Dave Gardner Sues RCA for $3,500,000

NEW YORK—Testimony by Cornelius F. Keating, vice-president and general manager of the Columbia Records division of CBS, has shed light on the early and midweek sessions of hearings involving Federal Trade Commission charges against certain practices of the club. A number of New York metropolitan area retailer witnesses were also heard during Tuesday and Wednesday sessions (2-23) with much the same line of questioning being used for all of these.

Keating, on the stand Tuesday morning (22), through questioning by Commission counsel, Richard Lavine, discussed many aspects of the club operation. He said the club now numbers 1,750,000 members, which are solicited through magazines and newspaper ads, direct mail and the so-called "members' G.A.F. (get a friend) plan."

He identified the basic current club offer as six LP records (with suggested list prices of $3.98 to $6.98) for $8.89 in connection with the buyer's pledge to buy six at $2.98 plus mailing and handling charges during the year following the offer's acceptance. The $8.89 deal became the basis for extensive questioning of dealers in later testimony, in which the dealers were asked if they had ever heard of type of offer being made by any retailer.

It is noted that there is a basic restriction of no more than one mono and one stereo membership per family unit, but there is no evidence that this fact is not publicized. If an individual turns out to be a record dealer, that fact in itself would not bar him from membership, he said. On the question of checking credit, Keating said this is a continuing problem, since at least 10 per cent of

Otto Harbach Dead at 89

NEW YORK—The man known as the "Dean of American Librettists" died here on Tuesday (24). Otto A. Harbach, 1963-1956, passed away after a long illness at the age of 89, collapsed with such esteemed songwriters as Rudolph Friml, Oscar Hammerstein II, Irving Berlin, Jerome Kern, Vincent Youmans, Sigmund Romberg and George Gershwin, among others. He was a charter member of ASCAP, a director since 1920, and served three terms as ASCAP vice-president, from 1950 to 1952.


He is survived by his widow, Ellis, his sons William and Robert, and three grandchildren.

the membership is in the deplorable account category. "Funny" Members

"We get a lot of Joe Stalin's and Nik Khushchewsky coming in, in what we call funny enrollments," Keating remarked, "and we screen all those out. Then we

Continued on page 8

DARIN SETS UP OWN DISK FIRM

HOLLYWOOD—Booby Darin has set up his own production company called T.T.M. Productions to make masters. Firm will record new artists and lease masters to record firms. Capitol will have first option on the masters. Darin is now looking for both artists and material. He has already signed one artist, and is putting together his first session shortly. Darin will continue to record for Capitol where he has a long-term contract.

GRANDPOP PERRY COMO relaxes at the Boca Raton Hotel in Boca Raton, Fla., with copy of new Billboard. With Como is public relations director Al Glick of the resort hotel. It is rumored that Como shot one of his best golf rounds at Snow Snead course in Boca Raton after hearing that his first grandchild had arrived last week.
STOCK 'EM UP

CHARTWISE: RCA VICTOR TRIGGERS 8 BIG HIT SINGLES

“LOVE (MAKES THE WORLD GO 'ROUND)” PAUL ANKA '8115
“JAVA” FLOYD CRAMER '8116
“SEND ME SOME LOVIN’” c/w “BABY, BABY, BABY” SAM COOKE '8129
“The End of the World” SKEETER DAVIS '8098
“BOSS GUITAR” DUANE EDDY '8131
“My Coloring Book” KITTY KALLEN '8124
“Days of Wine and Roses” HENRY MANCINI '8120
“Alice in Wonderland” NEIL SEDAKA '8137
Miami Racker Spreads Out
Credits Modern Machines

ATLANTA—Record Service Company, prime rack operator in the Miami area and a subsidiary of Pan American Distributing in that city, has moved into the Medley area as its new home base for an eight-state operation. The new outlet made its move in the period since the first of the year and gives credit for part of the growth of modern business techniques.

Barry Taran, youthful president of the firm, said that Unis- vace data processing equipment has become an integral part of the operation, along with Wide Area Telephone Service (WATS), automatic pricing machinery and automatic poly-sealing equipment.

Unisave is being used to provide instant information on inventory requirements at any of the firm’s many locations. Taran told Billboard that the Unisave installation has shown that about 90 per cent of the total album business is done on less than 2,000 titles. Up to 40 per cent of the business is done on less than 200 titles.

The 150 albums listed on Billboard’s best-seller album chart are a part of that basic 250 albums. Taran said, “And we make sure that every location stocks everything listed in Billboard.”

Our salesmen carry a Billboard with them when they call on accounts and they do their ordering based on the number of an album in the chart and the date of the issue it appeared in that position.”

“Cherry-Pick” Line
Taran pointed out, “It’s our business to cherry-pick the lines and we will admit it. But we must catalog in the big locations. Any account that carries a minimum inventory of $4,000 worth of records carries a catalog and in some cases we actually do stock up to 2,000 titles.

Meanwhile, Meader’s hustle with Frankie Mendez, one of our friends in San Francisco, continued to mount. Banducci has got out that “of course we won’t put the band on the coast, which, if approved by the court, would prevent their ordering based on the number of an album in the chart and the date of the issue it appeared in that position.”

And, believe it or not, most of this material is in the full price range, so the selection of the use of budget lines in racks are high, at least for us. In the next couple of weeks, we’ve had up to 25 or 30 per cent of budget bins, but that goes down to as little as 10 per cent in the winter months.

The New York branch will service eight states throughout the South and the WATS tele- (continued on page 11)

POW WOW TO DECIDE
What Now for Meader After U. S. Bomb Tour

NEW YORK—Vaughn Meader, Bob Hooker and Earl Doud—the music trio of “The First Family”—were scheduled to meet with Cadence chief Archie Bleyer and sales director Bud Dolinger on Monday (28) to discuss a new whether plans were for another in entirely different type of comedy LP.

Meader’s appearance elsewhere with Frankie Mendez, whose future has been as a singer, mother, father, and singer, has been damaged. Mendez is incorporat- ed into the comedy LP, with Meader, Hooker, and Doud, have a contract with Meader (at $750 per week), for a series of one-week re protec- sions against him. The restriction is that the group can put up to 25 per cent of the budget lines up to the week of January 28 any public appearances, except on TV. This restriction is in force until the end of the tour on February 4. The club owner sent ad all over the New York adver- s 👤商务部，一位|$100,000 breach of contract suit, and suit against Mendez and his agency, GAC.

As for the concert tour, which has been disastrous so far, GAC is reportedly trying to cancel it out as of February. Meader did okay at New York’s Carnegie Hall, bombed in Phil- adelphia (where only 742 showed up at the club’s 3,000- seat house). Mendez, however, was doing well on the concert tour.

Now his agent is trying to re- sert the concert tour, but Mendez canceled to free him for the tour. He is set for Las Vegas show, though.

Failure of the Meader tour has been a shocker to most promoters. Though they are used to rock and roll acts that make it on records but flop at the box office, everyone expected the comic, whose LP set new marks throughout the industry with sales of more than 4 million, to be the biggest concert attraction of the winter season. Allan Sherman, however, who also has a hit LP, has been doing well on his concert tour.

According to Van, the teen hop scene, which had been stack, has picked up perhaps as a result of the successful adult hop. He also says that in various other spots in town, future adult hops are planned.

What is best about it, says Van, is that adults appear to be having a ball at the hops, and most important, the dances actually are making money.

BEAUTY AND BRAINS sparked BM dinner in New York last week. Seen above are Evelyn Kinsky, Mike Stoller, Bert Burns, Paul Case, Yehlo, Sam Cooke, Jerry Leiber, Phil Spector, Mr. and Mrs. Danny Kessler and Barry DeVore.

DETROIT HAS BECOME one of the hottest record cities in U. S., due to Barry Gordy’s Motown smash that has poured out of the Motor City for past two years. Seen above at Pierre Hôtel, New York, attending last Wednesday’s BM dinner are executives and top artists of Tamla-Motown and heads of firm’s publishing affiliates, Jobete Music.

Pandora Emerges
With 1 Live Ones

CINCINNATI—Pandora Mus- eum, a joint publishing venture of George Levy and Sydney Nathan of King, has begun to sniff the sweet smell of success after only two years of exist- ence. Pandora has some 10 tunes currently out with such artists as James Brown, Hank Ballard and Little Willie John.

Hottest of Pandora’s tunes, according to both men, is “The Rising Tide,” waxed by Ballard on the King label. Ballard is expected to follow up with a second Pandora tune, “Let’s Go Back.”
BIRMINGHAM, England—Acker Bilk was presented with three trophies, won in Billboard’s 1962 poll of admirers, by the paper’s European director, Art Rosett, on ABC-TV’s “Thank Your Lucky Stars” pop music series here Monday night. A member of the orchestra of the English jazz combo named the Larkins (r.l.) John Lennon, of the Beatles (Parlaphone); Mike Berry (HMV), Brook Brothers (Pye), Alma Cogan (Columbia), deejay Sam Costo, Bilk (Columbia-Landsdowne), Frankie Vaughan (Philips), Chris Barber (Columbia) and host Brian Matthew. These artists also were on the show.

Lieberson Off to Europe For Deal Christening

NEW YORK—Goddard Lieberson, president of Columbia Records, left Idlewild Airport here Friday (25) on a tour which will take him to Madrid, Paris and Brussels in connection with the introduction of the CBS label in Spain, France and the Benelux nations.

In announcing the Columbia Records acquisition of the indie French firm, Arteco, Lieberson said the French firm, which now markets product under the Odeon label, will soon transfer all product to the CBS label.

“In joining CBS and Arteco, we go to France as a French company devoted to the desires of the French public,” Lieberson remarked. “We will join our repertoire and artist list with a solid catalog already established in France.”

Lieberson will first attend a reception in Madrid in connection with the introduction of the CBS label in Spain by Hispavox, S.A. On Friday (1), he’ll be in Paris for a reception there in observance of the CBS-Arteco tie. On Wednesday (6), he will be in Brussels for a similar reception in conjunction with the CBS entry there.

The CBS label was first introduced overseas in the United Kingdom and Eire last May. The product was marketed there through Philips Phonographic Industries. In July a renewal of an association with Nippon Columbia, incorporating the debut of the CBS label in Japan, was announced.

In August, the new CBS label was introduced by Columbia’s wholly owned Latin-American subsidiaries, Columbia Argentina S.R.L.; Columbia do Brazil, S.A. and Discos Columbia de Mexico.

Last September, Columbia Records and EMI announced the introduction and marketing of the CBS label by Columbia G.m.b h o H n Company of Greece, Ltd., EMI’s affiliate in that country.

The Hispano arrangement was made known in October, while in December an association with Philips for the CBS product in Denmark, Norway, Sweden and Finland. Also in December, Columbia and G. Rossini signed an agreement for CBS distribution in Italy, while an arrangement with Arione Granphonopone in Holland was completed for the CBS label in the Benelux area.

Andy Griffith Sits Scholarship

HOLLYWOOD—Capitol Records artist- TV star Andy Griffith will mark the 10th anniversary of his唱片 label with an introduction and marketing of the CBS label by Columbia G.m.b h o H n Company of Greece, Ltd., EMI’s affiliate in that country.

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HOLLYWOOD—Capitol Records enjoyed the most spectacular half-year in its history during the quarter ended June 30, Allan Livingston, the president, told Billboard last week. These six months, representing the first half of the fiscal year, showed a sales increase of 25 per cent for the same period a year before. The figures were derived from record sales or record club sales.

For the quarter, sales at all fronts, including singles, top LP’s in the Angel line. On the LP’s, sales were up 27 per cent; top albums showed a 29 per cent increase, and Angel increased its sales by 18 per cent.

Capitol Chalks Up Hottest Half-Year

Established sellers and key new names surged in Capitol’s sales surge. New releases were the fiscal year’s second quarter, further reinforced the sales increase, including the following artists: King- ston Trio, Peggy Lee, Larrindo Almeida, Stan Kenton and Nat Cole.

The original cast recording of “The Elephants Fringe,” plus “No Strings” and “The Music Man” also came through for solid sales.

On the single levels, Nat Cole’s “Ramblin’ Rose” and Andy Williams’ “The Last Time” were hits. Bobby Darin’s “If a Man Answers,” The Beach Boys’ “Surfin’ Safari,” Stan Kenton’s “Mambo Song” and Kay Starr’s “Four Way” were also big sellers.

Last week the label added two new artists to its roster. They were chanter Bob Newhart and thrush Barbara Bennis.

Paul Jaulus Joins Decca

NEW YORK — Paul Jaulus has been named as assistant to L. Bernard Brin’s establishment of publicity of Decca, Coral and Brunswick record product. He comes to Decca after six years with GAC, the Bernie Lang office.

“Decca is pleased to announce that it has brought in Paul Anka’s Spunk Music club in London in which it was born.

Some two and one half hours of mad and saucy material was taped by Riverside, but some of it will prove totally useless on disk. Some of the bits and sketches are far too outspoken and probably libelous to be broadcast. In the main, there’s little chance of radio exposure for such material. Some of the most effective were the Satanic deviations of British politicians (featuring a by name), the failure of British youth as seducers, and other such spicy and blasphemous.

It’s hard to believe, but these inadecancies are delivered with British wit and understated humor. It cuts down their rawness and bombast, and adds a nice touch of class. The timing of the script is perfect, and Lenny Bruce with the cultivated speeches of the upper mid- dle-class, mostly English, adds a nice touch and you’ve got the idea.

Of course there’s some enormous funny material that should make an hilarious LP. One his features an interview with the British Defense Minis-

Andy Griffith sits Scholarship in Agent’s Name

HEAVY on ENTRANCES:

Council graduate and land owner Paul Jaulus, Decca. New York City, N.Y.

Editor-in-Chief,...
AN EXCITING PAGE IS ADDED

TO THE COLUMBIA RECORDS CATALOG

Miss Patti Page has joined us...
and in our book, her first single is certain to be a smash!

“Just a Simple Melody” c/w “Pretty Boy Lonely” 4-42671

COLUMBIA SINGLES SELL!

Also available on single
Federal Lawyers Question Dealers On Going Prices

NEW YORK—Witnesses representing nearly a score of retail records dealers in the metropolitan area have testified during the first week of hearings here before the Federal Trade Commission against practices of the Columbia Record Company.

The dealer representatives were called by Government counsel during the FTC case, primarily to explain what may be called the "going" or "wholesale" price of records, which are now being sold as against suggested list price. In the case of Columbia, it was stated that a discount policy was being practiced, with the major statement being that the effective going price today (to the consumer) for the $3.98 record is $2.64.

Similar discounts were found to be obtained on higher-priced merchandise up to $6.98, though wider variations were noted on higher-end product.

Death Claims 3 Personalities Of Music World

NEW YORK—The final curtain came during the past month for a trio of once prominent personali-
ties in the music industry.

Jacques Fray, onetime member of the brotherly team of Fray and Braggiotti and more recently classed display man with New York Time Inc. and WQXR, New York, died January 21 of heart disease.

Mrs. Paul Kapp, wife of the talent manager-publisher, died January 8 in New Orleans. Her husband is the brother of Dave Kapp, head of Kapp Records, and of the late Jack Kapp, founder of Decca. Though mother of three children, she found time to become a successful woman and was widely published.

Robert Lipshis, Philadelphia-born conductor-violinist, died at the age of 51 in Vienna on December 31. He had joined the Philadelphia Orchestra at the age of 13, to become, in 1929, the youngest conductor in the city. Later, he founded the New York Philharmonic and later directed and led the baton over the pit orks of many top Broadway musicals.

Linsky Resigns Dimension Post

NEW YORK—Herb Linsky has resigned his post as v-p at Dimen-
sion Records, disk entity of the Niven-Kinchin combine. Linsky had been with the company in the promotion and sales area of the firm. Prior to joining Dimension last year, he had been with Epic Records and later with United Artists. Linsky expects to announce his plans following a vacation trip.

Sutro in Milan

MILANO—Peter Sutro, v-r, U. S. record man, has estab-
lished residence in Milan. His move to the continent in this city is American industry news, for he is also taking on both recording firms and equipment firms where American distributing is not in his representation. His address here is Via Pinamonte de Vimercate 7.

MGM Sued By Shalimar On Royalties

NEW YORK—Imperial Records, 100 percent subsidiary, Shalimar Music, has sued MGM, charging the label with failure to pay certain royalties allegedly owing on recordings by Jimmy Jones.

The complaint says that in August, 1959, MGM and Shalimar signed an agreement, under which Shalimar would produce Jimmy Jones, to be re-
leased on MGM, with Jones to pay a 10 per cent royalty on 90 per cent of all sales.
Later, in January, 1960, a further agreement was signed under which Jones' services would be exclusively for MGM Records only, for a 7 per cent royalty arrangement.

Complaint charges defendants have failed to pay on the contract and royalties of about $90,000 are owing.

At the time, Shalimar was operated by Goldie Goldmark as part of the Moog Companies, musicfishing, managing and dink-
ing axis. Goldmark supervised the recording of the Imperial Records bought the whole recording outfit for the Jones, $500,000. Goldmark continued operating the firm for over a year and a half before starting up his own company.

Snyder Signs Ole Ory's 'Big Grammer'

NASHVILLE—Shelly Snyder, v-r, RCA Victor, has signed an exclusive management contract for three years.

Greatest Decca recording star, is one of the headline acts of "Ole Ory's Band." He was formerly under the management of the Jim Denny Artist Bureau here.

Snyder said Grammer joined the Farong Young Show on a tour of the West and New Mexico beginning January 17. Don Helms, the Wilburn Brothers and Mariette are set for the same 16-day tour.

Big Overhaul in Works at Big

NEW YORK—The Big Three undertaking a complete re-
organization in its music print and professional departments.

The move is of importance both to J. Leon Nevin, new general manager, Herman Steiger, and has made a number of realign-
ments in its professional de-
partment. Last week Norman Toler, v-r at the recording department, is general professional manager.

Key of the firm's over-
take is in the Philadelphia office. Interviews are being held to fill the post of Al Toler, v-r at the Big Three last year set up a multimillion-dollar firm and this firm and Robbins, Feist and Miller, are expected to benefit by the change.

According to Mickey Scoop, general manager of the Big Three music department, Scoop will help boost general sales and product lines and the firm has just ended the Big Three achieved top gross revenues from record sales and for perfor-
mance, and record royalties, sales of sheet music, and net from use of the firm's property.

Colpix Pushes Movie Track

NEW YORK—With the big-budget movie spectacular "Law-
rence of Arabia" coming in to major theatrical runs, Col-
pix Records is stepping up the promotion-early- in behal-
f of its sound-track package from the Columbia Pictures release.

A trio of independent record promotion men have been signed to part of the Moo Goldberg, man-
ning, managing and dink-
ing axis. Goldberg supervised the recording of the Imperial Records bought the whole recording outfit for the Jones, $500,000. Goldberg continued operating the firm for over a year and a half before starting up his own company.

Live Talent Helps Push 'Our Man in ...'

NEW YORK—To push its new movie, "Our Man in ...", RCA Victor has trig-
ged a large-scale advertising and promotion campaign highlighted by location appearances of the film's stars, Al Hirt, Arthur Fieldler, Eddy Arnold and others. The promotion will be backed with point-of-
sale material, special local ads, radio-TV promotions, and the like. At the national level, com-
munications during the "Our Man in ..." network commercial, on NBC-TV and a distributor contest will be used, along with ads in leading Records magazine.

Transglobal In Deal—Including The Scandinavian

NEW YORK—Transglobal Music, representative for record manufacturers and publishers both domestic and foreign, has signed an agreement to repre-
nent the Scandinavian music pub-
lishing catalogs in all available areas throughout the world, and in include Scandinavia and Japan.

Deal was signed last week by Mrs. Rose Kohan, and Joe Zega, presidents respectively of Moni-
or and Transglobal.

UA Sells Big Town Interest to All-State

Big Town branches in other cities are not and have never been operated by UA, and the one located in Los Angeles, Chicago and the New York office of UA, All-State, is now United Artists currently, thus UA is left with only Illinois office at the Chicago, but UA continues to control the name.

FCC Take Top At McLeod Corp.

WASHINGTON AM Station WYNR has been cleared to account for eliminating all foreign language programming. The Federal Communications Commission, in a letter to Norman C. McLeod, president of the McLeod Corporation, owner of the station, to explain at a formal hearing, why its promised to continue the for-
eign language program, which it signed for an applicant for the then WGES from radio Station WOR in Jersey City, was not granted.

FCC says that after change of ownership of the station in August, 1959, it was decided to change the programming, elimin-
ing the foreign language broadcasts. The FCC says this raises a "serious question" as to whether the new corporation actually intended to retain the foreign language broadcasts which it made application for the station.

Sardis Stars Post As Firm Head

HARRISBURG, Pa. Pete Wambach, president of Wambach Publicity, which recently signed as record producer for Rick Sutro in the Quaker State, has resigned his post as press sec-
retary to the Lieutenant Governor of Pennsylvania and re-
scribes his duties with the firm. Wambach is also a deejay, and is heard twice daily on WCBM, Harrisburg.

He will also handle Pennsyl-

nia political coverage for the Associated Press Wire and Broadcasting System. Wambach is also expected to handle the enuncio chassis in the 1962 NARM Awards presentation due to take place at that organization's national convention in San Francisco March 3-7.

