at Last; Freed Pays Fine

NEW YORK—Former top New York record store owner Alan Freed has paid a $300 fine assessed here last December 17 in connection with his conviction in a 1956 case. Freed was given a chance to enter a plea to the charges in his case by the Columbia counsel to dismiss the case following a hearing. Such a plea was not granted, the respondents will present the case for the defense. This was originally scheduled for April 15, but current delays are expected to delay the trial for at least two weeks beyond this date.

Firms Plan Meet in Fla.

NEW YORK—A number of record companies are considering a meeting in May for the purpose of formulating a strategy for the forthcoming convention of the American Record Manufacturers’ Association. The association’s board of directors will be held at the Eden Roc Hotel, Miami Beach, June 25-26. The convention will be held both before and after the official ARMADA functions. Among those attending will be ABC-Paramount, Atlantic, Roulette, CBS-EMI, Syd Cain and Monument, and announce the addition of several speakers.

Plans for the ARMADA convention will be completed next February, and the association’s board of directors will be held at the Sahara Inn, Chicago, following a day-long general meeting, Thursday (28). (See separate story.)

Washington—Aetna turned down an effort to sell the company’s insurance business to a competing insurance company. The insurance company offered to purchase the company’s insurance business, but Aetna refused to sell it. The insurance company then filed a lawsuit against Aetna, seeking to force Aetna to sell the insurance business. The case was heard by the court, and Aetna was required to sell the insurance business to the insurance company. The sale was completed, and the insurance company now owns the insurance business.

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By NICK BIRRO
CHICAGO—A purple-tipped, five-legged visitor from another planet would create much more excitement than the expected opening of four new discounters in this city this spring. It’s the most talked about topic in the industry.

Korvette, one of the major competitors, considered the No. 1 user of record promotion in this market—Elkus and Dental in Elmhurst and Chicago’s South side (87th and Cicero) in April, in Brookfield and Chicago in May, and in Morton Grove in July.

Curiously enough, the reaction among many retailers has been the same. One school holds that Korvette will get a lot of people out of business—especially small dealers and some competitive discounters.

Puts the Test
Another school holds that "Korvette will make better merchants out of us all," as one dealer said, and that their entry will help competition.

One big distributor here summed up both sides of the argument:

He listed as pluses the following:

(1) Korvette carries full catalog. It may not carry depth but it certainly carries breadth. The exposure will help everybody.

(2) Korvette’s aggressive merchandise buying power forces other dealers and discounters to "become better salesmen or lose their heads.

On the negative side, the distributor said:

(1) We may move more merchandise but we’ll make less percentage of profit. Korvette will demand a better price.

(2) Korvette will "chobble" a lot of small stores in their area. Just about everybody agreed that many small dealers will be hurt. (3) Korvette is expected to take a big bite and may sell into a larger discounters. Most frequently mentioned are stores like Price, Roche, and the Wards World and Tops.

"Will Sell Absolutely?"

Most distributors feel Korvette will buy locally but they’re not sure for how long. Many question what price the outlet will demand.

Some distributors feel that the Chicago market will continue to move into discounters but that there will be less outlets. Korvette, they feel, will take over a very substantial percentage of the local volume and that at a good margin. Those of either go out of business or drop records completely.

Cap Trying to Lift Dick Dale Over Rocks

Hollywood—Capitol Records, in an effort to spread the sound of Dick Dale across the country, moved two motion picture camera into the Anheuser-Busch Ballroom where Dick Dale and his Del-Tones performed. The plan is to catch on film the excitement of Dale and his crew in the packed bandstand. The film will distribute two 16-mm. black and white films of the Harmony Park scene for TV showings as well as record hops.
another Andy Williams year
on Columbia Records®
NEW YORK — Nat Shapiro, international a.d. director for Capitol Records, gave details of overseas disk business at the NYU-NARAS "Art of Recording" luncheon meeting held last Tuesday (19) in the RCA Exhibition Hall here before students of the university’s school of music, vice-president of the Capitol recording industry, he outlined its habits and tastes of Capitol Record club members. The session was moderated by Victor Putnam, Victor's vice-president of RCA Victor's International Liaison Department.

In his talk, Shapiro broke down the foreign market business into the international market. He started with England, which he called "the second market," noting that there has been a marked trend away from American product. "Five years ago," he said, "8 out of 10 of the top wins were from America. Now it’s only out of 10."

**Basic Points**

Additional points brought out by Shapiro:

1. There is basically a single market. Long-playing records are becoming more popular because the sales market is still considered a bit of a show. Show albums are the most popular of all packaged goods.

2. Canada, the next biggest market, has tastes similar to ours. It can be considered "almost another distributor."


4. South Africa does well with both U.S. and English products. By far the biggest hit there is Cliff Richard, an English singer who is "bigger than Presley."

5. Germany is the biggest of the foreign markets. This is highly nationalistic, its potential for music is huge — 1,000,000, for a U.S. market of 80,000. About 45 percent of its sales are American albums. According to requests for German language versions of American hits are increasing.

6. Japan is a surprisingly good classical market.

**Services for James Davis**

NEW YORK — Funeral services were held in Collinwood, N. J., and New York City for RCA Victor executive James P. Davis, who died March 17.

Davis, who joined RCA Victor in 1923, was general manager of the company's Camden offices, was elected a division vice-president of RCA record operation department in 1957.

He is survived by his widow, Mrs. Ruth Ann Davis.

**Singer Dies in Crash**

NEW YORK — Singer-musician Maurice Evans, 24, was killed in an auto crash Monday (11) on the Lehigh Valley Thru-

way, Pennsylvania. His latest record was released two weeks ago. It is titled "My Song" and is on the United Artists label.

**INDUSTRY BRIEFS**

Liberty Hires Cason

HOLLYWOOD — Burz Cason was appointed to Liberty Records' record department by its executive a.d. director, Snuff Garrett. Cason, former Don Wilson publicist, will work under Garrett in preparing sessions, acquisition of artists and outside material. Cason is a member of the Casals, the vocal group in which backs Brenda Lee.

Opens in Nashville

NASHVILLE — The last of a series of press lunches launched by Liberty Records last week was officially opened its new offices in the Hill & Range Enterprises, Ltd., the office will be operated by Jack Perrin, who has been with the Hill & Runge Nashville operation, He'll be assisted by Warner MacPherson. The office is located on Union Street, which runs South in the heart of the music business district of the city.

Atlantic Color Books

NEW YORK — Atlantic and Aleen Shaw have released a new twocolor catalog. The Atlantic brochure has 28 pages and lists 239 records. The Aleen catalog is a 16-page tone with 52 LP’s.

Impulse Catalog Bulges

NEW YORK — There are 32 jazz albums and two folk albums in a new Impulse fourpage catalog. The ABC-Paramount subidio’s consumer catalog contains full-color reproductions of all album covers.

Las Vegas Plant

HOLLYWOOD — Bill Putnam's United.Recordings will break ground this week for a new recording studio in Las Vegas within 60 days. The move is the latest in a long series of projects which during the past year saw its recording facilities in New York, Boston, Chicago, Los Angeles, San Francisco, among others.

Putnam told Billboard that the Las Vegas recording operation will consist of one studio to handle large sessions and a smaller studio for combos. In addition to the two studios, the firm will have mastering facilities.

7. Italy is a 95 per cent single market; 1,000 copies is a big sale for a classical album. Liberty has a rock and roll but in Italian versions.

4. He claimed record clubs help retail sales. He said: "When the "Pal Joey" album was given away in Quebec, Canada, it moved inventory of the record off dealers and distributors. It was on the Internet and a demand for more copies. Previous to that, the company was 55 per cent. After its Young Peoples Record Club, Stevenson said that "at that time" it was its give-away record. "There are intentions for about $80 million worth of the industry’s yearly business, or approximately 9 per cent of the total."

**Guide on Copyrights Off Presses**

NEW YORK — An authoritative guide on copyright for the fine and applied arts has been published by the Watson-Guptill division of the Billboard Publishing Company. Written by Sidney Shapiro and Marshall Brown, "Wagner's Banjo's Right Back in Town," has been formed Alden Shapiro Music, Inc.

The firm will be known as ASD Music, specializing in complete talent management and TV commercial production as well as music publishing.

Hamburg Gets Hickory

NASHVILLE — Hamburg Brothers in Pittsburgh will now handle the Hickory Records line. Hickory’s Joe Lucas was in Pittsburgh last week to complete arrangements with Hamburg.

Paul Siegel to Bring Berlin Welk on TV

NEW YORK — Paul Siegel, who functions in Berlin as publisher, deejay and record producer, has signed a contract this week to meet with publishers, writers and record companies. Siegel is negotiating for new material for his Teldec (Tele- funk), the record division of Warner Music Group, which features the Oderland orchestra and choral groups.

The first Oderland single is just being released in the U.S. by Sony coming "Allah" and "The Tumutmen." Siegel is now concentrating on new sessions featuring Bianca, Swedishborn Teldec artist, who sings in English.

Siegel has arranged to spread U.S. product in Berlin through the Lawrel Welk TV series. He has acquired the right to air part of the show here, with Siegel opening and closing the show live in German. Simultaneously, he will help supply European artists to Welk for appropriate appearances. He provided "Calcita" to Welk, which has been one of the magazine’s top hits.

Siegel is due to return shortly to Europe, where in addition to his other activities he will also begin functioning as music critic for Berlin’s largest newspaper, "Der Telegraph & Nachrichtendep."
"CHARMS"  
BOBBY VEE  

#55530  

we're handing you a hit!  

CHARM'S  
BOBBY TOMORROW  
BOBBY VEE  

LIBERTY RECORDS  

A SUBSIDIARY OF AVNET ELECTRONICS CORP.
Pulse Rating 'Con Game,' Says Harris

**Continued from page 3**

missions by Pulse president that aspects of local field surveying were "not good," that data published on station ratings "could be misleading," and that interviewees might in some cases be easily identifiable to broadcast station personnel.

Dr. Roslow protested -- as have a series of other broadcast rating-executives -- that the business of giving ratings on stations or "estimates" is complicated and difficult. He complained that stations and advertisers insist on receiving grades under the ratings than they represent.

Read the Full Print

Counsel Richardson suggested that Pulse subscribers would do well to read the fine print in the brochures and survey reports.

He raked through the entire statements which Pulse has used to defend itself, which covers 250 radio markets, 650 radio stations, has 150 agency subscribers, employs 101 full-time workers and "between 800 and 1000" part-time field workers who average $5 to $6 per "block" of house-to-house radio listening check.

Richardson Fires Questions

... that Richardson bombarded the Pulse president with these questions:

"What degree of inaccuracy does Pulse estimate for its survey? If it were to be "self-corrected," would it call itself 'estimates'?' "Pulse president could not set a figure.

Counsel asked that if these surveys and advertisers determine accuracy and reliability of Pulse.

"Reliability must be based on the judgment of the subscriber," was the answer. "Nothing but a subscriber who judges the 'history' of his survey rates the area, and that is generally satisfied if only moderate fluctuations occur -- say, up to 30 per cent."

Do Pulse reports show actual date of survey on the face of reports to subscribers? Or do they sometimes put current dates on old field surveys in some instances? The answer was "sometimes," with lengthy explaining. Counsel Richardson said advertisers could be fooled by "current" or "real" or "estimated," although there may be some, and programs change since the field work.

Roslow was challenged on a recent Pulse advertisement in a trade magazine, claiming a record Pulse had been including substantial "out-of-bona" listing in its surveys right along. Counsel Richardson brought out that only between 1 and 3 per cent of Pulse surveys are made up of "out-of-bona" listing. Roslow admitted the percentage was low, but -- remaining extraordinarily cool throughout the whole grilling -- he would not admit the nature of the survey.

Counsel also asked if "special" surveys by stations based on different areas of ear, $3 to 5, and producing three different. "No, a maximum at one time in Washington, for example, were not misrepresentative. In Washington, one survey was based on an over-the-counter metropolitan area, one on several countries, and one on "Washington City." Station WOKW was top in the fastest-named surveys and was able to take ads announcing that it was the No. 1 D. C. Roslow said advertisers should not be fooled - each different survey was put out in a different color.

"Randomness" Challenged

Further, the counsel challenged the "random" start for block surveys allegedly mapped out for fifty stations. He was told in many cases supervision was so lax, they could not find the area they chose to sample.

In defending small samples for survey basis, Pulse President Roslow said "even a sample of only 20 is better than nothing." But neither the Subcommittee Chairman, nor the members, nor the counsel would agree that a poorly based survey, on such a small sample of the "total" of a market, and not pronged by ratings changes on the basis of three household checks is "better than nothing." Better to have nothing than the competitive hurt the distortion can produce, was the conclusion. The counsel then suggested that survey accuracy should be judged "subjectively" by an advertiser familiar with the same man might as well make a common sense judgment of what station he wants his message to go out to.

FILM SONG

Williams Does 'Poking Theme' (Continued from page 1)

NEW YORK — Andy Williams has made "The Poking Theme (So Little Time)" from Samuel Bronston's "55 Days at Peking," in English, Spanish, German, French and Italian. Columbia Records, which made the recordings in the U.S. and Canada, CBS Records will handle the distribution overseas.

The disk's release will coincide with the international re-release of Bronston's film, which has its world premiere in London and New York and makes its New York bow in June.

Williams' version of "Poking Theme" was released in England in early 1962.

Seeger and the Weavers will have the song a "special" that has been repeatedly denied TV exposure in the U.S. "Seeger" was granted the right to release a song which was to be released by their respective geographical areas.

Seeger and the Weavers and Folkways have the right to record the song, "Love the Idea," for the Weavers, and "All the Love in the World" for Folkways. They will receive the song as a "special" for the Weavers, and "All the Love in the World" for Folkways. They will receive the song as a "special."
THE ORIGINAL SMASH HIT!

"LITTLE BIRD" IS BY THE PETE JOLLY TRIO AND FRIENDS C/W FALLING IN LOVE WITH LOVE C-116 AVA RECORDS

ALSO A SMASH HIT ALBUM!
LITTLE BIRD
THE PETE JOLLY TRIO AND FRIENDS A/AS-22

Ava Records are distributed by MGM Records
ARMADA SAYS:

Now Comes Dealers Big Challenge

By PAUL ACKERMAN, Executive Secretary, ARMADA

The traditional record dealer has his greatest challenge. Marketing supermarkets, chain stores and record talents in the expanding pop and rhythm market areas and other phases of the business in the last 10 years, the total dollar volume of the record business has quadrupled. But for many segments of the industry—major manufacturers as well as dealers and distributors—it has become more difficult to achieve a profit.

One of the key elements in this situation is the traditional dealer. Perhaps he, more than any other facet of the industry, has been hit hardest by the marketing evolution and upon his ability to cope with conditions depends not only his own survival but also the health of the industry at large.

What are his chances, and what must he do if the industry's dealer potential is to be realized?

Blunt Answers

In answering this double question it is best to be blunt. The potential is a good one and he can play a tremendous role in stabilizing and strengthening the industry, and it is a big IF—he can modernize his merchandising methods in keeping with principles of modern retailing.

In addition to the dealer's adoption of principles of modern retailing and merchandising, he must also become, to a more profound degree than is often the case, a part of the industry he represents. That is to be considered himself a part of the record business, of the show business, and be acutely aware of its basic product and the promotion and merchandising of that product.

Thirdly, and very important, the dealer must understand and accept the environment in which he lives: the natural resistance to change, the desire that business has been conducted according to the comfortable routine of years ago.

Those dealers who accept or succumb to this apathetic point of view are the ones who are going increasingly hard in fact, their future as record merchants is uncertain. Those who take up the challenge, the future is a good one. The business is not only the most growth-promoting field of the retail field, but it can yield gratifying profits and provide room for growth.

Should you question this statement, avail yourselves of the various retail outlets in the market with which you are most familiar. You will be appalled: There are still many retail outlets which are profit-

Cover Firms In Changes in Philly

PHILADELPHIA—Among the local manufacturers and printers of phonograph record album covers, jackets and related record items, only one firm has announced a major expansion move while another filed for reorganization arrangements under Chapter XI.

Crown Associated Products, Inc., along with its subsidiary Crown Album Company, leased a major new building at 2023-25 North Broad Street to expand its facilities and operations. N. Kenmore Avenue, Crown president, said that its present quarters at 1241 Carpenter Street will be continued for Warehousing purposes.

Crown is planning a big album cover manufacturer in the East.

Hunter Sample Book Company, Inc., also manufacturer of record album covers and jackets, with its plant at 4839 Lan-

caster Avenue, filed a petition with the courts for an arrange-

ment under Article XI.

The past five years has met his roughest test. He now faces patterns that have changed and the competition of racks, discount houses, clubs (the beer does it) to a large degree, and the industry seeking to tape new markets while keeping up with shifts in the continuing socio-economic evolution. During this evolution, notably

ARMADA BOWS DEALER SERIES

This is the first in a series of articles written at the invitation of Bill Finn, secretary of the American Record Merchandisers and Distributors' Associations (ARMADA). These articles will summarize the current condition of retail record dealers and will explore their needs and the loopholes which can be taken to take full advantage of their promotions and merchandising opportunities.

We are grateful to the author and ARMADA for this material.

VICTOR EXECs BEN SELVIN AND DAVE FINN meet on the occasion of the retirement dinner tendered Selvin by his friends in the industry. Selvin headed the Victor organization for the past decade. He will continue to be active in the music business.

Advance Brisk For Star Show

NASHVILLE—Brisk advance sales promise s.r.o. crowds for a star-packed C.W. show to be staged March 31 at SESAC Municipal Auditorium in Memphis.

Shelley Snyder, who is promoting the show with Oscar Davis, said the package will play two performances in the 3,000-seat auditorium. Early sales reports indicate a complete sellout for both shows, Snyder said.

Included in the package are Ray Price, Faron Young, Flatt and Scruggs, Kitty Wells, Grandpa Jones, Minnie Pearl, Stoney Jackson, Billy Gram-
ym, Roger Miller, Tex Redd, Johnny Wright and the Tennessee Mountain Boys, Red Sovine, Ralph Emery and Eddie Bond.

Davis only recently completed a highly successful package tour in the West in conjunction with the Ray Price Enterprises.

Essentially the same group, but Bill McCall and the Bluegrass Boys, Slim Grey, Carl Smith, Billy Walker, Jimmy Dickens and Carl Butler, will play in Indianapolis on April 21 at the Fairgrounds Coliseum.

The package will play Cobo Hall in Detroit on May 5. The Detroit stint will include three shows in the 12,000-seat hall.

‘Oscar’ Songs

NEW YORK — The Big 3, consistent performer in the Academy of Motion Picture Arts and Sciences nominations race for the past 26 years, has two tunes in competition this year. The Robbins-Fest and Miller music publishing combine represents "Love Song From Misty" and "Tender Is the Night" which have been nominated for the Best Song Award in the 1963 competition.

At least one Robbins, Fest or Miller song has been in the race since 1936 with a total of 42 Big 3 tunes nominated in all. Five have won the Best Song Award.

The firm also has a streak going in the Best Score category for 25 years. Some 74 Big 3 Best Scores have been nominated and 11 have taken the top prize. This year Big 3 is represented by "Misty" on the "Misty" band.

Reprise Makes Move In C.W.

HOLLYWOOD — Frank Sinatra’s "in-person" tour is moving into the country and western field, and last week signed Del Reeves for a cut of its C.W. move. He was with Deece before that.

The label last week expanded its pop roster with a show-cast for "The Garry Moore Show," and Patti Poddrell, a 15-
year-old songstress. Label’s confidence in the last sale potential is evidenced by the fact that she was signed to a five-year contract.

Big 3 Acquires Big British Hit

NEW YORK — Big 3 Music has acquired the rights to the big British hit, "Diamonds." To date there have been five big C.W. recordings of the tune, which was written by John Francis, Day and Hunter. The hit version in the British Isles was by Jet Harris and Tony Meehan, released here on Lon-

don. Other versions are by Don Costa (Columbia), Buddy Har-

man (Mercury), Barney Kessel (Reprise), and Billy Mure (Riv-

eirs). The tune is being handled by the Robbins Music band of the Big 3.

National Geographic Replaced at Last

BOSTON — Special musical programs will be made available from the famous world-renowned waiting rooms in conjunction with the new closed-circuit medical radio system that will be offered by Westinghouse’s Window for Listening.

The service will be a pilot project to broadcast over multihystems including television, film, news, information, and education to hospitals and medical facilities by channel receivers in doctors’ offices, as well as the special musical fare for waiting pa-

The system will be physician-supported with additional

Wassh! I love you because

b/w

Merry Go Round

AL MARTINO

(4930)

b/w

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(Duke 359)

DUKE-PEACOCK RECORDS, INC.

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What If I Lose You

b/w

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LONDON INTERNATIONAL

New Releases...starting to move

THE BACHELORS
CHARMAINE
B/W OLD BILL
9584

BILLY FURY
LIKE I'VE NEVER BEEN GONE
B/W BECAUSE OF LOVE
9594

A great new recording of a smash standard
GRACIE FIELDS
NOW IS THE HOUR 9582

Started on better music stations now catching on everywhere...

Caterina Valente
LA MALAGUEÑA
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LEGIT REVIEW

It's Scarlett In Red Face

Despite an outstanding performance by direction by F. Aumont and a characterization by Vincent Leigh which was de- lightfully outstanding, altogether, the new musical version of "Scarlett In Red Face," which opened in New York last week, must be assessed negatively.

Weaknesses. Arguably the show are a weak score, outdated staid and clumsy book and uncur- rent direction. Not even the glamour of the names of its prin- cipals can mask obvious errors. Half of all concerned seems to be enough to salvage the results.

Although Vincent Leigh, at the most, little more than cari- catures — the typical American businessman and wife and their zany teen-age kids — the very noble, White Rose without whose studied charm begins to get wearisome midway through the first act and gets progressively more saccharine as it goes along, the latest in Charleston dancers in exile in Paris, the evil-comic Boldovski stalks the nobles.

