Fontaine LP Sizzles Like a Kill Excise Tax—RIAA

By LEE ZHITO

HOLLYWOOD—The Record Industry Association of America (RIAA) will push for outright appeal of federal excise tax on disks, it decided here in closed session last month.

Other issues covered during the association's annual Congress meeting, which was not open to the press, included the necessity for U. S. record firms to rewrite their contracts with European labels as a result of the Common Market plan, a report on compulsory copyright licensing, and the formation of a committee to study uniform music licenses.

Glenn Wallichs, Capitol Records' board chairman, led the meeting. In discussing the RIAA drive to remove the disk excise tax, Wallichs pointed out that a book of Shakespeare is not subject to excise, but the identical contents in disk form is taxed.

Sir Edward Lewis, head of English Decca, among those on the dais, reminded American record manufacturers that once the Common Market is a reality, record firms will have to negotiate new contracts and register those agreements in Europe. Otherwise, he said, U. S. companies will not be able to do business in Common Market countries.

Ernie Myers, RIAA chief counsel, told the meeting that a proposal had been made for RIAA to study the validity of establishing a standard form of publishers' mechanical license contract. Reason for this, he said, is that each publisher uses different forms, and that uniformity in the agreements would have a stabilizing effect on the industry.

(Continued on page 9)

ANDRE WATTS

NEW YORK—Leonard Bernstein, who shot to fame as a conductor when he stepped in for an ailing senior some years back, this week gave a similar opportunity to a 16-year-old pianist who was totally unknown until mid-January. Andre Watts was named by Bernstein to substitute for Glenn Gould, who was reported indisposed, in the concerts of January 31 and February 1.

The latter concert was slated to be recorded and broadcast on the CBS Radio network on February 2. Columbia Records signed the youth last week and recorded him on Saturday.

Thus, the national spotlight fell once more on the boy who on January 15 performed the Liszt Piano Concerto at a New York Philharmonic Young People's Concert and created a considerable buzz when the videotape of the concert was re-broadcast a few days later. Young Watts played the Liszt Concerto on this latest national exposure as well as his forthcoming disk.

Crazy Like a Fox

Meader Gleason Plug Lights Fuse

By BOB ROLONTZ

NEW YORK — Another “left field,” as it bears on the quan-
titative sales across the country, following the pattern of the RIAA’s recent successes of the Allan Sherman and Vaughn Meader LPs, is the recent efforts of Frankie Fontaine on his ABC-Paramount LP, “Songs I Sang on the Jackie Gleason Show.” In one week from Monday (1) to Friday (5), Fontaine has sold 117,000 albums, a close to record-breaking sales pattern, if you’ll allow the Meader and Sherman LPs.

The sock sales of the album, in large part, can be attributed to Jackie Gleason and his TV show. The LP, issued the week of January 7, had,—until last week,—move slightly more than 45,000 copies in its first three weeks on the market. Last Saturday night (26), Gleason, on his TV show, gave a five-minute pitch for the Fontaine LP, displaying it (upside down) yet on camera.

Crazy Like a Fox, as everyone is aware, has been featuring Fontaine on his show since early as “Crazy Gugenheim,” the character that the comic has been doing in clubs for many years. Fontaine usually sings one song at the end of each show: “I'm just a gin-drinking, dope-smoking, Englishman who’s more educated than the king.” The song, incidentally, has been a hit on the record charts for some time.

(Continued on page 8)

IT TOOK 5 YEARS, BUT

Firm Wins Court Suit Over LP Jacket Copy

NEW YORK—After confounding its way through legal tangle for nearly five years in an unfair competition suit against High Fidelity Recordings, Inc., S&F Press's Audio Fidelity label was vindicated when the main line jury last week, having received a judgment of $9,915.38 for HiFi's " copying" of the label of Audio Fidelity's "Railroad Sounds" album. Judgment was awarded when the United States Supreme Court denied a writ sought by HiFi's Richard Vaughn, who had claimed there were questions of law in the case which had never been identified by lower courts.

The case is particularly important to the recording industry because it bears on the question of look-alike record jackets. As far as an Audio Fidelity is concerned, the effort was worth it even though the judgment "cost the album seven or eight million dollars what we collected," according to Mr. Maas at the High Fidelity jacket and its lettering.

"Like to confuse and deceive the public," reported the Circuit Court of Appeals.
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"It Happened at the World's Fair"
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Copyrighted material
NEW YORK — Several distributors who frankly admitted they were transhipping, and a parallel group of representatives who roundedly attacked the Columbia Record Club, were among the witnesses heard last week at hearings here on FTC charges against the club. The Commission has charged the club with practices leading toward monopoly and unfair pricing of record offerings.

Among the witnesses last week were distributor-rack jobber Leonard Smith of Albany, N.Y., who characterized the distribution of Caedmon, Warner, Liberty and Liberty records through the Columbia club as "detrimental to our sales." He explained that "a record is something you buy one of. When consumers buy records at the club, they don't buy it from a retailer. Under cross-examination, Smith admitted transhipping Warner and Liberty records, among others. Asked if he sees Columbia club ads, he replied, "Yes, I see too many of them." He was also asked which Columbia club ads were offered through the club and whether Allan Sherman's "My Son, the Folk Singer" album had been a club offering. To these questions he replied that he could not specifically recall.

Pioneer Records

In reply to another query, Smith said that he believed himself to be "the father of rack jobbing." At another point, he noted that record stores in the New York State capital (Albany) district had dwindled from a high of about 140 in 1957 to about 40 new, tracing this decrease to the fact that "people don't buy records in stores any more."

Other witnesses heard during the week included Irwin Fink, All-State Distributors, Newark, N.J.; Larry Goldfinger of Abrah- am and Towers Stores, New York; Paul Kutscher, Chambers Record Shop, New York; Benjamin Press, Downtown Music Masters, New York; Sam Stolzen, Goody's New York, Norman Sarkan, Record and Tape Sales Corporation, New York; Robert Blakke, Direct Record Shops, Washington, and Fred Hartstone, Kraft's and the Dixie Shops in Boston and suburbs. Kutscher indicated that he doesn't sign members to the Columbia club because, "I believe the club is harmful to our busi-
ness."

(Continued on page 6)

Verve Gets Jimmy Smith

NEW YORK—Verve Records picked off one of the high-priced top-selling jazz acts when this week it signed organist Jimmy Smith. The star, a long-time solid seller in jazz, hit with two big singles and albums this past year. He moved to Verve from Blue Note Records. Smith signed a long-term pact with Verve for a figure believed to be over $50,000. Though he would not divulge the contract guarantee, Creed Taylor, a.d. supervisor at Verve, did talk about some of his plans. According to Clarence Avant decided on Verve through other labels had offered money no guarantee for the organist's services.

Taylor also revealed that Smith's next album for Verve will be "Bossa Nova Meets Country and Western." The organist's first set on the label was "Bashin'"—the Unpredictable Smith—which contained the hit single "Walk on the Wild Side." This album was done on a loan with the artist was still with Blue Note. Smith's other hit album, "Midnight Special," in both LP and single form, single, was issued on his former label.

Jimmy Smith, young pioneer of modern jazz on the electric organ, first came to the Blue Note label in 1956. He was a steady seller with the firm for years until pop sales on "Midnight Special" failed while the artist was national prominence this past summer. "Walk on the Wild Side" followed closely on the heels of the "Midnight" success.

Distributors Add Words On Transshipping

Publishers Say Club OK With Them

By REN GREVAY

NEW YORK — Two leading publisher executives appeared as witnesses last week for the government in hearings being held here on a complaint lodged against CBS and the Columbia Record Club by the Federal Trade Commission. Mickey Scopp, head of the Big Three, affiliated with MGM, Inc., and Herman Stamm, chief of Music Publishers Holding Corporation, a subsidiary of Warner Bros. Pictures, were heard Thursday (FEBRUARY 9, 1962).

Scopp said he originally made special royalty arrangements with the Columbia club of 75 per cent of the normal royalty rate because "we had expectations that the club would increase our sales over-all volume.