Nashville-Minnie Pearl will be laughed at for last year's record by the Sardis Discs. The label was also signed Johnny Bond and Leon Payne.
The Recordings of Heifetz

Bruch Concerto in G Minor
Mozart Concerto in D Major

Malcolm Sargent

Bruch Concerto in G Minor/Mozart Concerto in D Major. In his latest Red Seal album, the world's greatest violinist lavishes all the incredible resources of his art on the familiar and beloved Bruch Concerto. He is equally at home in the enchanted world of Mozart's D Major. An album with tremendous appeal for every lover of violin music. Mono: LM-2652. Stereo: LSC-2652.

Heifetz

Bruch SCOTTISH FANTASY/VIEUXTEMPS Concerto No. 5. Heifetz handles the ultimate devilment of the violin in the finale of the Bruch with a blaze of virtuoso excitement. Coupled with the Vieuxtemps, this recording is in great demand. Mono: LM-2603. Stereo: LSC-2603.


Keep stocked with albums by the world's greatest violinist on RCA Victor RED SEAL RECORDS
NEW YORK—What will the growing number of FM stations now programming their FM outlets separately use to fill more and more hours of void in major cities—"automat programming," "radio, or AM FM-radio "type personality decay shows," or be able to be a blend of both for quite a while. That's the opinion of Joe Roberts, ex-ecutive producer of the Corporation, as he voiced it to Billboard.

As Roberts sees the situation, there's plenty of room for personality, and there has been a major promotional arm of the record industry—and for the automated brand of semi-background music sold to stations by record companies such as Muzak offshoot Programmatic Broadcasting Service.

About three out of every four subscribers to Programmatic's automated services are AM-FM outlets, Roberts pointed out. The service, which is showcased on Muzak's BRFM, New York is used for FM portions of the new-splits, with automated programming continuing as before.

Currently, Programmatic has about 5000 customers, both AM and FM, in as many markets, and is shooting for a year-end total of 100. George Mazzula, head of the Programmatic music—which is a middle-of-the-road blend of standards, old-time classics, old-time radio shows, modern records, and pop melodies—at their headquarters in New York, said that the "personality shows" and monologs are in play on about 200 of their FM hours.

"Programmatic FM is not the same as AM EDT," Roberts commented. "AM radio is strong in the morning and late afternoon, and then there's the very touchy subject of Saucy, Skylab, Polaris and the Valcan bomber.

The choice and monologs played in English accents should not in suffering in translation. The "Saucy" shows should be wide enough to appeal to both the USA and American (mis)trust and (mis)understanding.

JACK MAHER

Deduction Rules Shaping Up

He said that clubs in general provide a fast sale and a short-term profit, whereas the more records sold through clubs we won't be making the profit.

In describing his own company, Hartstone said its gross profit is about $1 million or $1.50.

He said that the higher costs of labor and record production, increased labor costs would again be listed by him. Hartstone said that the 1961 New York payroll scandal may have lessened the possibility of record sales by record companies in the future.

In cross-examination by Columbia counsel, Ada Sekolow, Hartstone was asked if he had specific conversations between London, New York, and London representatives, and whether such talk broke off because of San Francisco and other cities to the Columbia club. He said he had no knowledge of these conversations which once occurred between Sir Edward Lewis, head of London, and Sir George. M. M. M. of RCA Victor.

Safes Sales

Sekolow also questioned the witness as to the low level of sales to the possibility that Europe was higher than in the United States and the comparison with American artists. He asked if he had any knowledge of the possibility that the 1960 payola scandal may have lessened public faith in record companies or record companies. He said no knowledge of these conversations which occurred between Sir Edward Lewis, head of London, and Sir George. M. M. of RCA Victor.

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a great new star,
a great new single
LOUIS PRIMA's
sensational discovery

GIA MAIONE

sings SUNDAY LOVER b/w
LITTLE GIRL BLUES #4906
with Louis Prima, Sam Butera & The Witnesses

For more great performances
by Louis, Gia, Sam and The Witnesses. (S) T-1797

www.americanradiohistory.com
The national network TV guest appearances listed below provide outstanding promotional opportunities for your acts and records. We will try to make sure that each listing will appear in the network's most competitive time period. The chart should be used as a guide for TV appearances and other displays by which the TV exposure can be maximized in the non-broadcasting public.

**JANUARY 23-25, 1963**
All Times Eastern Standard

**Tuesday 26**
MAY SISTERS
The girls are guest stars on the Ed Sullivan show (35-TV, 8:30-9:00 p.m.).

**Wednesday 27**
GEORGIA BROWN
Miss Brown will appear on the Mike Douglas show (ABC-TV, Monday through Friday, 6:30-7:30 p.m.). She can be heard on the RCA Victor label.

**Thursday 28**
SANDY STEWART, ALLEN AND ROSSI
Raymond Burr Associates presents Sandy and Al. The show will be telecast on the Columbia network (NBC) and features Sandy Stewart and Allen Rossi. This will mark the first time this new album called "Sandy Stewart and Al Rossi" has been on network TV.

**Monday 31**
ROTTA BARKER
The Capitol recording artist guests on the Westworld program-taped Special Series (ABC-TV) for two weeks. The show was the 39th annual gilding in the Past. The special feature, a new "Song With The Helix."... The program will air on ABC-TV.

**FEBRUARY 3-5, 1963**
All Times Eastern Standard

**Thursday 3**
PHILLY DILLER
Concerts presented by Phillie Diller will be shown on the Mike Douglas show (ABC-TV, Monday through Friday, 6:30-7:30 p.m.). Her latest show is "Are You Ready For A Show?"

**Friday 4**
ERROL GARNER, CHARLES STARR, AND TOMMY MAKEL
Walt Disney, Judy Collins, and Erroll Garner are among those on the Big Band Special, "The Wonderful World of Disney." The telecast will be on NBC-TV, 10:00-11:00 p.m.

**Saturday 5**
ANN SUTHERLAND, JUDY CAIN, AND RONNIE HALEY
The film features "The Road to Morocco," starring Ann Sutherland, Judy Cain, and Ronnie Haley. The film will be shown on CBS-TV, 8:30-9:30 p.m.

**ARTISTS' BIOGRAPHIES**

**PAUL AND PAULA**

**REAL NAMES:** Jill Jackson, Ray Hilebrand Birthplace: New York, New York, December 21, 1940. Home Town: New York, New York. Height: 5'9". Weight: 125. Complexion: Fair. Hair: Brown. Eye Color: Hazel. Build: Slender. HOBBIES: Reading, listening to records, sports. EDUCATION: High School. effered to the Howard Payne College, to sing for a charity drive radio program on a local station. The audience responded favorably and with further encouragement from their classmates and instructors, the pair decided to become a permanent duo. Myself, and Pluto, also a member of the band, wrote their current hit. The sound was a hit for Fort Worth and an audition with producer and manager, Major Bill Smith. Major Smith had them record a dub of "Hey Paula" immediately and that's the disk to become the Phillips Records smash single within a month of its release.

**LATEST SINGLE:** "Hey Paula" continues its strong bid for the top of the Hit 100 chart this week.

**BILLY MELLIN AND BUCK RAM**

**PITTSMBURGH**

Songstress Donna Jean Young, currently on tour with Camelot, is planning to sign a single next month in New York for Capitol Records. The picture was taken at the Hyatt Regency Hotel, where she is staying.

**SOUTH**

Abbe Lane and Xavier Cugat shakin' it up in one night-stand at Miami's Hotel Fontainebleau January 30.

**PORTO RICO**

Cugat and Lane into the San Juan Hotel, January 31-February 12.

**WEST**

Eddie Fisher headlining at the Desert Inn, Las Vegas, through February 18... Connie Francis opens at the Sahara, same city, through February 18, 1963... Tony Bennett at the El Morocco, same city, through February 18, 1963...

**CANADA**

Danny and the Juniors begin an extended tour of Canada through the month of February.
Miami Rack Operator Spreads Out

In the "Let's Think About Living," on Warner Bros., has signed with Hickory Records. He cut his first session with Hickory under the direction of Wes Rose.

Bob Luman, who had a big hit with "Let's Think About Living," is appearing when Dobson goes into the Uniave to provide a running picture of sales patterns.

Fair Profit Goal
Discussing the general nature of the rack business, Taran said: "Our rack program is not designed to show that we can sell cheaper than anybody else. We're in business to make a profit and we hope to make a fair one on everything we sell.

If there is one trouble afflicting the rack business today, it's dating and discounting, both of which make an operator tend to overextend himself. I'd rather have one price all year long and as for dealers, forget it. One price would be a great help to the business, believe me. Otherwise you buy a whole flock of stuff on a dating plan and in a given month when the money comes due, you can get clobbered.

The Atlanta Record Service operation is managed by Al Goldberg, branch manager, with Ted Potnman acting as sales manager. Taran himself heads up both the Atlanta and Miami rack operations as well as Pan American Distributing in Miami.

Goodmans Open In Nashville

NASHVILLE—Gene and Harry Goodman have opened a Nashville office for their Arc, Regent and Harmon music firms. Robert F. Tubert will head the Nashville office which will be located on Terrace Place.

IT'S NO MAGIC
THAT THEY'RE HITS
WHEN THEY'RE FROM
WAND

Tell Him I'm Not Home
CHUCK JACKSON
Wood 132
Nobodv But Me
THE ISLEY BROTHERS
Wood 131

SCEPTER MUSIC • 1650 BROADWAY, NEW YORK, N.Y.
NEW YORK—"If there was any single thing that put over 'The First Family,' it was radio exposure," said Archie Bleyer last week in an announcement of the sale of the Vaughn Meader album.

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

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

"We were all wrong," said Bleyer. "Radio not only enabled listeners to imagine Meader as President Kennedy, but to imagine all of the other people in the cast in their respective roles. We found that the one-on-one shots we had on TV didn't have nearly the impact of the radio play. It wasn't only the stations who normally programmed albums that helped put 'First Family' over," said noted sales chief Bud Doolinger, "but the Top 40 stations as well. We were surprised and pleased to find that 40 stations which never had programmed an album before were playing tracks from 'First Family' and this got kids as well as adults interested.

"The sale of the album indicates something else," said Doolinger. "For a long time Archie has said that a soft record market is a misnomer. A soft market is one in which the manufacturers have to work (Continued on page 10)

Archae Has A Kind Word For Those Who Blew It

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

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

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

"When anyone knocks the firms who turned down the album they are wrong. When they say that they heard was not the material that finally came out on Cadence. So they turned it down. Well, I've turned down plenty of him in my time, too. It's not what you turn down that matters but what your track record is at the end of the year. Don't forget, a lot of firms that didn't accept the album have fine records.

"There's a wall in the long run."
Everyone make it all possible

Archie Bleyer

and the staff of
CADENCE RECORDS

Budd Dolinger, General Mgr.
Bob Mack, Production Mgr.
Pete Hess, Assistant Production Mgr.
Max Feit, Comptroller

Here are just a few of the people and companies who contributed to the fabulous success of

"THE FIRST FAMILY"
We’re proud and pleased to be among the suppliers who contributed to the all-time record industry success story...

CADENCE RECORDS’ “THE FIRST FAMILY”

BURFORD PRINTING of Indianapolis was happy to help solve this problem by lithographing one million covers in the short space of two weeks.

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

We can help solve your album cover problems reliably and economically at our plant, just a short distance from major record pressing firms in Indiana.

Your inquiries are solicited.

WILLIAM B. BURFORD PRINTING CO.
603 E. Washington St. Indianapolis, Ind. Phone: 317 McElroy 5-7301

May We Add Our Congratulations to Cadence on its success with “The First Family” LP

We are proud to have been a part of the fabulous success story.

COUNTY BOX & ALBUM CO., INC.
201 South 2nd Avenue, Mount Vernon, New York
Phones: Mount Vernon, SY 2-9080
New York City, MO 8-7862. Pat Madonna
It's great to be such an intimate part of the "family."
Congratulations to Archie Bleyer and his great staff at Cadence for a job executed with impossible finesse.

Our thanks to them for letting us produce over 2,000,000 "First Family" Fronts and Backs in less than two weeks’ time.

To Archie Bleyer
Cadence Records
Vaughn Meader
Our Congratulations for the History-Making "First Family" Album

IMPERIAL PACIFIC PACKAGING CORP.
1919 East 51st Street, Los Angeles 58, Calif.
(Formerly, Album Fabricating Division, Rek-O-Pak Corp.)

CONGRATULATIONS, CADENCE!
We are proud to have contributed to the unprecedented success of "THE FIRST FAMILY."

SONIC RECORDING PRODUCTS INC.
27 Ludy Street, Hicksville, L. I., New York
(516) WE 8-2600
CUSTOM PRESSING OF 12" LP'S
featuring VAUGHN MEADER

COLUMBIA RECORD PRODUCTIONS

Great! More than a million copies of "THE FIRST FAMILY" pressed in eleven days? ... Wow!

Oh, it was nothing.
We're proud and pleased to be among the Suppliers who contributed to the all-time record industry success story...

CADENCE RECORDS' "THE FIRST FAMILY"
featuring VAUGHN MEADER

A Personal Message for a Great Guy!

It is our distinct pleasure to be associated with Archie Bleyer since the inception of the Cadence Record Co.

We feel that our industry is indeed blessed to have such a fine and real gentleman in its midst. He's strictly a "first" guy—first in talent, first in ethics, first in the presentation of new ideas.

We would like to take this opportunity to wish him and his very capable staff continued good health and success in all future endeavors, and we are proud to have been part of the Cadence Record Success Story "The First Family"

Nate & Nate
MONARCH RECORD MFG. CO.

believability
is built into Billboard

Congratulations to Archie Bleyer and Cadence Records for Setting a New High in the Record Industry with Vaughn Meader's "The First Family" Album

Ivy Hill Lithograph—Pacific Division
1919 East 51st Street
Los Angeles 58, Calif. (Vernon, Calif.)
(Formerly, Printing Division of Rek-O-Pak Corp.)

People believe what they read in Billboard. They may not know that we have more people researching and writing and reviewing than any of the other publications. It's not really important . . . to them.

What is important is what appears in print. And what is printed in the issue this week or any week is all part of a plan to help readers. This is important to us.

We help our readers because they tell us so. We print more helpful information, more news, more facts, more profit-making and programming services. And we are always adding more exciting, helpful features and services.

That's why more people buy Billboard. They know they get more help. When readers are helped, so are advertisers. That's why more advertisers use Billboard . . . this week and every week. They know that people believe what they see and read in Billboard. That's believability.
We're proud and pleased to be among the DISTRIBUTORS who contributed to the all-time record industry success story...

CADENCE RECORDS' "THE FIRST FAMILY"
featuring VAUGHN MEADER

Archie: WHO NEEDS YOU?
The ENTIRE RECORD INDUSTRY... that's who!

Sid Talmadge
RECORD MERCHANDISING
2580 W. Pico Blvd., Los Angeles, Calif.
DU 5-3451

An Achievement Without PARALLEL
As We Enter Our TENTH Year As Representatives For CADENCE in CANADA
Apex Records Division

Our Family Is Happy
To Be So Closely Related
To "THE FIRST FAMILY"

R. J. Godlewsiki & Family

EASTERN RECORD DISTRIBUTORS
26 CLARK ST.
E. HARTFORD, CONN.
Phone 289-7431

Bob Chislett
General Manager

Phil Rose
Sales Manager

www.americanradiohistory.com
We’re proud and pleased to be among the DISTRIBUTORS who contributed to the all-time record industry success story...

CADENCE RECORDS’ “THE FIRST FAMILY”

TO ARCHIE,

Congratulations on the opening of a New Frontier in the Record Business with

“THE FIRST FAMILY”

ESSEX RECORD DIST.
10 Fenwick St.
Newark, N. J.

ARCHIE:

Thanks for the Tremendous “Kickoff” During Our First Six Months In Business!

Gene Silverman    John Schlee

MERIT MUSIC DIST. INC.
15773 Wyoming Avenue
Detroit 38, Michigan
UNiversity 3-9119

Glad to be a part of the Cadence Family of distributors & to have had a part in the success of “The First Family” LP

GODWIN DISTRIBUTING CO.
655 Ethel St., N.W., Atlanta, Georgia

Art Godwin
Phone: 876-5719

Still Selling “THE FIRST FAMILY” With Vigah!

Dick Sturgell
A-1 RECORD DISTRIBUTORS
807 N. Hudson St., Oklahoma City, Okla.
CE 5-4545

Congratulations, Archie! We’re looking forward to an even Bigger year in ’63 with Cadence.

ASSOCIATED DISTRIBUTORS INC.
210 S. Meridian St., Indianapolis, Ind.
Phone: ME 4-3591
On behalf of Milt Salstone, Marvin McDermott, Vic Faraci and the staff of M.S. Distributing Company, we wish to congratulate Archie Bleyer and the Cadence family for producing the greatest album of all time—"THE FIRST FAMILY!"

M.S. DISTRIBUTING COMPANY
1700 South Michigan Avenue
Chicago, Illinois
(312) WEBster 9-7571

The Thrill of a Lifetime!
Our Congratulations to Archie!

MELODY SALES COMPANY
San Francisco, Calif.
Al Bramy and Tony Valerio

Happy To Have Been A Part Of "The First Family's" Success
THE SOUTH'S LEADING RECORD DISTRIBUTOR
BERTOS SALES CO.
2214 West Morehead St., Charlotte, North Carolina
Phone: EDison 4-4369

Congratulations and best wishes to Cadence Records
We are happy to have contributed to this fantastic success!

BOLD DISTRIBUTING CO.
418 S.E. 10th Court, Hialeah, Fla.
Phone 887-3992

FIRST IN SERVICE IN NEW ORLEANS
and happy to be among the Cadence Distributors who contributed to the success of THE FIRST FAMILY
DELTA RECORD DISTRIBUTORS
718 Howard Avenue, New Orleans, La. Hugh Devlin. Phone: 525-7104

MURRAY JACOBS • HENRY STONE

Bob DeMain Nominates Vaughn Meader President of the United States, 1964, and Archie Bleyer for Secretary of the Treasury.

DeMAIN RECORD SALES
2250 North 16th Street
Phoenix, Arizona
Phone: 253-4118
We're proud and pleased to be among the DISTRIBUTORS who contributed to the all-time record industry success story...

CADENCE RECORDS’ "THE FIRST FAMILY"

Archie:
You're the most, and so is "THE FIRST FAMILY"
Is Nathan

HIT RECORD DISTRIBUTING COMPANY
3416 Colerain Avenue, Cincinnati 25, Ohio. (513) 542-0500.

Best Wishes and Thanks to Archie Bleyer and the rest of the Cadence family!

MAIN LINE CLEVELAND, INC.
1260 East 38th Street
Cleveland 14, Ohio

Congratulations
Archie Bleyer and Cadence Records
for the Scoop of the Century
Ken Kaizawa
Honolulu's Leading Record Distributor

MICROPHONE MUSIC, INC.
605 Coral Street
Honolulu, Hawaii

Proud to be a Member of the Wonderful "First Family"
Stan Sulman

MUSIC DISTRIBUTORS, INC.
Seattle, Washington

TO: ARCHIE BLEYER
FROM: THE LIEBERMAN CREW
IT COULDN'T HAVE HAPPENED TO A NICER GUY. BEST WISHES TO YOU AND YOUR TEAM.

HAROLD N. LIEBERMAN COMPANY
257 PLYMOUTH AVENUE NORTH
MINNEAPOLIS 11, MINNESOTA

MANGOLD DISTR. CO.
636 West Baltimore Street
Baltimore 1, Maryland

ACCLAIMED THE OUTSTANDING DISTRIBUTOR OF THE AREA. OUR SINCERE THANKS TO THE CADENCE ORGANIZATION FOR THE GREATEST HIT OF THE YEAR.

MANNY GOLDBERG

MIDWEST DISTRIBUTING CO.
1917 Delmar Blvd.
St. Louis, Missouri
"FIRST IN SERVICE"

Paul Levy. Phone: GA 1-1938

In Memphis

"THE FIRST FAMILY" was distributed by

MUSIC SALES COMPANY
1117 Union Ave., Memphis, Tenn.

Congratulations, Cadence, and we, too, are happy about the whole thing!

LEON McLemore
PHONE: BR 6-1776
CONGRATULATIONS, ARCHIE!
From the Mid-West's
"First Family"

O'BRIEN DISTRIBUTING CO.
2830 W. Vliet St., Milwaukee, Wisconsin
Phone: DI 4-3560

Happy to Be a Part of
the Cadence Family and
Associated With—
"THE FIRST FAMILY"

UNIVERSAL RECORD CO.
Phone: CEnter 2-3333

Congratulations to All
Concerned From the Home
of the Real First Family.

MUTUAL DISTRIBUTING CO.
1241 Columbus Ave., Boston, Mass.
Phone: Highland 2-5700

STAN'S
OF
SHREVEPORT
728 Texas Street
Shreveport, Louisiana
Phone: 422-7182

integrity
is a big word at Billboard

There are many reasons why twice as
many people prefer Billboard over any
other publication. One of the reasons
is—Integrity.

Those who know the field, and who need to
know what is going on today in the world of
music, trust the integrity of Billboard—
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complete coverage from an unbiased
viewpoint, without prejudices or favoritism.