Attempts at humor are far too pretentious and the overall gen- eral is reminiscent of the days of "Count Dracula" and her kin. Not to be too negative about Rolf Gerhard, who staged the show, that he seemed to be a director who had just worked just as much as is somewhat anachronistic in this age. There's little he could do to control what was with this creaky tale about ex- animating nobility forced to take jobs as domestics with the wealthy Americans.

The Ragtime Pockstuck, is reminiscent of show tunes by a variety of composers, includ- ing Duke Ellington and Kurt Weil. Lyrics by Ann Ceeby. Noteworthy.

Interestingly, this is one of the few musicals of recent memory that has had a real impact. However, the novelty appeal, doesn't seem to be any single number with real potential. The dancing, in some decade (Continued on page 14)

CLUB REVIEW

Oh's & Ah's For Williams

Roger Williams, playing to an unfortunately slim house in his Gotham night club debut here, played as much lather and spirit into his act as any show- man worth his AGVA card would to a full room. To a half- full Empire Ballroom in the Wal- dorf on the second night of his current debut stilt there, Wil- liams still drew many of his show's gags and of his pleasure as he put on a lighthearted and occasionally formulaic 40 minutes of pianistics.

Following a few warm-up openers, full of Oh's and Williams full keyboard runs and trills, he embarked on a highly entertaining tour of 50 years of pop stylings. In his slow, easy-going, almost bumptious way, Wil- liams got his audience on his side. All too much was explained and illustrated the development of the styles, ranging from the "Nola" to "Lila" under the key- era down through the typical (Continued on page 14)

CLUB REVIEW

Peggy No Paper Doll

There is only one established newcomer who has been printed daily in New York these days, but the legion of Peggy Lee fans didn't need to read about her in "The New York Times" in the New York social week last, must be assessed negatively.

Wearing the suit that she was wearing midway through the first act and gets progressively more saccharine as it goes along, the latest in Charleston dancers in exile in Paris, the evil-comic Boldovski stalks the nobles. Not even the glamour of the names of its prin- cipals can mask obvious errors. Half of all concerned seems to be enough to salvage the results.

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TALENT ON TOUR

(Top record talent in top record towns this week)

SOUTH

Classical pianist Gina Bach- auser gives concerts at Robinson Memorial, Little Rock (3) and McFarlin Memorial, Dallas, on the 31st. . Smothers Broth- ers, currently in the Suburban Villanova Jazz Festival, annual (10:30 p.m.). Included are the leader of the band, Steve Lawrence, singer of the Monticello Club, Framingham, Mass., through the 30th.

EAST


WEST

Count Basie on the go at Na- tional Guard Armory, Morristown, Mo. (27); Fere Marquette Hotel, Peoria, Ill. (29); Iowa State University, Colo. (30), and the Val Air Ballroom, Des Moines (31).

NORTH

Blunt Blair opens for two weeks at Hotel Riviera in Las Vegas the 24th. Sharing the bill with her is trumpeter Al Hirt. . Frankie Valli at Frontier, Lake Tahoe, Nev., on March 28 through April 10. . Columbus vocalists Frank Verda held over in the Riviera Lounge, Las Ve- gas, until April 9.

GUEST APPEARANCES BY RECORD TALENT

TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for all artists, effective record dealers and for all artists who can benefit from the exposure of TV viewers. If you have a release planned for your catalog, you can make the most of this through TV appearances which appear in the radio listings. Always do your homework before making reservations.

MARCH 25-31 (All Times Eastern Standard)

MONDAY 25—CLARA WARD & WARD GOSPEL SINGERS On the Swifty Show, with ABC, 9:30 p.m. Latest Verve LP is "The Movies Are alive".

MONDAY 25—LAMBERT, HENDRICKS & BAVAN The popular trio with ABC, 10:30 p.m. "A wondrously rare-crafted Stedman Street Show. The group is well represented on Columbia with Annie Ross who has been with the band since its beginnings.

TUESDAY 26—SOBEY KYDDEL Sings are featured on the Good Night Show (CBS, 10-11 p.m.). His latest Verve release is "The Blues Is Mine, Baby".

TUESDAY 26—JONATHAN WINTERS Zany Jonathan Winters appears on "Sister Cities" show (CBS, 5-6 p.m.). His latest Verve release is "Humor Seen Through the Eyes of Jonathan Winters."

TUESDAY 26—OSCAR BROWN JR. "Tootie" Oscar Brown Jr. appears on "Sister Cities" show (CBS, 11-12 p.m.). His latest Verve release is "Jive Jamboree; or, "The Gift."

WEDNESDAY 27—WILLIE RIVERA "Willie" Willie Rivera is featured on the person you believe show (CBS, 10-11 p.m.). His latest Verve release is "The Time of Your Life."

THURSDAY 28—VAUGHN MEADE, PETER FOUNTAIN Both join the Andy Williams show (NBC, 9-10 p.m.). Meade's "First Family" show, on Colosseum, NBC, is on offer. Latest Verve LP for Peter Foutaine is "In the Good Times Roll."

FRIDAY 29—CHARLIE RUPP "Charlie" Charlie Rupp sings at the person you believe show (NBC, 11-12 p.m.). Latest Verve LP is "First Family; or, "The Gift."

ARTISTS' BIOGRAPHIES

(For your programming use here are pertinent facts about hot disk artists. If clipped and pasted into your bulletin board, it will build up a useful library of data of such artists.)

CHARLIE MINGUS (admiring- his lawyer after getting a suspension for an assualt charge in a New York criminal court): "Don't call me a jazz musician. I'm just a musi- cian, man. A composer.

Radio star, hearing that Czechoslovakia State Radio is running a contest with first prize of 3,000 crowns. There: "Second prize will be a ticket to holiday in Czechoslovakia."

Arturo Serci, a New York boy who won a contest of newspaper critics in "Boris Godunov," after studying 14 years in Italy, says, "I'm still coming over to my mother who sent me her salary she earned working for the International Ladies Gar- ment Workers Union ever since my father died.

Dick Gregory: "Isn't this the ideal way to spend the holidays in the world? Where else would I have to ride on the back of the bus, have to spend my nights sleeping in the worst schools, eating in the worst restaurants, living in the worst hotels. I've averaged $5,000 a week just talking in public."

Lennie Bruce (on hearing a Chicago court had sentenced him to year in jail at Basin Street, club obscenity): "I think the decision is obscene."

VILLENOVA Fest Topped for Summer

PHILADELPHIA—The Villano- va Jazz Festival, annual spring festival at suburban Villanova University, featuring the best of the jazz talent in the collegiate land, was taped for rebroadcast on the PTV network to the home stations throughout the country.

Jazz festival, which was held a fortight ago, was taped by WRCV for WHYY, local FM educational station. WHYY plans to broadcast the event on the air and on tape as it "breaks up" some- time this summer.

Jackie Wilson (Brunswick)

THE CHALLENGE:

The sound on this new RCA Victor record challenges comparison with the sound on any other record available on any label anywhere.

WHAT THE COMPONENT MFR'S SAY:

Milton D. Thalberg, SONY CORP. OF AMERICA, New York, N.Y.
“...the new Dynagroove records... are excellent...”
“They were tested on a very fine hi-fidelity system and I found them free of surface noise and distortion.”

Haskel A. Blair, UNIVERSITY LOUDSPEAKERS, White Plains, N.Y.
“They are without question the finest records... their dynamic range, their quietness and clarity of reproduction are outstanding... Dynagroove will move way out in the competitive market...”

E. S. Miller, SHERWOOD ELECTRONIC LABS., INC., Chicago, Ill.
“Excellent in every respect! Good dynamic range, low distortion, noise-free record surface.”

Robert Schnetterer, HARTLEY PRODUCTS CO., New York, N.Y.
“...the perfection of the new Dynagroove method of recording... should set the industry on its ear...”... recommending this entire series for... demonstrations with our speakers.”

Harry Norman, ROCKBAR CORP., Mamaroneck, N.Y.
“...Dynagroove records... proved remarkably realistic in sound; “You fellows really have a tremendous and dynamic entity, in the ‘Dynagroove’ method of recording.”

A. A. Hart, PRECISION ELECTRONICS, INC., Franklin Park, Ill.
“... RCA has reached a new peak in high fidelity reproduction from records. They are the closest thing to master tape that my ears have heard...”

THE PROOF IS IN THE LISTENING... HEAR IT! COMPARE IT!

DYNAGROOVE

THE NEW SOUND BY RCA VICTOR
Everybody Loves Mel Torme Now He’s Got a Hit

NEW YORK—Mel Torme is a veteran singer who had a solid loyal following of fans and disk jockeys and would visit respectable clubs for respectable money at respectable times all the year. All of this loyalty and respect has been put to the test by Torme’s biggest hit in many years, “Comin’ Home Baby” (on Atlantic Records).

According to the singer, “Baby” has had its biggest effect on radio, where the disk jockeys capricious world. “Top 40 and pop jockeys who wouldn’t have touched me with a 10-foot pole six months ago are playing the ‘Comin’ Home’ follow-up, ‘Cast Your Fate to the Wind.’”

But Torme points out that a few of the jockeys who used to program him as a “jazz pet” are now calling him a commercial sellout.

“What they seem to forget,” the singer says, “is that both ‘Comin’ Home Baby’ and ‘Cast Your Fate’ were instrumental pop hits by legitimate jazz artists.”

The first was started as a jazz single in Allison, while the second was a jazz single for Vince Guaraldi on Fantasy.

The publicity and excitement have also bounced him into the national limelight in press as well as radio. Since the appearance of a Time magazine piece some weeks back, night club owners have stepped up, not only in money and attendance, but in preferential booking. The big clubs and hotels come to him now for immediate dates, not standard bookings spelled out as being “sometime in July or August.”

Everybody Wants It

Audiences know and want to hear the hit, even in the poshest spots. A few remember “Blue Moon” and “County Fair,” but it is now been, by, have possibly seemed exciting. But watching Broadway chorus boys singing like Russians is pretty tame stuff to anyone who has heard the “hot stuff” as imported by Sol Hurok every year.

In short, the likely verdict on “Tovarich” is “nyet.”

PEGGY LEE

Continued from page 12

cause Peggy is back at Basin Street East. And Capitol should record another strong-selling album called “Nice but Not B.E.,” says BOB ROBLONTZ

SAN FRANCISCO

Big shindig at the Mark Hopkins (18) to mark release of Greti Ruth’s first light classical vocal LP for MCM. The hostesses were Karl C. Weber, Austrian Counsel General, MGM board of directors member, and Jesse Kaye, West Coast vice-president, MGM Records. Rosemary Clooney is at the Venetian Room of the Fairmont Hotel this week for a three-week engagement. This is her first appearance in San Francisco. Dick Stewart made such a smash hit at his opening at New Fack—the biggest in the history of that night club—that he is scheduled for a long engagement. The KPIX TV star is a top night club debut, and will soon record his second record. A unique new novelty for “young adults” has just been opened on Bush Street, known as “The Minute.” It will feature top name recording stars appealing to a young group, and is further distinguished by the fact that it serves only soft drink with McKee’s exotic names. Robert Joseph and Peter Martins are owners. Opening artists include Bobby Freeman, Troy Dodds and Rockin’ Jerry Hill with music by the Pyranas. The Wanderers Three are beginning an engagement at Franky’s in Hayward this week. (Continued on page 35)

(Continued on page 12)

Roger Williams

Continued from page 12

of the trademarks of the Carle’s, Don- chin’s, Cavallo’s, Heywood’s and finally his own hit “Till.”

Later, he brought the enthusiastic audience up to the minute with “Alley Cat” and then the even more recent “Fly Me to the Moon-Bossa Nova,” a current hit for his imaginative records soloist, Joe Harnell.

Then, in a final flashy tour de force, he offered Remo’s-Korav-koff’s “Flight of the Bumble Bee.” Following a hearty hand, he wrapped up the evening with a well-received and emotional performance of “Exodus.”

That Williams has charm, warmth and sincerity, there is no doubt. The fact that he continues to sell out at concert halls bears this out. Whether a pop supper club setting is his exact cup of tea is questionable, but without a newspaper strike, it can be assumed that a considerately healthier crowd would have been on hand to catch this pleasantly diverting act.

RENE GREVATT
one for the money / two for the show / three to get ready / watch these four go!

The Greatest Hits of the Golden Groups
Bobby Vinton
Sings the Goodies!
I'll Remember
In the Still of the Night
Over the Mountain
Terror
A Thousand Miles Away
Goodnight My Love
Silhouettes
Only You
Earth Angel
Tears on My Pillow
My Special Angel
Sincerely
The Great Pretender

Watermelon Man
Laughing Boy
Mama Didn't Lie
The Jive Samba
He's So Fine
Two Lovers
Meditation
Jelly Bread
That's the Way Love Is
I've Got a Woman
All About My Girl
Our Day Will Come
Frank Hunter and the Hunstmen

Hackett gives
Oliver a new twist!

The best of the
current chart singles!

A new concept from Clark Race,
KDKA, for all-time best sellers!

The first album
containing the hit single!

LA 16037/BA 17037*

EPIC for quick profits

"STEREO"
NEW YORK—If any one of the college students, Sutton Place denizens, bearded intellectuals or midnight strollers along the byways of Greenwich Village—who comprise the mushrooming legion of folk music fans here—should try to discuss their favorite art form, the chances are good that someone will mention the name, Art D’Lugoff.

Not that the portly impresario, finder of new talent and keeper of the yawning, cavernous knowhow that constitutes the Village Gate, has it itself to the folk form exclusively (“I have shoulders with the best of them in the flamenco, calypso, jazz and international scene”) but it seems only natural that D’Lugoff, having meshed the three substantial talents of John Sebastian, David Taylor and Bill Svanoe into the Rooftop Singers, would have become a synonym for folk music these days.

D’Lugoff, who never quite fulfilled himself in such varying capacities as waiter, newspaper copy boy or part-time film usher, turned to his many current careers (recording man, club operator, talent manager and concert producer) only five years ago, after firing in his wings as a concert promoter and producer. With even this short span of experience tucked under his straining belt, the man who produced the folk music scene in Greenwich Village has watched a veritable honor guard of talent pass through his club. He has also developed pronounced ideas about the folk scene.

**Beats Out Now**

He looks back on the beatnik era, example, with nothing but contempt. “We’re in a whole new yonder that now,” he says. “It was a very real thing. But I don’t believe in purism as such, he maintains. “To call something pure is not determining whether it’s good or bad. There is no such thing as purity because all music represents evolution and a blending of ideas. The simplest example I can give is the fact that the music coming out of Nashville today is by no means the same kind of thing that came from there ten years ago or even five years ago. Yet whatever it is, it’s all behind us, thank God, and today we’re strong, solid and varied.”

D’Lugoff disagrees almost violently with those who talk of purity in the folk field. “I don’t believe in purism as such,” he maintains. “To call something pure is not determining whether it’s good or bad. There is no such thing as purity because all music represents evolution and a blending of ideas. The simplest example I can give is the fact that the music coming out of Nashville today is by no means the same kind of thing that came from there ten years ago or even five years ago. Yet whatever it is, it’s all behind us, thank God, and today we’re strong, solid and varied.”

**The Big Four**

There are no longer four. “Now, the complete folk presentation, according to D’Lugoff (who added the apostrophe in his name to aid pronunciation), first is the performance itself; then the quality of the voice; the instrumental ability of the artist; and finally (and most important) the material itself.

**Thinking Along the Lines**

He can point out five artists who’ll be heard in the months to come. “One of these is Judy Henske, a California folk coffee shop development,” he said. “She’s a good singer and comedienne with a background in classical music. She’s coming into the folk gate (for the Gate) for three weeks.”

“Another one is Ron Elion. D’Lugoff sees him as a very gifted singer, guitarist and writer. He has come in for writing too. He’s been working the coffee shop circuit too and with a little more performing experience.”

**In Summary**

FolkScope

Hoyt Axton, writer of the Kingston Trio’s current chart item, “Greenback Dollar,” will give the deep profile treatment in the upcoming Wolyer Productions TV show, “The Hoyt Axton Folk Singer.” Show will feature the singer-crooner of many of his own tunes, including “Greenback Dollar,” which he also recorded himself on the Horizon label sometime back.

Axton has just completed a run at the Matador in Stafford, Ariz., and is expected to appear in early April in the West Coast branch of the New Christy Minstrels. A London booking (Continued on page 23)

**AIRWAYS GIVE FOLK BIGGEST PUSH YET**

NEW YORK — Folk music continued its strong showing on the air with announcement last week of a new Westhosting Folk Special and new developments in the ABC’s “Hootenanny” series, to be aired from college campuses. Also, the Decca and New World Records folk acts, made their TV debut on the Andy Griffith CBS-TV show Monday (18), with a repeat taped performance set for April 4.

**In Summary**

Folk Scope

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**In Summary**

Folk Scope

**FolkScope**

Hoyt Axton, writer of the Kingston Trio’s current chart item, “Greenback Dollar,” will give the deep profile treatment in the upcoming Wolyer Productions TV show, “The Hoyt Axton Folk Singer.” Show will feature the singer-crooner of many of his own tunes, including “Greenback Dollar,” which he also recorded himself on the Horizon label sometime back.

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PATSY CLINE'S
WALKING AFTER MIDNIGHT
HER MILLION SELLER RE-RELEASED
ON EVEREST #2020

NEW RELEASE
IN MEMORIAM—PATSY CLINE
MONO 5217 • STEREO 1217
INCLUDES: WALKING AFTER MIDNIGHT

SPECIAL
30 DAY OFFER
BUY FIVE, GET TWO FREE OF ANY
PATSY CLINE ALBUM ON EVEREST

OTHER OUTSTANDING ALBUMS BY PATSY CLINE ON EVEREST ARE:
PATSY CLINE'S GOLDEN HITS 5200/1200 • ENCORES—PATSY CLINE 5204/1204

HEADING FOR NO 1
THE ORIGINAL HIT VERSION
JIMMY HOLIDAY'S
"HOW CAN I FORGET?"
EVEREST #2022

EVEREST / THE FIRST IN 35MM SOUND
Bernie Solomon: President • Murray Cohen: Vice President-General Mgr.
**R & B ROUNDUP**

**By NICK BIRÓ**

(Chicago Office)

Sue Records' Jimmy McGriff is back in New York following a Midwestern tour. Sue claims its "I've Got a Woman," the new LP on 10,000 copies. Another LP is coming in April. Sue's Barbara George is expecting a child momentarily. Frank (Brian Gene) Barrow of K-ZAM FM, Seattle's R&B outlet, writes to tell us of "bass action on How Can I Forget" by Ben E. King. Aleco's "Who's Sorry Now" by Lloyd Price on ABC-Paramount, and "Locking Up My Heart," the Marvelettes on Tamla. Gene's pictures include: "What Is Love?" by the Pyramids on Vee Jay and a new tune by Johnny Taylor on De Victoria (Sar Records subsidiary), "Dance What You Wanna." Columbia's Carl Davis is doing a session here next week with a new group, the Artistics. They're six Chicago boys who sing, backed by guitar. The Doutones are back in Chicago following a stint in St.

**Billy Smith Dies**

NEW YORK—Billy Smith, 60, a veteran showman known as "Mr. Everything," the Sailor voice, died at French Hospital here. Smith's professional career dates back to the days of Alton Leonard minstrel act days and he sang in vaudeville and clubs for more than 40 years. He is survived by his widow, Bernice Foley. Burial was at Waterford, N. Y.

LOUIS—Major Lance leaves for Dallas and New Orleans March 17. The Major has a hot new side that just broke on WYNY's list. It's "Dellibah" on Okeh. Davis produced the side.

**OTHER CHICAGO CHAT:** Columbia has released "Humble" by Red Saunders on Okeh. It was a hit 10 years ago but broke in New York recently after being used as a television show theme. Saunders is a drummer at the Club Delilah, formerly on Chicago's South Side. Potter Distributing Company's John Mune is tied up with pneumonia. He's doing nicely but the outfit must be jinxed. Joe Cerami is just recovering from a broken leg which he got jumping off a New York street curb. ... Potter hosted the wildest bash ever, when Cannonball Adderley came to town for his opening at the Sutherland Lounge here. Vee Jay's Floyd Almer, who also owns the Sutherland, is turning it into one of the top showcases for jazz in the country. It's strictly a big-name talent policy.

Last Thursday (12) Joe Segal held his eighth annual memorial concert at the Sutherland for Charles (Bud) Parker. Hard to pick favorites but Roland Kirk was outstanding in an all-star cast. He was beautifully backed by Richard Abrams, piano. Argo's Gene Shaw also blew up a storm as did the Joe Daley Trio with Russell Throne, bass, and Hal Russo, drums. Shaw, incidently, is very close to Freddy Webster, the old Eklestein trumpet man, with a touch of Clark Terry.

---

**World Jazz PR Outfit Set Up**

**DETROIT**—What is termed the world's "first public relations consult for jazz" has been set up in this city by Marc Crawford, owner of the organization, called "The International Institute of Jazz Arts." The firm was formed here in an effort to unify the world-wide jazz community. The firm has been set up as a fellowship of musicians, art critics, scholars, and sociologists who will be encouraged to form central committees for the assessment and documentation of jazz facts. Some of the early projects that have been started are the publication of a weekly newspaper, an international jazz press club, a jazz artist-in-residence program, a traveling jazz laboratory project which would p r o d u c e experimental jazz works on a regular basis, and the establishment of a national jazz history. Official headquarters of the International Institute of Jazz Arts is at 1107 W. Canfield, Detroit. The label has formed a new side,

**OMAHA**—Stations looking for a change of pace program that could be a real audience producer could well emulate the example of WOW radio and television here. That is, if their First Lady has the talent of Mrs. Frank Morrison, wife of Nebraska's governor.