In cross-examination, Scopp was asked about the practice of record companies paying royalties on record sales for promotion and bonus purposes. "Publishers try to turn away from this," Scopp said. "Because there is no provision for it."

In concluding point on the cross examination, Scopp stated that the overall average has increased and that the ratio of

THE STORY OF THE $1.90 LP

NEW YORK The FTC hearing board has an answer to one question that often has plagued visitors to the FTC—"Where can I buy a discount house?" For under $27. To answer that question according to one witness transshippping.

Sime Kapp, operator of Ideal Records in New York and a one-stop called Raymark Sales, said: "We have to get our hands dirty. We bring from a warehouse to a place across the street for $2.47, but if we're slightly disorganized we might sell for $2.90 or $3.00."

Copyrighted material
Jenkins Gets New Victor V.-P. Post

NEW YORK—Harry Jenkins has been named to the newly created post at RCA Victor Records of an advertising executive of the record firm.

The new position is that of president and operations director Norman Racun, who named Jenkins to his new position. The advertising executive is a long-standing trend in the marketing area. Object of the new position is to integrate sales of the record and the tape marketing functions into one entity, said Racuin.

Finley Quits Tops for Dot

HOLLYWOOD — Dot Records President Randy Wood last week appointed Larry Finley to the new position of director of premium sales. Finley resigned previous position of Precision Instruments, Inc. (Tops Records) to accept the Dot book position.

Bill Race continues as manager, advertising promotion, public relations.

Big Social Card For NARM Meet

PHILADELPHIA — There'll be plenty of social events and music industry entertainment at the trade show, convention and trade exhi- bition, to be held in San Francisco March 15-19, according to NARM executives.

Cocktail parties sponsored by Columbia Records, Columbia-Legacy and Liberty Records are scheduled, starting Tuesday night. A special recep- tion featuring the Homer & Jethro team has been slated for March 4 in what RCA Victor-hosted party.

Also on the agenda are a fashion show and city tour for the ladies attending the convention. Music industry editorial and record critic members are expected to join.

Bill Mikels Returns To Capitol Int'l Side

HOLLYWOOD—Bill Mikels returns to Capitol Records after a year's absence from the firm's international marketing management. He reports to Bud Plaine, marketing director for Capitol. Mikels left the firm a year ago to become a partner in Artists Management Association, resigning his post as National Album Salm Manager.

COLMBIA AIN'T AFRAID OF HER

NEW YORK—Columbia Records, for years a leader in the original-cast album field, has acquired the cast rights to the hit Broadway straight drama, "A Month of Virginia Woolf."

Columbia President Goddard Lieberson will supervise the re- cording of the Edward Albee drama. It will be done early in February, the cast includes Utta Hagen, Arthur Hill, George Grizzard and Melinda Dillon. Lieberson recently completed recording of the folk Broadway production, "Brecht on Brecht," for early March release.

"Alley" Sheet Sales Zoom Into Orbit

NEW YORK — The Bent Fabrication "Alley Cat" has packed up a remarkable U.S. sheet music sales mark of 200,000.

Hanssen Publishing gave precise figures in a letter to Motortone the original Danish publisher.

Sheet music sales figures of the title are noted in a letter to Claus Dahlgren, U.S. agent for Motortone. A Hanssen spokes- man said that total sheet music sales of "Alley Cat" hit the 200,000 mark shortly before February 15, 31, some 162,672 in piano solo versions and 40,000 in the vocal version.

In addition to sheet music sales in piano and vocal style, the Bent record issued on an A side and B side, featured the "Alley Cat" album on Ato. The "Alley Cat" hit was originally recorded for Bent Fabrication in Europe on the Metronome label. "Alley Cat" has also been issued in arrangements for marching band and orchestra.

TOPS' PARENT FIRM IN DEBTORS' PETITION

HOLLYWOOD—Precision Radiator Instruments, parent firm of Tops Records, last week filed a voluntary bankruptcy petition under Chapter 11, listing an excess of several million dollars it owes creditors. After the bankruptcy action, it offered the court a plan whereby, if Leilah Ernst, head of the Pickwick international group of budget labels, will manage the Topsy operations during an interim period, the firm can become financially stable. The company has time to do business and fulfill its production commitments during the period.

As part of the plan, the James E. Talscott factoring firm agreed to make financial available to Tops to see it through the reorganization. The Talscott company is PRS's largest secured creditor, with Tops owing the factoring firm back in loans of $1,400,000. Largest unsecured creditor, is Duesie, and Duesie, milliner supplying Topsy with buttons.

Last year, the international group includes Pickwick, Design, Bravo and Crackle labels, among others. The company was here to attend a meeting of the PRS, and sit in during the Topsy creditor sessions. His attorney, Seymour Straffeld, told Talscott that the plan will be for 21 days, in which time, "Leilah has agreed to work with sound management to enable Topsy to keep its obligations to its customers and maintain continuity of product."

After that period, a plan will be made to get creditors to work together to be able to satisfy its creditors and petition to the court for its approval so that the firm can get back on its financial feet.

Bill Race continues as manager, advertising promotion, public relations.

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Bill Race continues as manager, advertising promotion, public relations.
FOR THE HAPPY SOUND OF SALES—

Ray Conniff

His latest beat!

The steady beat of all the Conniff albums continues to stir up sales excitement!

COLUMBIA RECORDS
Radio Makes an LP Rocket

NEW YORK—When an unknown album on an unknown label sells more than 50,000 sets in less than 60 days through radio exposure alone, that’s news.

The news was made by the Mark-Fi label, through a success radio spot blockbuster campaign set up by yet record man Monte Bruce of the Metrol-Lebow Agency in New York. The album, which contains 20 oldies rock and roll hits, realized $2.98.

Bruce set up the radio spot campaign in 20 U.S. cities, including such key markets as New York, Philadelphia, Chicago, Los Angeles, Detroit, Chicago, Pittsburgh, Washington, Baltimore, Boston, Dallas-Fort Worth and Houston. Key jocks were used in all major markets, including many types, including Top 40, rock and roll, etc. Moreover and more firms have been using radio spots to sell albums. The Mark-Fi press book label in the oldies but goodies grooves, also pioneered in using radio for old rock and roll wax, and has been eminently successful with it. Recently, many other labels are following the Mark-Fi campaigns with striking results.

Even though Mark-Fi, however, is slightly different in that the records were sold by mail order only, the same came in as a result of radio spots.

Report also radio and TV exposure was still a virgin market for LP sales, and that most of the radio spots campaigns for other labels used radio exclusively.

Colpix Winds Up 2d Distrb Meet

LAS VEGAS, Nev.—Colpix Records wound up its second national distributor meeting here over the weekend, with the label's key executives showcasing a new winter program which offers 20 LP's with each 100 purchased.

Displays in keeping with the city's gambling activities were used to present the new album packaging to distributors, including waxings by Zoot Sims, Sonny Stitt, Cannonball Adderley, James Darren and other Colpix artists. The first group of singles in Colpix 'Torchlight' series—former releases still playing down plan of this series were also sampled.

Jerry Bialek, the label's general manager, and Ray Lawrence, national sales manager, headed the label's executive team present.

Distribrs Add Words on Transshippng

"Continued from page 3"

new has never been available to dealers.

Bialek said he was certain that club owners were hurting his business because "We asked to redeem the bonus coupons. It's a nuisance but we do it.

Cross-examined by Sokolow on his memory of specific club effectiveness, Bialek, of course, sir, after a while you learn to live with the club. You don't reach the point where you can't make the rounds. Some dealers don't know the Korvettes well enough but every Sunday they just don't want to spoil their day off."

Bialek had expanded the concept in the hearing room by asking Bialek if he had heard the good news that Korvette is coming to Washington soon?

"That's the best news ever in the history of the record business," Bialek recalled that "Korvettes people told me the club was starting that they had to have a club because they were on the point of losing artists to the Music Appreciation Record Club. I have to give them a lot of credit. They certainly have the market cornered.

There was a final reference in the questioning to extensive Columbia ads in the Washington Post, WTOP, Washington CBS network.