Billboard is there on the spot, all over the
world, with top reporters getting all the
news, more news about records, new products,
new marketing methods, news that you use
to do the job easier, faster and more profitably.

Your weekly issue of Billboard is a
complete encyclopedia of the music field,
with pertinent information and thoughtful,
considered analysis of the contemporary scene.

That's why Billboard is preferred by
more people. That's why we lead the field,
and have led the field for almost 70 years.

We are proud of this faith that our readers, and
advertisers, show in our efforts. It keeps
our people aware of their vital job of serving
you and the industry.

Our way of saying thanks is by doing a better
job. This is our pledge to you this week . . .
and every week.
COUNTRY MUSIC CORNER

By BILL SACHS

COUNTRY MUSIC TOppers

WHEN Evans

most recent applicants for membership in the Country Music

Association were C. W. McCardle, Carmen McNicholl, Zane

D. Campbell, North Little Rock, Ark.; Bill Mack, Grand Prinires,

Tex.; Joe Yule, Akron; Alan

Clàire Berryhill, Springfield, Mass.; and Peggy Stelman,

Helena, Ark.

The Matador of the Buena Vista Hotel, Safford, Ariz.,

which has had good play with c.w. and folk talent.

Recent features included Bobby

Brooks, Nashville, and Vicki Salter (Re-

prise), Red Zeller (Royd) and the

Vipers (Dot). Currently winding up a return date in the Matador

Room is Capitol Records' national

Trio, Merlene Garner returns to the Matador for her third

appearance there. (February 18.)

Earl Y. Perrin is Matador manager

and booker.

Hal Hartmann, of HI-lee Records, Nashville, has just signed leasing

rights on the Majestic Theatre, "You're Sorry Too Late" b/w "Young

Lips May Follow Your Tracks," as done by the Rhodes Brother from

Nashville way. Also acquired recently by Hartmann was the

master on "Don't Leave Me Now" b/w "We've Met Before," by the

Hillbillys of Georgia; and Margie and

Marcy. The Country Steel Boys, recently

signed to record for HI-Lee Records, have listed their first release

album titled "Bluegrass From Hollywood." The boys appear weekly on

"Country Music Time" and "Cash Box Time Clock Series" in Los

Angeles. . Jim Reeves and wife, Mary, celebrated the birth of their

third child, born this past week, a seeing-sighting trip with friends in

Mexico City. Jim and the Blue Heels ended their two-week tour of

the rest of this month and early February. Their engagements

and later in the season are set for dates in South Africa, England,

England, Scotland, and Canada. Jim's newest RCA Victor label is "Is This Me."

Otto Devine has Bill Anderson

and the Flickers booked for a two-

week Canadian trek, starting January 25 at Winnipeg, Man.,

and following with Kawaral, Sask.; 31; Yorkton, Sask., February

1; Regina, Sask., 2; Red

Deer, Alta.; 5; Edmonton, Alta., 6;

Calgary, Alta., 7; Medicine

Hay; Alta., 8; Lethbridge, Alta., 9;

Vancouver, B, C. 11. . . .

Johnny and Jack and Katy Webb

wound up their three-week Las

Vegas stand January 24 and

began their next stand (25) at

Artec, N. M. They are set for the

February 5-9 period in

Station KPCN, all-country music

outlet for Dallas, pre-

COUNTRY MUSIC TOppers

seated its first country music

space outside of Nashville.

Coliseum, Fort Worth, Thurs-

and will be opened by Davis, with all hops being made

for the Fort Worth show.

Newsmakers

The favorite group at the Western Fes-

tival, at which the biggest crowd has

this year's event has been

 postponement at the Cajun, Davis, with all hops being made

for the Western Festival show.

Johnny Cash, June Newton

enforced the Fort Worth

proceedings, which featured such
talents as Floyd Tillman, Joy

Pierce, Roy Price, George

Jones, Carl Perkins, Bill

Mack, Mose Allison, and the

Wall Jackson, Red Sovine,

Bill Mack, George GEEE,

Bill Johnson and the Bill

Mack promoted the Fort Worth

show. Bill recently became PO

after acquiring his KPCN from

KENS, San Antonio, which de-

cided to go all-pop. Two years

tago Bill promoted, through Hu-

bert Long, the 13,000-record

breaking crowd with a similar show in San Antonio.

The itinerary for George

Harwich IV carfies him to Ceda-

Hills, Calif., 13; Independence, Ia., 2

February 2; Brownsville, Mc.

Sham-

rock, 14; Marshall-

town, Ia., 15; Perry, Ia., 16;

Fort Dodge, Ia., 17; Dubuque, Ia., 18;

Denver, 19; Los Angeles, 20;

February 21. . . .

 maken of the rounds of

country together this week are those

country music boosters—Bob


Jim Bowling, Philip Morris

salesman; Bob Moore, Miso.,

oy tycoon; Bill Colle, c.w. jock at KFOX, K

Long Beach, Calif. . . .

Billy Grammer, who recently

signed with the Shelley Snyder
Talent Agency, Nashville, emb-

arked on a nationwide tour in

subject of 11 one-nighters that will

take him through Missouri, Texas

and Louisiana. Publisher of Country & Western

Scrappo, has moved his

Heather Publications to a new

location at 3285 Wadsworth

Boulevard, Denver. 27. . . .

The "Grand Ole Opry" show, piloted

by orchestra leader, Bob

Deiss, played Long Beach, Calif., Jan-

uary 17, sponsored by Station

KFOX, Los Angeles, to a standing

crowd in a small dance hall.

Observers termed it "the most

successful Opry show" to play

Southern California in 15

with the Country Jockeys

BY BILL SACHS

Robin Ward, 17-year-old sing-

er, whose two pop releases on his

Vereer label, have enjoyed a mod-
AT THE END OF OUR 4th YEAR
NEVINS-KIRSHNER • ALDON MUSIC

Takes Pride in These Songs

Citation of Achievement

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

... and Takes Pride in These Award Winning Writers

GERRY GOFFIN
HANK HUNTER
JACK KELLER
CAROLE KING
LARRY KOLBER

HOWARD GREENFIELD
NEIL SEDAKA
BARRY MANN
GLORIA SHAYNE
CYNTHIA WEIL

AL NEVINS • DON KIRSHNER • Lou Adler, V. P. • Emil LaViola, V. P. • Artie Kaplan, Music Dept. • Sig Eisgrau, Copyright Dept.
**CHECK**

**These Action Packed Releases from CHESS**

**THEY'RE MOVING FAST IN EVERY MARKET!**

**THE ORIGINAL VERSION**

"MAMA DIDN'T LIKE" by JAN BRADLEY

Ches #1845

"EVERY DAY I HAVE TO CRY" by STEVE ALAIMO

Checker #1032

"WOULD IT MAKE ANY DIFFERENCE TO YOU" by ETTA JAMES

Argo #5430

**"THINK IT OVER" by JIMMY DONLEY**

Ches #1843

**"LONELY BABY" by TY HUNTER**

C-18

**"THE CRUSH" by THE LOVETTES**

Checker #1034

**"MATHILDA" by ROOSEVELT NELLES**

Ches #1846

By NICK BIRRO

(Chicago Office)

R&B ROUNDUP

What's doing in the rhythm and blues world will be the crux of this column, starting this week as a regular weekly feature of Billboard. The column will be handled by this reporter in Chicago and will give news about rhythm and blues artists, radio stations, disc jockeys, record distributors and other record personalities around the country. The Tamlam-Motown group of artists is off on another national concert tour, and will be a result the Tamlam-Motown artists are booked into June. Hottest disk at Tamlam-Motown this week is "You've Really Got a Hold on Me," followed closely by a newcomer, "Hitch Hike," Marvin Gaye. Both are on RCA.

It was bad news for Don Robey, president of Duke and Peacock Records, who accidentally shot himself in the left arm on a recent deer hunting expedition. "Duke" said the gun was not being called, is recovering nicely. Don Robey, "Call On Me" and "Sincerely," recorded by Bobby Bland, are continuing to rack up big sales for the disc.

Barb Gardner

VJ Intl 1 Head

CHICAGO: Barbara Gardner has been named national representative of international product for Vee Jay Records and is currently on a sales, promotion and recording tour that has taken her through England, France and Sweden.

Miss Gardner is one of the brightest young talent in the music industry, having joined Vee Jay only a year ago and a half ago as public relations and subsequently assuming a wide variety of executive responsibilities.

She first became known as an editor and reviewer for Downbeat magazine, a post she still holds. She is also a frequent contributor to national magazines and in often quoted by Billboard as an authority on rhythm and blues, jazz, and pop.

In her present role, Miss Gardner will handle sales, promotion, purchasing of new masters and distribution of all activities for Vee Jay's international division.

She last week supervised the recording, in London, of a session combining Malcolm Arnold and the Bradford Singers with Chris Barber. The disc is especially unique as the lead singer is known as a spiritual artist, while Barber is primarily popular.

Miss Gardner is also slated to meet with Roland Rennie, EMI, Vee Jay's London office. She'll also meet with Path-Marconi, Vee Jay distributor in Paris, and Simon Ross of Imperial Distributors, Vee Jay outlet in Sweden.

Barb Gardner

VJ Intl 1 Head

R&B clubs throughout Boston, Buffalo and Pittsburgh. Presently, she is reporting strong r. & b. action on its Gene Ammons Bossa Nova LP. It's word of the first bossa nova sides to make it in the rhythm and blues idiom. Gene's first released albums by Willis Jackson ("Bossa Nova Plus I Left My Heart In San Francisco") and Etta Jones ("Lonely and Blue") and ". . . ."

JACK M. ("Screamin"). Jackson's album features tenor, Kenny Burrell, guitar, Joe Louis Paul, guitar; Tommy Flanagan, piano; Eddie Calhoun, bass; Monte Gojo, conga drum; Jim Amald, baritone, and trumpet. Etta's backed by Patty Bown, piano, Wally Richardson, guitar; George Deviere, bass; Art Davis, bass; Bud Johnson, tenor, Ed Sharghumeus, drums, McDuff's LP has himself on Hammond Organ; Leo Wright, alto sax; Kenny Burrell, guitar, and Joe Dukes, drums.

Barb Gardner

VJ Intl 1 Head

These DIFFERENCE LOVETTES

-18

by .1034

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Gardner

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record

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Jay's

record

is

recovering

repeated

Deans

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Barbar

Ateo.

It's

recon-

Mama

Lover

in

Mama

and

marriage.

...1963

Starm is slated to do a weekend gig on WAAF in addition to his regular work as Starm is slated to do a weekend gig on WAAF in addition to his regular work as Wynn Jones, formerly at WYRN is said to be on the verge of joining WHFC. And the big question mark is George for Chicago for some three weeks: Are Al Benson and Rie Ricardo about to leave WHFC? No comment from anyone.

HOTTEST NEW RECORD OF THE WEEK: According to Rudy Runnels, program director of WDFN, Louisville (formerly with KRZY, Dallas), 'The Dog" by Rafe Thomas, Atco.

Barbara Greene

Long Tall Sally

& Slippin' n' Slidin'

Atco 6250

ATCO RECORDS

1681 W. New York St., N. Y., N. Y. 2167

BV 3312

THE BIG MEXICAN HIt

THE SINNER

(EL PECADOR)

Watch for new hit recordings!

MILLS MUSIC, INC.

STILL MOUVING OUT A HIT

LUSIANA RED

RED STREAM

K-EAGLE

ROULETTE RECORDS

1631 W'ay, N. Y., N. Y.
Best Bets From the Roster of Important Artists Associated With VEE JAY Records
HOT in '62, but HOTTER in '63

A THUNDERING SUCCESS
Reared into Billboard's Hot 100 at No. 40 the first week

"WALK LIKE A MAN"
by
THE 4 SEASONS

"VENUS IN BLUE JEANS"
"ANOTHER DAY, ANOTHER HEARTACHE"
by
JIMMY CLANTON

Current National Chart Makers on Vee Jay
"WALK LIKE A MAN" "LOVESICK BLUES" "DARKEST STREET IN TOWN" "BIG GIRLS DON'T CRY"

Here's a C&W getting strong play by Disk Jockeys Normally Spinning Pop & R&B Records. Now on Many Top 40 Lists.

"His & Hers" by TONY DOUGLAS

Regional Breakout in Baltimore, Dallas, New Orleans & Miami.

"THE WALK" by LUE CAZZ

Just Released . . . Coming Up Fast

"A HUNDRED WAILIN' CATS" by ACCENTS

JUST RELEASED
Early Action Indicates a Bigger Hit Than

"BACHELOR MAN"
by
JOHNNY CYMBAL

Here's a Catchy Teen Lyric That Spells Success In Bountiful Quantities

"RAINBOW" by GENE CHANDLER

A Moving Little Ballad About Dutch Love.
A Great Change-of-Pace.

"IN A LITTLE DUTCH TOWN"
by
MAC DAVIS

An Up and Coming Instrumental Showcasing Lots of Promise.

"MY BABE"
by
RED WEST COMBO

1449 S. Michigan Ave., Chicago 5, Ill.
Latin-American Swinging Hits Now Spilling Into Pop Field

By BOB ROLONTZ

NEW YORK — The Latin-American record field is slowly building into a very important specialty area of the business. More new dances have stemmed from the Latin-American scene over the past few years than from any other area, except rock and roll. The mambo, cha-cha-cha, the merengue, and now the pachanga, all started in the Latin-American field and spread into pop.

Artists such as Perez Prado, Tito Rodriguez, Tito Puente, Joe Loco, Neco Morales and Xavier Cugat, all began in the Latin-American field, and made the move to pop while retaining much of their sales power in their original market.

In some cases, specifically New York, Miami, Los Angeles and the Houston-Dallas-San Antonio triangle, Latin-American disks form a good part of the record market. New York, with a Puerto Rican population of more than 500,000, has a great many Latin disks. Miami, now a city with many Cuban families, has become another key Latin market. The Texas cities and Los Angeles, with large Mexican population, have long comprised strong Latin markets.

Specialty Stores

In most of these cities, however, the majority of Latin disks are not sold through the pop stores, but through specialty shops, those Latin stores located in the heart of the Latin neighborhood. A great many of these records are Spanish disks, made in every country in the Southern Hemisphere, Argentina, Brazil and Central America, and in our neighboring country Mexico. But Latin-American artists do not always remain specialty sellers.

East Likes Pacheco, Tito; West, Mejia

NEW YORK — Pacheco and Tito Rodriguez are the hottest Latin-American artists on the East Coast, according to key Latin dealers checked by Billboard during January, while Miguel A. Mejia has topped West Coast south-of-the-border performers.

Pacheco, the young flutist who is on Alegre (previously he has recorded with Audio Fidelity and Universal), has ridden to the top on the strength of his pachanga recordings. To date he has four solid-selling albums, his latest being "Savvi'to" on the Alegre label.

He has achieved his biggest fame in New York but is selling on the West Coast now too. Tito Rodriguez, who has long been a consistent seller, has also achieved new heights on the United Artists label. He has also recorded for Tico and United. His records sell on both coasts and down Texas way. His current LP is called "Back Home in Puerto Rico," and this week he is coming out with a new album of bossa nova. He finished just a whisper behind Pacheco, according to East Coast dealers.

Tito Puente, now on Roulette has been with Tico, RCA Victor and NPG, has a hot bossa nova LP right now on his new label. The vet orchestra leader also does well on the West Coast. Another strong artist in the East is Victor Luna's Pete Valdes, whose LP "Suave" on Atlantic has been a consistent seller, has also achieved new heights on the United Artists label. (He has also recorded for Tico and United.) His records sell on both coasts and down Texas way. His current LP is called "Back Home in Puerto Rico," and this week he is coming out with a new album of bossa nova. He finished just a whisper behind Pacheco, according to East Coast dealers.

East Coast

1. JOHNNY PACHECO
   Suav'ito (Alegre Records)

2. TITO RODRIGUEZ
   Tito Rodriguez (United Artists UAL 3239)

3. TITO PUENTE
   Bossa Nova By Puente (Roulette 25193)

4. VINCENTICO VALDES
   Suavel (Seeco)

5. TRIO LOS PANCHOS
   Interpreta Guty Cardenas

6. JOE QUIJANO
   La Pachanga Se Baña Asi

7. LUCHO GATICA
   Best (Capitol T 10002)

8. MON RIVERA
   Que Gente Averiguas (Alegre)

9. MARCO ANTONIO MUNIZ
   Adelante (RCA Victor MKL 1432)

10. ODILIO GONZALEZ
    En Su Nuevo Estilo (B.M.C.)

West Coast

1. MIGUEL A. MEJIA
   Cantos Rancheros

2. JOSE ALFREDO JIMENEZ
   Muchachos Bonitos (RCA Victor MKL 1447)

3. JAVIER SOLIS
   Escandalito (Columbia EX 5079)

4. AMALIA MENDOZA
   Boleros (RCA Victor MKL 1425)

5. TRIO LOS PANCHOS
   Interpreta Guty Cardenas (Columbia EX 5076)

6. SONORA SANTANERA
   De Mexico a la Habana

7. MARCO ANTONIO MUNIZ
   Adelante (RCA Victor MKL 1452)

8. TITO RODRIGUEZ
   Tito Rodriguez Hits

9. LOS TRES ASEAS
   Serenata Ranchera

10. LOS ALEGRES DE TERAN
    Norte (Miami Records)

10. PACHECO

THE LATIN LABEL WITH THE MOST WIDELY ACCEPTED ARTISTS

PACHECO
   Charlie Palmieri
   Eddie Palmieri
   Dios Valledoras
   Kako
   Orlando Marin
   Cesar Concepcion
   Mon Rivera
   Alegre All Stars

HOTTEST ARTIST in the Latin American field on the West Coast, according to key Los Angeles dealers, is Miguel A. Mejia. His albums of rancheras have turned into steady sellers. The TV star and movie actor has recorded nine albums for the label, many of them with the Mariachi Vargas de Tecalitlan.

ALEGRE RECORDS

PACHECO CHARLIE PALMIERI EDIIL PALMIERI DIOIS VALLEDORAS KAKO ORLANDO MARIN CESAR CONCEPCION MON RIVERA ALEGRE ALL STARS

TEXAS STILL OLD GUARD

HOUSTON—Though the Eastern Latin American scene has been invaded by the pachanga and the bossa nova—and the West Coast, too, has been feeling the impact of the pachanga, observers in this area say rancheros and the mariachi orks are still dominant. It is expected that the newer rhythms will make a dent here eventually.
Proudly announces world-wide distribution for...

C·R·C
CHARTER

FIRST RELEASES

TONY MARTIN

album release

GOGI GRANT

single release

"JOANIE'S SHADOW"
b/w
"Send Him Back Home"

Soon to be released

LENA HORNE

Contact your local MGM Record Distributor
BILLBOARD SPOTLIGHT PICKS

Pop singles spotlight are those singles with sufficient sales potential in the opinion of Billboard's Review Panel, to achieve a position on the top 50 of Billboard's Hot 100 chart. Spotlight singles are selected on the basis of sales potential to become top sellers in their respective areas.

SINGLES REVIEW POLICY
Every single sent to Billboard for review is based on Billboard's review panel, and its sales potential is rated within its category of music. Ratings of the outstanding singles of the week are published, including all receiving a four-star review or better on at least one side, that focusing attention on singles with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks. All four-star singles are listed within their respective categories. Flip sides are rated separately.

Continued on page 34.
FARON YOUNG'S YOUNGEST HIT!

7 days old and already a smash...

"THE YELLOW BANDANA"
c/w

"HOW MUCH I MUST HAVE LOVED YOU"
72085

NEWEST MEMBER OF AMERICA'S FIRST FAMILY OF FINE RECORDINGS
RCA Victor invites you to the premiere recording with ERICH LEINSDORF conducting the Boston Symphony, "The Aristocrat of Orchestras"

FOR A LIMITED TIME ONLY THE BARTOK ALBUM IS OFFERED WITH A FREE GIFT ALBUM FOR YOUR CUSTOMERS: "GOLDEN YEARS OF THE BOSTON SYMPHONY"

ORDER FROM YOUR DISTRIBUTOR TODAY! LM/LSC-2643

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**50 BEST SELLERS—STereo**

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<td>JIMMY SHANNON</td>
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A GREAT SONG... FROM A GREAT MOTION PICTURE
SUNG by
VINCENT EDWARDS

To Kill A Mockingbird

Written by Elmer Bernstein & Mack David - From the rakula-Mulligan-Brentwood Production "To Kill A Mockingbird" - A Universal Release

C/w
You’ll Still Have Me

31460

A BEST SELLING ALBUM
Sometimes I’m Happy—Sometimes I’m Blue
VINCENT EDWARDS

DL-4336 DL-74336

ON DECCA RECORDS
NATURALLY!
RICHARD CHAMBERLAIN sings
(TV's DR. KILDARE)

THIS IS THE ALBUM
YOU'VE BEEN WAITING FOR!