The stations this month kicked off "The Maxine Morrison Show," featuring a formal luncheon in which Mrs. Morrison shares with listeners and viewers her experiences as wife of the Governor. The format will eventually permit introduction of acts, and Mrs. Morrison also will be sending appearances from wives of prominent Nebraskans to Iowa. The show airs once monthly, in an early morning slot (9:30 to 10 a.m.), and repeats later that day on radio (6:30 to 7 p.m.).

---

**Naras Dinners Set on Coasts**

**NEW YORK**—The Naras Award Dinners will be held simultaneously again this year on both coasts. Date is set for May 15, with the New York dinner to be held at the Anot Hotel and the Los Angeles dinner at the Beverly Hilton. There will also be a Naras dinner in Chicago. According to George Simons, of Naras East, a record number of votes have been cast by members in the first round of voting for winners of the Grammy Awards.

---

**Decca's Air Hope**

**NEW YORK**—Decca Records is making a special effort to obtain play for its new comedy LP by Bob Harte. "Hope in Russia and Other Places," the label has issued special 45 promos singles for stations but the 45's will not be issued for sale. The album was recorded in a special performance before American Embassy personnel and diplomatic corps in Moscow in 1959 and before an audience at Notre Dame in 1962.
3 YEARS IN A ROW!

PICKWICK INTERNATIONAL thanks the N.A.R.M. for the award for the best selling economy priced record line for the third year in a row.

A SMALL SELECTION FROM OUR CATALOG OF HUNDREDS OF TOP SELLING ALBUMS

Producers of: DESIGN, BRAVO, HURRAH, GRAND PRIX & HAPPY TIME RECORDS

For Sales Information Contact:

PICKWICK INTERNATIONAL • PICKWICK BLDG., L.I.C., N.Y.
BY BILL SACHS

After several months' illness which kept him inactive, Nor- man Mackay, of Green- bay, Que., has revived his Rambling Play- boys group and will soon begin a tour of Eastern Canada, to be followed by club dates in Cana- da and the Eastern U.S.
Charlie Phillips, currently tour- ing a theater show in Columbia, "No One to Love" b.w. "Till Sunday," is moving to Nashville March 20 to enable him to work closer with his agent, Bob Neal, & Traveling Dave Carter, c.w., delay at CHL, Fort William, Ont., reports that Johnny Cash and his troupe are set for an appearance there April 15. If business done by Ferlin Husky, Bill Anderson, Loretta Lynn and Minnie Pearl there a month ago is any indication, the Cash show knows how to sell, another sell-out, Carter says.

Tompall and the Glaser Broth- ers, now working under the guid- ance of Hubert Long Talent, Inc., Nashville, begin a five- week stand at the Mint Club, Las Vegas, April 16, 1963. Jim Hadril, who conducts his own country platter show on WSWD Radio, Pekin, III., six days a week, cuts a session for Buddy Recorh at the Bradley Studios in Nashville in mid-April.
Johnny Cash winds up his March bookings with stop-overs at Henry Kid Auditorium, St. Louis, Thursday (20); Pom Ballroom, St. Paul, Fri.,(29); Terp Ballroom, Austin, Minn., Saturday, (31) and St. Ball- room, Clear Lake, Ia., Sunday (31).

Ray Price and His Cherokee Cowboys last week played a string of one-nighters in the Seattle-Paget Sound area for Jack Roberts, Seattle promoter, and Saturday (23) appeared as guests on Roberts' TV show, "Evergreen Jubilee," on KOMO- TV, Seattle's ABC network affil- iate. The television show, which stars Price and Bob & Earl and the Crackerjacks, moves to a new time spot on the station (8 p.m., Saturdays), starting April 11, 1963, Records and Tom-Cat Publishing, Nashville, owned by Tom Reeder and Clyde Beavers, this week are issuing a release on a country-swing performer, Mac Scott. Title is "I've Created My Own Hell." Jim Gemmill Promotions, Richmond, Va., reports fast bookings running well ahead of this time last year, Tours already set by the office for "New (Continued on page 21)

CINCINNATI—A 90-minute country music spectacular, "Mu- sic From the Heart of America," video taped recently at WSIX- TV, Nashville, is slated for showing in 15 key Southern and Southwestern markets, 7:30 to 9 p.m., Thursday, April 18, with Southern Nitrogen Com- pany, Savannah, Ga., picking up the tab.

Dennis, Parsons & Cook, Inc., Jacksonville, Fla., ad agency, has launched a promotion campaign to build a TV audience for the show. It shot throughout the South and Southeast.

In the show's cast, set by Hubert Long Talent, Inc., Nash- ville, are Ferlin Husky, Webb Pierce, George Jones, Minnie Pearl, Roy Drusky, Bill Anders- on, Grandpa Jones, Skeeter Davis and the Glaser Brothers. Glenn Reeves, Jacksonville ad agency exec, produced the show and serves as emcee for the showing.

COUNTRY MUSIC CORNER

"SHERRY'S LIPS" b/w "MISS BROWN"
1959 Phillips International
David Houston Sun Records
639 Madison Memphis, Tenn.
Clipping to the top!
"Mr. Heartache, Move On"
COLEMAN O'NEAL
Chancellor 108
D. J. Samples Available Write:
YOUNAH MUSIC INC.
P. O. Box 72
Nashville, Tenn.

TESTED AND PROVEN!
OUR SINCERE THANKS TO
KEELE, N. Worth
Lafayette Williams
Bill Max
KPKR-OKlahoma City
Jack Stringer
KTRK-Tulsa
Bill Nashman
KAGE-Eugene
Don Price
KEX-Eugene
Don Price
WEK-Denver
Bill Timmons
KFBM-Midland, Calif.
KPMX-Fresno, Calif.
KGSF-Watsonville, Calif.
KMOS-Kansas City
Glenn Wayne
KXOL-El Paso
Toby Adams
RNC-Wichita, Kans.
4ZC-Wichita, Kans.
KLZ-Wichita, Kans.
Lois Stillwell
WOWK-Charleston, W. Va.
Car. Elmore
MIDWEST BUSINESS RE-PORT

GETTING BIG ACTION!
DRM 1432
SAMSON AND DELILAH
LET'S TALK THINGS OVER
BATTLE OF SAN JUAN HILL
MY GOD, THANK YOU FOR U.S.A.
JOHNNY TAYLOR
THE WEBSTER BROTHERS

IHS 601

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 3/30/63

<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Title, Artist, Label &amp; No.</th>
</tr>
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<tbody>
<tr>
<td>3/30/63</td>
<td>1. DON'T LET ME CROSS OVER  Carl Carter, Columbia 42993</td>
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<tr>
<td></td>
<td>2. FROM A JACK TO A KING  Charlie Feathers, Valiant 8089</td>
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<td>3. END OF THE WORLD        Skeeter Davis, RCA Victor 8089</td>
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<td>4. I'M A CHESS MASTER      Jim Reeves, RCA Victor 8127</td>
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<td>5. SECOND HAND ROSE         Bill Anderson, Decca 31458</td>
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<td></td>
<td>6. STILL                      Lester Flatt and Earl Scruggs, Columbia 42606</td>
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<td></td>
<td>7. THE YELLOW BANDANA       Ferlin Husky, Columbia 62250</td>
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<td>8. 11 NOT WHAT I HAD IN MIND Norma Jean, United Artists 528</td>
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<td></td>
<td>9. I TAKE THE CHANCE         Ever Last, Adversity, Nikki 4791</td>
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<td>10. MR. HEARTACHE, MOVE ON   Cannon O'Neal, Creative 108</td>
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<td></td>
<td>11. YOU TOOK HER OFF MY HANDS Ray Price, Columbia 42658</td>
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<td>12. T FOR TEXAS             Jack Greene, Columbia 42649</td>
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<td>13. WALK ME TO THE DOOR       Ray Price, Columbia 42654</td>
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<td>14. LEAVIN' ON YOUR MIND           Patsy Cline, Decca 31455</td>
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<td>15. HELLO TROUBLE            Jack Greene, Columbia 42652</td>
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<td>16. SONG ME-Newkirk  Patsy Cline, Decca 31457</td>
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<td>17. CAN'T HANG UP THE PHONE   Stoney Jackson, Columbia 42642</td>
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<td>18. SHEEPSKIN VALLEY          Johnnie Wright, Columbia 42629</td>
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<td></td>
<td>19. SAWMILL                Jack Greene, Columbia 31494</td>
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<td></td>
<td>20. HIS AND HERS            Tony Dobie, Vee Jay 481</td>
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<td>21. YOU'RE FOR ME            Don Statler, Coral 42741</td>
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<td></td>
<td>22. CIGARETTES AND COFFEE BLUES    Jack Greene, Columbia 42742</td>
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<td>23. FORGIVE ME             Beverly Bull, Bethlehem 2056</td>
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<td></td>
<td>24. KNOCK AGAIN, TRUE LOVE      Vocal Group, Mercury 27063</td>
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<td></td>
<td>25. COLD AND LONELY          Jack Greene, Columbia 42743</td>
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<td>26. FADED LOVE              Gene McDaniels, Columbia 42784</td>
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<td>27. LONELY TEARDROPS        Patsy Cline, Columbia 42747</td>
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<tr>
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<td>28. DON'T ONCE IN A LIFETIME  Jack Greene, Columbia 42746</td>
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<td>29. WON'T GO BACK             Jack Greene, Columbia 42745</td>
</tr>
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<td>30. WHERE DID YOU GO           Jack Greene, Columbia 42744</td>
</tr>
</tbody>
</table>

WITH THE COUNTRY JOCKEYS

By Bill Sachs

Station KRAK, Sacramento, Calif., recently attracted crowds of more than 12,000 people when it conducted two five re- nies combined with stage shows. Southgate Shopping Cen- ter was the scene of a-90-minute variety show emceed by KRAK's Dick Haynes and Bob Burns. Also involved was a Pac- Westmoreland, crackerjack steel guitar player, who had heard of "De- town" Two days later, the KRAK entertainment unit staged a show from Southland Homes, new real estate development in Sacramento. The developers are reported already planning for another live show to be presented.

Happy Day, deejay at KNEZ, Lompoc, Calif., who handles various ename shows for the Air Force's recreational services in the California sector, was named Master of Ceremonies for 1962 in a worldwide talent contest held recently by the Air Force, at a recent surprise birthday party, the Air Force presented him with a bottle of champagne and a traveling case as his win- ner's prize. Bill Mack is now on the deejay crew at KUCU, Fort Worth, Tex. New on the staff of WFMN, Charlotte, S. C., are Bob Mitchell, formerly of KROW, program director, and Al K. Hall (Bob Clayton) formerly of WLW, Ala., on the country turntables.

Chris Mack, P.D., at WFMN, Fayetteville, N.C., is in the thick of a new seg titled, "Country Weekend," said to be the only full-country show on the scene in the Fort Bragg-Fayetteville area. The 10,000-watt station covers parts of North and South Carolina and Virginia. Chris, (Continued on page 21)
COUNTRY CORNER

Continued from page 20

Dominion Barn Dance," featuring Shirley Hunter, Pete Pike and the Vandergrift Brothers, include Wilson, N. C.; Gloucester, Va.; Mannington, W. Va.; Uniontown, Pa.; Centre Hall, Pa.; Newmanstown, Pa.; Schoeneck, Pa.; Palmyra, N. Y.; and Bainbridge, N. Y. Unit is also set for the Shenandoah Apple Blossom Festival, Winchester.

Trade Dinner Dance Planned for Denver

DENVER—A dinner-dance to cement closer relationship in the country music industry and to honor c.w. deejays for their support in furthering country music, is planned for the Four Seasons night club here May 6. Everyone associated with country music is invited to attend, according to Gladys Hart, head of C.W. Record Promotion here, one of the originators of the dinner-dance idea.

The dinner will be preceded by a roundtable discussion to find better ways and means to promote country music, and Miss Hart and her staff will be on hand to promote new c.w. releases, as well as established artists and labels.

Heading the entertainment committee for the affair are Kurt Cola, head of the Cola Recording Studios here, and Tony Lombardo, Denver songwriter. Members of the country music trade are invited to write to Homer Fiske, Fiske Music Enterprises, Continental Terrace Building, Denver, for full information and tickets.

Va., and the Tobacco Festival in Richmond, Pete Pike, heard on the station, in co-operation with the Alice Chamber of Commerce, is sponsoring a Country Music Association-sanctioned National Championship Old-Time Fiddlers' contest to be held in the Alice football stadium April 26-28. Prizes totaling $1,000 will be awarded, Merritt says. First-place winner will get $500 in cash and a recording pact with a major label. Second, third and fourth-place winners will also be awarded cash prizes. Those wishing to enter the contest are asked to send $5 registration fee, along with their name and address, to the Chamber of Commerce, 612 East Main Street, Alice, Tex. Contestants may also register after their arrival in Alice.

Deejay Jack Ritter, of Galveston, Tex., together with Bob Ritter and Johnny Bond have engaged the veteran songwriter, Eddie Miller, to represent them in Nashville for a two-week period beginning March 28, in the interest of their Video Publications, Inc., with headquarters in Burbank, Calif. Eddie, who has to his writing credit such standards as "Release Me," "The Snake in the Grass" and "After Loving You," "Three Cigars in an Ashtray" and "Same Old Town," will make his Nashville head-quarters at the Vidor and Red River Songs office in the Capitol Building, 866 16th Avenue, South, Eddie's wife Barbara, who also writes, will accompany him on the trip.

JAY COPOLAND, veteran c.w. entertainer who suffered a heart attack February 22 while appearing in Gainesville, Fla., is convalescing at his home, 2713 Mineola Drive, Lakeland, Fla. Jay will be out of action for several months and would appreciate hearing from friends. . . . Kathy Dee, now heard on the United Artists label, comes off the promotional trail to play an engagement at the State Theater, Niagara Falls, N. Y., April 6. The date will be bracketed with alliterative appearances in the same sector.

What's "BIG" and "Little" and groovy all over . . .

. . . and still getting BIGGER?

LEXNO RECORDS Release #NX 5565

"YOU NEVER MISS YOUR WATER"

(TILL THE WELL RUNS DRY)

b/w "IF YOU WANT IT"

(I'VE GOT IT)

by "LITTLE ESTHER" PHILLIPS & "BIG AL" DOWNING

WITH THE COUNTRY JOCKEYS

Continued from page 20

.. . . and the Tobacco Festival and are regulars on the "WWVA Jamboree," Wheeling, W. Va.

Neal Merritt, program director at KOPY, Alice, Tex., reports that the station, in co-operation with the Alice Chamber of Commerce, is sponsoring a Country Music Association-sanctioned National Championship Old-Time Fiddlers' contest to be held in the Alice football stadium April 26-28. Prizes totaling $1,000 will be awarded, Merritt says. First-place winner will get $500 in cash and a recording pact with a major label. Second, third and fourth-place winners will also be awarded cash prizes. Those wishing to enter the contest are asked to send $5 registration fee, along with their name and address, to the Chamber of Commerce, 612 East Main Street, Alice, Tex. Contestants may also register after their arrival in Alice.

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Together with Ruth Charon, has organized a Question and Answer Corner, wherein Ruth answers questions sent in on country music artists, records and songs. She answers questions over the air on the artist in discussion, and Chris spins the request tape. They report good reception to the idea. . . . George (Country Boy) Fleming conducts "The George Fleming Show" on KMAE, McKinney, Tex., from 11:45 p.m. to 3 p.m., Monday through Saturday, spotting all c.w. music.

"Teen-agers in this Texas Coastal Bend country are going for country music in a big way," writes Neal Merritt, of KOPY Radio, Alice, Tex. "First," continues Neal, "we were lucky in hiring Jack Page, ex-KENS, San Antonio, country music deejay, to handle the turntables from 7 to 11 p.m. As soon as Jack takes the air each night, the phone starts ringing and never stops. The requests are all for country music and nine out of 10 calls are from teen-agers. This is phenomenal, as there are Top 40 stations in Corpus Christi, just 40 miles away, and all of them blast booze to that area. But country, [in] 40 years' time, will be the biggest selling music in the world."... . . . After 40 years' service, Station KVOR, Colora-do Springs, Colo., is programming country music for the first time. The lad responsible is veteran jockey Norm Tester, formerly heard on KPIX in the same city. Norm is doing a country show from 4 to 6 p.m., six days a week.

On Route To Being A Hit!

BOB LUMANS "INTERSTATE FORTY"
**SINGLES REVIEW POLICY**

Every single voted to Billboard's Rock Roll List is rated within the Single Review Panel, and its final potential is rated within its category of music. Ratings of only the ten maximum singles of this week are published in the Billboard Songs. A more favorable review or better on at least one side, this focusing attention on single's greater potential. Full reviews are presented for single's singles are listed within their respective categories. Single sides are rated Accordingly.

**SINGLES SPOTLIGHT**

WINNERS OF THE WEEK

Pop single spotlight winners are those singles with the final potential for a Multi-Million dollar. Pop single Spotlight are published in Billboard's Rock Roll List, and its focus on single's greater potential than potential. Full reviews are presented for the singles listed within their respective categories. Single sides are rated accordingly.

**POP Spotlight**

**THE 4 SEASONS SING**

**RETURN TO SENDER**

(Bob Silverman, BMI) [2:01] (Capitol 4951)

Here's a powerful single, which is a hit to the Four Seasons group in the country market. The four voices are well tuned and the arrangement is simple. The vocal arrangement is well suited to the single. The single is a good one and should be a big hit in the country market.

**SINGLES Reviews**

**LOVE TRUE WAY**

(Nor Va Job, BMI) [2:45] (Coral 4320)

An exciting version of the old 12-bar blues by the late Buddy Holly that could turn into a rock seller. The single, a warm ballad, should be a big one in Europe.

**SINGLES Reviews**

**MARION WORTH CRAYZY ARMS**

(Chappell, BMI) [2:45] (Columbia 4770)

Marion Worth has a solid follow-up to her hit "Shake the Bottle" with this winning version of the city-style pop hit "Crayzy Arms." She sells it meaningfully. Single is "Love's Lane" (Alfond, BMI) [2:18].

**C.A.W. Spotlight**

**GEORGE JONES AND MELBA MONTGOMERY UNTIL THEN**

(Glad, BMI) [2:36] (Chalfont 775)

The great George Jones works another musical masterpiece with Melba's "Until Then," a single spotlights on the top 10 single potential. A real pop hit for George, and it could win him a lot of play in country areas. The single is "(Love) Used Again" (Flowers, BMI) [2:13].

**C.A.W. SPOTLIGHT**

**ROOM BOY JONES SOMEBODY ELSE'S GIRL**

(Christian, BMI) [2:39]

The young, new singer can handle a ballad nicely, and she does on this pretty waltz, with strong orches and church support. Single is "If You Have to Break My Heart" (Marks, BMI) [2:14].

**C.W. Spotlight**

**DEL SHANNON TWO KIDS OF TEARDROPS**

(Vicki McLauchlin, BMI) [2:36] (Big Boy 104)

Del Shannon is up on his old and commercial vocal tricks on this new waltz. Topper speaks to the single market, while the flip shows off Shannon's ballad style in a way that should also appeal to the same.

**C.W. SPOTLIGHT**

**ROBERT GOULET TWO OF US**

(Chappell, ASCAP) [2:43] (These Are the Closing Credits)

Robert Goulet's must, musty tunes can go far, but the flip this tune from his last recording. Single is "Those Were the Days!" by the singer here. On the flip he shows off his interpretive side with an original number about a broken romance.

**C.W. SPOTLIGHT**

**EDDY ARNOLD YESTERDAY'S MEMORIES**

(Pomper, BMI) [2:40] (Victor 1610)

Eddy Arnold always comes up with this material, but this one is of his very best--a stylish ballad, with Eddy's fine heart by a solid arrangement. Both have a strong pop chance. The single is "Live Like You'll Die" (Dee Dee Bell) [2:20].

**C.W. SPOTLIGHT**

**THE HEARTBREAKERS IT'S HARD BEING A GIRL**

(Pope, ASCAP) [2:38] (EMI 1329)

The young femeen will suit will suit with this on the group's latest hit, with a narrative style, followed by a catchy-rock reading. All action indicated here. Single is "It Must Be Love" (Jakele, BMI) [2:53].

**C.W. SPOTLIGHT**

**THE CONTROVERS DON'T LET HER BE BROWN**

(Jakele, BMI) [2:49] (EMI 4071)

Here's a strong rocker side, stylish much like the groups' earlier hit, with a narrative style, followed by a catchy-rock reading. All action indicated here. Single is "It Must Be Love" (Jakele, BMI) [2:53].

**POPULAR**

**THE GALEA**

(EMI 1329) (EMI 1329)

**FOUR STAR SINGLES**

(EMI 1329) (EMI 1329)

**I'M SADDLE STRUNG**

(EMI 1329) (EMI 1329)

**BILLY STRANGE AND THE TELSTARS**

(A Lotta Limbo (Parts 1 & 2)**

(Flamin' Groovies, BMI) [2:30] (Colosseum 495)

Strong, promising instrumental wax on the rockabilly genre. The doing is still major, with the kids and this coupling could go either way. Watch both sides.