Final witness was Fred Hartstone, who said that war buildings and apartments had enabled dealers to carry complete catalog stocks of records, but, he claimed, Columbia's club has caused an almost complete collapse of the independent dealers. He had also stated that freebies must be handed out to dealers in order to get product into these desired locations.

Bialek also alluded to a heavy spot radio campaign for the label's club on the CBS Boston affiliate, WBEL.

FCC Lays Down Warnings On 'Don't' in FM Growth

WASHINGTON — If broadcasters can come up with a better name for the FM service than the FCC's proposed allocation tag, "FM," then the commission will be open to suggestions. But it will have to be remembered that the commission does not intend to let the FM service develop into an all-night music and sleeptalk alternative to the primary FM service, and that the ceres canny space in common programming for AM and FM outlets.

These warnings, together with a strong declaration of faith in the future of the AM service, were given by the comparatively new Federal Communications Commission Chairman E. William Horn recently, before the Georgia Recreation of Athens, Ga.

Commissioner Henley also went over the good and bad aspects of specialized programming on a metro-multiplex area where in the FCC had feared it as an encouragement to all manner of specialization. However, Henley pointed out, it is not the单独 answer to the problem of multi-station markets, "nor the sole guidance for their future development.

Specializing can be overcome, the Commissioner said. "If all stations with some desire to program the required space for the same segment of the population, those segments would remain unserved and the required-over-all balance would be served."

FCC and broadcasters will thus have to deal with the problem of that specialized programming, if sought by licensees, develops with the extension of space of a balanced program format where the market is viewed as a whole.

The Commission looks for the day when radio will as, a matter of course, it may be so guided in its development that it may in some cases replace the AM service, especially in the smaller communities where the advantage of stereo broadcast, and better nighttime service than AM.

Applications for 150 FM licenses in 40 new cities, and in 16 independent stations making a program proposal file, the FCC denied without a hearing as a whole lost $2.6 million, said Henley.

SON PUTS ON BLACK TIE FOR CAPITAL BASH

WASHINGTON — Record talent continues to be king in the entertainment of capital VIP's. A special black-tie reception, whose Sarah Jackman and Jerry Buckman folk tunes are pecked on top of the LP hit lists, was imported from his native New York for the benefit of the National Press Club here last Saturday evening.

The occasion was the inauguration of NBC newscaster, Bryan B. Ray, as president of the National Press Club, at the time Supreme Court Justice Earl Warren was to administer the oath of office.

Among the notables were Vice-Presidential Johnson White, he and Press Secretary Pierre E. Salinger and Senate Majority Leader Everett Dirksen.

MRS. HIT MANY TRADE ANGLES

"Continued from page 3"

able to use and frequent contact maintained with club officials regarding K a.m. pg-pip. Particularly suited to club release.

He stated further that Kapp has plans to offer a series of records for a royalty of one-half of the normal royalty paid to artists for use through the club. Kapp also explained that there was to club affiliation, a number of artists had raised a question of club distribution of their records.

Further, he stated, "The presence of Mercury and Veal in the club is an integral part of the club's design.

Ad vs. Intercast Kapp was also asked to recalle a Kapp ad in Billboard July 12 that mentioned a "nightclub and 150b's not being in a record club as "profit insurance to dealers," and that such a practice was the same publication later that year. Recalling his entry in the club. A meeting with Columbia

Kill Excise Tax

"Continued from page 1"

will be found to study this further. It has been requested and is a result of over 950,000 in the excise tax. (See IL)

It was also pointed out that music publishers lacked information on the record industry and the technique of putting a song on the map, employing in moving property.

Many music publishers, it was stated, were afraid that there are freebies that must be handed out to dealers in order to get product into these desired locations.

A special report on compulsory licensing has been completed by RIAA, which will be based on RIAA's recommendation to Congress for changes in the copyright law in order to make them more favorable to record manufacturers.

NEW YORK — Danny Davis has been named national sales and promotion manager for Dimension Records, the Aldon Music label. Davis was formerly in charge of promotion at Big Top.

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Columbia Records
Agencies Dig Those Diamonds in Rough

By JACK MAHER

NEW YORK—While major and independent record companies bid madly for teen-age talent, a number of agencies in the music business have quietly begun conducting talent hunts of their own.

ASCAP, the Bon. Sore night club and the GLG Productions (the Edie Gorme-Steven Lawrence organization) have all conducted talent tryouts over the past few weeks. But GLG has turned up talent they believe well worth watching. GLG plans to use the material for forthcoming Gorme and Lawrence albums, was delayed with material from conprofessional. According to Ken Greenberg of GLG, "There were far more good people for the first of whom it was acceptable."

Bon Sore has been holding weekly tryouts for new talent in the club on Tuesday afternoons. Lisa Greenberg, a member of the club has been deflected with non-pro public. Diamonds in the rough are no rare, however, the club has re-established strict rules of operation for tryouts by agents and managers. The comedy team of Brill and Mccall was one of the first acts to be discovered at the auditions. The Brill management of the club is using a small crew of auditions. Those few acts have been chosen from the last 200 or more who sought auditions.

The ASCAP Showcase, which consisted of a half-hour, once a week at the door, at least a bit for a number of acts of the studio. The Showcase was held at the conclusion of an eight-week seminar for ASCAP members of the profession advise young writers on the techniques of their art. The Showcase itself presented material from such embroiled composers with capsule versions and highlights of their work.

Some of the talented people heard and brought to the attention of the ASCAP Monograph Co., a number of producers and agents with Chappell Music. Others have an audition with Chappell are the group of Ray, the band of Steven Lawrence, and several others. These people include one of the several of the club's talent.Bernice Cohen and Jay Renn have been auditioned by signee, the writing of Ray and Arthur Blake credits their forth-coming appearance in the show "Lark" directly to the ASCAP. "Lark" breaks in at the Open End on January 19. Another group of people, considered to be a result of the Showcase is Harriet Bullock. Larry Alexander and Gary Popkin are currently working on a show with a number of people in group in Queens. It's called the "Co-Operative Way" and stands of a group of rock and roll producers. Bob Randall and-invite have been approached by producers as has David Denone. The J Foundation group, Steve Dunn and Aver Cerman has sold a tune, "All We Do Is Sing," to Joy Music.

The Highwaysman's current tour, which takes them to 25 West Coast cities in 25 days, has been the subject of much talk, both on television and in the music industry. While the group has been working hard, they have also been enjoying some well-deserved time off. The band has been traveling around the country, playing a mix of their own material and classic rock covers.

In their previous tour, the Highwaysman opened for Steve Miller Band and recorded together, creating a mini-album that has been well-received by fans. The group also performed at the legendary Petrillo Memorial Pavilion in Chicago, where they were met with enthusiastic crowds.

The tour has been a great experience for the band, allowing them to connect with fans and perform in some of their favorite cities. They have been working hard to perfect their sound and continue to expand their fan base as they continue on their journey. The Highwaysman's future looks bright as they prepare for more shows and new music in the coming months.

DINAH

Hearing Soon
On Dinah's 'Insult Rap'

PITTSBURGH—The American Association of Homeowners (AAHOA) will hold a hearing in Pittsburgh into charges of John Bertera, a real estate developer and manager. The hearing is scheduled for 9 a.m. on January 9, 2023, at the Holiday Inn hotel in Pittsburgh. Bertera has been in the headlines for his alleged actions when he was Holiday Inn's general manager, and he faces multiple charges, including conspiracy to commit wire fraud.

The hearing arrangements were made by Nati Nazar, ADAG, representative, after Bertera agreed to pay the remaining $1,671 of the $5,700 salary Miss Wilson received at Holiday Inn. Bertera has been withholding the money because he believes in the allegations of the hearing.

Lawyer Herbert T. Bollinger, Jr. represented Bertera at the hearing, and the court found that the charges were not sustained. The court took the case to the union in the federal district court.

At last week's hearing, the judge charged Bertera for the night club, said a certified check for the amount of $500 was sent to Bertera, and that Bertera claims he did not receive the check. He has agreed to settle the union with AGVA to clear the contract with the union.