THESE GREAT SONGS
HI-LILI, HI-LO  •  ALL I HAVE TO DO IS DREAM • I WILL LOVE YOU • I HADN'T ANYONE TILL YOU
THEME FROM DR. KILDARE (Three Stars Will Shine Tonight)
IT'S A LONESOME OLD TOWN (When You're Not Around)
TRUE LOVE • I'LL BE AROUND • LOVE ME TENDER • ALL I DO IS DREAM OF YOU • A QUIET KIND OF LOVE • E/SE 4088
SPECIAL MERIT PICKS

POP

SPECIAL MERIT

POP

SPECIAL MERIT

SURFBEAT

The Challengers

Youth LP 100 (M)

This album is already getting good action and is making a noise in the surf market, and as its popularity increases, the album is sure to be played by a half-dozen rock instrumental groups. The album consists of the usual surf beat riffs, and the LP "Swimming." "Little Da'Kai," "Baja Beach Party," and "Jamaica," are some of the better tracks.

CLASSICAL SPECIAL MERIT

THE ORGAN OF THE PHILADELPHIA ACADEMY OF MUSIC, VOL. 2

Wilberm Whitehead

Cameo C 4020 (A), SC 4020 (E)

This is the second album featuring Whitehead. It's a program of the organ recital, and as such it's a challenge to any virtuoso organist. A fine album, one of the better of the organ recital albums.

COUNTRY SPECIAL MERIT

SHILLULAGNS & SHARKOXS

Dennis Day

Reprise RP 88065 (M), RP 88065 (E)

This is the first Dennis Day album on the label and the first new act by the pilot station WPXI. The album contains such songs as "Shillulangens," "Sharkoxx and "Sharkoxx." A good start for a new group.

WE SING FOLK SONGS

The Wanderers Three

Dublin A 303 (M), A 303 (E)

Here's yet another Kingston-type group for the folk market, and one that is sure to please.

Children's Special Merit

LITTLE RED RIDING HOOD

United Artists. UAC 11012 (M), UAC 11012 (E)

The adventures of Pinocchio

United Artists. UAC 11014 (M), UAC 11014 (E)

NUDE RHYMES

United Artists. UAC 11015 (M), UAC 11015 (E)

TREASURE ISLAND

United Artists. UAC 11013 (M), UAC 11013 (E)

FLYING

the making of a new entry in the children's field. A promising new family, possibly one of the best products now coming from the major companies. A good record.

SUBLATIN AMERICAN SPOTLIGHT

SILWYTH LATHIN

Paul Smith Quartet. MGM E 4032 (M), SE 4032 (E)

This month's Latin spotlight is for Paul Smith and the members of his quartet. The band is composed of "Bomber" Quintana, trombonist; "Angeles," "Natives," "Colombia," and "Rumba." A good start for a new group.

FOLK

Classical Special Merit

FOLK

JONATHAN WILSON

Feuillie. Folkways. FW 3321

A fine folk entry in the field. A promising new talent, possibly one of the best products now coming from the major companies. A good record.
when answering ads...
Say You Saw It in Billboard

ATTENTION DISK JOCKEYS:

"IT'S ALL OVER NOW" by Sonny Marcell
"A Pick of the Week"
D.J.'s Write:
JABAR RECORD CO. P.O. Box 256, Cambridge, Ohio

THE INCOMPARABLE JONAH JONES

OUTSTANDING RELEASE
"THAT RIGHTOUS FEELING"

YES INDEED! MARVIN'S WORK SONG, BARBELLIN' BOY, SPANISH HARLEM, THE LONESTONE ROAD, THE PREACHER SEED IT ON...MEMORIES ARE MADE OF THIS, JONAH'S SERMON, LOOK UP, DOWN BY THE RIVERSIDE.
(S) T-1839

WATCH JONAH ON THE ARTHUR GODFREY V SPECIAL FRIDAY, FEB. 1, 8:30 P.M., CBS TV

SANCOLICA LABEL BACK IN ACTION

HOLLYWOOD--Hank Sancolica is reactivating his Tabb Records label and will operate it in full-scale fashion with regular releases of singles and L.P.'s. Billboard learned last week, Sancolica has appointed Arthur (Artie) Valando as general manager of Tabb, and named Guy Ward and Associates to set up Tabb's domestic and foreign distribution and handle all sales.

The label kicks off next week with a single as its initial release, introducing a folk trio, the Townsend Boys, coupling two original tunes, "Coomin' Home" with "Ocean Breeze." This will be followed by an L.P., "The Townsend Boys, Vol. 1." Another album will be issued featuring Frances Hall, also a folk singer.
**INDUSTRY BRIEFS**

- **Aronoff Heads Kid Line**
  NEW YORK—Larry Aronoff has been named head of sales for Golden Records, the low-priced kid line. Arthur Shimpkin remains in charge of the firm's creative side while Herb Galewitz continues to handle business end. Firm is issuing six new $1.98 LP's, new 49-cent EP's, and a dozen new 29-cent singles for the kiddies.

- **WB Names Schwartz**
  NEW YORK—Warner Bros. Records has named Schwartz Brothers to handle the firm's line in the Baltimore, Washington, and Richmond, Va., areas. This appointment is effective immediately and the Schwartz firm replaces the Joseph M. Zanowski Company as distributor in the area. Nat Lapatin, however, continues as promotional rep.

- **Lucie Campbell Dies**
  NASHVILLE — One of the country's top spiritual writers, Lucie Campbell, died last week here at the age of 75. She wrote many of the best-known gospel items of the 1940's and 1950's, including "In The Upper Room," "Move Up A Little Bit," and "Something Within." Many of her songs were recorded by Savoy Music, the Savoy Records subsidiary. She was buried here last Friday (4).

- **Del Costello Upped**
  SAN FRANCISCO — Del Costello, promotion manager for the Columbia Record department of the H. R. Bauford Company, this city, has been promoted to regional promotion manager for Northern California, Oregon and Washington. He will continue to headquarter at the Bauford firm. Costello held his former position since 1957.

- **Exec's Own One-Stop**
  NEW YORK — A clerical, secretarial and professional one-stop for busy music and record executives has been formed by Candy Joan Leigh and Lois Van Duyne. This agency deals in answering services for the music when they are needed. The new firm is being called Call Candy, Inc.

- **Omega Master to WB**
  HOLLYWOOD — Warner Bros. Records last week bought the master of a fast-breaking single issued under the Omega Records label, featuring Johnny Becher in "Six Fifth Avenue." b.w. "Jack Sax the City," Eddie Harris, who with Fred Tauch and the Omega group, wrote "Fifth Avenue" and co-authored the flip side with Becher.

- **Paul Jenkins Dies**
  KANSAS CITY, Mo.—Paul Wesley Jenkins Sr., 82, president of the Jenkins Music Company, died in his sleep last week. Cause of death was not immediately determined, but members of the family said Jenkins had suffered a heart attack three and a half years ago. He had been active in his firm since he was 18.

He served on the board of the Starlight Theater, the board of governors of the American Royal and had been a director three times of the National Association of Music Merchants. He is survived by his widow, two sons and two daughters.

**GREAT NEED:**

**Fill Knowledge Void Between Studio, Store**

***CHICAGO*** — Classical record manufacturers and distributors could aid record retailers considerably by helping to fill the "void of information (which) exists between the recording studio and the record counter." Such help should be in the form of "knowledgeable sales personnel and representatives" who can aid dealers in local sales training, and also in more and better "self-improvement records, films and teaching aids" for store-level use.

That's the opinion of Mel Shenafelt, record buyer at Lyon & Healy, Inc., of Chicago—a 98-year-old firm which has sold records since they were invented, and which now has a main store in the center of Chicago's Loop plus four branch stores in the suburbs.

Lyon & Healy's sales policy can be summed up fairly simply in just two sentences: (1) It is a full-list house. (2) It believes that customers prefer to be served by "trained sales people" rather than "cashiers." Narrow Knowledge Gap

In a recent address to a group of leading U. S. record retailers, Shenafelt said:

"Many times the buyer will have knowledge of a recording but the sales person answering the phone or greeter the customer will have no knowledge of its existence. Naturally, no one can know everything, but we can narrow the gap effectively."

After having heard tape recordings of customer-employee conversations made (by Angel Records, incidentally) in a number of major cities, Lyon & Healy executives decided some time ago to launch its own sales training program. Now, such meetings occur at least twice a month to review new products, to survey catalog and artist recordings of each major company, and to play samples of current releases.

Other aspects of sales training—telephone courtesy, counter approach, general sales enthusiasm, manner and special-order procedures—are part of the sessions.

"The affirmative approach to the customer on the telephone or in person can only result in more sales and good customer relations, thus helping the retailing executives."

"It is in good customer service, aggressive merchandising, knowledge and enthusiasm for product on behalf of the management and sales people that we can all build better business and stronger sales organizations for the entire record industry."

**HOT! HOT! HOT! and**

Still Getting Hotter

("CALL ON ME")

BOBBY BLAND

Duke #360

DUKE-PEACOCK RECORDS, INC.
2809 Earhart St., Houston, Texas
OK 3-2611

**Headed for the Top!**

"COOL WATER"

THE BLUE BELLES

Newtown #5009

NEWTOWN RECORDS
Annel S. Sobel
660 N. Broad St., Philadelphia, Pa.
Livingston 8-5010

when answering ads...

Say You Saw It in Billboard
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<td>Hey Paula</td>
<td>Paul &amp; Paula Philips</td>
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<td>Here's the Boy</td>
<td>Harry Belafonte, Kapp 847</td>
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<tr>
<td>27</td>
<td>Fly Me to the Moon-Bossa Nova</td>
<td>Jo Wonder, Mercury 64110</td>
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<td>28</td>
<td>Limbo Rock</td>
<td>Chuck Berry, Polka 847</td>
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<tr>
<td>29</td>
<td>You're the Reason I'm Living</td>
<td>The Drifters, Venus 1169</td>
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<td>30</td>
<td>Pepino the Italian Mouse</td>
<td>Lena Horne, RCA Victor 3067</td>
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<td>Proud</td>
<td>Johnny Cash, Del-Fi 4629</td>
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<td>32</td>
<td>Shutters and Doors</td>
<td>The Crests, Columbia 43681</td>
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<td>33</td>
<td>Remember Then</td>
<td>Earl, Old Town 1168</td>
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**HOT 100—A TO Z**—(Publisher-Licensee)

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<thead>
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<th>Track</th>
<th>Artist</th>
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<td>I Love You</td>
<td>The Drifters, Venus 1169</td>
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<tr>
<td>I'm Coming Home</td>
<td>The Platters, Mercury 64110</td>
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<td>I Only Have Eyes For You</td>
<td>Frank Sinatra, Capitol 1875</td>
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<td>I Still Haven't Found What I'm Looking For</td>
<td>Van Morrison, Reprise 2061</td>
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<td>I Will Remember You</td>
<td>Bobby Vinton, Epic 1051</td>
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<td>I Want to Be a Millionaire</td>
<td>The Olympians Group, Capitol 1875</td>
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**BUBBLING UNDER THE HOT 100**

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<th>Track</th>
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<td>Cheek to Cheek</td>
<td>Rosemary Clooney, Capitol 1875</td>
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<td>Chicago</td>
<td>The Arrows, Mercury 64110</td>
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<td>Close to You</td>
<td>The Righteous Brothers, Atlantic 2064</td>
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<td>Cookin' in the Kitchen</td>
<td>Little Richard, Mercury 64110</td>
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<td>Cool, Cool, Cool</td>
<td>The Clovers, Mercury 64110</td>
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<td>Country Girl</td>
<td>The Teen Kings, Mercury 64110</td>
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<td>Crazy Train</td>
<td>The Chambers Brothers, Columbia 43681</td>
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<td>I Fell in Love with You</td>
<td>The Stylistics, Columbia 43681</td>
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Dot RECORDS PROUDLY PRESENT

PAT BOONE WITH A GIANT 2 SIDED HIT!!

DAYS OF WINE AND ROSES

AND

MEDITATION

AND BEST SELLING ALBUM
DLP 3455
DLP 25455

I LOVE YOU TRULY

AND BEST SELLING ALBUM
DLP 3475
DLP 25475
**International News Reports**

**CONNIE BELLE OF REMO—IF SHE CAN GET THERE**

By SAMI STEINMAN

**ROMEO** — Connie Francis might be the ace-in-the-hole of the 13th Annual Grammy Awards, which get underway next week, but there is no way to know whether she can make it.

Meanwhile, the 20 songs in competition for the Grammy for Best Female Vocal Performance (Pop) include: Lalo Schifrin’s “Bossa Nova,” Lionel Richie’s “All Night Long (All Night),” Al Green’s “Let’s Stay Together,” Patti LaBelle’s “You Are Beautiful,” and Diana Ross’s “Love Hangs On.”

**ARGENTINA**

Up Pino, Farrell To RCA Board

By RUBEN MACHADO

ランカ1703

Buenos Aires

The new board of directors of RCA Victor now includes Maffo Pinto, manager of sales, promotion and publicity; Tomas J. Farrell, chief of sales and promotion, and Amando Mejas, artist promotion.

Impact of the “El clan de la nueva ola,” LP at the low price of $1.99 has been widespread. To make it possible at that price RCA employed local talent and a low royalty. In addition the record shops have only 20 per cent profit margin instead of 35 per cent. The success of this volume, however, which is lower than normal, has prompted RCA to prepare the second album of this type.

New LP's from Audio Fidelity are “Bossa Nova” by Lalo Schifrin; “Gran banda Jazz percutivo,” by Bobby Christian; and “Gran banda Hampton” with Louis Armstrong and Lionel Hampton. Tonodisc from Kapp issued an LP by Mozart-Haydn by the Paganini Quartet and an LP of Dixieland, by “The Delta Kings,” in the Command line, “Pingo & Brassy” by the Light Orchestra was released.

“Limon” by the Kettner Checker, released through Producciones Fercama, was is issued very soon.

**BELGIUM**

Sales Hold Stock Again in Stores

By JAN TORFS

Steenbeekvaart 37, Mechelen

Record business continues to flourish. Stores are back and the factories are again distributed according to the normal way. The first newcomers of 1963: “Pepino,” the Italian Male Voice, is out of Print, “Hotel Happiness” by Brook Bent on Mercury, “Daniel” by Ray Conniff, “The Roman Copita,” “Bobby’s Girl” by Marc Blane on London and It’s

**BRITAIN**

**New York Wire**

Ben E. King took off Friday (18) for Rome. He’ll appear on two TV programs, one im- portant trade sources in the country. Tour was set by Walter Golder whose Golder & Company distribute Ato product in Italy. King’s manager, Al Wilde, will accompany the singer... Vanijay’s Alex Bradford and the Bradford singer couple will appear in Paris at the Theater Champs Elysees in “Black Nativity.” A six-month tour follows which will take the cast through Italy, Germany, Holland, Belgium, Switzerland and Sweden... Delta Reex starts an engagement in the West End of London this week. The trio of new acts, Lilo Lattuzza and the other with the traditional musical guest, Johnnie Ray.

**Gottingen (“Young Man, Young Man”), whose TV appearance master Mike Bongiorno of RCA will be on the other three nights. Johnnie Ray, who will participate, has just reached the million mark in sales during the last three years on Cetra label. Mina will not compete.

**Up to You** by Rick Nelson on Imperial.

Many French recordings are among the top sellers in the Flemish part of the country and that something which has not happened for many years. Usually, only those five French records are able to reach the best 10. As part of the country, Richard Anthony is the best selling French recording artist. Rick Nelson’s 1962 release of “Loveness Blues.”... The Armando and Beechwood publishing firm has the following rights for: “I Left My Heart in San Francisco,” “Bel Air,” a French duet recording by Bruno Martino on Imperial and “Janus” is kept on the Dino Ross Hanahan label.

Two Dutch versions of famous American records have been released in the Netherlands, one being “Sherry” by the Four Tops on Decca, the second one “One Night of Love” (Big Girls Don’t Cry) by the Tonics also on Decca.


**CGT**

**Fine Seller of Pirated Disks**

By CARL MYATT

27 A Estoril Court

HONG KONG—A Chinese man was fined $4,000 in Hong Kong currency when he appeared in court and pleaded guilty to selling pirated records. The fine continues the highest record imposed by the courts for any of the persons concerned with the pirate record business.

The maximum punishment that can be imposed by a magistrate is $5,000 Hong Kong dollars—and in the eyes of the dealers here, this is an insufficient deterrent.

**EIRE**

**Celtic Pride in Heather Series**

By KEN STEWART

Teenage Express

Ah, Ireland’s Irish chief, will go to Glasgow for the launching of the Piccadilly Theatre’s new production, Eire, this week. The show contains specially recorded for the Scottish-Irish market, songs and music that have never been before. The initial release of seven 45’s and an album titled “The Kilt Is My Delight” which is adapted from the famous for BBC television program.
Jazz Radio Awards for 1962

By EDDIE ADAMS
92 qui du Marchal Joffre
Courtbevoie (Seine)

Marcel Amont (Polydor) has been presented the gold R.T.F. (national radio and TV networks) award for 1962. Radio Monte Carlo has awarded to Johnny Hallyday (Philips) and Dalida (Barclay). The Académie du Disque du Jass has announced two awards for 1962: Best jazz record: "Live at the Village Vanguard," by John Coltrane (Vega - Impulse). Best jazz re-issue: Rex Stewart and the Ellingtonians (RCA Victor). According to informed sources, record sales for the Christmas and New Year period account for 30 per cent of the total sales of the year... Festival exclusively used movie actress Marie LaForest... The C.D.F. (Chuf of the French Record Retailers) distribute sales, with the group marketed a new pop LP series selling at 10 francs 35.

HAAN MAIN AMERICAN JAZZ KHARIDTA HUN!
(Yes, I buy American Jazz)

A great many American jazz, pop and classical records are listened to and enjoyed by our Indian friends—we know—we have been selling records there in increasing numbers every year.

The E.M.I. company in India is The Gramophone Company Ltd., Calcutta. Pictured below is its record factory, located at Dum Dum, which is kept busy turning out records for the ever increasing demands in this vast country, and in the export territories of South East Asia.

Our distributors in Hong Kong, Singapore, Malaya, Burma, Indonesia, Thailand and many other exotic places find our Calcutta organisation their speediest source of supply for American hits.

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

Percy Faith returned to Paris from Monte-Carlo where he recorded picture music with the Monte-Carlo Symphonic Orchestra.

Helen Shapiro For Carroll TV-er
By SKIP VOOGD
Editor Platenneums, Amersfoort

Bovema's Columbus singer Helen Shapiro will (within a few weeks) appear in one of Rudy Carroll's regular TV shows. A definite date has not been fixed at press time. American Mercury presented two distinguished LPs of Russian music. One features pianist Byron Janis with the Moscow Philharmonic. The second album is a folk recording of original Western Russian folk music sung by Pierre (Piotr) and Vladimir Svetlanoff.

Folk music of many countries is getting attention in Holland nowadays. Singer Wim Sonneveld introduced amusing old Dutch folk songs on his TV shows with such success that the entire show had to be repeated. The songs, direct from sound-track, were released on a Philips single in a special sleeve.

ITALY

Curtis, Dallara Out of S. Remo
By SAMI STEINMAN
Piazza S. Ancelmo 1, Rome

San Remo winners of 1960 and 1961, Tony Dallara (Romania) and Betty Curtis (A Di La), respectively, have bowed out of this year's event. But one of the innovations will be the presentation of a song by the Quinari, and a number of other interesting re-direction assignments have gone to Lilo Lattuza and Gigi Cichero.

CGD is riding the Connie Francis wave with a new LP, "Connie in Italia." Lates to record the ever-popular "Speedy Gonzales" in Brussels for Cetra.

Sonny Rollins recorded a "Studio One" spot and a special individual for RAI TV during his visit here. The special Walt Disney show at San Remo has brought a 300 new recordings dedicated to cartoon characters. Pino Donaggio has recorded his original, "Archimedes Pitagorasa," while Claudia Villa has come up with "Donna a Dollar Dallora." Dimitri Tiomkin will do the score of "The Fall of the Roman Empire" which will be filmed here with Alec Guinness, Sophia Loren and Stephen Boyd.

Lydia Macdonald recorded an album in English for Vico del Padrone with Piero Piccioni conducting the accompanying music. Durum, which is developing a special campaign to Los Maccles, Ferial, has now presented them in "The Bellies and Water." Last October when Bobby Vee came to Italy for a particular show he recorded "Run to Him" in Italian and the disk has just been issued here on the Liberty label.

Another Italian visitor of the present competition, "Doll," is now out with his first Italian disk, "Never, Never, Never." Baby Elephant Walk" and "Just for Tonight" from Paramount... "Hapa" has brought us Jolly with Gianni Macchetti wailing the bull... Cetra's "St Vincent" turned up as the winner of the San Vincent Jazz Festival... "Hataro" has brought us with new hits—Milva with "Look at That Moon" and Tuttina Torilli with songs "Are Red."

Anna Scotti with "St. Vincent" music, with the kind of its kind with the backing of the Italian jazz federation. Graz lori.

MEXICO

Reiter's Visit Rolls Bambo Ball
By OTTO MAYER-SERRA
Aptado 8688, Mexico City

Frederick Reiter, president of Morro Music, spent a week in Mexico in order to promote the music from Aldon Music, Acuff-Rose, Frank Muni, etc., music, the rest of the industry's interest. There are many publishers, Hektor's new release, "Mexico," is a big hit.

Cuba's top ten artists, "La Banda," all catalogs, he represents. He also helped launch the new Latin beat, believed to be the latest in his new Cuban composer Eduardo Davidson of Pachanga fame.