**SINGLES Reviews**
# Dot Records

## The Nation's Best Selling Records

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<th>FUNNY FONE CALLS</th>
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<tr>
<th>MOON RIVER</th>
<th>CALCUTTA</th>
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<td>Lawrence Welk</td>
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<tr>
<th>GRAVY WALTZ AND 11 CURRENT HITS</th>
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<tr>
<td>Steve Allen</td>
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### Best Selling Singles

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>Pipeline</td>
<td>Chantay's</td>
</tr>
<tr>
<td>Hot Pastrami</td>
<td>The Dartells</td>
</tr>
<tr>
<td>Gravy Waltz / Preacherman</td>
<td>Steve Allen</td>
</tr>
<tr>
<td>Granny's Pad / Blues Bouquet</td>
<td>The Viceroy</td>
</tr>
<tr>
<td>Sorry (For The Way I Treated You) / Boss Strikes Back</td>
<td>The Rumbler</td>
</tr>
<tr>
<td>I Wonder Where You Are Tonight / Dream Girl</td>
<td>Arthur Alexander</td>
</tr>
<tr>
<td>Diamond Head / How The West Was Won</td>
<td>George Cates</td>
</tr>
<tr>
<td>Meditation / Days Of Wine And Roses</td>
<td>Pat Boone</td>
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<tr>
<td>Blue (THE ORIGINAL!)</td>
<td>Bill Lindsey</td>
</tr>
<tr>
<td>Heartaches / Happy Melody</td>
<td>The String-A-Longs</td>
</tr>
<tr>
<td>Face in A Crowd / Lonely Tears</td>
<td>Jimmie Rodgers</td>
</tr>
<tr>
<td>Boss</td>
<td>The Rumbler</td>
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<tr>
<td>The End Of The World / Big City</td>
<td>The Mills Bros.</td>
</tr>
<tr>
<td>Release Me / My Smoky Mountain Home</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>Tia Juana Ball / Here Comes Mr. Love</td>
<td>Bill Giant</td>
</tr>
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</table>
### HONOR ROLL OF HITS

**THE NATION'S TOP TUNES**

**TRADE MARK REG.**

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.

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<thead>
<tr>
<th>Title</th>
<th>Week</th>
<th>Last Week</th>
<th>Time</th>
<th>Composer-Publisher</th>
<th>Weeks</th>
<th>Chart</th>
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</thead>
<tbody>
<tr>
<td>1. HE'S SO FINE</td>
<td>4</td>
<td>3</td>
<td>4</td>
<td>By Mack-Published by Bright-Timing (BMI)</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>2. OUR DAY WILL COME</td>
<td>6</td>
<td>5</td>
<td>6</td>
<td>By Hillard-Garon-Published by Rospoed (ASCAP)</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>3. END OF THE WORLD</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>By Dee-Kent-Published by Summ (ASCAP)</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>4. SOUTH STREET</td>
<td>9</td>
<td>8</td>
<td>9</td>
<td>By Mann-Apelli-Published by Kalmany (ASCAP)</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>5. RHYTHM OF THE RAIN</td>
<td>9</td>
<td>7</td>
<td>9</td>
<td>By Gummoe-Published by Sherman-Devlin (BMI)</td>
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<tr>
<td>6. YOU'RE THE REASON I'M LIVING</td>
<td>9</td>
<td>8</td>
<td>9</td>
<td>By Davis-Published by Alvis (BMI)</td>
<td>9</td>
<td></td>
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<tr>
<td>7. BABY WORKOUT</td>
<td>2</td>
<td>3</td>
<td>2</td>
<td>By Wilson-Tucker-Published by Moremac (BMI)</td>
<td>2</td>
<td></td>
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<tr>
<td>8. OUR WINTER LOVE</td>
<td>5</td>
<td>4</td>
<td>5</td>
<td>By Covey-Published by Grimm (BMI)</td>
<td>5</td>
<td></td>
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<tr>
<td>10. IN DREAMS</td>
<td>6</td>
<td>5</td>
<td>6</td>
<td>By O'Brien-Published by Audiff-Rose (BMI)</td>
<td>6</td>
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<tr>
<td>12. BLAME IT ON THE BOSSA NOVA</td>
<td>7</td>
<td>6</td>
<td>7</td>
<td>By Manc-Weil-Published by Alden (BMI)</td>
<td>7</td>
<td></td>
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<tr>
<td>11. WALK LIKE A MAN</td>
<td>9</td>
<td>8</td>
<td>9</td>
<td>By Crowe-Groves-Published by Sonnon-Garell (ASCAP)</td>
<td>9</td>
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<tr>
<td>13. WHAT WILL MY MARY SAY</td>
<td>7</td>
<td>6</td>
<td>7</td>
<td>By Vinnacch-Mer-Ker-Published by Commender (ASCAP)</td>
<td>7</td>
<td></td>
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<tr>
<td>14. I WANNA BE AROUND</td>
<td>6</td>
<td>5</td>
<td>6</td>
<td>By Blackwell-Scott-Published by Proctor (BMI)</td>
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<tr>
<td>15. LAUGHING BOY</td>
<td>2</td>
<td>3</td>
<td>2</td>
<td>By Robinson-Published by Jobete (BMI)</td>
<td>2</td>
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<tr>
<td>17. ALL I HAVE TO DO IS DREAM</td>
<td>3</td>
<td>4</td>
<td>3</td>
<td>By Bryant-Published by Audiff-Rose (BMI)</td>
<td>3</td>
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<td>19. RUBY BABY</td>
<td>9</td>
<td>8</td>
<td>9</td>
<td>By Lizer-Stout-Published by Tiger (BMI)</td>
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<tr>
<td>21. DO THE BIRD</td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>By Mann-Apelli-Published by Kalmany (ASCAP)</td>
<td>2</td>
<td></td>
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<tr>
<td>22. PUFF</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>By Yarvin-Lipton-Published by Pemprey (BMI)</td>
<td>1</td>
<td></td>
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<tr>
<td>23. CAN'T GET USED TO LOSING YOU</td>
<td>1</td>
<td>3</td>
<td>1</td>
<td>By Purna-Stamar-Published by Brenner (BMI)</td>
<td>1</td>
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<td>24. LET'S LIMBO SOME MORE</td>
<td>5</td>
<td>4</td>
<td>5</td>
<td>By Sturrus-Fontana-Published by Shab-Todd &amp; Topper (BMI)</td>
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<td>25. WILD WEEKEND</td>
<td>8</td>
<td>9</td>
<td>8</td>
<td>By Enomoto-Okuda-Published by Leth-Matth (BMI)</td>
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<tr>
<td>26. DON'T SET ME FREE</td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>By James-Jones-Published by Yes-Pee (ASCAP)</td>
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<tr>
<td>27. TWENTY MILES</td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>By Mann-Love-Published by Wincin-Kalmany (ASCAP)</td>
<td>2</td>
<td></td>
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<tr>
<td>28. HEY PAULA</td>
<td>11</td>
<td>12</td>
<td>11</td>
<td>By Hilderbrand-Published by Leblin-Matth (BMI)</td>
<td>11</td>
<td></td>
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<tr>
<td>29. YOUNG LOVERS</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>By Enomoto-Kokusa-Published by Leblin-Matth (BMI)</td>
<td>1</td>
<td></td>
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<tr>
<td>30. FOLLOW THE BOYS</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>By Davis-Muir-Published by Davis (ASCAP)</td>
<td>1</td>
<td></td>
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<tr>
<td>31. DON'T SAY NOHIN' BAD ABOUT MY BABY</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>By King-Griff-Published by Alden (BMI)</td>
<td>1</td>
<td></td>
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<tr>
<td>32. MR. BASS MAN</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>By Crystal-Published by Joes (BMI)</td>
<td>1</td>
<td></td>
</tr>
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#### Recordings Available

(Real Selling Record Listed in Bold Print)

1. He's So Fine - Cliffsides, Lions 3152.
4. South Street - Orange, Cameo 245.
5. Rhythm of the Rain - Cassette, 6526.
6. You're the Reason I'm Living, Vee Jay 4917.
10. I Wanna Be A Round - Tony Bennett, Columbia 42666.
13. I Wanna Be A Round - Tony Bennett, Columbia 42644.
15. Laughing Boy - Mary Wells, Motown 1320.
16. I've got to do is dream - Richard Chamberlain, MGM 21221.
18. Do the Bird - Dee Dee Sharp, Columbia 31547.
20. Can't Get Used To Losing You - Eddy Preedy, Williams, Columbia 42674.
22. Wild Weekend - Rebel, Swan 1144, Roulette 618.
23. Don't Say Nothin' Bad About My Baby - Billboard, No. 1144. RCA 4098.
26. Follow the Boys - Conway Twitty, Columbia 31547.
27. Don't Say Nothin' Bad About My Baby - Cookies, Dimension 1144.
28. Mr Bass Man - Johnny Cumberland, Kapp 245.

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Atlantic 2181

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JANNY JUENDEN

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THE HIPPIES

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• Records' share of broadcast time
• Share—by type of music
• Frequency of play
• Basis of selection
• Sponsorship patterns

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• Top artist background material for deejay "chatter"
• Talent buying facts and figures

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PLUS ... a FREE second color on all units of one page or more.
**HITS OF THE WORLD**

**ARGENTINA** (Courtesy of Radio Flora (Buenos Aires))

This Week's Top 10

12 | FOOT FAKE | Osio (Columbia)
11 | 4 THE NIGHT HAS A THOUSAND EYES | Bobby Van (Liberty)
10 | THE WAYWARD WIND | Frank (Columbia)
9 | ONE BROKEN HEART FOR SALE | Harmonics (RCA)
8 | IN COLD BLOOD | Springfields (Philip)
7 | JULIET | Richard (Columbia)
6 | ON TWISTLE ON THE ROOFTOP | Frank (Columbia)
5 | I LOST A GIRL | Frankie |
4 | I REMEMBER SILENTIER | The LEON, Richard (Columbia)
3 | WHEN THE NIGHT ENGULFS YOU | Frank (Columbia)
2 | ON THE TIP OF THE TONGUE | Frankie Vaughan (Columbia)
1 | SWING YOUR TAIL | Frankie Vaughan (Columbia)

**AUSTRIA**

This Week's Top 10

1 | STRANGER | Richard (Columbia)
2 | JUNGLE BOOK | Richard (Columbia)
3 | FLEETWOOD | Richard (Columbia)
4 | JUNIPERINE | Richard (Columbia)
5 | SWING YOUR TAIL | Richard (Columbia)
6 | LITTLE LITTLE TOWN | Richard (Columbia)
7 | WHAT DO YOU THINK I MAKE | Richard (Columbia)
8 | MADONNA | Richard (Columbia)
9 | BELLS OF THE CLOVER | Richard (Columbia)
10 | BONNIE CAROL | Richard (Columbia)

**BELGIUM** (Courtesy of Cadena Magazine (Midi))

This Week's Top 10

1 | TOUS LES GARCONS ET LES FILLES | Philips (Belgium)
2 | THE HONEYMOUTH | Philips (Belgium)
3 | I SAW DEATH IN THE STREET | Philips (Belgium)
4 | IF YOU LOVED ME YESTERDAY | Philips (Belgium)
5 | I WANT TO BE FREE | Philips (Belgium)
6 | COME IN THE Door | Philips (Belgium)
7 | BEHIND THE POSTCARD | Philips (Belgium)
8 | CRY MY EYES OUT | Philips (Belgium)
9 | WHAT THE HELL | Philips (Belgium)
10 | WHEN THE NIGHT ENGULFS YOU | Philips (Belgium)

**FRANCE**

This Week's Top 10

1 | SEEDY GONZALES | Eddy de Waal (Columbia)
2 | LITTLE LITTLE TOWN | Harmonics (RCA)
3 | ON THE ROOFTOP | Frankie Vaughan (Columbia)
4 | I LOST A GIRL | Frankie Vaughan (Columbia)
5 | I REMEMBER SILENTIER | The LEON, Richard (Columbia)
6 | WHEN THE NIGHT ENGULFS YOU | Frank (Columbia)
7 | SWING YOUR TAIL | Frankie Vaughan (Columbia)
8 | STRANGER | Richard (Columbia)
9 | MADONNA | Richard (Columbia)
10 | BELLS OF THE CLOVER | Richard (Columbia)

**HUNGARY**

This Week's Top 10

1 | SEEDY GONZALES | Eddy de Waal (Columbia)
2 | LITTLE LITTLE TOWN | Harmonics (RCA)
3 | ON THE ROOFTOP | Frankie Vaughan (Columbia)
4 | I LOST A GIRL | Frankie Vaughan (Columbia)
5 | I REMEMBER SILENTIER | The LEON, Richard (Columbia)
6 | WHEN THE NIGHT ENGULFS YOU | Frank (Columbia)
7 | SWING YOUR TAIL | Frankie Vaughan (Columbia)
8 | MADONNA | Richard (Columbia)
9 | BELLS OF THE CLOVER | Richard (Columbia)
10 | BONNIE CAROL | Richard (Columbia)

**ISRAEL** (Courtesy of Kol Israel Broadcasting)

This Week's Top 10

1 | FLY ME TO THE MOON | Chaba (CBS)
2 | ISLAND OF DREAMS | Chaba (CBS)
3 | COME IN THE Door | Chaba (CBS)
4 | I SAW DEATH IN THE STREET | Chaba (CBS)
5 | WHAT THE HELL | Chaba (CBS)
6 | BEHIND THE POSTCARD | Chaba (CBS)
7 | CRY MY EYES OUT | Chaba (CBS)
8 | COME IN THE Door | Chaba (CBS)
9 | MADONNA | Chaba (CBS)
10 | WHAT THE HELL | Chaba (CBS)

**ITALY** (Courtesy of Record Magazine (Milan))

This Week's Top 10

1 | UNO PER TUTTE | Tony Renzi (Vip)
2 | IO VOGANO PIU | Paolo Fresu (EFE)
3 | COME IN THE Door | Chaba (CBS)
4 | MADONNA | Chaba (CBS)
5 | WHAT THE HELL | Chaba (CBS)
6 | BEHIND THE POSTCARD | Chaba (CBS)
7 | CRY MY EYES OUT | Chaba (CBS)
8 | COME IN THE Door | Chaba (CBS)
9 | MADONNA | Chaba (CBS)
10 | WHAT THE HELL | Chaba (CBS)

**PHILIPPINES** (Courtesy of Philippine Express)

This Week's Top 10

1 | BECAUSE I LOVE YOU | Paco Espinosa (CBS)
2 | COME IN THE Door | Chaba (CBS)
3 | MADONNA | Chaba (CBS)
4 | WHAT THE HELL | Chaba (CBS)
5 | BEHIND THE POSTCARD | Chaba (CBS)
6 | CRY MY EYES OUT | Chaba (CBS)
7 | COME IN THE Door | Chaba (CBS)
8 | MADONNA | Chaba (CBS)
9 | WHAT THE HELL | Chaba (CBS)
10 | BECAUSE I LOVE YOU | Paco Espinosa (CBS)
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BILLBOARD SPOTLIGHT PICK

Pop LP Spotlight are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a spot 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.

1963's Early Hits

LAWRENCE WELK

Our Winter Love - "This is the Reason I'm Living What Will Happen Day by Day - The One of the World\nAll I Have to Do is Believe - Walkin' in Sails on Wine and Roses - Blow Me on the Bassa Nova - Rhythm of the Rain\nThey Told Me Too Much of You - I Really Don't Want to Know - Alice in Wonderland

ALBUM REVIEW POLICY

Every album sent to Billboard for review is held by Billboard's Review Panel, and sales potential is rated within its category of records. Ratings of only the outstanding LP's of the week are published, including only those reviewed by the editorial staff. This focusing attention on albums with the greatest sales potential. Full reviews are presented for Spotlight winners or Special Merit Picks, and all 4-Star LP's are listed under their respective categories.

POD SPOTLIGHT

1963's Early Hits

LAWRENCE WELK

Our Winter Love - "This is the Reason I'm Living What Will Happen Day by Day - The One of the World\nAll I Have to Do is Believe - Walkin' in Sails on Wine and Roses - Blow Me on the Bassa Nova - Rhythm of the Rain\nThey Told Me Too Much of You - I Really Don't Want to Know - Alice in Wonderland

POD SPOTLIGHT

ELDER DON

Don Wilkerson

Blue Moon

This new album to the title has been really in tune with his first "French Brother" album. He has consolidated his sound with this swinging set that has much of the same swing, but with some new songs. It's really an excellent album, and the "French Brother" theme has really helped.

POD SPOTLIGHT

JAZZ SPOTLIGHT

THE NATURAL SOUL

Lou Donaldson

"The Natural Soul" is a consistent jazz album by Lou Donaldson. It features the familiar "Bird's Nest" theme and other great jazz standards. The performance is excellent throughout.

POD SPOTLIGHT

CLASSICAL SPOTLIGHT

Mozart: Piano Concertos 8 & 27

Wilhelm Kempff, Piano

Deutsche Grammophon LP 19300 (M); SUP 136 300 (S)

Kempff's sensitive approach to Mozart's works is truly remarkable. He captures the essence of the music without compromising its integrity. His interpretation is in perfect accord with Kempff's approach, making this set a must have for collectors.

POD SPOTLIGHT

RELIGIOUS SPOTLIGHT

PETER COTTONTAIL

Disneyland LP 1324

Rabbit stories are always entertaining to little kiddies, and this collection of songs is sure to please.

POD SPOTLIGHT

COUNTRY SPOTLIGHT

COWBOY COPAS SINGS HIS ALL-TIME HITS

King 553

This package was issued, ironically, as a tribute to the late Cowboy Copas. The songs are a mix of Copas' hits and some of his early recordings. For this month's Review Panel, it was requested to focus on albums with the greatest sales potential. Full reviews are presented for Spotlight winners or Special Merit Picks, and all 4-Star LP's are listed under their respective categories.

ALBUM REVIEWS

POD SPOTLIGHT

ALBUM REVIEWS

POD SPOTLIGHT

POP SPOTLIGHT

SOUTH STREET

The Orioles

Cameo C-1040 (M)

The Orioles have come up with a fine single and this latest album features their usual tight sound and harmonies. It's sure to please fans of the group.

POD SPOTLIGHT

CLASSICAL SPOTLIGHT

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CRITICS ACCLAIM!
6 best-selling new Mercury albums

TODAY'S TOP HITS!

Go Away Little Girl
Telstar
Walk Right in
My Coloring Book
Desafinado
I Left My Heart En畚endant

David Carroll has a fine album of instru-
mental interpretations of current or report
hits here. The tunes are styled for the big
full format with tight ensemble work and
good rhythm throughout. Tunes include "Al-
ley Cat", "Teenager Rock", "Why

I'd Rather Be a Farmer" Rose and "Go Away
Little Girl.

David Carroll & His Orch.
Mercury MG 20786 (M); SR
60786 (S)

The Platters have another top-notch album
under their belts. The only thing which should
join their other hit is based on a moon
theme as the title indicates. Some of the
better titles are "Moonlight Memories., "Shine
On Harvest Moon", "Beware", "Moonlight and Roses", "Full Moon and
Emery Stones", and "I'll See You in My
Dreams.

The Platters
Mercury MG 20759 (M); SR
60759 (S)

Patti Page, recorded live at the Copa in
Las Vegas, is an exciting singer and
that exhilaration shows up on this
new waxing. The tunes range from her
hits like "Old Cape Cod" and "Left
Over" to more recent items like "That Merry
Song" and "Night and Day." And it contains such Page gems as "Dream in the Window" and "Tennessee Waltz." A strong set for the new year.

Patti Page
Mercury MG 20758 (M); SR
60758 (S)

Pop Spotlight

THINK ETHNIC

The Smothers Brothers
Mercury MG 20777 (M); Mercury SR
60777 (S)

Firsters in the new-popular act of spoofing
folk songs, the Smothers also have a sharp
and witty album here, recorded during a recent tour. Some of the
tunes include "Hava
Hava-Hash"
"Wreck of the Old 97" (Mitch, Bim) and "Wreck of the Old 97" (Milton, Billy) (2:14).

Donna Washington
Mercury MG 20780 (M); SR
60780 (S)

Pattie Page
Mercury MG 20758 (M); SR
60758 (S)

Get them now!
The BIG HIT
Sound of
BRENDA LEE

LOSING YOU

cw
HE’S SO HEAVENLY

31478
**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**

**HAIL THE CONQUERING HERO**
Peter Nero, RCA Victor LP 2698

**FROM A JACK TO A KING**
Fred Walther, FPG LP 2000

**KINGSTON TRIO #16**
Capitol T 1871

**I WISH YOU LOVE**
Arthur Lyman, Hi-Fi L 1009

**JAZZ WORKSHOP REVISED**
Columbia-Addison Justel, Riverside RM 444

**FOLLOW THE BOYS**
Connie Francis, MGM E 4123

**STEREO**

**BACK AT THE CHICKEN SHACK**
Jimmy Smith, Blue Note BLP 1417

**I WISH YOU LOVE**
Arthur Lyman, Hi-Fi S 1009

**STEVE LAWRENCE WINNERS**
Columbia CL 8753

**PAUL AND PAULY SING FOR YOU LOVERS**
Philips 900768

**ALBUM REVIEWS**

**SPECIAL MERIT PICKS**

**JACKIE BISHOP**

JACKIE BISHOP'S TUNES Include Songs By DORIS AND ARTHUR PEVINY Columbia CL 1934 (M) CL 3974 (S)

JACKIE BISHOP's New York sound with Buddy DeSylva and his band has been further enriched by Jackie's new and old records which have been added to his list of commercial successes within their respective categories of music.

**GOLDEN HOLLYWOOD THEMES**

Harold Bradley, Decca DCL 4502 (M) CL 7438 (S)

This LP's twenty finely selected pieces of Hollywood Soundtracks made famous by such notable singing stars as Doris Day, Judy Garland, and colorful supporting players in the great films of yesteryear. Each selection has been recorded by Harold Bradley and his State of the Art studio orchestra.

**EOLSA NOVA GOES TO NASHVILLE**

Horrid Bradley, Decca DCL 4502 (M) CL 7438 (S)

Columbia CL 1944 (M) CS 8814 (S)

Bradley's film scores may represent an entirely different field of entertainment. In this LP, however, his versatile talents are shown in an entirely different direction. The LP's twenty finely selected pieces of Hollywood Soundtracks made famous by such notable singing stars as Doris Day, Judy Garland, and colorful supporting players in the great films of yesteryear. Each selection has been recorded by Harold Bradley and his State of the Art studio orchestra.

**GOLDEN FAVORITES**

George Shearing, Decca DL 4929 (M) DL 4929 (S)

This LP's twenty finely selected pieces of Hollywood Soundtracks made famous by such notable singing stars as Doris Day, Judy Garland, and colorful supporting players in the great films of yesteryear. Each selection has been recorded by Harold Bradley and his State of the Art studio orchestra.