Nazar had been negotiating with Bertera for two months before the holiday decision about Miss Washington's contract before proceeding with Bertera's grievance. Hearing AGVA might put Holiday Inn's on its list after the union's negotiations with Bertera. Bertera is accused of making inaction, or anti-Semitic remarks to the union. Bertera is accused of being an inflammatory member of the union, many of whom reside in Pennsylvania.

In his petition for the restraining order, Bertera had charged Miss Washington with "unprofessional manner and continued carelessly patronizing her." He is accused of making inaction, or anti-Semitic remarks to the guests. Bertera is accused of refunding $1,300 to dissatisfied customers because of the incident.

Jerry Bubert said the hearing will be conducted to determine "if there is substance to the complaint" and if the singer merits disciplinary action.

At the end of the hearing, the judge will be delivering his decision. Bertera is individually present at the hearing and may be asked to explain his actions.

The hearing was expected to last an hour, and the judge will issue a decision at the end of the hearing. Bertera has been on trial for two months, and he is expected to testify on his behalf.

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Their strongest release since "EXODUS"

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TALENT TOPICS

Continued from page 10

Choir Boys' national tour takes it to Las Vegas, Pittsburgh, Hollywood and Toronto next month... Hard-to-check but ominous statistic: 300 record firms folded in 1962.

BOSTON
RCA's Asher Sheffer reports excellent results from a personal appearance promotion by Arthur Fiedler at the Jordan Marsh department store record department. The Boston Pops conductor signed albums of his "Our Man in Boston" for a host of fans.

Peter Lawford has canceled out for his appearance with Jimmy Durante, Sonny King and Eddie Jackson for the Blinstrub's date.... Stanley Blinstrub has grabbed Robert Goulet for a return engagement late in March after his smash appearance there last month. Tony Bennett and Ray Charles (a surprise booking here) also have been signed.

Vaugn Meader visited Blinstrub's Village and promised to sign a contract after his concert here this coming weekend. Herd. Dale, of Dale Enterprises, has taken on the Everest label and is happy with the response to Troy Shondell's records.

SAN FRANCISCO
Dick Stewart, long a teen favorite on KPIX, is also taking on a radio deejay stint. He has started as substitute deejay on KSFO here every Sunday for two hours starting at noon.

Two youthful amateur singers have turned professional upon winning an appearance on the Tennessee Ernie Ford variety show, originating in San Francisco and seen weekdays on KGO-TV at noon. Their first air venture has also landed them a recording with RCA. The pair are Hank Ronen and Dean Kay, 22-year-olds, who bill themselves as Hank and Dean.

Art Blakey, scheduled for a Jazz Workshop engagement last week, got stuck in Japan. His opening has been delayed several days.... Mel Torme's first 10-day stint at the Off Broadway has been so successful, he has extended the appearance another seven days.... June Christy and Dick Contino follow him, starting February 15.

PHILADELPHIA
Pop's Musical Bar returns to a name policy January 24 with Cannonball Adderley, relighting the once-flamboyant Starlight Ballroom. A longer booking will bring Danny John to Atlantic City's Club Harlem for June and August, with the July month at the Bolerio in Wildwood, N. J.... Irving Cranz will bring the Kingston Trio to the Academy of Music for a week March 15-17. Cranz handed a June wedding for maestro Sonne Davis and songstress Phyllis (Cookie) Schwartz.

Vaugn Meader returns here next month for a private appearance before the membership of the Union League, Republican Party stronghold.... Tony Mammarella has taken Billy Cook, who bowed with "This Little World," under his managerial wing. Membership of the local AFTRA chapter endorsed the union's strike against WIBO.

MAURIE H. ORODZUKER

HUSTON
June Christy has been signed to open an engagement at the Tidewinds opening on January 28. The Wanderers Three have returned to the Tidewinds for an engagement.... The Evans, Ernest Mills and John James recently cut their first album for Dotson called "We Sing Folk Songs," which will be out soon. Also on the bill is comedian Stan McManus, Don Goldie, former trumpet player for Jack Teagarden, will replace the Don Cannon band on February 4.

PIKTSBURGH
The Horizon Room at the Greater Pittsburgh Airport has an April commitment with Rusty Warren. Also set for the Horizon Room are the Kola Kids, Larry Parks, Delbert Mills and Carl Perkins and organist Earl Grant. Tenor Norman Velasco, former RCA Victor singer, has been booked into the Twin Coaches as of January 26.... Promoter Ray Olmstead has set a "A Leonard Bernstein Gala" on February 5 into the Lebanon Auditorium with Robert Rounsville, Charlie Dailey, Robert Goss and Mary Hendley as vocalists.... Pianist Benno Moiseiwitsch will play a concert on January 30 at Carnegie Hall. Glenn Miller's orchestra, led by Ray McKinley, played to capacity audiences at two performances in the Memorial Theater in nearby McKeesport on January 28.

CINCINNATI
Jose Greco, on his first stand of a national tour, grossed $3,423,760, at a $4.40 top, at Memorial Hall, Dayton, Ohio, January 18. Greco closed last week of his first engagement at Masonic Auditorium, Toledo, Ohio, January 25. Three of the week's attractions were the Cleveland-based Spencer Brothers, who recently completed a six-year run at the Auditorium. Closing the week was the Cincinnati Symphony Orchestra, under conductor Menlowitz.

Distrib Switch
HENDERSONVILLE, Tenn. — Supreme Distributors Inc. announced a change in distributors in two cities last week.

Supreme Distributors will replace Ohio Appliance in Cincinnati, and Raymond Rosen, Inc., will be replaced by Harry Rosen in Philadelphia.
FEBRUARY FORECAST:

BREEZY AND HOT ON RCA VICTOR

Sam Cooke's newest hit, "Mr. Soul," and other great hits from the 1950s, including "The State of Georgia," "Memories Are Made of This," and "I'll Walk Alone," are all available on RCA Victor. The album features Cooke's unique blend of rhythm and blues with a hometown sound. Cooke's smooth vocals and melodic guitar work make this album a must-have for any collector of soul music.

FRANKIE CARLE'S "SWING WITH ALONG FLOYD CRAMER." Following one album provides its own unique blend of the swing era with a touch of the 1930s. Floyd Cramer's style is a perfect fit for this album, featuring the sound of the 1930s and the feel of the swing era.

KALLEN "MY COLORING BOOK." "My Coloring Book" is most's sensational hits of the tuneful era was given its own lush blends of the 1920s. This album features Kallen's unique voice and the sound of the 1920s.

Gentleman Jim's hits of the 1930s are returned to in "Mr. Jim." These hits include "The End," "You Light Up My Life," and "I Love You." This album features Gentleman Jim's unique voice and the sound of the 1930s.

Available at your favorite sound store.
January $116,000

S. Gray, Tennessee Wells, age plus that c. Sheriff's BIGGER agent.

ALL D., for February turnaways manager, Oscar talent consecutive Benefit 22, Quartet.

This turns, which opened January 10 in Four Worth and closed January 20 in Austin.

Hap Peebles Sets Five-State Tour

WICHITA, Kan.—Five Midwestern States will be visited on a country music tour arranged by Harry (Hap) Peebles, Wichita agent. Featured in the package will be Hank Thompson and His Brazos Valley Boys, Kitty Wells, Johnny and Jack and the Tennessee Mountain Boys, Billy Gray, Bill Phillips, and the Plainsmen Quartet.

Cities to be visited are Salina, Kan., February 13; Sioux City, IA., February 16; Kansas City, MO., February 17; Sioux Falls, S.D., February 19; Omaha, NE., February 20; Decorah, Iowa, February 21; Topkea, Kan., February 22; and Wichita, February 23.

The Topkea engagement will be for the Lyon County Sheriff's Benefit Association, the fourth consecutive year that C&W talent has been used for that purpose.

BIGGER THAN "THAT'S LIFE". THE PEANUT BUTTER SONG

b/w ALL WORK NO PLAY

GABRIEL AND THE ANGELS

5-4133

"Watch It Red." WILD WEEKEND. Up To the Top Ten!!!