Jose Bastillo, assistant manager of CBS Mexican, was presented with the new Latin music. Tomas Munoz, sales manager of Gamma Records, became assistant general manager. sterling importer will press and locally distribute the entire catalog.

To prevent artists from recording for one company while still under exclusive contract to...
another, the newly formed Association of Record Producers (AMPROD) and contracts signed by its members showing all the artists of their rosters.

Peerless Records ordered the tapes of the following LP's for local pressing and Studio 24, whose "Moon River," "Oliver!" and "Broadway Gondolier" are available by Mantovanii (London Records); "Cocktail 1962" by Frank Nelson, and his orchestra, and the First Concerto of Tchaikovsky by Richter-Karanjan (ECCO).

See 1963 Rich With Live Acts

By FRED GERBER
Box 5051, Auckland

Although 1962 was a year of distinguished visitors it looks as though 1963 will be even more star-studded for visiting talent. The New Zealand Record Organization has announced that Acker Bilk, Vera Lynn, Sandy Nelson, Andy Williams, and the Von Mauro Hi Five Showband (returning from the U.K.) will be on tour in New Zealand, and shortly, Harry Miller has booked Chubby Checker and the London Lawrence Armstrong, due to appear this month.

His company will also bring Shelley Berman later in the year. Ella Fitzgerald has four new LP's ready for release early this year on the Verve label which indicates her popularity, and yet she is hardly ever heard on New Zealand radio stations.

Ron Dalton of Viking Records has announced the acquisition of the Little Golden Record label to his stable and also the signing of guitarist Peter Poza (ex-Zodiac top seller) and has plans to sign his ex-band's top male singer Anthony Williams, who has a year with the Caesars label. . . . U.S. companies will be interested to learn that Graham Dunst has moved out of La Olivia Records and has formed his own Show Promotion company.

HMV has signed the folk trio the Convairs, who have already had their picture taken by many as the top locally produced about anywhere with a "Sherry" as theirs, originally announced as a Bobo publication. A report that hit local papers here in reliable sources in Australia that Johnny Devlin's currentings from his publication "I've Been Everywhere" at $10,000 has now changed to "quite a few thousand." Sorry about that $10,000 hit, but that's how yours truly and 200 others got here.

Viking Records opened recording studios here in Auckland. Peak Records has a studio in the City with a feature label, Christchurch, the home base of Peak, is fast becoming the jazz center in New Zealand.

U. S. military personnel in Japan, Korea, Okinawa and Taiwan since December 21.

Trevor Howard and Marlon Brando led a group of stars and movie people here for the premiere of "Mutiny on the Bounty." The hits of the year's biggest stars once again undertook the disappointment Filipinos felt when visits by artists like Steve Lawrence, Tony Bennett, Doris Day and the Three Stooges failed to materialize... Dr. Eliseo M. Pajaro conducted the premiere of his opera "The First Violin" December 30 at the FEU Auditorium. Opera is based upon the life of Jose Rizal, a poet of this country's fight for freedom against Spain. Final results and tabulations of Christmas business were over expectations. As a matter of fact, most predictions were rather dim. Heavy buying was especially registered in the suburban areas, following patterns established in the U. S. As a whole the country managed to keep its head above water, and the economy should continue to gain through the coming year.

EXCHANGE

Scandinavians in Germany

By ESMEN ERIKSEN

Verdens Gang, Scandinavian singers Anne-Louise Hansson, Boris and Gunnar Wiklundt from Sweden and the Key Brothers from Norway will partake in a large Scandinavian TV program aired from Hamburg March 24. The artists will sing one song in German and one in their own language.

Anne-Louise Hansson is already a success in Germany, stated Berje Ekberg, manager of Metronome Records. Ekberg has been on tour with singer Anna Lena, who gave a concert on TV, He and Lotto Johannsen of Nor-Disc A-S have a series of business talks.

A Good Year

Although there was a decrease in the singles sales in Norway during the spring of 1962, things changed enough during the rest of the year so that total record sales were larger than before, according to Peer Johnsen, chairman of the Record Wholesalers' Union, a LP was the stereo, increased altogether between 25 and 30 per cent, but the EP sales fell.

Elvis Winner

Elvis Presley roared to the top both on the "Billboard" and the records' best selling 1962 parades, based on the weekly Top 10 as compiled by the 45 rpm Nipper Verdens Gang. With 11 recordings on that chart he topped the Parade with twice as many points as runner-up Cliff Richard and was Pat Boone; fourth, Anita Lindholm, and fifth, Connie Fruzen. Best Norwegian entry was Nora Brockstedt, seventh.

"Good Luck Charm" was Elvis by Elvis for the year's best selling record (on RCA), with Miss Lindholm's "Sun's ar live" (Fontana) runner-up.

PHILIPPINES

Hope Hints He May Be Back

By LUIS M. TRINIDAD
264 Ecuola, Manila

American comedian Bob Hope has revealed that he might return to the Philippines next year to do a show for the Anracks Coliseum. Hope, who performed before some 5,000 sailors on the flight deck of an aircraft carrier, flew to Clark Air Force Base afterward to put on another show. He said he will confer with an Anracks Coliseum official there on the projected show. With Hope were Loraurning, Patricia Bailey, Howard M. Stayton, Jerry Collison, Adamie Blatch, Miss U.S.A. of 1962 and Les Brown's orchestra. The show has now changed to "quite a few thousand." Sorry about that $10,000 hit, but that's how yours truly and 200 others got here.

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NEW YORK

The Atlantic cats are wishing music reviews by C. B. Cop- pers dated in early 1947 by former music editor in Washington for the New York Herald Tribune. The music critic was known for his sharp insight and an ability to see the bigger picture behind the music industry. He would later go on to become the music critic for the New York Times.

Zim Zanone of Freestyle Records had just finished working with the trio at the Park Square Hotel in Baltimore. As a result, he was signed to a new deal with the Atlantic Records label. His first single, "Hey Boy," was released on October 15th, 1963.

Chicago Musician

It is reported that Vee Jay Records has paid $25,000 for the rights to its next (second) Dick Dale record, which is supposed to have paid a similar sum to the first album the group put out. This record featured Buddy Greco, who was a popular jazz musician.

Philadelphia

While continuing its regular business operations, Chips Distributing Company has given itself a new corporate status. Maryland Music Publishing Company also has acquired publishing rights to "Singin' in the Rain" by Muriel Aitken. The company was founded by Paul Whiting, who married his secretary Alice Smith.

Memphis

Joe Coughlin, president of Hi Records, the London group, received a $25,000 advance on the song "Apache." His company, called "The Apaches," was created by Carl McVey and the single is still rolling in the airwaves.

Hollywood

Dick Dale, the son of Terry Melcher, was an American producer at Columbia Records. Dale is known for his old sound and was able to get a hand at handling one of his mother's sessions. He would later be called the "King of Surf Music." He also worked with Bobby Darin's "Pacific" label and switched to midstream to manufacture a substitute package titled "Teenagers I'm Living" to tie in with his single seller of the same name.

HITS OF THE WORLD

PERU

(Courtesy of The Procter Company's Aula, Lima)

This Week

1. EL MIGRANTE...-BEBE PIETRO-Musika (Lima)
2. ISABEL-El Migrante (Lima)
3. EL CAMINANTE-Mario Goitio (Lima)
4. EL VAMPIRO-Mario Goitio (Lima)
5. EL JIBARITTO-Carlos Palmero (Lima)
6. EL CHINCHAN-Enrique Avila (Lima)
7. EL NUEVO AMANTE-Dorothy Larriva (Lima)
8. EL PUBLICA-Sergio Mendez (Lima)
9. EL ALEGRE-Elido Larriva (Lima)
10. EL REY DE LA PENA-Domingo Garcia (Lima)

SPAIN

(Exceptional Dispositions)

This Week

5. ALFONSO VILELA-De las Golondrinas (Barcelona)
6. ALVAREZ DE NAVARRA-De las Golondrinas (Barcelona)
7. ALVAREZ DE NAVARRA-De las Golondrinas (Barcelona)
8. ALVAREZ DE NAVARRA-De las Golondrinas (Barcelona)
9. ALVAREZ DE NAVARRA-De las Golondrinas (Barcelona)
10. ALVAREZ DE NAVARRA-De las Golondrinas (Barcelona)

SWEDEN

(Exceptional Dispositions)

This Week

2. THE MIGHTY MIGHTIC..-Eddy Love (Cees)
3. THE MIGHTY MIGHTIC..-Eddy Love (Cees)
4. THE MIGHTY MIGHTIC..-Eddy Love (Cees)
5. THE MIGHTY MIGHTIC..-Eddy Love (Cees)
6. THE MIGHTY MIGHTIC..-Eddy Love (Cees)
7. THE MIGHTY MIGHTIC..-Eddy Love (Cees)

The addition of color to all the other changes truly makes Billboard an visually exciting as it is informative.

Carl Haverlin
President, BMI

New Billboard really a beautiful publication—excellent new feature—so easy on the eye.

Larry Starr
Station WINS, N.Y.

I think your new layout is a vast improvement. My heartiest congratulations.

Mark Old
Station WINS, N.Y.

Congratulations on the new Billboard. I think it is exciting and much easier to read, and it certainly shows that you are keeping up with the times.

Clyde W. Williams
Williams Music City, L.A.

Your four-color process printing is an outstanding characteristic of the 'new look'... entire magazine easier to read.

Robert H. Bluedorn, Managing Dir.
Music Operators of America

Congratulations! The new face of Billboard is sensational. Specially impressed with the 4-color advertising.

William A. Hall
Crescendo Records

Your magazine is indeed exciting. Also very informative.

Richard Katz
New Jersey State Press

Congratulations for developing Billboard's new format. The book is much improved and I like the way it now reads... easy

Richard O. Linke
Mayberry Enterprises
The Andy Griffith Show

The introduction of multiple color and new type adds much more dimension to your already fine magazine.

Herb Sells
Capital Custom Services

WOW! Billboard is to be congratulated and praised for the sensational new format, concept and presentation.

Dan Niles
Northwest Record Center, Seattle

Great, great, great is the only word.

John Adams
Station WRGB, Greensboro, N.C.

I think the new format is tremendous in every possible way. A wonderful job.

Irv Gross
Eye Records

A tremendous improvement in format! Please keep it up.

Fred Paullak
Venture Records

Congratulations on the new format and improved version. I like it and I'm sure everyone else will.

Stanley C. Morris
New York, N.Y.

It looks simply great.

A. Kempner, III
Young & Rubicam

I like the 'new look' of Billboard. Reads easier, the ads look more attractive and the beautiful color throughout the book adds the final touch.

I. A. Weintraub, Vice-President
Williams Electronic Mfg.

Billboard has the Top New Look for 1963.

Paul Brown
N.Y.C.

The new format not only contains a lot of color and class but is even more informative than ever.

Jay H. Lasky
Del Fi Records, Hollywood

We are delighted with the new printing setup for Billboard. The fact that we don't have to make plates gives us additional time for preparation of copy, which helps us get our Mercury and Smash ads up on a more regular schedule.

Richard X. Erwin
Rosenblum/Zika Adv. Agency

The new format not only contains a lot of color and class but is even more informative than ever.

Jay H. Lasky
Del Fi Records, Hollywood

Congratulations on the new format. The slick paper not only makes for easier reading, but will last longer. I retain many Billboard features for years for reference purposes.

Roy Horney
Southern Music Publishing Co.

The over-all new look in Billboard is excellent both from the point of view of layout and content.

Ron Eyre
Prestige Records

Congratulations! The new face of Billboard is sensational. Specially impressed with the 4-color advertising.

William A. Hall
Crescendo Records

The introduction of multiple color and new type adds much more dimension to your already fine magazine.

Herb Sells
Capital Custom Services

I was most impressed with your new format. It looks even better than your previous description.

Stanley M. Goriskov
Capitol Records Distributing Corp.

"Congratulations on the new format and improved version. I like it and I'm sure everyone else will."
FOCUS ON THE DEEJAY SCENE

SHIRLEY HORN, husky-voiced Mercury recording artist, has been on a promotion tour in conjunction with her latest wax for the label, "Wild Is Love." Here, Shirley is with Paul Howeth and John Holliday, platter spinners at Baltimore's WSPD. The thrush, who is also on Bette Midler's record label, makes her album debut in a soon-to-be-released package.

HOUSTON Station Queries Listeners To Find Their Musical Favorites

By CHARLES SINCLAIR

HOUSTON — One of the Southwest's leading stations is about to "go public" in its record programming, and — like any company which has decided to sell its stock on the open market after years of "closed operation" activity — is suddenly opening the doors wide on outside thinking.

The innovation is being launched by KTRH, a 50,000-watt outlet owned by The Houston Chronicle, and is the brain child of Buddy McGregor (see photo), KTRH program director and former program chief of WCPN, Cincinnati.

Here's the plan in a nutshell: Last week, KTRH ran a full-page newspaper ad in The Houston Chronicle which listed 1,000 musical selections plus the artist whose recording of the song is generally the most popular. Listeners were asked to check their own 100 favorites, fill out a questionnaire (name, age, etc.), and send the list to KTRH. After a run through the newspaper's IBM computer, the data will be used as the basis for 19 hours out of the station's 24-hour format, with every day until another list is needed.

**Big Vote Sought**

To get as large a vote as possible, KTRH has ordered an additional 150,000 reprints of the ad which will be distributed to Houston-area homes, community leaders, advertising agencies, etc.

"When the reprints are added to the Chronicle's circulation, we figure this will give our station a potential of 500,000 'music programmers' in our listening area," McGregor told Billboard.

The list from which listeners will pick music selections is actually a combination of several elements, and is based on charts in Billboard, ASCAP and BMI logs, and other trade sources. Selections include obvious pop standard, "million sellers," current chart singles hits, and at least 50 best selling pop-area albums.

More than just the musical sound of KTRH is being overhauled. McGregor has hired a new staff of music-show announcers, which includes former Atlanta deejay Pat Brown, ex-Detroit's "Don't Say," Sweeney, and Houstonian Bill Zak. They will spin the disks and albums chosen by the program's listeners, starting January 28.

KTRH will also start using some $5,000 worth of new singles and signatures which have been taped for the 47-FM outlet, a basic station in the CBS Radio web and a competitor with some 11 AM and half-dozen FM stations in its area.

"Most stations want it to be the public in the on-programming act by accepting telephone and mail requests. We wanted to go much further, and we have high hopes for our plan," says McGregor.

NAB Tightens Its Liaison

WASHINGTON — The Radio Board of Directors of the National Association of Broadcasters will tighten its liaison with the FM Broadcasters Association and the Advertising Bureau. Decision to work more closely with these two sales promotion organizations was made during NAB's winter meeting in Phoenix.

NAB will set up a special committee to work with the FM Broadcasters to give stronger support to FM radio. The Radio Board also agreed to urge the Federal Communications Commission to assure existing FM stations their "grandfather" rights to maintain present power and mileage separations as suggested in a report on the agency's proposed overhaul of the FM service. Report was made by FCC Commissioner Ben Strouse, president of WWDC, AM-FM, Washington.

AFM Gets Pact For Jingle Work

NEW YORK — Musicians working in the lucrative field of television and radio commercials are now covered by a new three-year agreement between jingle producers and AFM. The current contract expires January 31. Under the new contract, musicians will receive re-use payments after 13-week period, and will also receive wage increase (5 per cent in the first year) over present scales. In addition, rehearsal time has been eliminated and present pension provisions are extended to January 31, 1966.

One provision in the new agreement hailed by AFM President Robert K pediatrician bar the use of foreign-recorded music in scoring jingles and commercials.

Sammy Davis to Do Syndicated DJ Job

NEW YORK — Sammy Davis Jr., whose "What Kind of Am I" on Reprise had a nice chart impact, has been added to the syndicated deejay-entree list in the country. A taped radio version of the spring Davis and titled "That's Entertainment," is being syndicated by Associated Broadcasting Service, and got its U. S. kickoff on January 21. Records, guests and chatter will be featured.

Interestingly, the show has been sold to 18 stations in foreign markets prior to its U. S. start.

**Programme Newsletter**

By BILL GAVIN

Publisher, Bill Gavin's Report Record

SIGNIFICANT RECORD ACTION...

Seattle: Fast take-off after only three day's play for "I'm Just a Country Boy" (George Mc Tunis-A) reports Pal O'Day, whose new chart list shows "Ridin' the Wind" (Tornadoes-London) at No. 7. Good phone requests — no sales as yet — for "Blue Denver" (Jerry Medicine-Mercy).

Baltimore: Both Buddy Deane (WJZ-TV) and Larry Mourne (Washington's "Save Me, Dear, Save Me"-WJZ-Veely) and "Tribute to Buddy Holly" (Mike Berry-Coral), Larry's "discovery" and "Our Love Will Last" (Arthur Pryok-Old Town).

New Orleans: From Ken Elliott (WNOE), we hear that "Two Winter Argos" (WNOE-A) is back in the air. Irma's father, Rufus Thomas, also has a solid R&B hit in "The Devil's Alright" (Alma). His "Pickick's Can" (RCA Victor) is a "good Mardi Gras sound" and is "selling well.

Miami: Dick Stambaugh (WFUN) notes top record action for "His and Hers" (Tony Douglas-Mercury), previously reported by Hal Pickens (WQXI, Atlanta) for "Kiss Tomorrow Goodbye" (Danny White-Frisco), Dick reports.

Hollywood: Ernie Farrell, promotion director for Reprise Records, is in La Brea Hospital recovering from injuries sustained in a recent speed accident. Many of our correspondents around the nation have expressed their sincere hopes for his speedy recovery.

**THOSE FREEBIE SINGLES**

Record promotion does many favors for radio. Name artists tape programs and special greetings, arrangements are made for performers to appear at hops and concerts, free records are provided for contest prizes. All these and more are accomplished by the time the big push actually starts.

In return, of course, radio serves as the exposure medium for the record product. This is a pleasant reciprocal arrangement that shows the artists how much they appreciate being heard, but it doesn't. Record retailers have been heard to complain against the promotion of free record giveaways. They claim that it cuts into their sales.

Many stations have run-or are running — name it and it's circulating on phone calls correctly identifying the record being played receives a free copy. While only 50 or so records per day will be thus awarded by a station, it's highly probable that hundreds of record buyers are postponing their purchases in hopes of a "freebie."

Disk jockeys frequently give away records at their hops. Mostly these are records unsold in the distributor, which represents little if any last sales. The point is, as with the contests, that the records are free.

It is generally reasonable to suppose that the easier it is to obtain free records, the harder it is for the customers to accept their retail valuation. Giveaways tend to cheapen the value image of records.

As the volume of singles sales declines, singles sales become increasingly inaccurate as a guide to listener preference. Radio station interest in seeing record sales maintained at a high level. Ending the giveaway binge might help.

**NEW IDEAS:** One of the exciting things about the business of radio is that it is constantly making room for new and better ideas. The station which is successful on one station, works around, and it's soon in general use.

For instance, at KJOY, Stockton, Calif., owner-manager Joseph E. Feeney, Jr., has a unique promotion. After a period of time, the winners were entertained at an afternoon tea, at which each was awarded a gift and a questionnaire. The questions were printed on the MY-Designed to produce a picture of the station's entire "image": news, personalities, music and features. There was a high return of information.

KJOY, by the way, posted a number of questionnaires to another group of women, to determine possible variations in attitudes. Surprisingly enough, there was none.

Several trends in the answers led to minor adjustments in programme. Listeners were sent to all women filling out the first set, asking their comments on the station as it was now.

The most interesting result was not the information or the exchanges themselves but the fact that KJOY's percentage of housewife listeners increased substantially in subsequent rating periods.

Meanwhile, Dick Smith has introduced a popularity poll. Listeners vote for their favorite artists in four different categories: vocal groups, big bands and orchestras, girl groups and radio. Each quarter, a winner is run in continuing elimination tournament until the final winner is selected.

Winners out of the 36 vocal groups competing were in this order (KJOY): Four Knights, Harry Belafonte, Frankie Avalon, The Ventures. Out of 22 big bands and orchestras in competition, the winner was Billy Vaughn, followed by Henry Mancini, Guy Lombardo and Al Hirt. Competition in the other categories is still continuing.

**Changes for 'K'**

NEW YORK — There'll be some changes made in the format. Bill Kaufman, whose station was shown hosts by Murray (The K) Kaufman. Meanwhile, with the contract of the station has been extended for five more years, effective April 1, the station's schedule will be 7-10:30 p.m. Monday, Friday, with Saturday 7-11 p.m. and Sunday 4-7 p.m. segments. The Sunday show will visit New York high schools and colleges, and playlists will be on the basis of student polls.
Sensational follow-up to TELSTAR...

THE TORNADOES
GLOBETROTTIN'

London 9579

NO. 1
IN ENGLAND
(Over 200,000 in first 2 weeks)

Jet Harris & Tony Meehan
DIAMONDS

London 9580

Frank Chacksfield
LAWRENCE OF ARABIA
B/W PARAKEETS OF PARAGUAY

London 9580

NO. 2
IN ENGLAND

Karl Denver
PASTURES OF PLENTY
B/W Blue Weekend

London 9576

Tony Hatch
OUT OF THIS WORLD
45-10523

London - INTERNATIONAL

Georgia Brown (Star of "Oliver")
AS LONG AS HE NEEDS ME

London 9562

Maureen Evans
LIKE I DO
10607

From the smash off-Broadway show...