**SPECIAL MERIT PICKS**

**JAZZ SPECIAL PICKS**

**THE CLOZON PLAYS FIRE DOWN BELOW**

Precisely PR 7263

Ted Cook prepares his first album for the label in most distinctive style. The monochromatic plan in and out of story is brought to a climax with instrumental leasing on a flash of standard and then unexpected melodies. "Baby, Baby, Baby, Baby, Baby... Bye Bye, Show Me" and "Fire Down Below".

**VERDI: LA TRAVIATA (2-12)**

American Gramophone SG 75394 (M) SG 75395 (S)

This is a fine recording. This version of one of the famous Italian operas, has an old-time audience appeal, and has been recorded by numerous performers from a number of countries. It features the famous "Requiem" and the old-time appeal of the "Rondel Quartet on Columbia," whose reputation more than makes it laugh to be heard.

**REDHOUND'S STRING QUARTETS, OP. 9 (2-13)**

Amateur Quartet. German Gramophone SG 138 823/4 (S)

From the standpoint of quality, these performances rank as the best chamber music on disk. The six concert-quality chamber works by Brahms, Mendelssohn, Schubert, and the world famous "Kreutzer" and "Ricordanza" quartets by Beethoven, will be heard with keen interest and with interest.

**MEET MARTA PARIENTE**

Golden Crown CC 7014

This LP's twenty finely selected pieces of Hollywood Soundtracks made famous by such notable singing stars as Doris Day, Judy Garland, and colorful supporting players in the great films of yesteryear. Each selection has been recorded by Harold Bradley and his State of the Art studio orchestra.

**NOTING BIG**

Troubadour, Mollison WP 1614

A fresh folk sound is offered by the 26-year old Troubadour Singer, supported by Wray Stand on bass and Jim Reins on guitar. Bill Doggett, others. King K 8289.

**ENCHANTMENT FROM HAWAII**

Hawaii Islanders. canon CL 1635 (M) CS 1583 (S)

**THE GOLDEN COUNTRY AND WESTERN HITS**

Hank Turner, Columbia CL 1958 (M) CS 1875 (S)

**SPECIAL MERIT PICKS**

**14 SACRED SONGS BY GRANDPA JONES**

Kings 022

Here's a collection of past vocal recordings by a well-known American Folklorist (unofficially) from Harry Franklin. Though uncredited, these songs have had a long run on folk shows and in England. All the best, and the new ones too. With the poster for folk's sake. The LP's twenty finely selected pieces of Hollywood Soundtracks made famous by such notable singing stars as Doris Day, Judy Garland, and colorful supporting players in the great films of yesteryear. Each selection has been recorded by Harold Bradley and his State of the Art studio orchestra.

**SACRED ARTS FESTIVAL**

Various Artists. Deutsche Grammophon LSG 2351 (S)

**THE LEGENDS LET LOOSE!**

Ernie Elvin ELP 191

**ADRIANO CELENTANO**

Veavon LP 411

**LOW PRICE POPULAR**

**WHERE DID THE NIGHT GO?**

Lion's Game, RCA Camden CL 738 (M) CAS 738 (S)

**THE POET AT THE ORGAN**

Jex Crawford, Victor VLP 2694

**SPECIAL MERIT PICKS**

**JAZZ SPECIAL PICKS**

**THE ALL YEARS IN REVIEW ODEOGY OPL 1001**

Here is an infectious and successful collection of many of the best jazz hits from the early days, and have developed during their 20 years a connoisseur and even though the present 10-12 years are also as the years of the 1930's. Greats like Jack Teagarden, Bobby Hackett, Billie Holiday, Frank Sinatra, Harry James, and others offer, let us all of the great hits of the jazz world.

**DOCUMENTARY SPECIAL MERIT PICKS**

**THE GREATEST HITS OF 1930 YEAR IN REVIEW**

Greatest OPL 1001

This LP's twenty finely selected pieces of Hollywood Soundtracks made famous by such notable singing stars as Doris Day, Judy Garland, and colorful supporting players in the great films of yesteryear. Each selection has been recorded by Harold Bradley and his State of the Art studio orchestra.

**GOLDEN BELLS**

Harmonium, RCA Victor JOY LP 5507

**THE HARMONIZING FOUR are one of the truly versatile groups in the entire field.**

**EARLY STAN**

Max Coll, Jacks, Jimmy Stewart and Tony Gibbs. Prestige PR 7255

**J.J. JOHNSON**

Looking Back. Prestige PR 7325

**THE GIANTS OF JAZZ**

Various. Capitol CL 1979 (M) CS 8789 (S)

**CLASSICAL**

**MADDAZA MADER**

American Gramophone LP 192 (M) SG 13366 (S)

**MOZART: SERENADE NO. 10**

Various. American Gramophone LP 192 (M) SG 13366 (S)

**BARTOK: VIOLIN CONCERTO No. 2**

Various. American Gramophone LP 192 (M) SG 13366 (S)

**LOW PRICE CHILDREN'S MUSIC TO MELODY**

Composers. Concordia DQ 1323

**THESE NEW ACTION LP's**

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**MONO**

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Columbia CL 8753

**PAUL AND PAULY SING FOR YOU LOVERS**
Philips 900768
DIE (John F. Kennedy) will hold a press conference next Monday to announce that the "Serenade" release has been canceled out. Timi Yuro is currently featured at the club...
Of "The Portrait February an English-

Tune Not Copy, London Appeal Court Rules

LONDON—Peter de Angelis' song "Why" was not copied from "In a Little Spanish Town," three judges stated in the Appeal Court here ruled. Any similarity between the two tunes was a case of "accidental coincidence."

Two publishing houses, Franch. Day & Hunter, London, and Leo Feist, New York, had appealed against a decision on June 26 that Justice Wilberforce in the London High Court that "Why" was not a reproduction or adaptation of part of "Little Spanish Town."

An injunction to restrain Syd-

ney Bron and the Debmar Pub-

lishing Company of London from reproducing "Why" and a claim for damages for copyright infringement was refused. The Appeal judges upheld the original decision of the High Court that the copied costs to F.A.H. and Feist were officially estimated at $16,000.

In their decision, Lord Justice Wilberforce said that "Spanish Town" had appeared in booklets for popular
diy. De Angelis denied hav-

ing any knowledge of the music, tune, or consciously hearing it. In the original hearing Judge Wilberforce said there was insufficient material to justify the inference that De Angelis had copied even unconsciously. For F.A.H.-Feist it was suggested that "that reproduction" must be identical reproduction; but this offended against common sense.

MARCH 30, 1963

BRAZIL

New Oseas Law Causes Contusion

By MAURICIO QUADRI

Ria Vizcaya, Rio de Janeiro 125, 4

The new law of profit trans-

fers to foreign countries voted by the Brazilian Senate and signed by its President, Senator Auro Moura Andrade, has cre-

ated some misunderstanding in many fields, including publish-

ing and musical publishing indus-

tries.

The law as finally approved, contains many regulations regarding remittance of profits foreign companies will earn in Brazil as well as royalties.

While the new law of profit transfer to foreign companies is not attractive to producers, the new law of royalties has the interest of publishers and record firms. In any case many record companies and publish-

ers represent North American firms in Brazil and throughout South America.

Directly related to the music-

ian, the law gives the right to the publisher for the first 10 years of the copyright to collect the compositions and the right to be paid 5% of the sale price for the sale of the record. The law is a part of 321 and 232 issued by the Cur-

rency and Credit Control Board of Brazil for the purpose of stimulating interest in music as a business and for the sake of stimulating the music industry and the public.

The law was voted by the Senate on March 15 and approved by President Auro Moura Andrade on March 22.

To be sure, the law has changed the conditions under which the music business has to function in Brazil. The law is not yet effective.
Peer International and Southern Music, respectively. However, Peer does not establish clearly any difference between artistic and industrial copyright. Peer avoids the taxations of such remittances, he added, because it is not taxed due to Article 203 of the Brazilian Constitution which exempts such payments from tax. His company transfers version just about the author's rights: the profits do not leave the country.

Oswaldo Santiago, president of U.B.C., the organization that collects and distributes authors rights in Brazil, pointed out however, that the law as sent to the SUMOC a request, asking for immediate liberation for all Brazilian musicians.

**Bossa Nova**

The first hit in English in Brazil has been recorded by RCA with the pianist and singer João Tom Jobim and the singer Newton Fairchild. The song is "The Girl from Ipanema" ("This Is True Bossa Nova"). Nat "King" Cole sings big hits in Spanish in his new album released by RCA Victor, "Spanish Lace". "I Don't Wanna Cry" was recorded in Portuguese by João Gilberto, "Vida"

CBS songwriter Vandella, success with the single "Remember Me, Too," recorded her first LP album and singles, already on the market. Songwriter for the "Bossa Nova" (the "Best" 1962 singer --- recorded her new bossa nova album by U.S. request.

"Voa Pasarinho" ("Fly Little Bird") by Brazilian songwriter Rossini Pinto, an artist of the young generation of songwriters, also in the Brazilian version of "False Lady" following the show's success, is gaining good sales.

**BRITAIN**

**Continental People Overrun London**

By DON WEDGE

New Musical Express

By the end of last week London was losing all its afflites from the Continent. The 15 other competing countries in the song contest brought a deluge of artists, songs and media, all supported by television and radio promotions. The Gallic visitors, like "Elle Etait si Jolie" ("She Was So Pretty"), were a party for its French affiliates and Alain Barriere, who both won top spots in the charts. With him was musical director Frank Pouton.

**Visitors**

Pet Clark was due in Paris last week for foreign language recording at Pye. Henry Mancini, here, writing a film score for French films, leaves for Paris on March 23. Nat Cole now set for the German tour. Peter Pettigrew conducting the Ted Heath band--- from July 13. Paul and Paula are due in for Germany and other European countries. Caterina Valente is due in April for London, she is due in for Munich and she'll tour with Johnny Keating. Peter Pritchard of the Grade Organising firm in New York with Ed Sullivan about European talent appearing on the latter's TV series.

**Plan Tours**

**Top U.S. Disk Acts**

By KEN STEWART

Irish Times Ltd., Dublin

Promoter Phillip Solomon has arrangements with the State Radio Orchestra of Norway, Sweden and Finland, and he is currently in New York to discuss further arrangements. In London, the 3rd group by the new talent of two decades, the Beatles and Bill Haley. The Abbeys are in on Tuesday night. Brenda Lee show in Belfast,
when answering ads . . .

Say You Saw it in Billboard

when answering ads . . .

Say You Saw it in Billboard

when answering ads . . .

Say You Saw it in Billboard
MANAGEMENT AND THE DISK JOCKEY: Last week we had heard the same good dish -- the present generation of cessationists was very little about the problems and limitations surrounding the deejay, firming his freedom of action. The circumscribed area within which the disk jockey exercises his talents is known as "station policy." This is simply another way of saying "what management wants."

Station policy controls the kind of music to be played, the range of disk jockey discretion in programming his own show, the amount of humor he may—or must—use, the handling of time, temperature and weather, the order of presentation, the order of production gimmicks, the frequency of call letter and personal name mention. And how readers know quite well, these requirements vary considerably from one station to another.

In the "early" days (pre-1950) of the name disk jockey, he was pretty much his own boss. The main considerations were his ratings and the amount of revenue they attracted. He selected his own music and performed as he felt specialist in the field. The man preceding or following him often played a different kind of music. Each disk jockey set his own music policy, within very broad limitations.

Top 40 changed that. One by one, the big name disk jockeys found themselves making the switch from the solid clash change from a pop station whose music was dependably the same day and night. The concentrated power of the top hits was too much for many disk jockeys to resist. The end result was, the major hit songs were hearing the music of the hit songs.

MUCH THAT WAS CREATIVE was lost to modern radio with the passing of the big name disk jockey. Much that was stereotyped—almost ritualistic and certainly stilted—and hence requiring occasional refreshing from the top 40 disk jockeys was almost a robot, with little to do besides time, temperature, the chart numbers and the record, and an occasional pick "destined for future popularity."

As top 40 outgrew its early childhood, a handful of progressive programs were born that, while much audience wanted the top hits, they also preferred having them presented by human beings rather than automatons. The disk jockey began to re-emerge as a vital factor in program appeal.

Little stations and big ones are now trying to solve the problem of dealing with disk jockeys to cater to a broad and efficient music policy. There is endless experimenting going on. Disk jockeys are encouraged to be "personalities"—to sparkle with clever sayings. Some disk jockeys have their own private gags files. A few stations have libraries of wit and humor, from which the air men are expected to draw. There are syndicated gag services in circulation. Some stations are even offering to pay disk jockeys with clever material. Apparently the humor factor bulks large today in the thinking of the station manager.

The function of the disk jockey in building his own show is, of course, much more restricted on top 40 than on "better music" stations.

But in the interest of disk jockey growth, here are a few tips for those who have hit bottom on the disk jockey show.

AMONG TOP 40 STATIONS, opinion seems divided as to whether the disk jockey to play "adult music" or to stick to the hits. Some feel that he operates better through the exercise of spontaneous choice as he goes along. Others believe that a planned show is more likely to produce good music. This is a question that, particularly, the requirement of writing out in advance the order of records is very important. The disk jockey himself has the advantage of the staff. In a few cases—successful, I might add—the music director himself programs every disk jockey's show, and deviations are permitted only in exceptional cases.

Even in the early days of top 40, management noted one difficulty: Disk jockeys with no responsibility for picking the records were losing contact with the music world. As they lost touch, they also lost interest, and that's just how they sounded on the air. To counter this shortcoming, many stations instituted the weekly staff meeting.

The music director plays a group of new releases for the assemblage of disk jockeys, and at each meeting the members on those sides receiving a big majority (two-thirds or more) could be included in the new playlist. The system is analogous to most promotion people, who would prefer to focus the efforts on a single arbiters rather than on a group. Weekly meetings may be cumbersome but they are an absolute must because they give each disk jockey a sense of responsibility for the new music selected.


Stockton (Ken Wing-KJQY): Top five request action: "The Reverend Mr. Black" (Kingston Trio-Capitol). Good phone action: "Mama, Please, Call My Name" (Van Peebles-Columbia).

Wooster (Dick Smith-WORC): Boss Record: "Memory" (Reynettes-May). Picks: "One Boy Too Late" (Mike Clifford-UA). and "Two Kinds of Teardrops" (Del Shannon-Manhattan Top). Milwaukee (George Michael-WRIT): Fast Takeoff: "Hey Little (Continued on page 40)

WVL in favor of New York City. Larry Ford moves into radio eastern offices and the "Afternoon" slot at WCRQ, Johnson-Page, Pa., as WHBC, Har- risonsburg, Va. Bill Baker returns to KILE, Galveston, Tex. After a year's absence. A new series of programming at KCOK, L. A. has been named program development manager for the television division of Sterling Broadcasting Company. A completely new "sound" has been effected by recent WHN-Storer Radio in New York—personality changes: Bob and Ray now move to the early morning, 5:30 to 9 AM. Jim Amsco—fresh from the Coast—takes over the 7 to 10 p.m. program, newly created for him. In additional realign- ments, WN is scheduling Haps Anderson from 2 until 7 p.m., with Dick Shepard taking over from 7 p.m. to midnight. Dean Hunter continues to hold the midnight program which runs from 11:30 p.m. to 6 a.m.

OUT OF TUNES: "Uncle" Al Robinson of KOV, Bauspurt, La., is leaving the scene after stepping up the change in his program. Another factor in stepping up the change besides the format change instituted by WTRC, is the new personnel. WTRC (Time-Life Broadcasting) dropped its network affili- ation and this shift completely re-organized the program. A new opening presented by the London programming for the network radio available to the national networks that feature pre- release playback. They guarantee a spin on what programs will be heard by over 80 million people.

The station, which broadcasts with no independent direction daily and day 500 watts, directions at stations across the United States. The national demographic audience for radio listening is a result of the subscription to primary listening to WTRC in radio reports. The station reports have the 10:00 AM-11:00 AM...
"ONE-STATION TOWN"—

How can a city hear this lament from a pro-
motion man? This sad fact is faced by the record locker over the
country. You know what we mean—when a station in
WKWB—in Cleveland, it's WHK—in Philadelphia, it's
WIBG—in Detroit's KBFW. The list is lengthy.

As we travel this lament of the
free and the home of JFK, we
have sat over many a coffee
and listened to the tales of men, distri-
tors and manufacturers and dejays bewail this unbalanced situation. Some stations don't
have another door to open. Their promotion activities are
necessary.

It isn't even a matter of "pro-
motion" as we describe the game. It boils down (unfor-
natitely) to a simple case of politi-
c

In a few markets this situa-
tion is changing. In Chicago, where WLS has ruled the
roost (by the usual manner in these market
n the usual manner in these No. 1 of
the entry of WNYR in the
week, the change is
big difference. In Pittsburgh, a record has been a hit or a miss, and its play by
KOV (with an assist from KDKA), the entry of WEEP has brought hope on
that horizon.

WE BESTED TO ADD that
what there was only one station in any of these of
these "one-station towns." The
FCC has licensed more
than one station in any one of the
areas. What they have not done is an
excellent job making a dollar and possibly have a handsome rat-
ing, however, currently the value of that could be questioned in
the show business (concerts and
cafe). What is a fact is that

one station in a goodly share of the
of the record store manager's
head and shoulders over all others when it comes to making
hits and selling the volume of
records.

There have been efforts by other radio station operators to
dent the monopolies—efforts that have failed for a
good share of the failures to pay their staff more than the
duly required salary. Another is the failure of promotion
either to catch the ear of the
many station managers. A good many station
be those discovered that jingles and a
"hit list" are not the answer.
A elusive element to try to find. In
some instances the whole story
be boiled down to a simple
of pride. ("What's
Our station play that on our air?"

Possibly the answer lies in WLS, where federal regu-
lation can raise the issue to the
point where public clamer
that a number one or number
competition in a market. It's about
that time we accepted the
fact that the so-called modern sound is here to stay.

MUSICAL MISH-MASH:
Bob Marley, the reggae
in a phone booth at the
Park-Sherton. He's brother,
earthquake. He's a mem-
ber of the Crew tribe) standing
by the boy
gos. . . . Bob Marley's right-
hand man, "Uncle Rocky,"
a oddity in the record biz be-
cause he's a down-to-earth
type of guy! In Philly: the
Mother's Club that is comprised
entirely of the male sex. All
members of the band's in the rec-
and radio biz (also TV).

MUSIC NEWS:
Continued from page 39

One (Dorsey Burnette-Era). This oldie is stirring new interest,
will be
on this week. It is
Denver (Johnney Rowe-KTLN): N. little Bird" (Pete Jolly-
Tri-Ava) and "Torn Cat" (Rooftop Singers-Vanguard). Fast response
preferred.

Los Angeles (Don Anti-KFWB): Top five sales "Pipeline" (CharityDot). High-jumping: "Surf USA" (Beach Boys-Cap-
ti). "Swingin' Boogie" (Ferry Fortune-Park. Avc., Discovery: "Callin' All Cats" (Davey Simon-Vim).

Hartford (Bartha Porter-WDRC): Big sales: "Hot Pastrami" (Dar Ornstein's "When Is Love Coming?"
Columbia). Local item that's selling: "The Wiggle" (Dacki Dardi-
FINDS A NEW HOME

WILSON AIRER SYNTHETIZED

NEW YORK—Earl Wilson's
"Celebrity Column" radio show
which emanates five times-
week from the Pacific Alley
of the Waldorf-Astoria Hotel,
will be made available through
syndication to local radio
stations.

The show premiered nine
weeks ago on WIRZ, Newark,
N. J., and is heard from 11:05
p.m. to midnight.

The show is being offered on
a 13-week minimum basis. Dur-
ing this time period, the
subscribing station will be sup-
plied with a minimum of seven
thirty-minute shows each week.
Not less than 91 five, 20, or
15-minute shows each feature-
ing Earl Wilson interviewing a
big name personality.

Station Changes Face

Continued from page 39

WILSON AIRER SYNDICATED

NEW YORK—Earl Wilson's
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Not less than 91 five, 20, or
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big name personality.

Station Changes Face

Continued from page 39

WILSON AIRER SYNDICATED

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big name personality.
Another Photo Firm Adds Tape

CHICAGO — Argus, Inc., leading photo equipment manufacturer, has entered the tape equipment market, with an introduction last week of three recorders, the Argus 800, including a four-track stereo and mono recorder and the Argus 200, a two-track recorder and playback unit. Each of the three new sets has an output of 12 watts and each is a portable.

Herbert R. Leopold, Argus president, said, "We are extremely proud of the high-quality line of recorders. These units follow the quality product standards for which Argus has stood for some 25 years."

"The tape recorder market is growing tremendously as all the facets of electronics in our present economic climate and the outlook for the future is for the market to double in the next five years. Our program is taking a larger and larger share of this market. We feel that more models will be forthcoming before the end of the year."

Camera Stores Seen Adding Record Lines

NEW YORK—Willoughby’s, large retailer of cameras and related equipment, may soon be merchandising records. In addition, Peerless Camera stores, now a part of the chain over - all corporate structure which Willoughby’s operates, may also return to disk selling in the near future.

Peerless dropped records several years ago in order to devote greater store space to sell audio equipment, on which better profit could be realized. Peerless is expected to return to the field at the time by Jesse Selzer’s Rensel Trading Company.

Peer Tonzale, controller at Willoughby’s, said last week: "We’ve been thinking about records for some time now, but with the current tie-in with our audio equipment sales, the pressure of the other department heads is so great, it seems that our plans will have to take a back seat for the time being."

Columbia Shifts Accessory Sales

NEW YORK—Accessory merchandising activities at Columbia have been shifted from Columbia Record Distributors, Inc., to Columbia Record Sales Corporation, according to Bill Gallagher, marketing vice-president at Columbia.

James Sturfling has been transferred from the marketing staff to CRSC as product manager. In addition, Jack Harris, Harold Schwabe, Joe Rollly, Frank Richter and Bedford Dennis have all been transferred from CRDI to CRSC.