"WILD WEEKEND" by ROCKIN' REBELS

SLP-509

Oscar Davis Unit Grosses $116,000 in 11-Day Trek

By MARK-CLARK BATES

NASHVILLE—Packed houses plus turnaways on the recently completed Ray Price package tour have spurred Price's personal manager, Oscar Davis, to begin plans for a similar annual tour.

This year's tour, which opened January 10 in Four Worth and closed January 20 in Austin,
We Predict...
A MILLION SELLER!
MMMM...GOOD...
"Frankfurter"

by PAUL KUHN
(45 rpm JAY JAY 280)

"HAPPY COUSIN"
by Lil Wally
279

"POLKA FESTIVAL"
by ED ZIMA
278

"WHO STOLE THE KISZKA?"
by the NEW YORKERS
282

"OPEN THE WINDOW"
by Lil Wally
281

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with purchase of
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Authentic Polish Songs. Instrumental featuring Clarinet solos.

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BETTA RECORD DIST., INC., Los Angeles, California
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San Antonio, Texas
FIELD MUSIC SALES INC., San Francisco, California

Manufactured by
JAY JAY POLKA RECORD CO.
2452 S. Kedzie Ave., Chicago 23, Ill.
Phone: RO 2-6000
The National Association of Radio Announcers is planning a West Coast regional meeting in San Francisco February 23. All rhythm and blues jockeys in the 12 Western States are invited. Anyone interested, contact NARA's Western Regional Director Bugs Scruggs, Box 170, San Francisco. The Western group will host NARA's big national convention in San Francisco next August. Agenda at the regional meeting will cover plans for the convention plus regional organization (the Coast group wants jockeys from each area), and the setting up of a job placement bureau. The Coast group will also be working with the national association on job placement, a retirement plan and the upgrading of the level and quality of rhythm and blues programming. All Coast jockeys are members in the new collective bargaining unit. In Scruggs' own words: "Our organization is not new, but it has just passed a threefold test of real solidarity among jocks with common interests and common problems. We hope that we can not only improve our image in the broadcast industry but that we can add to the uplifting of every station which represents, not only in name but in revenue."

With the holidays out of the way, a lot of record companies and blues jockeys are again getting involved in community shows. Sir Walter Raleigh, WAMO, Pittsburgh, is putting together a five-city review which will feature Ray Charles plus a host of other artists. Raleigh's show kicks off in Pittsburgh's Civic Arena (seating 13,000), March 29. It then goes to Louisville, Cleveland, Detroit and St. Louis. Raleigh, incidentally, is one of the few jockeys to have two shows per day, one r.a.b., one jazz. Bugs Scruggs, KSAN, San Francisco, is emcee and promoter of a review featuring Jimmy McCracklin to be held at San Francisco's Fillmore Auditorium February 2. McCracklin's latest hit was "I Just Got to Know." Others on the show: Bob and Earl of "Deep Down Inside" fame; Lance Russ O'My, "Can't Cook" on Four Jay; "The Four Rivers," new Jubilee group backing on the Coast; and Dusty Hill, who Raleigh is tagging as a "sensational female performer who's a cross between Artha Franklin and Dinah Washington."

Jim Lowansky is emceeing a combination TV show and record hop to be telecast out of the Aragon Ballroom in Chicago later this month. Among those who'll include Jimmy Clanton, Oscar Brown Jr., the Four Seasons and Ralph Donner, Lowansky and Jack Hilton, producer, will tape two one-hour segments to be syndicated nationally. If the show clicks, the plan is to convert to a weekly program. Detroit will have a new television segment devoted to rhythm and blues artists. It'll be called "Club 1270," on WKYZ (Channel 7) on Sunday from 3-4. First stars will include Mary Wells, Marvin Gaye and the Vandellas. The show will also feature the Miracles, the Marvettes, Little Jimmy Wonder and the Temptations.

Amos Milburn, one of the big names in blues, is due for a release this week, "Tampa-Motown is planning a company newsletter, the better to keep everyone informed of what's new. . . . C. T. Tenney & Son, San Francisco and will announce a new affiliation shortly. . . . Bill Summers is plotting next for a week recovering from jet sickness caused by a plane accident. . . . Ken Knight has renewed his Jacksonville, Fla. television program for another year. . . . Eddie O'Jays moves from HUPO, Buffalo, to KCAC, Phoenix, Ariz. . . . Sunny Jim Kelsey, a protege of Sir Walter Ray of Pittsburgh WAMO, moves to Buffalo to fill O'Jays' spot. Bob W. and friends are also looking to Dynamic Broadcasting Company outlets.


Sir Walter Raleigh, WAMO, Pittsburgh, is doing a special four-hour "R&B Blues" show. Gloria Lynne, Everest, is doing a special feature. One of the most intriguing upcoming shows is "It's Pena Time," coming from her album, "Gloria Lynne Live at Las Vegas." Pena is a female R&B singer from the "Riverside, Cannonball Adderley and at Least One Way You Wanna." By Harvey on "Tri Fl," "Harvey's" is Harvey Washington, owner of the Tri Fl, a label, formerly with the Moon-glo's.

Bugs Scruggs, KSAN, San Francisco; "Red's Dream" Louisiana Red on Roulette; "Slow Motion" Dusty Hill on Doo-Wash; "Soul Plus Soul" Tommy Smith Jr. on Trio, Orchestrals, and "Shookout Over You" Jimmy (Soul) Clark on Peak. Scruggs is picking Miss Daisy Dill as the "hottest new artist in these parts."

Monument's 1st Label: Gaylord
HENDERSONVILLE, Tenn. — Fred Foster, president of Monument Records here, announced this week plans to distribute Gaylord Records as its first affiliate label. The first Gaylord release under the new arrangement is planned for about February 15. It will be a Hank Cochran resolution of "Yesterday's Memories" b-w "When You're Gonna Go, You Gotta Go." The second release planned on the Gaylord label under the Monument flag will feature Millie Brown, a veteran Houston recording artist.

Gaylord is the creative entity of Pamper Music, Goodlettel, Tenn., a BMI firm headed by Hal Smith.

Headed for the Top!
"COOL WATER"
THE BLUE BELLES
Newtown #5009
NEWTOWN RECORDS
Harold B. Rehmke
6600 N. Broad, Philadelphia, Pa.
Lis Lugwone 3-5010

ANOTHER HIT!
BRIAN HYLAND
IF MARY'S THERE
ABC-10490

"How Much I Must Have Loved You"
PARADE RECORDS
France Young's House No. 13/4
"The Yellow Bandana"
G.W. "How Much I Must Have Loved You"
1968

Copyrighted material
Capitol Jumps Back Into Jazz, Stressing Lesser Known Names

HOLLYWOOD — Capitol Records is back in the jazz business with a vengeance. The label is in the process of releasing a new product featuring modern jazz bands and soloists usually noted by youth and individuality.

The new series on the West Coast major is being referred to as "Dimensions in Jazz" and it will share a special trade-market space with the usual Capitol line.

Emphasis for the "Dimensions in Jazz" series is on the new talent. The label is centering on lesser known names on the general market. Men like Jimmy Raney, Joe Bucci, Jack Sheldon and John Grey are certainly not new to the familiar with them from the jazz trade.

Hammond, the pianist on the West Coast who has arranged for and recorded with Peggy Lee and the Sands, is the last of the line up.

The first Capitol set in the series was "Jazz with the Stars," and "The Swingin' Saxman," and "Kinda Groovy." Sheldon was in the vanguard during the popularity of the New Orleans-based West Coast school of jazz. The trumpeter, Hammond and tenor saxophonist, are the top cliques of studio jazz men and has played with the leading jazz musicians on the Coast. Bucci is a jazz organist who scored impressively at the Newport Festival last year. His first set is "Wild About Basic." John Grey is a newcomer on piano who has played with a good many groups, Baddy DeFranco among them.

Leading the new "Dimensions in Jazz" series is an album which showcases George Shearing playing pianist. The pianist, instead, is shown with all-star rhythm team which includes the late Israel Crosby and Vernel Fourner. These two men make up two-thirds of the Ahmad Jamal trio.