John Jennings' RIVERWIND

"It is not often that an off-Broadway musical is blessed with such agreeable tunes and lyrics. JOHN JENNINGS is a composer of talent."

HOWARD TAISHMAN - N.Y. Times

"The musical comedy scene is considerably brighter because of RIVERWIND. It's a delight. If you don't go out humming at least two or three tunes, there is something wrong with your ears."

CLUE MAGAZINE

the original cast LP with full orchestra

Hit show single...

Ginny Mason
RIVERWIND
9578

London}

London 9562

London 9580

London 9576

London 9579

London 9580
SAFETY FIRST: If the deejays at Pittsburgh's KQV don't stand up to take a bow when they're on the air, you'll know why. As part of a safety promotion, the station's platter spinners this month are wearing auto seat belts while seated before their turntables playing records for their Western Pennsylvania audience. The belts are also being offered to listeners at $5 each, complete with special KQV decal.

FLEADING: Attention, deejays! Want to play "Big Brother"? Here's your chance. The following letter was received last week by Vox Jox from Owen Midgley who lives at 50 Loomis Avenue, Westfield, Mass. Penned Owen: "Dear Sirs, I was wondering if you would send me any information you have on radio announcing and ham radio operating. I am 14 and would like to be a disk jockey. Yours Truly," Okay, fellows, write him the scoop.

CHANGE OF THE MODE: Gene Nixon has left his program slot with the McClenndon stations and has moved to Miami to take over the 6-9 a.m. morning slot on Store-owned WQAM. Larry Ford is leaving WHHG, Harrisonburg, Va. (near Washington) to join the deejay staff on WCKO, Johnstown, Pa.

Frank Benny has been named afternoon deejay host on KISN, Portland, Ore. having been a spinner at KEX in the same city.

Mort Crowley, comic-slianted deejay at WLS, Chicago, has left the Windy City for new platter chores at KHJ, Hollywood.

(Continued on page 55)

RECORDINGS AVAILABLE
(Best Selling Record Listed in Bold Face)

1. WALK RIGHT IN (4:24)-Sinatra-Published by Reemex (BMI)
2. HEY PAULA (3:51)-Hitchcock-Published by Leddi-Mitchell (BMI)
3. THE NIGHT HAS A THOUSAND EYES (4:05)-Weisman-Warren-Curtis-Published by Mace (ASCAP)
4. GO AWAY LITTLE GIRL (2:50)-Goffin-King-Published by Alden (BMI)
5. TO SIT AND REVERE (3:00)-EID-Lender-Published by Scottom (BM)
6. LOOP DE LOOP (3:19)-Van-Dongen-Published by Tito-Ante-Vim (BMI)
7. IT'S UP TO YOU (3:35)-Byrds-Published by Reemex (BMI)
8. MY DAD (2:55)-JIM-Byrds-Published by Reemex (BMI)
9. YOU'RE REALLY GOT A HOLD ON ME (2:47)-Bytth-Published by Jome (BMI)
10. TWO LOVERS (2:34)-By Mark-Published by Campbell-Comaly (ASCAP)
11. RUBY BABY (2:50)-By Mark-Published by Campbell-Comaly (ASCAP)
12. WALK LIKE A MAN (2:47)-By Mark-Published by Campbell-Comaly (ASCAP)
13. I SAW LINDA YESTERDAY (3:19)-By Mark-Published by Campbell-Comaly (ASCAP)
14. FROM A JACK TO A KING (3:25)-By Mark-Published by Campbell-Comaly (ASCAP)
15. RHYTHM OF THE RAIN (3:00)-By Mark-Published by Campbell-Comaly (ASCAP)
16. HOTEL HAPPINESS (3:01)-By Mark-Published by Campbell-Comaly (ASCAP)
17. DON'T MAKE ME OVER (2:47)-By Mark-Published by Campbell-Comaly (ASCAP)
18. I'M GONNA BE WARM THIS WINTER (2:50)-By Mark-Published by Campbell-Comaly (ASCAP)
19. EVERYBODY LOVES A LOV (2:50)-By Mark-Published by Campbell-Comaly (ASCAP)
20. LIMBO ROCK (2:50)-By Mark-Published by Campbell-Comaly (ASCAP)
21. LIMBO ROCK-Bobby Darin-Published by Four Star (BMI)
22. CINNAMON CINDER (2:50)-By Mark-Published by Campbell-Comaly (ASCAP)
23. FLY ME TO THE MOON-BOSA NOVA (2:50)-By Mark-Published by Campbell-Comaly (ASCAP)
24. IT'S NOT THE SAME ohne (2:50)-By Mark-Published by Campbell-Comaly (ASCAP)
25. LITTLE TOWN FLIRT (2:50)-By Mark-Published by Campbell-Comaly (ASCAP)
26. HE'S SURE THE BOY I LOVE (2:50)-By Mark-Published by Campbell-Comaly (ASCAP)
27. YOU'RE THE REASON I'M LIVING-Bobby Darin-Capitol (BMI)

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READY-TO-GO
PROGRAMMING

BEST TRACKS
FROM THE NEW SPOTLIGHT LP'S

The hits that are the talk of the town today and the hits
that are sure to be the hits of tomorrow. Be sure to
check out these LP's from your record store.

POPULAR

THE WHEELS OF LOVE
BEETLE BURGER

THE AFRICAN ROSE
THE DUCHESS

MID-WEEK SING POST LOY
HIT NIGHT-INSTRUMENTAL

THE NEW LOOK HAPPEN TO ROMA
NOVA—Curated by the

THEY MADE ME LOVE YOU—SAN FRANCISCO

JUNE TURN ME LOOSE—GEORGE BRINSON

ALL by the best of the best.

WALK RIGHT IN—The Best of Billie (Vanguard 3193)
WALK RIGHT IN—The Best of Billie (Vanguard 3189)

JAZZ

MONK'S DREAM—Dee D. Jackson (China 7633)
JAZZ IN DREAMS—Dee D. Jackson (China 7634)

LATIN AMERICAN

RELATIVELY LATIN—Paul Smith Quartet
(REC. 4538)

COUNTRY

ROLAND, SING ME A SONG—Billie Lee (RCA 31878)

RECORD REPORT

New and noteworthy releases:

THE DADDY BREAK—Dee D. Jackson (China 7632)
DON'T BE HAPPY—Dee D. Jackson (China 7631)

MIDDLE-Road SINGLES

Not too far out in either direction, the following singles
are the ones that are sure to be the hits of tomorrow:

This week Last week

WALK RIGHT IN—Byrding, Vanguard 3507
THE NIGHT HAS A THOUSAND EYES—Bobby Lee (Melodye 35271)

IT'S UP TO YOU—Bobby Lee (Melodye 35272)
I WON'T BE LITTLE ANYMORE—Dee D. Jackson (China 7630)

ISABEL HEAVEN—DEE D. JACKSON

GREAT늪

IN THE NEWS

Ronnie Mitchell

SOME ARTISTS ARE MAKING IT IN SAN FRANCISCO

Don't forget, your favorite performers are available in the
city at the following locations:

THE ART OF RECORDING

presented by

NEW YORK UNIVERSITY

in cooperation with

NATIONAL ACADEMY OF
RECORDING ARTS AND SCIENCES

on nine consecutive Tuesday evenings
from 8:00 to 9:00 p.m.
at the RCA Exhibition Hall
40 West 48th Street, New York

THE ART OF RECORDING will describe, discuss and explain the many facets of the industry as seen by the record producer, the a. & r. man. Each meeting will be of great interest to the entire process of record making.

Feb. 5—RECORDING DATE PREPARATIONS—David Kopp, moderator; Charles Seton and Jerry Wester, panelists.

Feb. 12—REFERTOIRE AND ITS CONTRIBUTORS—Ira Crida, moderator; Archie Bleyer and Al Nevis, panelists.

Feb. 19—THE SPECIAL ARTIST—Godfrey Liebermann, moderator; Seymour Solomon and a jazz-artist-to-be-selected, panelists.

Feb. 26—RECORDING ARRANGEMENTS AND TECHNIQUES—Dick Olmsted, moderator; Tom Dowd and Howard Scott, panelists.

Mar. 5—POST-RECORDING TECHNIQUES AND NEW DEVELOPMENTS—Peter Goldmark, moderator; Jack Pfeiffer and Al Weintraub, panelists.


Mar. 19—SPECIAL MARKETS—Dario Soria, moderator; Nat Shapiro and John Stevenson, panelists.

Mar. 26—SPECIALTY RECORDS—David Hall, moderator; Moses Asch and Arthur Shinm, panelists.

Apr. 4—A LIVE RECORDING SESSION—Jack Scanlan, moderator.

Rules Should Make FM Shape Up, Too, Says Broadcaster

WASHINGTON—Highlights in the two-day talks between broadcasters and the Federal Communications Commission here last month included among others, a reverse twist on FM as a competitor outmaneuvering AM, by assuming a lower cost company lawyer, engineer and all around broadcaster, Robert M. Booth of this city.

Booth said: "The time has come to recognize and accept the fact that AM and FM are both aural services and that, to an increasing degree, AM and FM stations in the same area are competitive with each other, not only for the listener, but also for the advertiser's dollar. "FM no longer can be ignored when considering the economic problems of AM. Many FM stations provide practically no so-called public programming, and others provide little," he said. "By concentrating on music almost exclusively, many FM stations 'take the cream off the top' and leave the 'skim milk' for the AM stations. I sincerely believe the economic ill of FM are far greater than AM, and unless solved, will further increase the economic ill of AM. The Commission cannot long continue applying different standards of performance for AM and FM stations."
New Method Can Cut Disk On 5¢ Paper

WASHINGTON — A Japanese electrical engineer has developed a workable method of recording sound on a vinyl disk in the United States. Yoshio Nakakatsu, researcher and professor, has patented his system, known as Nakakatsu's method, under electronic interests here.

According to the Washington Post, the system costs $99.5 and the paper is priced at a nickel a sheet. Each sheet records about five minutes of material. Another advantage is the fact that written information on what has been recorded can be inscribed on one side of the sheet. The paper can also be folded. The machine is portable and cuts a case about the size of a small breadknife.

Easy Chair Spells Soft Sell in Hi Fi

NEW YORK—Demonstrating high fidelity, an $89.5 (the most favorable decor is a proved sales technique. A disk with the head of the four-storey Audio Exchange chain here, has gone all out attention to this dimension by setting up a completely decorated living room in his Jamaic outlet.

The room has been fitted out with the Royal Danish systems in mind and features a carting, indirect lighting, luxurious drapes and contemporary furniture.

"Until now," Colbert says, "customers have been forced to listen to hi fi in an unnatural atmosphere, either in an artificially treated room or in the midst of a shop with phones ringing and music coming from all mind and features a place to shop leisurely and listen to the sounds in a more approximating his own living room. He can smoke a cigarette and even take a nap.

In the midst of a pleasant, (Continued on page 33)

CHAMPlN CLOCK Company, New Rochelle, N. Y., has came up with an ideal new in-line pro- duc for record stores. The fully adjustable 45 r.p.m. single superimposed on LP size disk. The single records 10 ornaments, with a 45 r.p.m. chime in the second hand. The hour and minute hands are mounted behind the hour hand and a dozen brass dots on the perimeter of the LP mark the hours, San Francisco distributor, Melody Sales Company, has also used a quantity of the clocks as holiday gifts for deejays. List price is $10.95.

Equipment Newsletter

THAT'S GOLD IN ACCESSORIES. No auto dealer would dream of letting a customer drive away without chrome rim-pro- logue, two-channel and seat-cover-cover protectors. Often there's more profit in the accessory "pack" than in the car itself.

They are bright, ornate and very appealing phono and radio-phonos with accessories built-in, requiring little service. They are highly demonstrable, and sell on sight (or hearing). By selling these, the dealer gets a customer a real favor—in addition to increasing your profit on the car.

We have in mind two powerfully attractive items—one relatively old but newly adapted to its own, and one brand new. They are stereo headphones and home radio systems.

Both of these accessories were originally introduced for the audio enthusiast, but had the manufacturer priced them as high-end components. But they are relatively low-priced, and can be sold just as easily with packaged phono goods.

HEADPHONES. The stereo phone fad is spreading rapidly. Although sales last year were only in the "hundreds of thousands," according to Marvin L. Buchalter, sales manager of Supersonic Corp., one of the leading stereo headphone manufacturers, they'll probably level off at a million a year or so.

You can almost ad lib the advantages of stereo phones to your customers. Docking phone's effect is spoken—phone listening to stereo while the rest of the family watches TV, late-night listening, etc. It will now be possible to sell two-channel stereo, tape recorders, electronic organs as well as with phones.

They can be sold as an impulse item. Attach stereo phones to the phonographs on your floor and you can pick up a lot of impulse sales.

Some dealers have found that the phones actually sell themselves, selling booths with stereo phones, and report beneficial effects in sales of both records and headphones.

A small card near the turntable says: "Try the stereo headphones. Buy one—keep one—give one.

Even the purchaser of a portable stereo phonograph is a good prospect for a headphones sale. If the phonograph has speaker jacks, plug in headphones and engage them just before leaving to watch the customer's face.

They can be sold to stereo headphone systems to every prospect. Virtually nobody will refuse to listen. They retail from about $24 up.

The leading stereo phone manufacturers are Electronic Apple, Roosevelt, Nakakatsu, and Supersonic Corp. Imports are also available.

FM ANTENNA SYSTEMS. FM stereo can be a big hypo to the auto dealer this year. Not long after the first FM stereo re- ceivers hit the retail counters, however, only one good antenna was necessary to receive proper stereo in most locations.

This was both boon and bane. It meant an opportunity to sell antennas as add-ons with receivers for FM stereo. The need for outdoor antennas quickly, however, discouraged some consumers from buying FM stereo. And many stores aren't equipped to sell and install a number of the fairly cumbersome outdoor FM hookups.

There was a need for a receiver, however, a hook-up to the TV antenna (though a special coupler) for satisfactory reception. There are others who insist that this approach won't work.

This confusion and fuss about outdoor antennas has killed some sales of FM-stereo-equipped console phonos, just because customers have been put off by the high price and expense of an additional outdoor hook-up—or they live in apartment house or outside the outskirts of the city. In the middle of the country, there have been some dissatisfied customers who bought FM stereo sets and have been disappointed with the results produced by the non-seller's most important problem.

It was inevitable that something would be offered to fill this void. It seems to be here now, judging from early reports. If it lives up to advanced billing and reputation, it should go a long way toward satisfying customers—and providing accessory sales.

Just to review—distribution on both one-step and two- step basis—is a new indoor FM antenna system which contains antenna, transistorized pre-amplifier and special matching transformer. The whole thing is smaller than a cigar box and lists at $29.95.

Made by Gallo Electronics Corp., New Rochelle, N. Y., the antenna has been test-marketed on a direct mail-order basis since December 14, with $100,000 in sales so far. Carl Gallo, the president—who recently was director of Lincoln Whirlpool—has thus far never sold the electronic—told us that his warranty return cards indicate that about four out of five purchasers of the Gallo antenna are using it for FM stereo.

The system is easily demonstrable in the store, according to Gallo. "Any FM receiver can be plugged into the one-step and two-step apparatus, with no change in terrestrial FM—immediately apparent.

In its trial marketing run, Gallo said, almost all purchasers were women. The customer’s reaction was evident. "Never before had they the slightest idea why the antenna can’t be sold with packaged goods with which they are associated—since it is good quality—a few sold three or more even more squeamish than the component bug to the bother of an outdoor antenna.

The antenna system is currently available only in the East, but distribution will go nationwide soon. We singled out the Gallo unit in this report because it seems to be the most advanced FM antenna systems at this writing. We have no doubt that other outdoor-antenna-eliminators will come along, and all at solving FM receiver listening problems.

Meanwhile, this highly promotable device can represent an extremely demonstrable, quick and easy accessory sale.

DEALER TIP OF THE WEEK: Use of component high fidelity for disk demo has twofold purpose. First, records sound better and more disk sales result. Second, attention is focused on the system itself. It primarily leads to equipment sales and custom installations. An important by-product of the demo setup is that the disks are handled only by sales clerks—no piffle, no showman merchan-
NEW DEALER PRODUCTS

Record Cleaner

Foam Coat is the trade name of a new record cleaner being merchandised by Fidellite, Chi- cago. The product is manufactured by the manufacturer. The round-shaped sponge is treated with Fidellite's own formula, Lubri-Stat. Cleaning power is said to remain after frequent applications. New, east-style display unit carries 12 of the brushes and can be used either as is or used as a counter display.

Congress Mulling Bill to Cut Muts.' Excise Taxes

WASHINGTON—A bill to halve the 10 per cent manufactur- er's excise tax on master recordings, phonographs, TV and radio records has been introduced by Rep. Sylvio Comte (R. Mass.).

Familiar faces among the bills crowding the calendar of the 88th Congress include legislation to remove the tax on phonographical instruments, to halve or drop the excise tax, and to eliminate all retail and excise taxes.

High fidelity manufacturers will again push for passage of a bill to eliminate the high-fidelity component excise tax. Such legislation has already been applied to radio and TV components, cabinets, etc. This would mean the same thing, in effect, by Rep. Thomas O'Neill (D. Mass.)

The new bill covers Mfrs.' excise taxes.

Manufacturers will again push for passage of a bill to eliminate high-fidelity component excise taxes. Such legislation has already been applied to radio and TV components, cabinets, etc. This would mean the same thing, in effect, by Rep. Thomas O'Neill (D. Mass.).

There is an NAB initiative to eliminate excise taxes for components, includ- ing musical instruments, to half or drop the excise tax, and to eliminate all retail and excise taxes.

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The new bill covers Mfrs.' excise taxes.
Billboard/BUYERS & SELLERS
CLASSIFIED MART

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

DISTRIBUTING SERVICES

RECORD DEALERS:  RECENT HITS ASSORTED:  100 to 499...30c ea.  500 to 999...28c ea.  1000 and over...27c ea.  All appear on Billboard's Top 100 within the past 1 1/2 years.  C.O.D. only.  Any and all returns for cash refund if shipped back to us within 48 hours.  Foreign inquiries invited.

BLUE NOTE SHOP, INC.
166 Central Ave.  Albany, N. Y.

RECORD DISTRIBUTORS

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BLUE NOTE SHOP, INC.
166 Central Ave.  Albany, N. Y.

PRESSING, PLATING

COMPLETE RECORD PRESSING SERVICE

All sizes, all speeds, any quantity.  Mastering, Label Printing, Pressing, Drop Shipping and Warehousing are just a few of our many services.

SHELLEY PRODUCTS, LTD.
220C Broadway
Huntington Station, L. I., N. Y.

RECORD REPRODUCING & PUBLICITY

ACTION COAST TO COAST—MONEY

N.V.G. FL 1980.

RELIGIOUS RECORD INDEX

FREE up to date Index service on Kazan, Baby, Coby, etc. at 30c dozen; where to order assistance, to publishers, and distributors of the OFFICIAL RELIGIOUS RECORD INDEX.

Your religious record department is important.  Top 300 Protestant, Catholic and Jewish recordingscross-promoted according to Bibles (and, 1,500 and 3,000) and other 2,500 on 44 hours.  A complete record department for less than 1/2 cent per item.

RECORDAID, INC.
300 East 48th St., New York, N. Y.

WIRE RECORD RACKS

PEG DISPLAY RACKS

Highest Quality—Lowest Prices! Complete line manufactured in our own factory. Send for latest catalog.

ART-PHYL CREATIONS
508 Fralinghay Ave.
Newark, N. J., N. J.
N. Y., WO 4-2365

RECORDS & SUPPLIES

PROFESSIONAL DEMO RECORDS

Ferret Quality—Low Prices—Directly from Artist.

18 Instruments—Vocal Groups
Best, Modern Tone and New Roots (Kempis, Ana, RCA)

Send Full Style.

特に

WRITE FOR FREE BROCHURE

DEMONSTRATION RECORD COMPANY
1501 West 12th St.
Box 3464, St. C. Lincoln, Nebraska

RECORD ACCESSORIES & DEALER FIXTURES

NEW PRODUCTS—NEW PROFITS

Bulk and sanitary machine operators.  Send for our latest catalog.  Colors and prices of our new 25c and 50c sanitary vendors.  Send your name and address to World Class X, Inc., 1826 W. Randolph, Chicago, Ill., 60607, for a new world through the International Distributors,co., 333 N. Michigan Ave., Chicago, Ill.  It appears each week in BIL.

PEN-MAR DISTRIBUTING
P. O. Box 1142, Hagerstown, Md.

EMPLOYMENT SECTION

ATTENTION, MANUFACTURERS! AVAILABLE

TOP-FLITE SALES MANAGER

Previously associated with large record companies, promo, of all types of the industry.  An experienced salesmen and interested in expanding his present line with new products.  Must be able to answer 'phone.  Must drive his own car.  To be located in Chicago.  Circle 1140

EXEC TYPE FOR RECORD SALES.  "ON-LINE," Chicago area.  Min. 2 yrs. experience, high energy, no tolerance for "OLD" PLAYS.  Call Ed, 337-0100.  Chicago, IL.  Applicants from all over the United States, Chicago area preferred.  Send resume to Classified Mart, Billboard, 566 Broadway, N.Y. 5, N. Y.