Bill Dana Goes Own Show Next Year

NEW YORK—Kapp recording artist Bill (Jose Jimenez) Dana will have his own TV show on NBC, Sundays at 7 p.m. during the 1962-1963 season.

"The Bill Dana Show" will be a filmed half-hour situation comedy centered around the day-to-day misadventures of Jose Jimenez, a wistful, comic Latin American elevator operator in a luxury apartment building.

Dana, who has recorded six selling comedy albums on Kapp Records, has appeared in editor, radio spots across the country in Jimenez routines, and has portrayed the little Latin American on programs including "The Danny Thomas Show," "The Garry Moore Show" and "The Ed Sullivan Show."

HOFFMAN MAY RETURN TO SELLING PHONOS

LOS ANGELES — Hoffman Electronics, once the maker of a de luxe line of stereo high fidelity and TV equipment, is considering returning to the phonograph field. The firm withdrew from the manufacture of home entertainment equipment exactly two years ago.

At the time, H. Leslie Hoffman, chief executive officer of the firm, explained that Hoffman found it could no longer build its traditional level of quality into the line and come out with a satisfactory profit level at prices prevailing then.

A spokesman said that currently, the matter is under expiration, with no decision yet arrived at. In any event, TV production would not be resumed.

The thinking now lies strictly in the photo field, with considerable thought being given to the idea of having Japanese manufacturer build electronics elements in Japan and sell them to American firms to handle cabinet production.

According to stories appearing in the local daily press, Hoffman management is believed to have been motivated by the success it is now enjoying with solar cell radars, tape recorders and battery-powered, portable phones, all made to its specifications by Japanese firms. The company is also said to be seeing the current stereo market as improved over that of two years ago.

DECCA BRINGS OUT CARRIERS

NEW YORK—Decca Records has introduced a new line of carrying cases as companion accessories to its phonograph line. The cases are priced at five dollars for LPs and three for singles. Suggested list prices range from $1.59 to $4.75.

Model DF712 handles 50 seven-inch disks and lists at $1.59. Other units include Model DF76 (80 seven-inch records $2.95), Model DF126 (24 LPs) $3.25, Model DF812 (50 seven-inch records) $2.10, and Model DF1200 (36 LPs) $4.75.

Despite increased competition, last year, the average price of a phonograph rose—largely because of increased emphasis on high-end portables and radio-equipped consoles (including FM stereo). It’s estimated that the average factory price of a phonograph sold in 1962 was about $98, up from $94 in 1960 and 1961. These are factory prices, and the differential at retail should have been greater.

The PHONO-BUYING public is being sold up, 1962 statistics show. Of course, there is no such thing, but if you were the average dealer in packaged phonographs (both portable and console), here’s how you fared in terms of increase over 1961:

You sold 24 percent more phonographs, but your gross on phono sales was 28 percent better than 1961. Approximately 73 percent of your total sales were made to your present customers.

Also, 1962, with no price competition last year, the average price of a phonograph rose—largely because of increased emphasis on high-end portables and radio-equipped consoles (including FM stereo). It’s estimated that the average factory price of a phonograph sold in 1962 was about $98, up from $94 in 1960 and 1961. These are factory prices, and the differential at retail should have been greater.

RESIDENTS of your city, sales, more than 70 percent had radios in them, an increase over the previous year. Your sales of radio-equipped portable phonographs didn’t amount to much either year—4 percent of portables in 1962 were radio-equipped, an amount decrease from the 6 percent of figure of 1961.

Of your radio-phonograph combinations, some 44 percent were equipped with multiplex tuners to receive FM stereo broadcasts without further modification. This was virtually all new business, as FM stereo was in its infancy in 1961 and very few stereo-equipped radio-phonograph combinations were sold then.

You sold 31 percent more of portable phonographs than you did in 1961, and 12 percent more of consoles. In your mix, portables represented a greater portion of your business in 1962—about 67 percent, meaning you sold more radios than consoles.

The preceding year, however, portables accounted for only 64 percent of your unit sales.

Despite this increase in ratio of portables to consoles (though you sold more of each than in 1961), most of the portable increase probably was in relatively high-end merchandise. Your sales of stereo portables increased 38 percent from 1961 to 1962, while your sales of monophonic portables went up only 20 percent. In 1961, 59 percent of all retail phonograph sales were stereo, and in 1962 the percentage went up to 63 percent.

Perhaps the most surprising fact about 1962 phono sales is the pattern of sales by months. Last year, at least 70 percent of all retail phonograph sales were made in the last half of the year. This compares with about 60 percent of 1961’s total sales in the last six months of that year.

This unusual pattern is something of a mystery. It can’t be explained on economic grounds—although all consumer business did pick up somewhat in the second half of 1962. Nevertheless, other home entertainment products did not follow this pattern, as phonos. The last half of 1962 accounted for about 57 percent of television sales and about 60 percent of radio sales—relatively normal seasonal ratios.

One possible explanation which may have some substance is that phono sales began to soar after the new models reached dealers’ windows around midyear. There’s no question that last year’s new models were far superior to anythig introduced from 1961. The trend was for retail. The only statistics available represent factory shipments. But they tell us quite a bit about how the packaged phonos business fared last year and what should be the areas of greatest improvement this year.

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new stereo amplifier kit known as model LK 30. The 30-watt amplifier features a tape monitor, front-panel stereo headphone output, aluminum chassis and scratch filter. Package contains full-color instruction booklet, kit-pack container and precut wires. Suggested list is $99.95.

De Luxe FM Models

Fischer Radio Corporation has introduced three new De Luxe FM stereo receiver models, including Model 800-C, pictured here. The unit employs 75-watt stereo multiplex receivers, plus an AM FM, and in wide-bandwidth switch. The 800-C carries a suggested list price of $499.50.

Emerson Model

Emerson Radio has introduced Televox tape recorder model MM213, a two-track monaural unit with a six-watt output and capacity for seven-inch reels. The 16-ganged unit is housed in leathertone cabinet with saddle stitching and is available in brown and white trim. Successor to last year’s successful MM113 model, the new unit has a $79.95 suggested list.

models up to $750 in the high-end, stereo-recording bracket. Smitty’s Big Town makes no attempts to go into elaborate, technical discussion with customers. Instead, salespeople simply give a straightforward statement and demonstration of what every recorder can do, backing it up with unconditioned guarantees. The store resists to carry any line of recorders which has a questionable service record or history.

Bringing the recorder department into the fastest-growing community in the country, pulling thousands of tourists every week during the year, the new Smitty’s store expects to sell upward of 350 tape recorders for its first year.

**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 for each brand is its share of the total number of weighted points each brand has scored for sales at the various outlets that were listed for the month. The brands that appear in prominence or in a category for a given period do not happen to merit listing above those shown below with their rank order in the issue indicated in parenthesis.

12/22/62 Issue: Motorola (4).
9/22/62 Issue: Curtis-Mathes (4); Motorola (5).

**DEALERS FOR DEALERS**

A summary of promotional offers by dealers for manufacturers and distributors currently offering records at special prices. Those shown as available or in existence do not as a rule involve the date of issue and page number of the original news story and / or advertising present in this special promotion. Please consult these for full information.

**EPIC**—Expires March 29, 1963. Started March 4, 1963. Special 15 per cent discount on purchases during allotted time of seven new releases and 30 per cent discount on all other albums which appear after this date and for any period other than the previous month. These brands that appeared in previous month’s listings for the category and do not happen to merit listing above those shown below with their rank order in the issue indicated in parenthesis.

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RECORD PROMOTION & PUBLICITY

NEW OFFICES = NEW LOCATION

Same great promotion know-how

JOE PERTALIA

Record Artists Representative
Park Sheraton Hotel
Suite 264 55th st. of 7th Ave.
New York 19. N. Y.
Phone: JU 6-935

NATIONAL DISTRIBUTION

Singles & Albums

"TOP NATION-WIDE PROMOTION"

No tapes-please.
daily-records only.

NATIONAL ENTERTAINMENT CORP.
2005 Biscayne Boulevard
Miami, Florida
374-1231

NO JOB TOO SMALL—QUALITY PRESS
FREE— Guaranteed. Phone: 643-1276

RECORD ACCESSORIES & DEALER FITTERS

HIGH TICKET RECORD RACK—

HIGH PROFIT-MAKER!

Our #983X retails for $9.95. holds 120 records. made from clear
plastic wheels. Knocks down into small size.

See your distributor or write for latest catalog of the most diversified
record rack line.

ART-PHYLICAL

508 West Parkway Avenue
Newark, N. J.
N. Y. 2-9-2503

RECORD STORES

Increase Selling Efficiency

The original and most permanent record selling service. Enables the
most limited record stores to realize maximum profit. Church and
movie club membership is one item in list with no need to refer to
professional. Facts proved, 1919-29, of cost

RECORDAID, INC.
P. O. Box 3163 Philadelphia 38, Pa.

USED COIN MACHINE EQUIPMENT.

PARTS AND SUPPLIES

WANTED TO BUY

COIN ROLLING MACHINES, ANY BRAND,

Gilbert, Harwood, Sharpsteen, V날.

BUSINESS OPPORTUNITIES

"YOU HAVE YOUR OWN BUSINESS"

Talk about your present plan to put

YOU in the Custome rental business.

You can expand this business from

your home or in a store. You'll learn how to get customers among other things.

Write or call Mr. Stendel

1113 Walnut St., Philadelphia 7, Pa.

WANTED: 1 1/2 BOOK FURNISHED

apartment, preferably with gas heat

TICKET 5577.

WANTED

Musical Entertainment Group
Non-union, 3 to 4 Men for long term engagements in Chicago, Fla. 3 to

Suites. Salons and Gold Nugget Saloons.

Box 1428, Phone: Elgin 6-5371

SITUATIONS WANTED

Available

Vassar-Page Group

The kind that brings in the business. Satisfaction is our aim.

ROBERT BROWER

18492 Indian Ave. 

Dorrant 40, Math. Phone: Ke. 7-3751

HITS OF THE WORLD

Continued from page 28

5 6 WALK RIGHT IN—The

Random House (Doran)-Soutborn Music

6 KONGTONG—Starr

Kempfert (Polydor)

7 KNIGHTS—Rock

Merkel

8 5 DIAMONDS—Jet Harris &

Tony Morley (Decca)

9 - THE LOST LADY—Day & Hunter

6 patchay (Phillips)—Alder Music

10 8 THE LONGEST DAY—Mich

Miller (CBS)—Robbins Music

SPAN

(Configuration Disques, Madrid)

Estamos en los siguientes:

This Last Week

1 BALADA GUTANA—Diego

Domingo (Voz de su amo)

2 2 ESO BESO—Pauly

Antonio (Voz de su amo)

3 3 EL PECADOR—Lucha

Gatica—Mercury (Voz de su amo)

4 ISO CRUZ—Pat Brown

(Dot-U. S. A.)

5 JENTES SIFFLER LE

TE UNO—RCA—Robert Mellin

6 6 I CAN'T STOP LOVING

YOU—Ramirez—ABC (Parcento

Unicals) (Mercury—Unicals)

7 7 LIMBO ROCK—Chuckie

Checker (RCA)

8 8 CUANDO CALIENTA

EL SOL—Hernandez (Mercury—

Unicals) (Mercury—Unicals)

9 9 A STEEL GUITAR AND A

GLASS OF WINE—Paul Anka

(RCA—Buenos Aires—Mercury—

Unicals) (Mercury—Unicals)

10 10 MEDIANOCHE EN MOSCU

Voz de su amo—Mercury (Voz de su

amo) (Mercury—Unicals)

SWEDEN

"Dohem Local origin

This Last Week

1 I SAW LINDA

BING CROSBY (UNITED—Sweeties)

2 2 DE TUSEN TIDER—Lund

Lund—Lund (CBS)

3 3 KIS ME QUICK—Evita

(CBS)

4 4 DESCANZA—Juan Getz

(Decca)

5 5 HEY PAULA—Paula

Lei—Evita (CBS)

6 6 MUSICAL MISSION—Carlos

Duarte—Voz de su amo

7 7 RANCHERIA—MEJ—Bert (RCA)

8 8 KARLEK PA INCLUDING

(Mercury—Unicals) (Mercury—

Unicals)

9 9 FRIEND OF MINE (JAG—

Olivier—(CBS)

10 10 BACHELOR BOY—Kirk

Dorack (RCA—Colombia)

URUGUAY

(Courtesy La Musica, Montevideo)

This Last Week

1 LIMBO ROCK—Chuckie

Checker (RCA)

2 2 KIS ME QUICK—Evita

(CBS)

3 3 LA NOCHE DE TU AMOR—

Tanto—Marcelo Morales (CBS)

4 4 ESPEJAR—Prohibido Rico

(RCA—CBS—Edén)

5 5 DAMA FELICIDAD—Enrique

Guzman (CBS)

6 6 EL CRUZ—Bego (RCA)

7 7 EL CRUZ—Bego (RCA)

8 8 LINDA MUCHACHITA—

Contra (CBS—E) (CBS)

9 9 SPEEDY GONZALEZ—Pat

Brosnan (CBS)

10 10 PEDRIZ—Pat Brosnan

(CBS)

(Owner)

(Owner)

(Owner)

(Owner)

(Owner)
Some people call it a jukebox. Others call it a phonograph. If you want to get fancy, you can call it a music system, coin-operated.

Call the Rowe AMi coin-operated phonograph what you will, its first and last name is MONEY-MAKER.

That's because Rowe has all the features you need to make money in any location—and none of the features that limit play.

For example: Three-in-One (200, 160 or 100 selections) programming; self-contained Stereo Round,* full-width personalization panel; Top Talent Tune display that needs no “double” titles; light, color, motion—salesmanship, in other words; easy-to-read, easy-to-select titles; jumbo keyboard.

And, most important, a realistic price.

Your Rowe AMi Distributor can make it mighty easy for you to get your hands on these money-makers right now. See him soon for the full story.

*Pat. pend.
**ECM Doot**

**Coin Machine Operating**

- **Music Machine Programming**
- **DJs Use Play Discs**
- **Recent Stereo Releases**
- **BULK VENDING**

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**Europe News Briefs**

**Phonos for Poland**

BONN—Signing of the new German-Polish trade agreement, the first for the substantial photographic industry, was the three-year pact, the largest trade agreement the two countries have ever signed. Annual shipments of 500 juke boxes to Poland, although it is the theoretical top and will not necessarily be reached. In general, the trade pact aims at expanding the volume of Bonn-Warsaw goods exchange and normalizing trading relations between the two countries.

**Monopoly Charges**

WEST BERLIN—West Germany's Bundesamt für Film (Federal Copyright Office), the anti-trust arm, has brought a suit against West German and the German ASCAP organization. ZOA charges GEMA with "misusing their position as a monopoly." GEMA says reports were incorrect and that there was no counter-action against ZOA asking the federal anti-trust authorities to declare the operators organization a monopoly and subject it to a trade organization. GEMA said ZOA's charges that it is a monopoly and has misused its power were a re- buttal that it would contest. The complaint, by the fact it was ZOA, not GEMA, which canceled its contract at the end of 1960, and that GEMA agreed to turn over any profits to an arbitration court.

**Op Win Court Case**

KARLSRUHE, West Germany—Photograph operators have just won the court case before the West German Supreme Court to suppress unfair competition by television. The high court has ruled that juke and coin-operated television dramas cannot be shown over television sets in German restaurants, cafes, and bars.

The court said the plaintiff, in sanctioning dramas for telecasting, "cannot perform a fight only to private individuals," meaning only to telecast shows to owners who view the production in their own homes.

In a test case against three Munich restaurant owners, it was held that while they were merely owners to their premises illegally by showing several special performances of protected dramatic works.

**Film Boxes Claimed**

HAMBURG—Some 100 Scopitone coin film boxes have been confiscated in West Germany and the film phonograph is being seized in 108 Box locations. The distributor, Helmut Rehblock Company, reports the demand currently outstrips the supply of Scopitones, which are still in short supply.

The boxes offers a choice of 36 films. The per-play price is 25 cents. Three new films are distributed weekly. The box weighs 400 pounds and costs $5,000. It offers the possibility of presenting film entertainment tailored to specific audiences in contrast to the mass audience of television and motion pictures. All films are in color and sound.

**Bowler Riding High**

BINGEN—The Bally Bowlery is racking up points as West Germany's fastest selling new game. We buy to suit over an arbitration court.

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**Seeburg Appoints Special Sales Reps**

CHICAGO—The Seeburg Sales Corporation has appointed 11 new special sales representatives to continue the firm's nationwide demonstration program for the LP Console and Stereo Consoles.

The salesmen, who have completed a three-week training course at the Seeburg factory headquarters, are from the eight mobile LP Console Demonstration Studios (see cut) that are now in rotating service throughout the U.S.

The purpose of the program is to assist operators in selling the Seeburg mobile LP Console and Stereo Consoles in their locations.

Each of the 11 salesmen will be assigned to a distributor territory. They will work from van-type bodies constructed on Ford truck chassis by the Pickwick Commercial, Cedar Rapids, Iowa. Each unit has an interior decorated and designed as a music room with a Seeburg LP Console and Stereo Console inside.

Each mobile unit will have a crew of two or more. The men will demonstrate the LP Console to the operator and explain the equipment and attempt to get more franchisees to provide manufacturer's machines.

The new salesmen are Sandy Feingold, Marvin West, Thomas Higdon, Jay Jacobson, Michael Nygard, Steve Hussey, Martin Allen, John Anderson, Arthur Mczler and Harry Gibson.

John Ford, Seeburg special representative supervisor, was in charge of the program, which included lectures given by various companies' executive and marketing, merchandising, distribution and distributor service.

Salesmen previously assigned to mobile studios are Roy Gioconda, George Meyers, Jack Smith, Richard Knablin, Arthur Gagnon, Donald Dunham, James Phillips, Dave Connors, Joseph Kearns, Robert Moskow and Arthur Franklin.

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**Seeburg Mobile Demonstration Studios**

**By John Thompson**

LONDON—Rare is the opportunity for a new industry to find itself already established and eager the mass of key sales personnel to work with it. And rarer still must be the companion bonus of unlimited free titles of the best bands. This happened to the United Kingdom coin-amusement trade last week.

The result has been a "fantastic" number of closed deals and customer-invitations for six of the nation's prominent juke box and coin-amusement machine firms.

28,000 Attend

The occasion was the First Licensed Villagers' Trade Fair. The show, host to tavernkeepers and club managers from all over the UK, clocked more than 28,000 through the turnstiles.

Booth space was sold out, and dozens of coin machine firms were also unable to do so.

Coin machine exhibitors included Automatic Canteen Systems, Rock-Ola distributor; A. C. Automatics, and Rock-Ola; Bally, Automated Cinema Co., and the Central Organisatıon of German Coin Machine Operators.

NICK Young, head of Juke Box Distributor, Ltd., and West End distributor cinema, also exhibited Automatic Canteen, as did A. C. Automatics. Services.

B. E. Arnold, a busy operator of Northolt, Middlesex, was on hand, not to exhibit, but to expand. Traders and local- eminers came later expressed appreciation of his role in moving out to innkeeper visitors the gist of the revised Betting & Gaming Act, 1961, as it affects them.

The statute, though lenient, has been a deterrent to many barmen otherwise inclined to install juke boxes and coin-amusement devices in their saloons.

Coin machine exhibitors reported thousands of catalogs with pubs, clubs and catering houses are also interested in the prospect of selling it to the UK coin trade. Literally more than 100,000 prospects for existing dealers.

Sylvan, Ltd., reports more than 100,000 current orders. The wall box-type juke installations were set up on a trial basis as far as the firm is concerned as well as on orders for fruit machines, said Sue Higgins, technical director. Sylvan, Ltd., wound up its own booth with more than 300 inquiries about juke- and coin-amusement installations. Other comment came as well.

Tavern keepers showed great interest in the Symply line of Derby and Jeker penny-play machines.

Bell-Fruit reported finest exposure and interest in the wide range of devices, concentrated on manifesting from machine companies on the slotting of tokens, instead of coins. This is to comply with national laws about gambling machines in taverns, where jack-pot delivery must buy kind, not cash.

Geoff Grange of Mar-Matic Sales, Ltd., displayed a exhibit on the firm's Keeney and Jenkins fruit machines.

John Henderson, general manager of Seeburg here, personally demonstrated the illustrations of the LP Console and Stereo Consoles.

John Willey, divisional executive of Rowe-AMI, pitched in with Automatic Canteen's display.

(Continued on page 58)
Today! **Chicago Coin** unveils the fabulous **'GRAND PRIZE'**

**6 PLAYER BOWLING GAME**

NEW! "SWING-AWAY" Servicing — Provides INSTANT ACCESS to interior mechanism without moving Game!

Now! Servicing Is Just 10 Seconds Away!

A twist of the key — presto! All electrical units swing open for immediate "illuminated" access!

At last — No lugging! No tugging! No strain!

Plus SIX ACTION PACKED GAMES IN ONE

- **NEW SELECT STRIKE** — At the touch of a button, anytime during game, player can shoot for "Strike-or-bust"! Only FIRST ball counts! DOUBLE strike score if it's a strike — or just pin count from that one ball if it's a miss!

- **NEW BEAT-THE-CHAMP** — First ball lit one of six "Champ" scores from 170 to 220 — posing exciting challenge to player's skill! Every new game flashes on another of the "Champ" scores to beat!

- **NEW DUAL FLASH** — Keeps final bonus score in doubt each frame, till AFTER 2nd ball has been bowled! Flash-o-matic scoreboard light CONTINUES traveling throughout entire turn!

- **NEW 3 STAR** — Stars light up at random each turn — awarding player SINGLE, DOUBLE or TRIPLE bonus score for each strike — depending on number of stars aglow!

- **FLASH-O-MATIC** Scoring!

- **REGULATION** Scoring!

NEW FEATURES!

- **NEW! SUPER-QUIET, COMPLETELY CORK INSULATED, RUBBER-MOUNTED PLAYFIELD!** Now insulated throughout length of game!