COLUMBIA PROMISES:
Jazz Reissues Will Roll With Regularity

NEW YORK—Jazz collectors and dealers can expect the stream of reissue material to continue from Columbia Records. John Hammond, who is in charge of Columbia's reissue department, has revealed that the reissue packages are moving from collector's fare should Hammond handled Frank Driggs much of the credit for the systematizing and collating of the reissue program. The sets are being planned on a five-year basis with the entire jazz catalog printed in the Columbia house the source of material.

The last four jazz packages released by the label have done very well, according to Hammond. Leader is the Billie Holiday package, which has passed the 20,000 copy mark. The Fletcher Henderson set has sold 5,000 copies, the Mildehildie 7,000 and "Swing Street," is over the 1,500 mark. This is particularly encouraging, according to Hammond, because each of the sets contains two or more LP's, and is scholarly in nature.

Part of the sales strength of these packages, according to the reissue chief at Columbia, is the total package. Besides the disk, the sets includes promotional material, printed program notes which provide the history of the recording, and the era and the lives of the artists as well.

Among the projects which will be released during the coming year are a three-LP set of "Jazz," which means more prestige and loot for jazz artists and producers, and, of course, even more optimism. With Stan Getz bossa nova album hits and Jimmy Smith safely stashed away under contract, Taylor probably has good reason for optimism.

A.d.r. child at Verve, Taylor plans and produces the majority of dates on the label. When he took over the job two years ago, he inherited a stable of modern jazz stars who sold moderately well in the jazz market but had little or no impact on the pop field. Taylor took over the post when MGM Records purchased the label from Norman Granz. Since then the a.d.r. producer has tried new things with established artists and has taken chances on what the jazz musicians might call commercial ideas. This has led to the building of a strong, stable jazz line.

Commercial ideas, of course, are open to wide interpretation. To Taylor they are merely new and different vehicles of production and material. Taylor explains it this way: "We work with the artist to find a new frame for his talent. Nothing gimmicky, just an original concept which showcases the artist's ability. I never ask an artist to change his style of playing, just to play something within a new frame of reference."

The new frame of reference worked admirably well with Stan Getz. "Jazz" was signed, sealed and delivered to the bossa nova rage. "It was Charlie Byrd's idea," says Taylor, "and one of us expected it to be big.

The Verve a.d.r. chief is currently working on new ideas for a number of other well-known artists. Don't expect to see anything like "Jazz" again. The pitch is obvious on both these sets. Taylor also has the Jim Smith set, "Bossa Nova Meets Country and Western" ready to go.

Another artist Taylor plans to use extensively in jazz-oriented packages with wide appeal is Wynton Kelly and Johnny Hodges.

**Formula: Build for Jazz, Score Pop**

NEW YORK — There's a growing belief among jazz a.d.r. men that their music has arrived commercially. Fads and fashions, there's a feeling of high optimism around the jazz trade that means more prestige and loot for jazz artists and producers, and, of course, even more optimism.

Cred Taylor at Verve Ree says, "When artists are high on optimism..." With Stan Getz bossa nova album
Plan Far East Pressing Plants

SAN FRANCISCO—A program will be commenced this spring to set up as many as five pressing plants in the English-speaking countries of the Far East.

Joseph Arigo, president of the J. Arigo Organization, is flying to Japan at the end of January for a month's visit with industrial leaders in Taiwan, Japan, the Philippines, Okinawa and Hong Kong. He has been invited into the production of pressing plants, with his company in at least one of those areas now—and probably adding business in the other countries at future dates.

Mammoth Records in San Francisco would work cooperatively with the Arigo firm and Oriental record company operating the plant. The plant itself and equipment would be designed and supplied by Jim Wright, who heads Mammoth, and shipped to the selected location.

The problem with some of Eastern countries at the moment is a lack of technological know-how.

The companies would receive master recordings from this country, and press them for local distribution. American labels could be pressed in the Far East under a contractual arrangement in order to expand distribution of popular singles and albums. Additionally, the Far Eastern outlet would be equipped to make its own recordings of local talent, probably featuring Far Eastern music. Other industries, who knows, a Forrestan rhythm and blues idol!

Shipping costs would be saved, less breaks, records at lower cost are among the industrial advantages, in addition to the extension of good will to the foreign countries through establishing employment and offering economic investment. Decision on where the first operating company would be established is expected to be made before Arigo returns from his projected four-week trip.

With "Camelot" now scheduled for late 1963 production here, there has been a rush of imported copies of the record around retailer stores. Rennise of the "My Fair Lady" days, Chappell, who owns the music to "Camelot," has been moving strongly against infringements. Recent lexical is that C. W. Johnson and M. L. Ekberg of the show into Melbourne by this September.

The sound-track album will be on CBS here and plans are already underway for major promotion.

 Warner Bros. film "Lovers Must Learn," released in the States as "The Two Adventures," will open in Sydney late February. The sound-track album has been rush released by Warner Bros. records. . . . Joanie Sommers stars as the "Jiva" in the "Johnny Haddock," which will open in Melbourne one week after the "Jiva." . . . The "Johnny Haddock," which is opening next month in London, is a British production dealt by Malossi, and rehearsed by Leonard Teale.

W & G Records of Melbourne are very thirsty by the release on Melbourne Records (UL 73) of "The Sound of Music," the "Jiva" by the Johnny Haddock Band, "The Sound of Music" by Baverstock and the "Jiva." The "Jiva" has a TV series and is to be released by the "Jiva" on February 23rd in London. The "Jiva" in the United States and Canada on February 23rd.

EIRE

Concert Hall Promise Bright

By KEN STEWART

Teenage Express, Dublin

Members of the Concert and Assembly Committee (who brought Victoria de Los Angeles to Dublin in 1958) have been told that the Irish Government has guaranteed approximately $2,000,000 toward the leasing of a concert hall in Dublin.

The concert hall, which was planned for the Castle, Dublin, must be constructed by the time the conference of the Allied Arts Association in 1963 at the National University of Ireland takes place. It is expected that the building will be ready by the end of 1962.

The new hall, which will be the first of its kind in Ireland, will be completed in time for the conference. It is expected that the building will be ready by the end of 1962.

DENMARK

Jury Selecting Eurovision Tune

By ARNE HANSEN

11 Møllehukker, Holte

A four-man jury is busy selecting the finalists for the Danish entry in the Eurovision Song Contest to be held in London March 27th. Three more tunes have to be gone through in order to pick the 10 finalists. The jury will make its decision on February 23rd. Prior to the London event, Inter-Skovian TV will feature the top three tunes from Norway, Sweden, Finland and Denmark in a special show.

Vera Lynn had quite a hit around the world two decades ago with a tune called "Wish Me Luck," which was recorded on Decca. She sings the song again in a forthcoming flick, "Venus Van Frest," and has re-recorded the tune on the film. There is also a Polydor version by the famed Danish group, who has re-recorded the song on the "Wish Me Luck."}

Copyright material
Irish tour soon.... Ireland's Top 10, as published by Billboard, is now appearing regularly in Sunday Review, one of the nation's leading Sunday papers.

GERMANY

German Artists Still Cover Hits
By JIMMY JUNGERMANN

German artists continue to cover American hits. Some of the latest are: Ted Harold sings "Zum Anfahrt zum German version of "Faster than the Speed of Light," performed by Charlie Chaplin, played by Acker Bilk on Metro- nome, is one of the top instrumental hits here now. Jonny Wakeman started in Munich's Deutsches Theater with a program of one hour full of musical memories.

HOLLAND

Lion's Roaring Success Noted
By SKIP VOOGD

The Hague

The success scored by Jonny Lion and his group in the popula- rity polls of AmericanLibso here. Lion and ensemble, called the Jumping Juels, was un- known last year, but this year scored in all three teen-age pub- lications, and even hit high on Wereldzondag, this country's Saturday Evening Post. Frank Sinatra's "The Greatest Years" three-LP set causing a stir on Capitol... Same for Red Kress's "Route 66" al- bum... Les Compagnons De La Chanson has moved out a reported 31,000 "Le Mexican" discs since their personal appear- ance at the Grand Gala dyls Disque.