CLASSIFIED RATES

Per Insertion

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- Minimum size sold is 1/2", approximately 35 words.  70 words.  All rates are for EACH advertisement, EACH time.  Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address.  Box number service charge, 50c per insertion.
- Deadlines: Copy received in any office by Tuesday appears in issue distributed following Monday.

BUSINESS OPPORTUNITIES

HAVE YOUR OWN BUSINESS

How folks ask about successful plans to get you into business.  For yourself on Carpenters Row.  If you're tired of hours spent trying to make a living, you may find a business that's right for you.  Ask your friends for other things.  Write or call Mr. Uman.

1113 Walnut St., Philadelphia 7, Pa.

INTERNATIONAL PRODUCTS YOU CAN SELL

You can reach and sell your wares to the world.  No previous experience necessary.  New dealers wanted.  Write or call Mr. Uman.

1113 Walnut St., Philadelphia 7, Pa.

NEW PRODUCTS—NEW PROFITS

Bulk and sanitary machine operators.  Send for our latest catalog.  Colors and prices of our new 25c and 50c sanitary vendors.  Send your name and address to World Class X, Inc., 1826 W. Randolph, Chicago, Ill., 60607, for a new world through the International Distributors, co., 333 N. Michigan Ave., Chicago, Ill.  It appears each week in BIL.

PEN-MAR DISTRIBUTING
P. O. Box 1142, Hagerstown, Md.

MISCELLANEOUS

DISPLAY COMEDY TELLING FOR IMMEDIATE USE.

"Gay, Greek and Latin" portion of our display.  Written by long-time newspaper man, 45 years or more experience.  "Gay, Greek and Latin" occupies 122 square inches of space.  Call or write Mr. Uman, 1113 Walnut St., Philadelphia 7, Pa.

SMALL PROFESSIONAL COMEDY LINE.

"ON-LINE," Chicago area.  Min. 2 yrs. experience, high energy, no tolerance for "OLD" PLAYS.  Call Ed, 337-0100.  Chicago, IL.  Applicants from all over the United States, Chicago area preferred.  Send resume to Classified Mart, Billboard, 566 Broadway, N.Y. 5, N. Y.

HELP WANTED

MAJOR RECORD COMPANY SEeks THE FOLLOWING

Jr. EXECUTIVE SECRETARY FOR TOP EXECUTIVE Requirements: Excellent typing and filing.  Ability to handle business correspondence and a knowledge of records and music.  Applicants must be winners.  Write or call Mr. Uman.

1113 Walnut St., Philadelphia 7, Pa.

RECEPTIONIST FOR THE EXECUTIVE FLOOR

Requirements: Good appearance and manner, ability to handle business correspondence (a knowledge of records and music is desirable).  Must be able to answer 'phone.  Write or call Mr. Uman.

1113 Walnut St., Philadelphia 7, Pa.

CLERK-TYPIST IN THE PERSONNEL DEPT.

Requirements: Knowledge of accounting procedures, ability to type dictation, ability to answer 'phone and handle mail.  Write or call Mr. Uman.

1113 Walnut St., Philadelphia 7, Pa.

ACCOUNT EXECUTIVE (MALE)

Must be creative, aggressive individual.  Must be able to spend substantial amounts of time on the road.  Call or write Mr. Uman.

1113 Walnut St., Philadelphia 7, Pa.

SECRETARY—PERSONAL SERVICE

Salesman, proven sales record, experience with upper end of the market, ability to work with large accounts.  Call or write Mr. Uman.

1113 Walnut St., Philadelphia 7, Pa.

UPPER LEFT

566 BROADWAY
N.Y.C.

Times Square Office
Space for Rent.

8700 Square Feet.

Central Air Conditioning.

Very Reasonable Rental.

Contact

KENNETH LAUB
of Collins Turto & Co.
261 Madison Ave.
New York 16, N. Y.

Telephone:

Murrayhill 2-4020

The Company that REALLY goes after more business CAN get more business... by consistent advertisements in

Billboard's

Buyers and Sellers' CLASSIFIED MART

It's a proven, economical way to assure protected interest in make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard... see what others are doing... then what you should do to meet and beat the competition.
"LADY LUCK" THE CREATIONS TAKE TEN RECORDS 360 N. MICHIGAN CHICAGO 720 S. SEVENTH AVE., NEW YORK 14, N. Y.

A MIDDLE-ROAD SMASH

DONT FALL IN LOVE

By DANNY WINKLE

VILLAGE RECORD #7779

Distributed Nationally by Angie Enterprises, Inc.

Box 151, Angie, La., Phone Republic 2-4420, Bagdad, La., 1294 or 9147, Covington, La.

ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise.

Write to be placed on our national mailing list.

We ship anywhere C.O.D.

Barney's One-Stop

1346 E. Keppel Ave., Chicago 13, Ill.

PH. 535-0150

Say You Saw It in Billboard

1564 BROADWAY, N. Y. C.
TIMES SQUARE OFFICE SPACE FOR RENT
8700 SQUARE FEET

Central Air Conditioning
Very Reasonable Rental

Contact: Kenneth Tobin of Collins Tuttle & Co.
261 Madison Avenue, New York 16, N. Y.

Telephones: MURphy 2-4020

POLYMAX

PRESSINGS ADD A NEW SOUND DIMENSION

You can actually feel this, exciting new clarity and
presence, and the superior material is the result.

CREATED BY RESEARCH CRAFT CORPORATION

2110 N. FLATBUSH AVENUE

L.A. Hits to Pop

Continued from page 28

The Horseman, Portland. Oreg., having shifted from KOLO, Reno, Nev. For awhile, Peer operated an advertising agency in Montana. Bill Jones has been named program director of WTSN, Dover, N. H., moving from WMEX, Boston.

Julian Ross has rejointed WINS, New York, as music director, replacing Don Owens, who has resigned to reactivate his talent management company. Ross, formerly was music director for WHN, New York, and prior to that was a record promotion man for London Records. Interesting sidelight: on Owens' client list is Naomi Brossart, who portrays Washington's leading hostess in "The First Family" album.

FOR THE LADIES: In a move designed to catch the ear of Boston horsemen, WNAC is now airing a 1:15-3 p.m. daily show called "Words and Music" which features both information and records. On the music side of the show, the series uses listener requests, best selling albums, and traditional specials, and "the recommended release of the week as predicted to be a winner by WNAC's Music Director Al Marlin." On the information side, the show features Leil Jensen and Kathy Peterson, two local personalities, who "will comment on fashion, beauty, exercise, recipes and a host of other things from cabbages to things of interest to women who like to be informed on the woman's world around and about them."
The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

MODEL 404

**ROCK-OLA**

**Capri 100** with Full Dimensional Stereo

MODEL 404 DELUXE STEREO-MONOAURAL PHONOGRAPH

**SEE THE BIG 3 FOR '63**

**ROCK-OLA**

**BIG STYLE!**
**BIG DESIGN!**
**BIG APPEAL!**

Location Personalization
Supply of easily inserted letters, numbers, etc. are included to enable you to provide your locations with personalized phonographs.

FEATURED STAR DISPLAY PANEL
For model 404 Capri 100 Selection Phonograph

NEW ROCK-Ola WALL BOX
- Entire mechanism removable for fast efficient servicing!
- Extra large cash box.
- Deep recessed 10¢ coin chute.
- Completely sealed hinged front door.
- Revolutionary new selection system.
- High styled design.
- Accumulator permits multiple coin deposits.
- Rugged construction.

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue
Chicago 51, Illinois
Common Market Suited to U.S. Operating Practices

BY OMER ANDERSON
FRANKFURT — Will U. S. style operator ownership prevail in Europe as the Common Market is created?

A growing number of trade officials say yes, and the evidence is increasing that Europe's super-trading area is peculiarly suited to U. S. trade practices — and ill-suited to the small-unit, catch-as-catch-can current Continental trade practice.

Not only is the evidence everywhere in the burgeoning European Union, but Continental commoners are returning from U. S. trade junkets literally pop-crowed. Not so much at the marvels of coin-machine America as at the primordial state of the German trade in comparison.

Results Impressive

Most of the junketing European traders have been victims of their own isolation.

(Continued on page 66)

Help Wanted—Yours

Billboard editors this week began gathering material for what will be the most detailed and comprehensive directory and analysis of the coin machine industry ever published.

The International Coin Machine Directory and Who's Who in the Coin Machine World, scheduled for publication in the early spring, will contain complete international listings of music machine, amusement machine, and vending manufacturers, distributors and suppliers.

It will also present the first international Who's Who in the Industry — descriptions and identifications of coin machine leaders throughout the world.

Other features will include trade analyses of virtually every country in the coin machine world, with accurate data on current phonograph and game situations and import-export information.

Billboard's chief editor, J. V. McKenzie, said, "This is an ambitious undertaking, but we feel it is worth the effort."

We want this publication to be the product not only of Billboard's editorial staff, but of the coin machine industry as a whole. That's why we're asking for your help.

If you are a manufacturer, distributor, supplier or an officer in an operator association, the following applies to you; whether you live in Los Angeles, Mumbai or Dakar.

Within two weeks from now, we want a brief description of the plant, products made, list of officers, 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.

And from operator associations, we want photographs of officers and complete addresses.

From suppliers we want a list of products carried.

Please mail all information to: Billboard Coin Machine Directory, 1554 Broadway, New York 36, N. Y.

We already have some of this information from our files and other sources, but we want to make sure that both big-name firms or coin machine personality is overlooked in the directory. We'd like to have all this information by February 15, as it will be typed up and sent along with the directory before the show opened.

Mar-Matic to Seek Distributors On Continent

LONDON — Maurice Sykes, president of Mar-Matic Sales Company, Ltd., and Jim Cherry, Mar-Matic's American sales manager, arrived last week for the Amusement Trades Exhibition, which opens Tuesday (29) at the New Royal Horticultural Hall.

Cherry leaves for a Continental sales trip after the show.

He will name Mar-Matic distributors in the various European countries. During the exhibition he will also reach the Mar-Matic offices at 9-13 Borden Place in London.

Cherry and Sykes spent a week at Mar-Matic's plant in Ireland Island (off the Bermuda coast) before the show opened.

Mar-Matic's new sales managers will begin their jobs in the business. He was general sales manager of the Dusco Kiddie rides, a sales executive with Continental Vending and National Vendors and head of the Cigarette Merchandisers of New Jersey.

Trouble Welds Op Unity

By AARON STERNFIELD
ALBANY, N. Y. — There's nothing like a crisis to make operators support their trade associations, and a crisis of major proportions is brewing in the Empire State.

The New York State Coin Machine Association was organized a half dozen years ago when a spate of unfair legislative measures was introduced in the New York State Assembly.

Most of these were crank bills, but some of them looked as though they had a chance for passage.

Bloom Off Rose

For a time, with the memory of the association's actions still fresh, the New York group enjoyed fairly widespread support. But when the pressure eased off, operators found what they thought were better uses for their $50 annual membership fees, and the State group struggled along with diminished support to keep it solvent.

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Excessive Taxes First Target of Palmetto State Ops' Group

COLUMBIA, S. C. — Some 40 jubilant Palmetto State officers attended an organization meeting for a new State association here, with excessive tax and licensing fees one of the main topics of consideration.

Officers and directors were elected and the group planned another meeting at the Columbia Hotel here, March 17, for further organization.

South Carolina operators are faced with a State-city-county licensing and tax structure that can go over $100 per machine.

Tax Effort.

Royce A. Green, newly elected president of the South Carolina group, said that a more equitable tax and licensing structure along with an aggressive public relations program will be the first things on the association's agenda.

South Carolina is one of the few States where bingo machines are legal. However, no distinction is made between these and any other type machines that give free entertainment.

Thus a novelty pinball game and even a gun or baseball game is licenced at the same rate as a bingo—if the player can win free games.

The State levies a $25 license on all equipment—music and games—without free plays. Games permit free play only a $75 license. Counties levy an additional flat fee of around $10 and city licenses run from $7.50 to $25.

An additional tax of $10 to $25 for cities and the same for counties is also levied.

Twenty-six of the operators present signed to join and Green said that the association would have over 100 members.

Green said the group would also be affiliated with Music Operators of America, the national trade and operator association.

Robert H. Blandred, executive secretary of MOA addressed the group.

Officers included Green, Mrs. Arna Fischer, Columbia, secretary-treasurer; A. W. Bradford, Sumter, 1st vice-president; Al Witt, Greenville, 3rd vice-president; H. C. Keets, Florence, 3d vice-president.

Directors included: Roy S. Melvin, Florence; W. Lewis Blackwell, Columbia; Messrs. L. Connell, Beech Island; A. W. Bradford; C. M. Harrison, Darlington; J. G. Tinsley, Spartanburg; Columbia; Hal A. Shinn, Gaffney; Kenneth Flowe, Greenwood; Clinton Buzard, Walterboro; and L. F. LeSourdgeon, Charlotte, N. C.

Green said that additional directors would be elected to complete geographic representation for the association.

10 Wis. Firms Represented at London School

GREEN BAY, Wis.— owners and servicemen representing 10 Northern Wisconsin coin machine firms attended the S. L. London Music Company's Seeburg service school recently at the Holiday Inn Motel, Seeburg field engineer Chuck Gates handled the instruction chores. Walter Koehl, S. L. London Music Company sales rep., was also on hand.

The list of operators and maintenance service personnel at the school included Russ Dougherty and Jim Minner, Rapids Coin Machine Company; Wisconsin Rapids; Ray Jennier, Jenny Amusement Company, Wausau; William Miller; Miller Music; Menasha; Paul Jacobs, Jacobs Noveltly Company, Stevens Point; Lloyd Kieffer, Waupaca; and Lyle Olsen, M. & W. Noveltly Company, Marinette.

Green Bay coinmen at the school were Harry Daul, Union Sales Company; William Jahnske, Robert Lax, and Mel Malcom, Mel's Coin Machine Company.

J. D. Cox Dies; Advance Mgr.

SAN FRANCISCO — J. D. Cox, 63, long-time manager of Advance Automatic Sales, died here Sunday—(20) apparently of a heart attack. Burial was in Woodland Cemetery Wednesday (23).

Born in Indiana, Cox had lived in this city for most of his life. He is survived by his widow, Mrs. J. E. Cox, the Advance distributor in this area, for nearly 20 years.

Pallbearers, all members of the Advance staff, were Lou Wolcher, Bob Forteau, Ed Heinle, Joseph Mandell, Dr. W. L. McMurtrie and Arthur Kriese.

He is survived by his widow, Artlet.
MOA Opens Attack On Royalties Bill

WASHINGTON—In a letter to members of the Music Operators of America, Nicholas E. Allen, MOA national legal counselor, launched the opening attack at H. R. 123450, the latest attempt to remove the performance royalty exemption from coin-operated phonographs.

Allen pointed out that the proposed royalties would be $5 per year per machine on location for the first year, $5 to $25 per machine per location for the next four years, the amounts then to be set by a board of trustees each five years.

Allen charged that "every music operator in the United States should be aware of the extra cost to him of this legislation if it should be enacted. The average small operator, say, 50 machines, should realize that under this bill he would have to pay performance royalties of $230 in the first year of the law's enactment and up to $1,230 per year in each of the next four years. After that there is no telling how much he would have to pay for this law, so that we will have no limit on the amount of royalties that could be imposed."

He said that operators, by remaining silent on this legislation and failing to support it (Continued on page 66), should realize that it is not in their best interest to support it.

DOUBLE PLAY DISKS

Two-fold action may be expected from the following records. For the juke box operators limited to free 250 songs per machine, this represents maximum programming effectiveness. Records listed below have both sides offered on the Hit 100 list and have recently been on the Hit 100. See Spotlight Review for additional information on double-sided discs.

IT'S UP TO YOU

RICK NELSON, IMPERIAL 3907

I NEED YOU

I'M GONNA BE WARM THIS WINTER

CONNIE FRANCIS, MGM 13116

AL DI LA

SEND ME SOME LOVIN'

SAM COOKE, RCA VICTOR 8179

BABY, BABY, BABY

BOBBY BLAND, DUKE 260

CALL ON ME

THAT'S THE WAY LOVE IS

BRENDA LEE, DECCA 31454

SHE'LL NEVER KNOW

I WANNA BE AROUND

TONY BENNETT, COLUMBIA 42654

I WILL LIVE MY LIFE FOR YOU

Op Coffers Get Chills as Icy Weather Grabs Chi & Suburbs

By Nick Biro

Chicago, February 5—Weather—not records, or collections, anything else for that matter—is the latest topic of conversation among operators throughout the Midwest.

The area is going through freezing temperatures, blizzards and heavy snow storms in record year totals. Transportation is at a virtual standstill and in the service stations, the customers or even communications have been severely affected.

The near empty streets in the cities is progressing fairly normally, the rural and so-called county areas are badly hit.

Repair Stops

One large Midwest-side operator here said he had not been able to make an urgent repair stop, others stop his orders due to new regulations. Routine calls for collections and new records are often out of the question entirely.

Many machines are being put out of service as temperatures drop, or wherever bizzare things as power failures and freezing—the latter when the tavern or restaurant is forced to close its doors completely because of frozen pipes breaking or power lines being knocked down.

Another big problem is the delivery of such things as spare parts, new records. Through distributors and one-stops are making valiant efforts—and in many cases proving that the routine half-day deliveries are now taking as long as 48 hours.

Delivery Problems

One big one-stop operator here said that he had recruited every one of his available personnel to make deliveries.

The clerks and stock people are using their own cars to take records to such outlying areas as Morton Grove, Barrington, Wheaton, Wilmette, Homewood and Peterson's.

The method is costly, the one-stop owner admitted, but at least the records got through.

The picture is not all dismal, however. The machines and tunes that are working are taking in good coin, as the taverns are doing a better business.

Chi Ops Brave Cold to See

63 Wurlitzer at First Coin

CHICAGO—Despite crippling cold that had transportation in the city at a virtual standstill, merchants and coin machine traders showed up for First Coin Machine Exchange's 50th anniversary—showing of the new Wurlitzer 2700 last week.

Hosts Joe Klein and Sam Kolber treated their guests to food and refreshments as a new machine was demonstrated. The first showing became the coin machine industry's first big social gathering of the year here, as all other activity was reduced to a minimum.

Besides operators, guests included fellow distributors, manufacturers, wholesalers and members of the trade press.

Mort Scocca, publisher of Coin Age, went to Coin, Sid Falk the Fort Lock Company, and Bernard Ash the Crest Fire Equipment.

New Yorkers included Irving Kaye and Abe Green, Robert Siller, representatives of his company and members of the trade press.

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Denver Bulk Ops Wrap Up 1962
With Hearty Smiles for Future

By BOB LATIMER

DENVER—Last year was a winner for Denver bulk operators in many ways. Only one of the city's top operators had any complaint whatsoever over the year, and he was based on personal illness which kept him off the route for a considerable percentage of his ordinary operating time.

The Christmas season closed 1962 with a bang, particularly for operators with locations in toy stores, department stores, and other gift-purchasing spots.

Denver's toy outlets, slashed by some 16 large discount houses, all featuring toy departments, had a bonanza of holiday sales, and any bulk vending equipment in such locations enjoyed parallel sales.

Some operators with stops in toy stores, including Jay Shannon, Charles Flowers, Frank Thorwald to Akins, serviced their toy store vending machines as often as twice a week during the entire holiday period.

Shopping Centers

Shopping center locations fared well also, with many holiday shoppers bringing the youngsters along, and depending upon vending machines to keep the tykes less bored.

There was a considerable swing toward varmints through most of the year. Most bulk operators have devoted at least two machines to varmints in the recent months in response to demand.

There was also quite a bit of activity in sudden development of large routes. Continental Music Company, headed by Bob Ainsley, and Don Akins, landed 33 supermarket locations in a single chain early in the year, and have considerably expanded each location, along with music and amusement machines.

In December, veteran operator Victor Stands Hold 4-8 Units

CHICAGO—Victor Vending Corporation is in full production on a multiple chrome display stand which will hold from four to eight machines—depending on attachments. Victor, however, does not plan to produce additional models for four or six machines, as was reported erroneously in last week's Billboard.

The present stand can hold four, five, six, seven or eight machines, depending on how the operator sets them up.

Space Permits In March Mail

CHICAGO—Exhibit centers for the annual convention of the National Automatic Merchandising Association, to be held in McCormick Place, September 7-10, will be mailed in March, according to Mel Rapp, Continental-APCO, committee chairman.

Rapp said the vending trade show will occupy some 100,000 square feet of exhibit space.

Great Time Saver Coin Weighing Scale

1c or 1c & 5c Combination

Width $1.00 in pennies, $.50 in nickels. Springs are precision calibrated. Heavy relief base, 3½" x 2½" x 1½". Painted silver when in use.

$22.00

Complete With Sturdy Carrying Case ORDER TODAY

1/2, 1, 6, 12, 24

Karl Guggenheim, Inc.
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SIXTY BEAVERS WILL BE ADDED TO YOUR STOCK

*Beads and 462 other Capsules

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Capsule Vending, as illustrated, as well as other Northwestern machines.

NAME
COMPANY
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CITY

We handle complete line of machines, parts & supplies.