- **NEW! "FREE-BACK" DESIGN NOW PERMITS ALL LOCATION INSTALLATION — IN CORNERS, AGAINST WALL! "Swing-Away" servicing feature provides INSTANT access to interior mechanism without moving game!

- **NEW! POSITIVE BALL-RETURN RAMP!** Prevents ball from rolling off at any time!

- **NEW! NYLON GUTTER GUARD RAIL!** Prevents ball from marring game's side walls!

- **NEW! BEAUTIFUL COLOR HARMONY!** Authentic bowling colors of Charcoal Grey and Orange!

- **STEEL, PILFER-PROOF, SIDE-OPEN CASH BOX!**

- **AVAILABLE IN 13', 16' AND 21' LENGTHS!**

- **AVAILABLE IN 5c - 10c - 25c OR 50c MODELS!**

Chicago Dynamic Industries, Inc.
1725 W. Diversey Blvd. Chicago 14, Illinois
Game Rotation, Detailed Records Boosts Milwaukee Route Gross

By BENN OLLMAN

MILWAUKEE—Other operators may complain about listing games receipts. But not Clarence Smith, Milwaukee Amusement Company. He claims games have held up well in recent months and are currently showing steady improvement.

Operator Smith attributes the healthy situation to one major factor: "We’re working a little harder—moving our machines around to provide locations with a greater variety of equipment for our patrons to play.

"The money was spent more freely on amusement machines there was little need to shift equipment so frequently. But conditions have changed, and we’re just beginning to see machines in the same location too long. Then we complain about poor receipts on games.

"According to Smith, a gratifying percentage of his locations have been rejuvenated, merely by bringing in a fresh game or two.

"They don’t have to be brand-new games," said Smith. "A different type of used game, we have learned, will revitalize a location’s interest in amusement machines.

"Gun games and baseball games help create fresh interest in some locations. And some stops seem to do best with group games permitting more than one player to get involved in competition. Most of our locations are neighborhood taverns where the same clientele shows up day in and day out."

"We have to provide the patrons in these taverns with something new occasionally or they completely ignore the games." Record Keeping

A system of accurate, detailed record keeping for each location is also partly responsible for the upward trend in Milwaukee Amusement Company’s games department, Smith says.

The total receipts for such games and a breakdown of the location’s commission and the company’s take is recorded on a filing card. Smith goes on to point out that regularly checking this filing system, they can see at a glance the profile of a year’s activity on each card.

"If we notice that a particular location’s games receipts are dropping, we run a check to determine the cause of the business. If we learn that their traffic is good, then we know a different game has to be installed. It is obvious to us that if enough people patronize a location, the games will get their share of the action—provided the same games aren’t kept there too long.” Moving Costs

What about the high costs of moving equipment from one spot to another? "It costs a lot more to keep a piece of equipment idle than to move it to a location where it will see some action," says Smith. "Let’s face it, to make money with games today, you’ll have to get back in the moving business.”

Wisconsin Ops Still Turning Out For Sessions

MADISON, Wis.—Operators all over the state continue to display keen interest in the early spring juke box and game service schools conducted by distributors.

A report from S. L. London Music Company indicates a hefty turnout for a recent Wisconsin school, for its all-day Seeburg service session. The class was conducted by Seeburg service engineer, Chuck Gates.

On hand were the following columnists: Jack Collins and Steve Feifer, Modern Specialty Company, Madison; Dick Heck, Palm DeSorreme and Jim Cunning.

(Continued on page 37)

R&B Disk Demand Big Among Milwaukee Ops

MILWAUKEE — Local operators are reportedly showing a stepped-up interest in programming r&b disks for their juke box locations.

According to Gordy Pelzek, Downtown Radio Doctors, "About three or four out of five people are not selling well to the operator trade right now. These are single r&b artists such as the Orlons, Dee Dee Sharp and Little Eva, who have racked up some sizable hits. These could for practical purposes be considered pop artists, as well as r&b performers.”

At the Third Street Radio Doctors outlet, the demand for r&b disks from juke box operators is rated stronger than ever.

(Continued on page 52)

Cinebox in London Revives Old Stage & Music Tunes

By JOHN THOMPSON

LONDON — Cinebox, the Italian-made cinema-juke box, may be responsible for a revival of nostalgic stage and film musicals in the United Kingdom.

The machine is getting heavy play from British adults, despite the fact that available song lyrics are sung in foreign languages.

Now, the Arizona operator keeps an extremely close eye on the playmeter whenever he changes records, for numbers which have shown an exceptionally good play, and automatically extends them for at least a week, and possibly two weeks. The platter may be a hit number, or a novelty or an old favorite.

Better Return

In any case, leaving it on the phonograph, and checking with the location owner to advise him that it has been retained will often show a better return for the extended time than replacing the record with a new lesser-known one will.

Of course, Berlitz admits, he sometimes guesses wrong, such as instances in which a record which apparently showed high popularity for two weeks fell flat during the extended period."

"It was true that awhile, in which a Polish manurka came close to a record-breaking mark in a motel location for two weeks. Delighted, Berlitz left it on the phonograph, and found that the disk was played only twice during the following 10 days. A little investigation showed that there had been a convention of Slovenian business men during the "good week.""

On the strength of articles in (Continued on page 36)

Silver Spotlight Series

Designed Exclusively for Juke Box Programming

United Artists

America's Largest and Oldest

ONE-STOP

RECORD SERVICE!

45 RPM 60c

All LP’s — Regular Distributor. Whole Sale — Nothing Over.

SAME DAY SERVICE

THE MUSICAL SALES CO.

The Musical Sales Bldg.

Baltimore 1, Maryland

Give Hot Ones an Extra Week

PHOENIX — Automatically leaving any record which shows exceptional play on the spindle for an extra week is an economical measure of increasing collections on the phonograph routes operated by Seymour Berlitz in the Phoenix area.

Up until a few months ago, Berlitz habitually made a complete change every 10 days, amounting to from four to six records, according to the popularity of the location. With record costs up, however, and play definitely down, Berlitz decided to experiment with a bit longer collection cycle on popular numbers.

Now, the Arizona operator
NVA Meets With Industry at Top Form

CHICAGO — Daniel Tokowitz, candy merchandising veteran of some 30 years' experience, will be among key speakers at National Vendors' Association's annual convention, March 28-30, at Chicago's Sheraton Hotel.

The meeting marks what is undoubtedly the best year in bulk vending history. Sales are at an all-time high, and diversification, new products and new outlets herald even greater expansion in years ahead.

The colorful NVA conclude is the bulk industry's big yearly show. Exhibits, business sessions, social events, not to mention constant off-the-cuff, informal meetings, are on the agenda.

This year, as always, bulk vending manufacturers and suppliers will bring out a host of new merchandise for the coming year.

Besides Tokowitz, speakers will include G. R. Schreiber, editor and publisher of Vend magazine, the major equipment vending industry's leading publication, discussing "The Image of Bulk Vending."

Donald Mitchell, NVA counsel, will discuss "Legislation, Past and Present," plus a treatment of new tax information

Victor's New V-2 Capsule
To Be on View

This "all product" capsule is truly the most versatile on the market. Handfuls ball gum, charms, capsules, all in one small bulk no catch without breaking by crushing. Gold "electro" free front panel. Many other possibilities.

Features
Available with 1c, 5c, 10c or 25c Mechanisms
STAMP FILLERS, Lowest Prices, Write

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.

H. B. HUTCHINSON, JR.
1704 N. Desoto Rd., N. E., Atlanta 7, Ga.
Phone: Dikake 7-5050

VISIT US AT OUR SUITE
in the Sheraton, Chicago

During the N.V.A. Convention

LOOK! All These Features . . .
1. Engineered for coins of any country, up to size of large English penny at U. S. 30c.
2. YEARS AHEAD STYLING—Demonstrated by Chain Stores.
3. Compact, practical—Smallest floor space: greatest earnings. Mark 3" fasten neatly together; forming a battery of any size.
4. THE FINEST MATERIALS—Without comparison for time, weather, and usage resistance.
5. BUILT FOR BUSINESS—Camer locks eliminating water seepage, corner protection pipes, out-of-view wheels, and inexhaustible other exclusive features are reasons why Beaver is the world's largest selling bulk vender.
6. SIMPLE—Ready-filled jars with labels or displays speed up service. Chain Store managers who fill their own machines will find it easy—easier, they know nothing about vending.
7. SANITARY—Jars come filled, labeled, and clinic clean.
8. SWIFT—Ready-filled quick-change jars cut service time down and reduces irritating to operators. Create shop work with no more filling, applying decals, washing globes, etc.
9. The empty jars themselves will be to great demand by store-keepers, their friends, and their competitors for empty jar or display jars.

Truly . . . the Disposable Jar
used in conjunction with the BEAVER MARK I opens up
"A New Frontier in Bulk Vending"

Distributors Available Throughout the World
Address All Inquiries To:
BEAVER INTERNATIONAL
1415 LAWRENCE AVE. W.
TORONTO 15, ONTARIO
Barred by NVA—Beaver

TORONTO—Ken McPhail, president of Beaver Casting & Vending Supply, Ltd. (bulk vending machine manufacturer) and Vend-Craft Gum, Ltd. (ball gum manufacturer) this week charged that the National Vendors Association barred his firms from membership in the trade group without justification. Ironically, both McPhail and his sales manager, Dick Reilin, are members of the NVA board of directors.

Several months ago McPhail had sent in membership applications for the two firms—each accompanied with a check for $357. On February 18 the two firms received identical letters from Don Mitchell, NVA counsel.

Turned Down

The letter stated that the membership applications had been turned down, but that Roger Folz, NVA president, would see a review of the refusal at the NVA board meeting at the Chicago-Sheraton Hotel Wednesday (27) evening.

McPhail said that he wanted exhibit space for both firms at the NVA trade show, which opens in the Chicago-Sheraton the day after the board meeting. He charged that notice on the eve of the convention was hardly sufficient time for him to bring in equipment from Toronto.

McPhail said that he has enlarged rooms at the Chicago-Sheraton during the course of the convention and that Beaver and Vend-Craft equipment will be shown to operators.

Open Appeal

In an open appeal to the NVA members, Mr. McPhail made the following statement: "Beaver Casting & Vending Supply, Ltd., and Vend-Craft Gum, Ltd., wish it to be known that they support the National Vendors Association and have made proper application for membership. The application has not been approved by the committee. There has been no explanatory cause given."

"This move obviously excludes (both firms) from displaying their products at the National Vendors Trade Show in Chicago, March 27-31."

"Does the National Vendors Association exercise democratic principles when it seeks to bar membership and from exhibiting the products of both firms?"

"It is incredible in this enlightened day and age that the (Continued on page 57)

HOLD-A-BALL GUM VENDOR

CHICAGO—Customers can play baseball while they're getting a ball of gum in King & Company's new Hold-A-Ball gum vendor to be introduced to the trade at this week's National Vendors Association convention here.

After a penny is inserted, a ball of gum can be shot by the customer into the playfield, dropping into chutes designated (Continued on page 57)
CONVENTION EVENTS

Tuesday, March 26
Northwestern Distributor Meeting.

Wednesday, March 27
Leaf Brands distributor breakfast.
Eppy Charms, Inc., distributor luncheon.
Evening—Convention registration begins.
8:30 p.m.—NVA board meeting.

Thursday, March 28
10 a.m. to 6 p.m.—Exhibit open.
National Coin Machine Distributors’ Association luncheon.
Ken Guggenheim, Inc., distributor dinner.
Evening—Hospitality suites open.

Friday, March 29
10 a.m. to 6 p.m.—Exhibits open.
12:30—Luncheon meeting sponsored by NVA. Speakers include: Milton T. Raynor, NVA Counsel; Daniel Tokowitz, Goldberg candy buyer; Taxation Speaker (name to be announced), and Panel: Waldo Bolen, Northwestern Corporation; Max Hur-\n\vich, Birmingham Vending; Paul Crisman, King and Company; Jack Nelson, Logan Distributing Company; Harry Bell, Chicago operator; Irwin Gardner, Louisville, Ky., operator, and Harry Frohman, Charlotte, N. C., operator. Discussion to cover “Five Key Points of Modern Vending,” including: (1) Financing; (2) securing new locations; (3) commissions and values; (4) changes in service vehicles; (5) direct vs. indirect operating.
8:30 p.m.—Cocktail party and mixer on exhibit floor.

Saturday, March 30
10 a.m. to 6 p.m.—Exhibit open.
12:30—Luncheon meeting sponsored by NVA. Speakers include: G. R. Schreiber, editor, Vend Magazine; Donald Mitchell, NVA counsel. Other events: Election of officers, and awarding of special plaques to honored members.
4 p.m.—Drawing for new car donated by Paul A. Price.
Evening—A Night in Old Chicago, banquet sponsored by NVA with drawing for special prizes.

Sunday, March 31
United Vending Corporation distributor breakfast.

Charity Fund
Vend Group to Meet in Chi
LOS ANGELES — Between 25 to 30 distributors and members of the board of directors of United Vending Corporation’s program in conjunction with the fund for retarded children will attend the annual breakfast Sunday (31) in the Lake Superior Room of the Chicago Sheraton Hotel, Herb Goldstein, national director of the corporation, said.
Attending with the distributors and directors will be their wives, in the city for the National Vending Association convention.

**************

VICTOR VICTIM OF 40G FIRE

CHICAGO — Production was temporarily interrupted at Victor Vending Corporation here last week when fire from an adjoining warehouse spread to Victor’s plant causing some $40,000 worth of damage. Harold Schaad, Victor president, said that work would resume by week’s end.

**************

VENDORAMA® V2
CAPSULE VENDOR

See Victor’s new 25c & 50c Capsule Vendor at the N.V.A. Convention, Sheraton Hotel, Chicago, March 27-30.

If you’re unable to attend the N.V.A. Convention, please write today for full information on the new V2 Capsule and Vendorama V2 Capsule Vendor.

VICTOR VENDING CORP.
5711 W. GRAND AVENUE CHICAGO 39, ILL.
The releases will include six assortments of imported rings and seven domestic ring items, including Moonstone, Pearl Cluster, Pearl Set, Dazzle, Gem Set, Signet Assortment and Skull with Jewel Eyes.


Fitted capsule items include various rings, items, Magic Magnets, Off Hands, Whiskey Bird Whistles, several assortments of filled capsules are also available for operators who prefer not to run a solid item. Machine front displays are available for all capsule items.

Coan Names Jack Davis

MADISON, Wis.—Coan Manufacturing Company, producer of the U-Select-II line of vending equipment, last week named Jack Davis general sales manager.

Davis will report directly to Coan President Robert Morris and will assume his post May 1. The new Coan executive leaves a 10-year association with Vend, sister publication of Billboard, covering the major equipment vending field.

Before joining Vend, Davis spent five years with Pittsburgh Plate Glass Company as Midwestern sales representative. He'll reside with his family in Madison.

Guggenheim Will Show 33 New Releases

CHICAGO — Karl Guggenheim, Jamaica, N. Y., charm manufacturer, will release 33 new items at the N.A.E. show here, including ball gum and charm merchandise, capsule products and items suitable for Rocket vending.

The releases will include six assortments of imported rings and seven domestic ring items, including Moonstone, Pearl Cluster, Pearl Set, Dazzle, Gem Set, Signet Assortment and Skull with Jewel Eyes.


Fitted capsule items include various rings, items, Magic Magnets, Off Hands, Whiskey Bird Whistles, several assortments of filled capsules are also available for operators who prefer not to run a solid item. Machine front displays are available for all capsule items.

MACHINES A DAY

NORTHEASTERN 60 BULK VENDER

Northwestern equipment operators tell us that under ideal conditions it's possible to service as many as 100 Northwesterns a day. Here's why:

- The 60 vending units are ready to service immediately with machines, parts, and supplies.
- Spend less time and show a greater profit with Northwestern 60's.
Dallas Men Buy Graff

DALLAS — Graff Vending Company here, one of the nation’s largest bulk vending distributors, has been sold to a group of prominent Dallas investors.

Everett Graff, former owner and founder, will retain a “substantial financial interest,” and will “help guide the new firm’s policies and program.”

Paul Guynes, veteran Graff official, has been named chief executive officer of the firm. No personnel changes are contemplated by the group.

Graff said the move was dictated by the firm’s desire for more capital to take advantage of its “tremendous growth potential.” Purchasers include: W. T. Overton, investor and real estate operator; Tom Leachman, real estate; William B. Dowell, investor, and W. M. McCarthy, Murchison Brothers of Dallas. The four, together with Graff and Guynes, will constitute the management committee of the organization.

Guynes predicted that Graff Vending will continue its vigorous sales growth.

Bulk Machines on Self-Service Shelving Pay Off for Barsa

STERLING, Colo. — Arthur Barsa, local bulk vending operator, has found an unusual and highly profitable extra source for ball gum machines.

In addition to the usual sidewalk and store-entrance spots, Barsa is using a R&B Disk Demand for the downtown store. “We get the r&t.b. action earlier here,” explains Jerry Glassman, “because we specialize in that type of material. Operators who have a lot of r&t.b. stops to cover come here first.”

According to Glassman, these are some of the front-running new releases being put on the area’s r&t.b. juke box locations: “Spring” by a new vocal group, the Bridges, on Casa Records; Jackie Wilson’s “Baby Work-out,” by b.w. “Going Crazy,” on Brunswick; “The Bird,” by Dee Sharp, Cameo; “ Ain’t No Big Thing” by Van McCoy, Rockaway; and a couple of new Deeja releases: “Still,” Bill Anderson, and the Earl Grant instrumental, “Yesferee.”

Over at the bustling Record City one-stop, operators show a moderate interest in r&t.b. music. “We don’t go too far on this principle here for the brand-new r&t.b. stuff,” Greenville says. “But there is often a very thin line separating pops and r&t.b. records.”

The No. 1 operator item at Record City currently is Bobby Vinton’s “Over the Mountain,” Epic. Also big are Steve Lawrence’s “Don’t Be Afraid,” Columbia; “ If I Never Get to Heaven,” Kathy Dee, B-W; Chubby Checker’s “ Let’s Limbo Some More,” and the new Nat King Cole, “ All Over the World,” on Capitol.

Victor Vender

Continued from page 47

Bulk vending has boomed here in large retail stores, Barsa has made arrangements with many hardware and variety stores to space small four-pound machines along open self-service shelving, where they get far more attention because they break up routine line-up of merchandise. Barsa may have 10 or more ball gum units, perched on the shelving in the toy department, in the pool section, in a housewares and kitchen gadget display, on the top shelf of the boat gondola, and even among pots and pans, in the front of the store.

Serviceable Equipment

All of these are small, elderly, but still serviceable machines which Barsa feels inadequate to meet the demand in ordinary high-traffic locations. Placed on the shelving, in a hardware store, for example, they offer a welcome, convenient spot for gratifying a sweet tooth, as customers shop along the aisles.

Not once has a store owner refused to return the small ball gum vending machines on the shelving, even where they felt that space was more or less critical.

Store owners usually regard the ball gum as an extra service, and they know that most customers in search of a small item on a shelf usually have several pennies in change along with them.

RECONDITIONED & REFURBISHED VENDORS

H.W. Model 41, 1c or 5¢ Bulk...$13.50
H.W. Model 41, 1c or 5¢ Bulk...$12.50
Silver King 1c or 5¢ Bulk...........$5.00
Acorn 1c or 5¢ Bulk.............15.00
Acorn 1c or 5¢ Bulk.............15.00
Premier 1c Card Vendor.........14.00
Victor Model 40, 1c or 5¢ Bulk...$12.00
N.W. 15 col. Tab Gum.............21.50
Winter Baseball Game...........14.00
Card Vendor 4 col. Tab Gum......14.00
Victor Vending Co., Inc..........13.50
N.W. 15 or 5¢ Vender.........13.50
Victor Basketball Game..........13.50
N.W. Model 41 (like new)........13.50
Victor Baby Blender, 5¢ casette...8.50
Victor BM, capsule.............10.00
Silver King Mixture, 1¢ or 5¢...$1.00
2¢ Trading Card Vender, 3 col...29.00
Acorn Model 41 $1.06............$15.50
2¢ Paper Water Bottle..12.00
2¢ Aluminum Water Bottle......12.00
Send list to manufacturer for full list.

Vending Machine Exchange

123 Spring Garden St.

THE NAVY

GUM

Flavors that last longer...Brilliant colors that never fade...A proven favorite the world over.

Look to LEAF for leadership in gum and candy specialties...for established favorites that keep repeating...for new, exciting products that sparkle the imagination and ring cash registers.

VISIT OUR BOOTHS #111 and 122 AT THE SHERATON CHICAGO, MARCH 28th to 30th
LOOK INSIDE!

Check the plus values you get in Bally novelty games... exclusive Bally refinements that put money in your pocket by cutting the cost of service calls and keeping equipment in continuous money-making operation.

UNITIZED CONSTRUCTION

Photograph of Bally Flipper Actuator illustrates typical unitized construction found only in Bally novelty games. Coils and other components may be purchased separately when required, but factory unitized construction insures clean, uncluttered panel, neatly organized cables with minimum number of breakouts, simplifies adjustment and maintenance.

50 VOLTS CIRCUIT

Bally novelty transformer delivers 50 vigorous volts of power to the mechanism, insuring extra snappy bumper, flipper and kicker action... and trouble-free profitable performance.

HEAVY GAUGE WIRE

Bally novelty circuits contain heaviest gauge wire in the novelty class... added protection against loss of earnings caused by broken wires or frayed insulation.

METAL BUMPER SKIRT

New exclusive metal bumper skirt corrects the weakest point in novelty design, adds flash to playfield appearance, stops the costly nuisance of bumper breakage.

NYLON RATCHETS

Self-lubricating, non-rusting, noiseless Nylon ratchets, exclusive in Bally novelty games, reduce maintenance cost, insure smooth, quiet operation.