ITALY

Caraghi Visits TV Festival
By SAMI STEINMAN

Piazza S. Amelio 1, Rome

Pietro Quinto M. Caraghi of California Records went to the Monte Carlo International Tele- vision Festival to examine music- films from various lands. His contact was with other RAI artists, also produces television films for the international market.

Composer Armando Trovajoli whose "Ragtime" is one of Rome's all-time musical stage hits is the father of a boy born in London to his wife Pier Angeli. ... "Extra Light" is the name of a new show shown which Gorni Kramer will do for RAI's second channel with Fred Fenoglio and Roger Dumesnil as key soloists. This program will use only Italian artists in con- trast to "Studio One" which fea- tures foreigners for the most part.

MEXICO

RCA Records Flick Track
By OTTO MAIER-SERRA

Appleton-Sanborn City

RCA Victor Mexico re- corded the sound track for the picture "De color moreno," starred by famed Spanish cham- ssoniere Lola Flores and Mexican bandleader Victor Antonio Muniz. Most of their vocal numbers will appear later on an LP. Miss Flores and Muniz, with an LP of Flamenco songs, ac- companied on the guitar by her hus- band, Antonio Gonzalez, and the orchestra of Chicho Ferrer. Early in February Chico O'Farrell finishes the recording of a "Tropical Suite" commis- sioned by CBS International. MANolo Munoz recorded in Spanish last Mosix the latest hit of Elvis Presley, "Return to Sender."

Alejandro Siegfried, general manager of Discos Mexicanos, bought the recording rights of all past and present- ent. In February he will re- organize his distribution in Puerto Rico and Venezuela... In the company of New York lawyer Walter Heifer, Bernard C. Solomon, president of Foreign Enterprises, discussed with his representa- tive, Marcelo Friedmiz, general manager of Discos Importadores, the launching of his catalog in Mexico... RCA Victor will also distribute Apollo Records, Challenge and bespoke... During a short trip to Caracas, Manuel Villarreal, vice-president of RCA Victor, comforted La Discoteca for distribution in Venezuela... Teddina De La De Maha, manager of Greener International, is on a trip throughout the world... Albert Arias, manager of Discos Mexicanos, donated a scholarship to AIPREM, the association of the independent music publishers of Mexico.

Mosix Records will press and distribute broadcasts in Radio- series and the latest LP of Luiz Bonfa from Odessa, Brazil. Tita Merello has his first 20 LP's from Vastalg. The first 20 LP's from the Command catalog.

PHILIPPINES

Miss Wong Cuts Two Pop Sides
By LUIS M. TRINIDAD

Manila

Elaine Wong, Hong Kong actress and singer, debuted recently on a new record label—EW Records—backed by the Lovers Trio, who appeared by special arrangements with William Records. Miss Wong, who just finished several singing con- certs in this country, is explaining for the British colony early next month to hand over the sales and promo- tion of her single on EW Rec- ords. She also announced that in mid-February, she is scheduling radio-television appearances for the Lovers Trio and hoped to introduce their newest EW rec- ords in the British colony and possibly in Taiwan and Malaya.

Music Calendar

The Bayesian Dance Com- panion will be one of the first foreign companies to be perform at the Lincoln Center for the Per- forming Arts this year.

Chubby Checker, dance craze of the day, made his debut at the Eddie Carotis on February 1. He was accompanied in his personal appearance at the sea- son by the 1963 international beauty contest winners, who will compose the "Annual Page- ant of World Beauty Queens, and the Raoul Apoll Dancers.
**Industry Ideas Traded at Fair**

**By ROMAN WASCHKO**  
Gladiola 4, Warsaw

Warsaw staged Poland's first National Disc Fair recently. It was organized jointly by the distribution companies Nozyk and Nagrania, the leading recording companies in Poland.

About 1,000 trade representatives attended and discussed ways of improving manufacturing and distribution. Up to now Poland is the only country in the Eastern bloc that has had to wait three months before receiving deliveries of the newest hits.

Quite a few top variety artists will be appearing in Poland, coming the coming year. French vocalists Charles Aznavour arrives in April; in February the Peter Sisters make their second visit in May Italy's Marino Marini Quartet will start its fourth tour of Poland. Czechoslovakia's Karel Husa's and the Czechoslovakian Jazz Orchestra will also appear.

Work has already begun on the annual jazz-bowling held in the fall. Biggest attraction of Jamboree 1962 was American trumpeter, Don Ellis. This year the Polish organizers hope to work together with the Italians, who run a similar festival. Jazzmen could attend both the Warsaw Jazz Jamboree and the one in Prague which is held all the same time. The Polish organizer of the Festivals is the Polish Jazz Federation, Box 282, Warsaw 1.

The Italian Radio and TV Network has announced that it will take part in this year's International Song Festival held between 26 and 28 April in Poland's Baltic Holiday Spot. Secretary General of RAI, Dr. Zafrauni, will be on the jury. Other radio networks have also stated that they will be covering the event. They are radio stations from France, Canada, Monte Carlo, East and West Germany, Switzerland and Hungary. Twenty-three countries will be represented at this year's International Song Festival. Vocalists already believed set to appear are Lina Antonova (Bulgaria), Edwin Ratten (Holland), Shoshana Damari (Israel), Pierre Fortand (Canada), Le Menestrel (Monte Carlo), Peter Wieland (East Germany), Lorna Lesley (Norway), Yto Forte (Perú), Per Lindquist (Sweden), Eva Mikes (Hungary), and Lili Gegelya (Soviet Union).

**SOUTH AFRICA**

**Cliff Richards in Cape Town**

**By HARRY KLEIN**  
P.O. Box 1644, Johannesburg

The South African leg of his world tour is timed to coincide with the nationwide showing of the movie "Cliff," which Cliff plays the lead... he saw film for the first time in Cape Town, Port Elizabeth, East London, Durban and Johannesburg are also on the South African itinerary, after which Cliff and his talented Shadows band north to Bulawayo and Salisbury in Rhodesia, followed by a visit to Kenya where a special charity concert is on the program.

**POLAND**

**Fonopolis Studio In Disk Market**

**By Raul Matas**  
32 Awo Antonow, Madrid 13

A brand-new label has been launched in Madrid, Fonopolis, formed by a group of four people who has formed a record company. Luis Sanchez Casablanca is general manager and General President; his brother, Leonel, is director and Leonel Macia heads the promotion department. Allin Jones has been signed exclusively for Europe for the new label. The Blue Boys, Hector Falcon (Mexican) and Tito Adefe would also be released. Eddy Christy of Switzerland would be recorded next week.

**Disk Notes**

Sacha Distel has signed with Bellin of Spain to make several Spanish versions of popular Italian songs. January 10 would record Spanish versions for the same label and will sing at the Square Theatre. Spanish disk jockeys have brought about the release of Spanish rock record. The jocks vie with one another to be the first to play new Spanish releases and stimulate a demand by the public that cannot be filled.

According to the big stores in Madrid, Barcelona and other large cities of Spain, year-end sales set new records. The record business started the new year with optimism. Visits here by Alana Cogan, Jean Charlesoglu, Fiddler Scotty, Dorothy Peterson and Josephine Baker followed by Leo Hamberg, Maria Elena Roncelli and the Brothers Four (who will release a Spanish LP) will also record in Spanish for Hispavox, thus making the coming disk year one of the biggest in Spain.

**CBS Issues New Musical Cast LP**

**By Alberto Maravi**  
Montevideo

CBS-Columbia has released, through Sweden label, a recording of the musical comedy "Buenas Noches, Carina." This show stars Anna M. Canpoy and Jose Chiaro. Issue coincided with the opening of the play at the Theatre Solois here.

New labels to appear here are Time, Grand Award (Command), Jodelin, and Albatros. These are available in mono and stereo all represented by Tono- disk, Uruguay. By the end of January Kapp will bring out for the first time in Uruguay its classical recordings. This includes also two pop LP's by Brian Hyland and Roger Williams.