Northwestern SUPER SIXTY
Capsule Vending

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

*With QUICK-LACH at slight extra cost.

H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N. E., Atlanta 7, Ga.
Phone: MA 7-4500

BEAVER VENDING MACHINE
AND SUPPLY OF AMERICA

11324 Whittier Avenue
Detroit 34, Michigan

BEAVERS ARE RED
OTHERS ARE BLUE
YOU OUTCLASS THEM ALL
IN '62

LEAVE IT TO BEAVER TO GET THE ATTENTION EVERYWHERE!

*To be continued next week.
Kelly 'Diamond Ring' Worthy of Big Boys

CHICAGO — New “three-carat diamond rings” for boys as well as girls are being introduced by Penny King as a diamond capsule item.

Mrs. M. H. Kelly, Penny King president, has just announced that in the past, “most of the rings imported have been for girls, so we had specially designed and made for us in our plant in Hong Kong, one type ring with a whale of a big diamond.”

Both the boy and girl rings are adjustable to fit any size finger. The girl rings are silver, the boy rings are gold. The latter sell for $49 per 1,000; $47 in capsules. The girl rings are $35 per 1,000, $42 in capsules.

Mrs. Kelly told Billboard—perhaps with tongue in cheek—that “when I flashed the three-carat girl’s ring on the ‘girls’ in my bridge club, I suspected I had a new boy friend and even when I assured them it came out of a 10-cent machine they weren’t convinced. If you don’t believe it, just put one on your finger and wear it for a few days.”

Cruel Hoax Ends With a Ray of Hope

HOUSTON—Jack H. Wilson and his family of Atlanta, were the victims of a cruel joke, but they saw tragedy evolve into the beginning of a new life here through the help of strangers.

Wilson, a vending machine manufacturer, and his wife and three children to start what he thought was a new job here.

They had trouble finding lodging within their means when they arrived. The cold weather and the long trip took its toll, the youngest Wilson child, a child named James, died of bronchial pneumonia.

When Wilson reported to the H & H Distributing Company, a local vending machine firm, only to find that the job he thought was secured for him was nonexistent.

He stated that a stranger in Atlanta said he was a constant manager of the H & H firm and had said there was a job in the local office.

He was told by the local firm that they employed no one answering to the description of the stranger and that Wilson was the victim of a cruel hoax.

An H & H official sent Wilson to another company—the Interstate Vending Service, a national concern with headquarters in Chicago.

At Interstate’s local office he was shuttled into the office of Bernie Shapiro, a company representative from the home office.

Shapiro reluctantly told Wilson his firm also had no job available.$225 Pledged

Shapiro, however, got on the telephone and secured $225 in pledges, cash and checks from several vending companies for the Wilson family, and

Other local people hearing of the Wilson plight in stories in the Houston Post rallied to the cause and also contributed money, Shapiro paid for lodging of the Wilson family and arranged for medical care. He is to use every bit of Wilson’s money purchasing the body back for burial in Atlanta.

K. T. Park, president of the Bluebonnet Music & Cigarette Service, and hearing of Wilson’s plight from H & H and newspaper stories, offered him a job with the firm. After returning from the burial of his son, Wilson will start his new job next week.

NAMA to Meet


Louis J. Riman, NAMA president, announced this week.

Super Marts, Chain Stores, Discount Houses, etc., demand this unique display and the ease of servicing.

All of these Victor vending machines are serviced from the front ... no mess of coins falling on the floor. This is the most practical and successful operation known.

Write for beautiful color circular giving prices of machines and Victor’s NEW Universal 4-6-8 Multiple Chrome Display Stand ... another Victor original.
N. J. City Mulls Ban

EAST RUTHERFORD, N. J. — The City Council meets here Monday (28) to consider an outright ban on pinball machines. Last October, city officials barked the pinball license fee from $20 to $250 with the result that many operators allegedly failed to buy licenses. Operators will have the opportunity to air their views on the proposed ban and the existing license fee at Monday's hearing.

Greco Shows Line

 KINGSTON, N. Y. — Greco Brothers, local Rock-Ola distributors, displayed the Rock-Ola Capri and Rhapsody machines to members of the New York State Operators' Guild at a recent meeting in the Governor Clinton Hotel here.

Exclusive Vending Headquarters for VICTOR

THE MOST COMPLETE AND FINEST LINE
OF BULK VENDORS

VENDORAMA

The New VICTOR VENDORAMA vends large and small cap- sules, large and small bull gum at 1c, 15c, 75c and 25c play. Large Stock of Vendors—Parts and Merchandise.

Member National Vending Machine Distributors, Inc.

GRAFF VENDING SUPPLY CO., INC.

DALLAS, TEXAS

VENDING HEADQUARTERS FOR VICTOR

THE MOST COMPLETE AND FINEST LINE
OF BULK VENDORS

New VICTOR 2000 Vender, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for St. $24.50 ea.

Large Stock of Vendors—Parts and Merchandise.

LOGAN DISTRIBUTING CO.

1500 W. Division St.

Chicago 22, Ill.

SELECT A SNACK

LONG ISLAND CITY, N. Y. — The International Mutoscope Corporation, veteran amusement machine manufacturer, has gone into the production of vending machines.

Larry Galante, Mutoscope president, said the firm is now producing a snack bar machine and a Pez candy vender as the first step in its diversification program. Mutoscope was the pioneer in developing coin operated amusement devices.

The three-column Select-A-Snack holds from 100 to 125 packs of pretzel sticks, potato sticks or similar snack items. Each column has its own 10-cent coin chute. The machine is mechanically operated.

Dimensions

Height is 35% inches, width is 16 inches, and depth is 10 inches. The unit is mounted on a 25-inch stand.

Other features include a two-point burglar-proof door lock, a hinged swingaway front door, and leg levelers and casters on the machine. Merchandise may be seen through glass panels, and the locked storage compartment in the base is capable of holding three fillings.

The unit has a shipping weight of 80 pounds.

Candy Vender

The Pez candy vender has eight columns, with six shift columns vending the Pop-Out Dispenser sets at 25 cents and two columns vending candy only at 10 cents. The six shift columns have a 294-unit capacity. The other two columns have a 180-unit capacity.

Dimensions are 60 inches high, 21 inches wide and 14 inches deep. Shipping weight is 168 pounds.

Sandler Shows New Wurlitzer

MINNEAPOLIS—Despite severe cold weather during the week of its showing of new Wurlitzer models, the Sandler Distributing Company here reported a heavier turnout of buyers than a year ago, when thousands of Minnesota and North and South Dakota.

Irv Sandler, president of the distributing firm, said the Model 2700, 100-selection version, received the strongest buying interest during the week-long show. Buyers were especially enthusiastic about the Ten Top Tunes feature of the model, he said.

The Sandler Company has scheduled additional shows of the new Wurlitzer models at the Town Hall Hotel, Davenport, Iowa, and the Elks Hotel, Des Moines, before the end of January, with territory shows also being run in Minot, N. D.; Sioux Falls, S. D., and Deadwood, S. D., with dates yet to be determined.

Veteran Amusement Unit

Firm Adds Vend Machines

OPERATE WILLIAMS

'TOM TOM'

2 Moving Targets.

Fast scoring and keen competition for 1 or 2 players.

See your Williams Distributor

Williams

Electronic Mfg. Corp.

4243 W. Fullerton, Chicago 24, Ill.

SELECT A SNACK

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Germans to U.S.: Let's Roll Own

OSCA 1963 Bowls

AMSTERDAM—The Dutch electronics manufacturer, Fons Van Ossche, has announced a new model of his OSCA juke box, the first phonograph ever built in Holland. OSCA 1963 is a wall box, the first phonograph ever exhibited in this country. The Van Ossche brothers have a license to use the name of their wall phonographs. The OSCA is designed for Holland's large network of juke box outlets, which places a premium on a compact machine. However, the manufacturer has assured that the model will be expanded to export shipments.

New Fanfare at ATE

LONDON—Loween Automatism is beginning shipment to Britain of the parent NSM firm's new Fanfare Silver juke box, a 100-selection stereo box. The new Fanfare is being exhibited in the showrooms of Auto-Slot Sales Limited, 69 London Road, Croydon, Surrey. It will also be exhibited at the Amusement Trades Exhibition in London's Royal National Hall from Tuesday (29) to Thursday (31). Simultaneous with showings of the new Fanfare, Auto-Slot is conducting a campaign to expand its Fanfare distributor network throughout Britain. The firm is inviting inquiries from established firms with suitable showrooms and service facilities for appointment as area distributors.

Belgians Push Coin Pix

BRUSSELS — The Belgian trade is planning to promote Brussels as a European coin cinema film center for the production of attractions for the Scopitone, Cinebox, and Caravelle film phonographs. Producers and film experts believe the production of coin cinema box strips will become a large industry over the next decade, second only to the production of television films. Encouraging this belief is the fact that the Kessler Sisters, among Britain's top talent stars, have just made a film here for Scopitone. Trade reasoning is that the film industry can succeed only if they offer superior product rivalling TV, and this can be achieved only by organized production facilities.

Italian Tax Beaten

ROME — Italian operators have won a fight against efforts of local Italian communities to impose a consumer tax on phonograph operation. The Italian finance ministry sided with the operators, ruling that phonograph operation is not taxable by local communities in the sense of the consumer tax. Some local areas have been levying stiff taxes on outside operators, labeling such taxes as a "consumer tax" somewhat similar to Alcoholic liquor taxes. Operators protested that the tax is not only illegal but is used by some communities as a discriminatory weapon to discourage outsiders from entering the area for business purposes.

R & W Order Record

HAMBURG — Ruffner & Walker Ltd., distributor in Britain for Rock-Ola, have placed the largest phonograph order ever given by their firm for the new 1963 Rock-Ola line. It covers the full year in advance and includes the entire range of Rock-Ola 1963 models. The order was placed through AI Adelie in Hamburg.

British View Symphony

LONDON—Symply Limited is taking the new Bergmann M-100 series of Symphonic phonographs on a tour of Yorkshire and Northumberland with its mobile showroom. Symphony's mobile showroom is a large trailer specially fitted as a showroom. Aside from the phonographs, the Symphony trailer will display the full line of Bergmann models, including Atlantic pin tailed Derby and Joker wall mount, Jubilee fruit machines and the Arizona shooting gallery. The Symphony trailer will visit off-beat locations by appointment under the slogan "No place is too small or too far."

Omer Anderson

COLOGNE — In connection with consideration by the 88th Congress of revision of the 1909 U. S. Copyright Act, West German juke box operators will approach their American counterparts with proposals for joint production of phonograph records for juke box play. This proposal now commands overwhelming support from West German operators, and they believe it will be accepted by U. S. operators once Congress gets serious about eliminating the American juke box music royalty exemption.

In fact, German operator sources disclosed that they already have some American financial backing for juke box disk production. "At this stage money is not the problem," a German source close to the disk scheme explained. "We are confident that we will be able to line up all the financial backing we need once we get American operators interested. For that matter we can raise the money ourselves."

German operators originally considered producing their own disks to exert pressure on GEMA, the German copyright organization which operators accuse of abusing its "monopoly power position" in steadily escalating royalties.

New Factors

Many new factors have arisen, however, and German operators are now taking a much wider view of the project. Briefly, they believe, as one operator official put it, "that the whole trend of phonograph operation is toward expansion on a dizzy scale. Either operators, through their organizations, will join the trend or perish. The situation is more grimly competitive than most of us realize."

Contrary to what is generally believed, German operators are not proposing that the trade boycott copyrighted music, producing only uncopied music and signing direct production agreements with composers and authors by-passing GEMA.

The thinking, rather, is to organize a phonograph trade...
TENNESSEE — The Tennessee legislature is considering a bill that would increase the State tax on cigarettes from 6 cents to 7.5 cents. If the tax is raised, it will be the second time this year that the cigarette tax in Tennessee has been increased. The last increase was in January, when the tax was raised from 6 cents to 7.5 cents.

The increase in the cigarette tax is expected to generate an additional $500 million in revenue for the state. This revenue will be used to fund education and other public programs.

In addition to the cigarette tax, the state is also considering increasing the tax on other tobacco products, such as cigars and smokeless tobacco. However, these proposals have not yet been formally introduced in the legislature.

The increase in the cigarette tax has been met with mixed reactions from the tobacco industry. Some companies have expressed concern that the increase will lead to a decrease in sales, while others have praised the move as a necessary step to reduce tobacco use.

The increase in the cigarette tax is expected to be passed by the legislature with a strong majority, and is likely to be signed into law by the governor.
INTERNATIONAL
BUY-WORD
FOR QUALITY...

RUNYON
Sales Co., Inc.
International, Inc.

RUNYON SALES CO., INC.
RUNYON INTERNATIONAL, INC.

Our policy has always been quality at a competitive price. Towards that end our over 500 employees have built up a reputation for dependable service to our thousands of accounts for more than 25 years.

In America, Runyon distributes the leading factory lines throughout New York, New Jersey and Connecticut. These lines include:

AMI, Rowe, Bally, Irving Kaye, Williams, African Shuffleboard, Keeney, Midway, All-Tech & Techno-Vending.

In addition, we maintain a complete inventory of all types of used equipment which may be purchased as is, relisted, factory reconditioned or any way you wish. What's more—we can handle your problem immediately.

Runyon International, with offices in Springfield, N. J., serves more than 60 countries around the globe. In each shipment every machine bears the Runyon stamp of quality!

Runyon is known throughout the world as a leader in the export field...in fact, we consider ourselves specialists in this area.

Why not cable us today for our complete inventory list.

Cable Address
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VISIT RUNYON'S
NEW OFFICES
IN SPRINGFIELD, N. J.
THE WORLD'S
MOST MODERN
PLANT

RUNYON
SALES COMPANY, INC.
INTERNATIONAL, INC.
Common Market Suited for U. S.

- Continued from page 57

Relatively few European operators had found their way to America until the last few years, and the mass movement of European operators and distributors to America on study tours is only beginning. Even so, the results to date have been impressive.

Most Continental trade experts familiar with U. S. operating patterns and general trade formulas believe that U. S. firms on the Continent will expand and consolidate their operations on a Continental-wide basis, wiping out national barriers. They believe, moreover, that the firms will diversify heavily into vending as well as phonograph production.

Finally, and perhaps most significant, the Continental trade insiders judge that the major U. S. manufacturers expanding heavily into operating, as well as manufacturing and distribution. They see so-called "integrated operations" as very much the shape of things to come on the Continent.

Canteen Sets Pace

Face-setter in this direction is Automatic Canteen Company of America, Canteen began its systematic acquisition of Continental properties in 1957 with purchase of the Tenon Company of Frankfurt. Since then the U. S. trade giant has acquired firms in Switzerland, Sweden, Belgium, and additional properties in the West-Germany.

For example, Canteen acquired the Helmut Rehbock GmbH firm at Hamburg, one of the major coin machine firms in Europe. Rehbock, under Canteen's wing, has expanded swiftly into vending operation in the Hamburg area.

Wurlitzer has established a base for an "integrated" Common Market operation, if the firm chooses to move in this direction, with the founding of a German subsidiary and construction of a plant at Huett- horst, in north Germany. Wurlitzer is producing a "juke box" specifically designed for the European market in the Huett-horst plant, the "Lyric."

Adikes in Vending

Rock-Ola's chief Continental distributor, Al Adikes, is heavily involved in vending machine operation in the Hamburg area, and Adikes has the resources to take Rock-Ola into integrated operations from his present base. Seeburg is pressing expansion of its vending machine sales in Europe parallel to its phonograph operation. With competition, Seeburg is well entrenched in the Common Market and capable of entering the operating field on short notice.

Operating companies are the rule in Switzerland, and in Denmark, EMI, through its Copenhagen division, has become the country's largest phonograph operator. In Belgium, a country sponsored diskery which could be operating as a separate entity. It would cater primarily to the phonograph opera- tor trade, and its primary aim would be to provide the trade with diskys at reduced prices.

It would seek to develop sources of uncopyrighted music and it would work out direct roy- ally arrangements with composers, shortcircuiting GEMA and ASCAP where practical.

Vigorous Effort

"However, we also intend to deal with copyright organizations and to produce copyrighted music," a spokesman for the operator disk drive scheme said. "We also intend to mount a vigorous effort to discover and develop distinctive music and to promote hit tunes on juke boxes.

"You might say the enterprise we had in mind, and in which we are offering a partnership to American operators, would be a diskery of 'of, by, and for' juke box operators—a diskery producing and presenting music through the juke box."

The Germans will try to sell the proposed trans-Atlantic venture as a hedge against rundown ASCII royalties, when and if the juke box exemption is removed from the Copyright Act. But the proposal also will be presented as a great deal more—a as a potentially lucrative business.

The juke box diskery, the trade here has in mind, would bridge phonograph operations in North America and on the Continent and in Scandinavia. It would seek to command resources big enough to offer the trans-Atlantic trade a specialized juke box play disks at greatly reduced prices and music programs for phonograph play.

Trade sources will not divulge details of their planning, but it is understood that the Mando- lino label, which is financed by the German trade, would provide the base for the proposed trans-Atlantic diskery.

hostile to the independent operator, Decca, through its Belgian firm, is pushing into operation of the Scopitone film phonograph.

The independent operator appears on balance to be losing ground in Europe. He is still the dominant force in the German industry and is strong in Britain. But location ownership is the rule in Austria, Belgium, over much of the continent, and increasingly in Holland.

However, neither independent operators nor locations seem likely to grasp the challenge and opportunity of the Common Market as effectively as can the Canteen-type colossus. West German is the backbone of the Continent's independent operator ranks, is stagnating under price squeeze, and even trade optimists foregoed the term of "consolidation" before independent phonograph operation re- sumes expansion.

Gottlieb's 4-Player Hall of Fame

1954—SUPER JUNO
1955—JUBILEE
1956—MAJESTIC
1957—FALSTAFF
1958—CONTEST
1960—TEXAN
1961—OKLAHOMA
1962—LIBERTY BELLE
1963 SENSATIONAL! AND THAT’S PUTTING IT MILDLY!
DURING NATIONAL WURLITZER WEEK ★ ★ THE NEW WURLITZER 2700

WAS SEEN ★ ★ HEARD ★ OPENED UP ★ CLOSED AND
PRACTICALLY TAKEN APART AND PUT BACK TOGETHER AGAIN
BY THOUSANDS OF MUSIC OPERATORS ★ ★ THESE MEN.

WHO KNOW COIN-OPERATED PHONOGRAPHS LIKE THEY KNOW
THE BACKS OF THEIR HANDS.

CAMETOA SINGLE CONCLUSION

WURLITZER HAS THE WINNER

TWO WINNING WURLITZER FEATURES

TEN TOP TUNES GOLDEN SELECTOR BAR
Every time a half-dollar coin is deposited, the Golden Bar glows brilliantly, displaying the message “Press for Top Tunes.” The Golden Selector Bar gives new appeal to an already proven extra income feature.

SIMPLIFIED AMPLIFIER SERVICING
Amplifier rests on free-floating mounts. Release a single spring-loaded screw latch and it can be pivoted out so entire pan is accessible for circuitry check or tube changing. If, for any reason, it is desirable to remove the amplifier, merely pull the plugs, lift up a quarter inch, and it’s free.

Wurlitzer 2700
THE WURLITZER COMPANY/NORTH TONAWANDA, N.Y.
107 YEARS OF MUSICAL EXPERIENCE
BEAR FACTS: The singing LaGarde Twins, Tom and Ted, whose "Twincroly Yours" album is in Canadian release under the Capitol banner, admire unified Australian bear, a prize in contest on CTV tied in with album.

COMEBACK: One-time child star Little Esther smiles at party celebrating her strong comeback, 600,000 copies sold in 1960 with "Release Me" on Lancer label. With her, at right, Bob Gans, Lancer president.

AWARDS WINNERS: Donnie Kirshner (left) and Al Nevins Mann, who snagged three awards each at the BMI dinner held in New York Wednesday (23). Alden Music picked up two of their top writers, Gerry Goffin and Barry Mann, and Mann, who is married to Carole King, attended by some 300.

HEAR FACTS: Singer Barbara Greene, whose first waxing on Atco is "Long, Tall Sally" b/w "Slippin' and Stilin'," signs her recording contract with the label. Pleased onlooker is Atco executive vice-president Jerry Wexler, who handled artist negotiations.

KING IS QUEEN: Carole King, at left, received quartet of BMI awards at dinner held last week. Performing artist in her own right, Carole is the wife of Alden writer Jerry Goffin. Another Aldenite, Howard Greenfield, tied Carole with four awards.

HAREM HYPE: Pretty Harem-clad model, at right, was hired to deliver denims album copies of new Colpix soundtrack release from "Lawrence of Arabia" movie. Here she turns charm on William B. Williams of WNEW, New York.

ON IMPULSE: Jazz-scene artist Charlie Mingus, at piano, has signed with Impulse Records and is working with the label's m.u.c. chief Bob Thiele on new album.

CHAN CHAT: George Chaki- ris, far left, discusses new arrangement with Capitol's Curley Walter and Dave Coveanough and session conductor Van Alexander.

NEW TEAM: Singer-actress Ann-Margret and trumpeter Al Hirt enjoy break during RCA Victor session on "Beauty and the Beard" album. They'll introduce numbers from it on Ed Sullivan's show.