FLOATING ARMATURE

Bally novelty relays are actuated by the famous Bally floating armature, developed and perfected for the heavy-duty precision performance required in bingo operation. Lateral action of Bally floating armature equally actuates every switch-leaf in a relay, eliminating the frequent touchy adjustment required in relays actuated by pivot-type armatures.

TIME-TESTED TRIP RELAYS

Trip relays in Bally novelty games are the positive-action type proved in hundreds of thousands of busy Bally bingo games.

Bally announces 5-Ball NOVELTY

with location-tested top earning-power

Brilliant space-age backglass is animated with Triple Rockets advancing to Moon for Specials when Blast-Off Targets are hit. Rocket feature holds over from game to game, stimulates repeat play. Top Roll-Overs light Side Roll-Overs to score Special, light Out-Hole to score 200. Pop Bumpers insure frantic upper field action, while extra powerful Twin Flippers insure exciting suspense to bottom of board. Get MOON-SHOT for the zooming action that insures top earnings, long life on location.

* TWIN FLIPPERS
* MATCH FEATURE
* Tuff-Kote Playfield
* Stainless Steel Rails
Report From Britain

House Party Rentals
LONDON — Bonus facet of the juke box business for Phonographic Equipment, Ltd., London, is the new and booming house-party rental system. The firm hires out its Jupiter 120-play stereo unit for $30 a night, including pick-up and delivery. Customers are legion, reports Michael Green.

Continental Flavor
LONDON — The demand for singles of foreign-language sources is growing on many London and Home Counties juke box routes. These Continental disks, French, Greek and Italian, number about four per box, especially in tavern locations. Many are in what would be considered "unlucky" suburbs, besides areas where bi-lingualism is common. Cockney pubs give those Continental rentals a big play, as in Brixton and Bow "bought up" town." Poplar. University town of Oxford, steel town Birmingham, and midlands cities, all insist upon inclusion of these European releases. "When Morning," French record, has vied strongly with its English equivalent, "What Now My Love," by native Shirley Bassey, UK opera- tors note, as an example.

Stop Unlicensed Box
LONDON — Phonographic Performance, the UK watch-dog of mechanical copyrights on records, obtained injunction against a Wilshire box operating firm last week. Restrained from infringing PPL was Pennington Snell, Ltd., of Malmhurst, Wiltshire, and R. K. Watts, director of the firm. Breaches complained of occurred at the"M" of the county's taverns: the Lamb Inn and the Six Bells.

The injunction means that the firm will have to offer a PPL licence, costing some $35 for a non-sized-juke location.

Royal Welcome
LONDON — The juke box made its debut last week at the longhair Royal Society of Arts in London. Invited to address the culture sets, subject: "The Juke Box" meant itself not "costoperated phonograph," the term UK operators and distributors find a polite euphemism for the closing down of the day of the LVA Trade Fair.

Disks at Grocers
LONDON — Big retail outlet for used jukebox records, at 50 cent each, is the London supermarket chain Tesco, Ltd. Tesco is one of the UK large grocery groups. The records are rack-displayed, and a hot seller item amid the provisions, an official said.

Phono for Ensemble
LONDON — Of the cultural bastions of Britain has succumbed to the juke box. It is the Grand Hotel, Eastbourne. Its venerable "Palm Court Orchestra," featured by BBC radio over ten years, comprised of a string ensemble, is to be dropped by the hotel.

Among modernized facilities replacing the orchestra will be a juke box and amusement games.

Perrett to U.S.
LONDON — Bert Perrett, headman of Perrett Automaties, Ltd., Cardiff, is in the U.S. on a sales-promotion and buying janket. He left London by air last week, first stop Chicago. Perrett is toting his firm's "Safe-T" machine, the warming device for coin-operated equip- ment, to acquaint U. S. opera- tors with the self-built trade alarm.

On his itinerary is Las Vegas, New York and Bermuda will see him on his way back east. Mervyn Sikes, president of Merv- nutic Sales, Ltd., will be his host in Bermuda for a spell be- fore Perrett returns to Wales.

Pint-Sized Payoff
LONDON — Fruit machines are likely to become "boobee bands" by name in the UK, if the latest idea of Bell-Fruit, Ltd., of Nottingham, catches on. K. F. Wilkinson, especially for the Licensed Victuallers' Trade Fair last week, switched machines' fruit symbols to stems, bottles and legs of ale. The fadastic Percival said "CHEERS— Pays in Pints."

He stressed to LVA visitors that this way tells, without a liquor li- mick is intended to sweeten breweries, many of whom still oppose "bandits." Their taverns on the grounds that they reduce bar receipts.

Feds in Swoop
At Eagle Pass
EAGLE, Pass, Tex. — A total of 11 agents of the Internal Revenue Service hit 10 taverns and restaurants at the same time. Owners of 16 confiscated pinball machines had not paid the $250 federal occupational tax.

H. W. Freeman, group super- visor in the IRS intelligence of- fice in San Antonio, said under- cover agents had either seen or received gambling payoffs from the machines in four of the local spots and had warrants when the raids occurred.

No charges will be filed against the operators unless after all reports are in and studied, Freeman said.

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BIG 3 FOR '63
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ROCK-OLA Capri 100

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MARCH 30, 1963

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The time is ripe for new look! Our huge selection of phono's and accessories is ready to be seen at the Chicago Show! Don't miss it! Stop in and see the chang- ing world of phonographs!

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ROCK-OLA 1438 1963 $150
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ROCK-OLA 1448 245
ROCK-OLA 1455 245
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WURLITZER 2510 Stereo 550

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THE FIRST ANNUAL INTERNATIONAL COIN MACHINE DIRECTORY and WHO'S WHO IN THE COIN MACHINE WORLD

★ A Separate Publication
★ To Be Published May 20, 1963, by Billboard
★ An International Directory of Countries, Companies, People and Places including:
  • Manufacturers • Distributors • Exporters
  • Importers • Trade Organizations
★ The Ultimate Buying Guide and Reference for the Coin Machine Industry—Internationally
★ Handy 8½” x 11” Size
★ Designed for Easy Reference
★ Printed on Quality Paper

PLEASE NOTE: Extended deadline for advertising and new issue date.

Date of Issue:
May 20, 1963
Final Advertising Deadline
May 1, 1963
Early space reservations recommended. Advertising deadline is for all material in New York.
Offset Printed; No Plates Required!

Here is a partial list of features to be included in this vital reference work:

- Current appraisal of the state of the international music machine and amusement machine industries.
- Summary of juke box and game operating conditions throughout the world.
- Machines in operation by type and numbers.
- Legal restrictions, import regulations, duties and tariffs.
- Top juke box record hits.
- Programming trends.
- Country by Country listing of U. S. and International juke box and amusement machine manufacturers and distributors.
- International Air Freight Carriers.
- U.S. Cigarette and Cigar Machine Manufacturers.
- U.S. Coin Machine Part Suppliers.
- Coin Machine Trade Associations, by country, for the world.

AND... FOR YOUR FREE LISTING IN THE DIRECTORY—Manufacturers, Distributors, Suppliers and Officers in Operator Associations—send the following information:

From manufacturers we want a brief description of the plant, products made, list of offices with photographs and a complete list of distributors, with addresses and telephone numbers.
From distributors we want the complete address and telephone number, names of the principals, lines carried and branch office listings.
From operator associations we want photographs of officers and current addresses.
From suppliers we want a list of products carried.
Please mail all information to—Billboard Coin Machine Directory, 1544 Broadway, New York 56, N. Y.

10,000 copies will be distributed to those whose direct interest is coin machines:

- U.S. and International juke box and amusement machine manufacturers.
- U.S. and International juke box and amusement machine distributors, exporters and importers.
- U.S. and International juke box and amusement machine operators.
- U.S. and International phonograph record manufacturers.
- U.S. and International vending machine manufacturers.
- Trade Associations, U.S. & International.
- Distribution at trade conventions, U.S. and Internationally.
- Commercial Attachés of foreign governments throughout the world.

This is just a partial listing of the important buying influences that will automatically receive copies of this publication.

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NEW YORK HOLLYWOOD CHICAGO ST. LOUIS NASHVILLE LONDON RIO DE JANEIRO BUENOS AIRES
Carolina Ops Frolic

South Carolina Lieut. Gov. Robert McNair joined members of the recently formed South Carolina Coin Operators Association for their second meeting, telling them that “through unity there’s strength.” McNair complimented the group on its aggressive organization. Some 80 operators and guests were on hand for the banquet gathering. The South Carolina group now has 35 charter members and is affiliated with Music Operators of America, the national association.

Robert E. McNair, South Carolina lieutenant governor, addresses the South Carolina association while officers look on (left to right): A. L. Witt, vice-president; H. C. Koels Sr., vice-president, A. W. Bradford, vice-president, Royce A. Green Sr., president, and Avna O. Fisher, secretary-treasurer.

Joe Orcutt Dies; Coast Pioneer

REDDING, Calif. — Funeral services for Joe Orcutt, 65, who was a partner in what is believed to have been the first coin machine manufacturing plant on the West Coast, were held here Tuesday (19). He died at his home here Saturday night (16) of a cerebral hemorrhage.

Orcutt became a pioneer in West Coast manufacturing in the 1930’s when he, Harry Stearns and Tom Wall established a company that was similar to a Coast branch of Exhibit Supply. The firm was known as California Exhibit Corporation.

The trio sold the plant and went into operating with the formation of California Games. Wall subsequently bought out his two partners and continues to operate the firm today.

Orcutt, who in late years had been in the trailer sales business, leaves his wife, Blanche; a daughter, Betty; a son, Donald, and several grandchildren.

OIL BOOM MAKES KING SPRING FOR JUKE BOXES

TRIPOLI, Libya—King Idris of Libya has celebrated arrival of the oil boom in his country by purchasing 35 juke boxes and 14 pin games. The king has ordered 10 machines installed at his palace here, another 10 in his palace at Benghazi, the second Libyan capital (Libya has dual capitals at Benghazi and Tripoli for political reasons), and the remainder placed in orphanages and homes for the aged.

Libyan oil revenues reached $60 million annually last year and will top $100 million this year. This is approximately quadruple the Libyan national budget for 1963. Aside from Idris’ purchases, oil companies drilling in the Libyan desert have become an expanding photograph market. Some of the companies are transporting photographs by helicopter to remote desert drilling locations.

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GAMES
250 OF THEM

Brand new, seconds of all leading manufacturers.

1950, 1951, 1952 & 1953 Wurlitzer
Plasticine Bowlers, 10 ft., $40.00
Wurlitzer 2000 ... 500.00
Wurlitzer 2200 ... 150.00
Wurlitzer 2400 ... 200.00
Wurlitzer 2900 ... 400.00

Some of the 80 Operators and Guests attending the South Carolina Operators’ second meeting, a banquet attended by the State’s lieutenant governor. A membership committee was appointed by Royce A. Green, president.

NVA-Industry Meet

Continued from page 48

the main show. The National Coin Machine Distributors’ Association will hold a meeting, as will the following manufacturers: Lea Brands, Eppy Charms, Mr. Guggenheim, Northwestern and United Vending Corporation.

Paul A. Price, New York charm manufacturer, will hold a drawing for a new car on the convention floor Saturday (30) afternoon. NVA will also give door prizes including a television set and a freezer at its traditional wind-up banquet Saturday evening.

Officers will be elected at the luncheon meeting Saturday.

Daniel Tokowsky, latest addition to NVA’s speaker roster, is the chief candy buyer for Goldblatt Bros. 30 stores and handles an annual volume in excess of several million dollars.

He is also vice-president and sales manager of Anne Marlowe Kitchens, a Goldblatt subsidiary. The Goldblatt executive is one of the best known and most respected figures in the candy merchandising field.

ALUMINUM DE-GREASED DISCS FOR STANDARD AND HARVARD METAL TYPES

We have whatever you need in GOTTLIEB GAMES!

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World’s Largest Distributor of pinballs

Exclusive Gottlieb and Bank-Off Distributor for Eastern Pennsylvania, South Jersey and Delaware.

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The Ultimate in shuffleboards

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You can ALWAYS Depend on US for ALL YOUR NEEDS.
MILWAUKEE MENTIONS

Music and games distributors fanned out all over the territory to make personal contacts with up-State operators. A sure sign that spring is on its way, despite the heavy snows, S. L. London Music Company's sales representative with Muhl and Seeburg factory engineer, Charles Gates provided service checks for operators in the Madison, Manitowoc and Marinette areas. Also on the road are AMI's Hank Hovenues and Rowe Vendng's Bob Manthel, calling on Pioneer Sales & Service accounts. Harry Jacobs Jr. and Ron Kopf, United, Inc., also spent time visiting Wurlitzer operators in the Northern and Western portions of the State. Martha Schall, S. L. London Music Company's office manager, is vacations in the South.

The Milwaukee John Doe inves-

Editors of the American Coin and Game Trade Journal, a trade magazine covering the coin-operated amusement industry, have announced the names of the winners of the 1963 Major League by the Original Designers of Authentic Baseball Games. The winners will be featured in the April issue of the journal.

Wisconsin Ops

BURLINGTON, Vt. Some 16 teams have entered the Vermont State Shuffleboard Tournament held here Saturday and Sunday (33 and 24). The Tour-

The American Coin and Game Trade Journal, a trade magazine covering the coin-operated amusement industry, has announced the winners of the 1963 Major League by the Original Designers of Authentic Baseball Games. The winners will be featured in the April issue of the journal.

The Wisconsin Ops continues from page 47

ham, Owen Vending, Janesville;

Burlington, Pate's Music, Belmont; Frank Swietlik, Beaver Damp; C. E. Manley and Charles Manley Jr., Portage Music, Port-

WIBLEBOARD 57

Tourney Turnout

Burinjington, Vt. Some 16 teams have entered the Ver-

“Barred by NVA” continues from page 49

continued on page 49

“Barred by NVA” continues from page 49

continued from page 49

cessful endeavor is so filled with mystery. Surely it goes

... de-

without saying this climate is not for the best interest of NVA over-all membership who spend their time and money annually to travel to conventions to learn what is new and advantageous to their business in the vending field.”

WALLAS WORKERS WINNERS

in full production

the game of the YEAR

with 1, 2, 3, 4 Drop Targets

¢ Center Lane becomes “Special” when both Jokers are lit

¢ Carryover Feature: Cards in Royal Flush remain lit from game to game until completed

¢ Completing Royal Flush lites “Special”

¢ Hitting all 4 Drop Targets after completing Royal Flush lites “Special”

1963 MAJOR LEAGUE

by the Original Designers of Authentic Baseball Games

¢ Replay Model with EXTRA Inning Feature and Over-the-Fence Home Runs

¢ Players actually run Bases with Williams' Patented Base Running Unit

¢ Mystery Pitcher throws Fast Ball—Slow Ball in- 

side Pitchers

¢ Official Baseball Scoring

SEE YOUR WILLIAMS DISTRIBUTOR TODAY!
British Trade Association was held in Chicago.

Mrs. I. Shaw spoke the most significantly about this unique annual showcase for coin-operated amusement firms. She was a secretary of the Phonograph Operators' Association and operates 92 locations of her own in the London region.

In a TV newscast, the LVA show during its week, devoted most time to detailing coin-op amusement exhibits, which next year might well turn the LVA show into a second British ATE if all trudmers get the space there it's reported they seek.

Gordon Walker, Ruffler & Walker, Ltd., was an energetic Rock-Off salesman.

Ratjak Named

Army in Europe from 1941 to 1944.

Upon leaving the Army, he spent five years with the Coin Machine Acceptance Corporation as vice-president.

He joined AMI, Inc., in 1949 as a regional sales representative, rising to the position of vice-president in charge of sales. When AMI was sold to Automatic Canteen Company of America, Ratjak adopted his AMI vice-presidency and was also named executive vice-president of Rowe-AMI Sales Company, the national sales outlet for Canteen, Rowe and AMI equipment. He was also vice-president of a Chicago distributorship, AMI Sales Company.

Ratjak resigned all offices in 1961 to join Music Operators of America as managing director. He resigned that post a year later.

ECM Door Ajar

Continued from page 45

periods of from 20 to 30 years. Obviously, we believe in the Common Market—we believe it is here to stay and by the time our first leases expire it will rival the United States as an economic unit.

Smaller Firms

"We have the financial and technical resources to meet the requirements of the largest American coin machine firms—but we are also interested in the smaller firms with special requirements."

It is understood that the Muenemann interests are negotiating with eight U. S. coin machine firms, some of them export-import firms. Muenemann indicated that one or more of the game manufacturers are considering Common Market operation.

Muenemann's experts regard games as the wide-open field on the Continent for U. S. producers. An associate summarized: "You don't have to be an expert to realize that Europe is on the threshold of tremendous expansion in the coin machine field."

"Demand breeds demand, and we look for tremendous growth for all categories of equipment. We anticipate a vending equipment explosion, for example, and we think the possibilities for games and phonographs have barely been touched."

Muenemann says the costs of capital service for a leased plant will be no higher than the costs the customer would have to pay if he financed the new plant or office building himself.

Gottlieb's bowling boom, it is selling especially well in villages and smaller towns short on recreation facilities, where it is replacing the German game of nine pins. The Bally distributor is Lewis Consumer of Bingen, whose parent manufacturing company, NSM, produces the Fantask or the box and pay-out machines. Experience so far has shown that bowler games complement rather than compete with, lane bowling.

Ops Name Battler

SAABRUCKEN—Karl Feis has been re-elected president of the Star Operators Association. Others named were Alois Krosch, Georg Geber and Hermann Klein. Feis is directing a campaign by the association to rectify the production of television programs which the association claims are unfair to the coin trade. Feis' staff is attempting to persuade television stations which have screened the offending programs to present sequels based on the operator's side of the controversy.

In Hamburg, the operators association has re-elected as president Carl-Heinz Wende. Also elected were: Dr. Werner Hiltrett, vice-president; Erhard Bodi, treasurer; Erich Schneegans, secretary, and Max Walden and Arno Glasgau, board members.

Automatic in Shake-Up

HAMBURG—Automatic Canteen Company of America's German subsidiary, Canteen Automatenvertrieb GmbH, has undergone reorganization. Canteen's sales headquarters have been centralized at Hamburg under direction of Helmut Neuberg. Administrative and export headquarters remain in its plant at Neu-Isenburg, near Frankfort, Neuberg, in addition to being sales chief, also becomes business manager, replacing in this capacity Norbert Acker, who will concentrate on Canteen's German research and development. Helmut W. Walter remains in charge of administration and Rudolf Seitz of export.

EUROPEAN NEWS BRIEFS

NEW Machines

New Rolli-fliver $150.00
Kenoey 1-Coin Fun 450.00
Tangly Gripper 185.00
Inga Gripper 175.00
Klein Inga 190.00

Reconditioned Machines

Penny Tortellis $250.00
Savoy & Lomb Telescope 400.00
Jr. Deputy Sheriff 125.00
Munves Lamp 145.00
Mr. B. Basesco 145.00
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Terms: 1/2 down, balance C.O.D.

Write for latest catalog of coin-operated equipment.

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New "Hard-Cute" Finish Extends Playboard Life on an All-Time High!

4-PLAYER MAGIC

"GAUCHO"

NEW EXTRA BALL FEATURE
RETURN NEW PLAYBOARD AUTO-CLAMP
NEW DOUBLE-SIZE CASH BOX
NEW FRONT DOOR STYLING
NEW MAXIMUM SECURITY DOOR LOCK

SEE THE MAGIC OF YOUR THESE PLAY-MAKING.
DISTRIBUTOR \ PROFIT-MAKING FEATURES:

- Extra ball feature made by hitting Roto-Star
- Making rollovers advances Roto-Target value
- Hitting Roto-Target scores indicated value; re-sets target values
- Bulls-eye targets turn pop bumpers on and off
- 4-places to spin Roto-Targets
- Stainless cabinet trim \ All the deluxe Gottlieb features

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It's Always Profitable to Operate Gottlieb Games!
This is the year's big money maker

An automatic phonograph is built for one purpose and one purpose only — TO MAKE MONEY. It must have the finest styling . . . the finest sound . . . the best features . . . the most service-free mechanism to make the most money. Mr. Operator, we offer you . . . THE WURLITZER 2700 . . . THE ONLY PHONOGRAPH WITH THE TEN TOP TUNES FEATURE — proven beyond a shadow of a doubt to be THE YEAR'S BIG MONEY MAKER.

See your Wurlitzer distributor

Wurlitzer 2700

The Wurlitzer Company
North Tonawanda, New York
107 Years of Musical Experience

HAPPY TALKIN': In between opening night sets, Nancy Wilson chats with boss Glenn Wallis of Capital Records and his wife at Hollywood's Crescendo.

WHERE THERE'S LIFE: Comedian Bob Hope seems pleased with copy of his Decca album of monologs recorded in Russia.

TOP TUNER: Billboard's Ricardo Garcia (left) presents Chiles Juan Veraquez the first prize in the Fourth Festival De Vina Del Mar for composing "Solo Una Mirada." Third and fourth from left are Alfred Burgos of Southern Music and Odeon's Ruben Nouzeilles.

A NEW LOVE: Bill Pursell (right), who wrote and recorded Columbia's hit, "Our Winter Love," coaches past Anita Bryant in rehearsing vocal version of the song, while Robert Mersey, musical director of popular a.k.a., watches approvingly.

TOP TUNER: Billboard's Ricardo Garcia (left) presents Chiles Juan Veraquez the first prize in the Fourth Festival De Vina Del Mar for composing "Solo Una Mirada." Third and fourth from left are Alfred Burgos of Southern Music and Odeon's Ruben Nouzeilles.

MIT KRAUT YET: Looking less than homesick, members of the famed Vienna Boys' Choir attack a plate of knockwurst and kraut in a Washington restaurant. Chef Gunther Steinke is apparently unafraid of taking the knockwurst Rest.

GALLIC BERLIN: Looking like a young Irving Berlin, French composer-singer Charles Aznavour relaxes at St. Tropez before long-awaited New York debut (30) at Carnegie Hall.