Highest profits sales in our country come from Bert Kaempfert, Hugo Bluene, Los Frontier, and Horacio Guarnieri. Two new LP's, "Polydor Hits" and "That Happy Feeling" (Bert Kaempfert), are due... "The Long, Long Journey" (Little Eros), "El Pecador" (Los Panchos) and "Limpio Rock" (Chucky Checkar) are hits.

MGM and Verve will be released by Clave which has had strong sales with "Consuelo Frances at the Copa" and "Bing and Satchmo."

**THORCHEREN**

**Den Anhiek Ei Tnn Amerikanik**

"Never on Sunday" doesn't apply to American music every day.

Their tastes include rock and roll and jazz and all other forms of music, popular and classical.

We know—we have been selling records in Greece for many years.

The E.M.I. company in Athens, Columbia Graphophone Company of Greece Ltd., has a factory (pictured below) which is kept busy turning out records which are bought not only in Greece but all over the Middle East.

An impressive number of these are American recordings.

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 for forty different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.
### HOT 100

#### FOR WEEK ENDING FEB. 9

<table>
<thead>
<tr>
<th>#</th>
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<td>655 55 60 I'LL BE WAITING FOR YOU</td>
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<tr>
<td>2</td>
<td>13</td>
<td>44 55 60 CRYING IN THE SHADOWS</td>
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### HOT 100—A TO Z—(Publisher-Licensee)

### BUBBLING UNDER THE HOT 100

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Billboard Hot 100 chart from February 9, 1963, featuring top songs and artist information. The chart includes song titles, artists, and labels, with a focus on the top 20 positions.
### Big Hit Singles

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<tr>
<td>#16393</td>
<td>Matilda</td>
<td>The String-A-Longs</td>
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### Days of Wine & Roses

**Pat Boone**

- DLP 3504

### 1962's Greatest Hits

**Billy Vaughn**

- DLP 3497

### Waltz Time

**Lawrence Welk**

- DLP 3499

### Hot Albums on Dot

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#### Stereo Mono

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Website: [www.americanradiohistory.com](http://www.americanradiohistory.com)
BILLBOARD SPOTLIGHT PICKS

POP SPOTLIGHT
RAY PETERSON
I'M NOT JIMMY
(Proclamation, ASCAP) (7:36) Steven 3022
This readable side, with Ray barked slightly by chorus and strings, could put Peterson right back in the hit category. Attractive ideas for middle-road dancers. Flip is "A Love to Remember" (Page, ASCAP) (2:25).

POP SPOTLIGHT
THE CHIFFONS
HE'S SO FINE
(Bright-Tunes, BMI) (1:30) Novelty 3153
This delight side has a good sound and then throw off their bright style with a flourish on this rhythmic mixing. It has a beat and its moves. Flip is "Do My Love" (Bright-Tunes, BMI) (1:44).

POP SPOTLIGHT
ELVIS PRESLEY
ONE BROKEN HEART FOR SALE
(Reprise, BMI) (1:40)
They remind me too much of you
(RCA Victor 8154)
Two more smash hits from Elvis. The first is a bright rocker with the "Return to Sender" theme. It's also from the new film "It Happened to the World's Fair." The second side is a pretty ballad sung with warmth over simple support.

POP SPOTLIGHT
STAN GETZ
MAHA DE CARNAVA
(Downbeat, ASCAP) (2:31) Vogue 5279
A tune from "Black Orpheus," this side has a haunting softness that is well handled by Getz. Side is also a track in Getz's "Big Band Ballet" album. Flip is "Balanced No Limbo" (M/A, BMI) (2:54).

POP SPOTLIGHT
THE KING-PINS
DANCE, ROMEO, DANCE
(Precision, BMI) (2:23) West Jay 664
Here's a story of heartbreak and of how Romeo dances his heart away with songs that capture the spirit of a while with good vocal bright arrangement and sound sound. Flip is "A Lucky Day" (Precision, BMI) (2:32).

POP SPOTLIGHT
TERRY DAY
BE A SOLDIER
(Billboard, ASCAP) (2:15)
I Love You Betty
(Palmer, BMI) (2:26)

COUNTRY SPOTLIGHT
BARBARA LYNN
DON'T BE CRUEL
(Shalimar, BMI) (2:46) Jankee 1528
Barbara Lynn tries on an affecting vocal version of this Presley hit of the past. She sings and piano work along with chorus and piano. It makes the flip a solid item. The flip is "You Can't Be Satisfied" (Crazy Cajun, BMI) (2:40).

COUNTRY SPOTLIGHT
KATHY KEEGAN
THE GOOD LIFE
(Paris, ASCAP) (2:23) Madison 4118
A pretty girl tries to save the film "The Great Capital Gap" in song with lots of feeling here by pattie Kathy Keegan. Could have work on this side so she could make a name. Flip is "Are Your hips Lively Darling" (Burden, BMI) (2:46).

COUNTRY SPOTLIGHT
DEE CLARK
I'M A SOLDIER BOY
(Chelsea-Center, BMI) (2:36) Vic Jay 407
Strong moving-pace feel to this side, with strong guitar and rhythm effects in the background. Dale Clark will put this one across in a fashion which could get it a lot of play. Flip is "Shake By Don T (abric, BMI) (2:46).

COUNTRY SPOTLIGHT
DICK AND DEEDEE
YOUNG AND IN LOVE
(Eden, ASCAP) (2:46) Warner Bros. 3282
The sound of the duo on this team efforted project, plus the big band work behind them could make this one take off. It's a big platter with a strong chorus. Flip is "I See You" (Eden, ASCAP) (2:45).

LATIN AMERICAN SPOTLIGHT
CHARLIE PALMIERI
AMOR FOR TWO
(Amira) (2:46)
The Palmeiro group has a hit song and they throw off their bright style with a flourish on this rhythmic mixing. It has a beat and its moves. Flip is "Do My Love" (Bright-Tunes, BMI) (1:44).

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

(Continued on page 30)
AMERICA'S GREATEST SELLING ORGANIST
KEN GRIFFIN
And His Complete Catalog of Consistent Money-makers:

If you're missing any of these albums, you're losing $ale$!

COLUMBIA RECORDS
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**50 BEST SELLERS—STEREO**

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JAZZ SPOTLIGHT

DUKE ELLINGTON & JOHN COLTRANE

Jazz & 30 (M); AS 30 (S)

Duke and John are a real LP Pair. The album, which contains three tracks, features Duke's organ and John's prominent sax. This recording is a must for all jazz fans.

JAZZ SPOTLIGHT

Screamin'

Brother Jack McDuff, Prestige 7229 (M)

This album, featuring four classic McDuff tracks, includes "Screamin'" and "Win". This is a must-have for all jazz collectors.

JAZZ SPOTLIGHT

EJ LINDSAY JACQUET

EJ 14932 (M); BA 17033 (S)

This album, featuring four tracks, is a must-have for all jazz collectors.

JAZZ SPOTLIGHT

Duke Ellington with Charlie Mingus & Max Roach, United Artists 60017 (S)

This album, featuring five tracks, is a must-have for all jazz collectors.

Jazz Spotlight

LAWRENCE OF ARABIA

Soundtrack, Columbia 314 (M); SCP 514 (S)

This album, featuring three tracks, is a must-have for all jazz collectors.

JAZZ SPOTLIGHT

BOSSA NOVA PLUS

Hercules, Prestige 7250 (M)

This album, featuring six tracks, is a must-have for all jazz collectors.

POPP SPOTLIGHT

LET'S DO THE Salsa NOVA

Tito Rodriguez & His Orch. Atlantic UAL 1742 (M); UAS 6532 (S)

Tito Rodriguez is a hit-seller in the Latin music field. This album, featuring six tracks, is a must-have for all jazz collectors.

LATIN AMERICAN SPOTLIGHT

BRAM'S THIRD SYMPHONY

Vienna Philharmonic Orch. (Yo-Yo Ma), London C 9318 (M); CS 6245 (S)

This album, featuring five tracks, is a must-have for all jazz collectors.

CLASSICAL SPOTLIGHT

LEONARD BERNSTEIN

The Best of TESALDI

Renatto Tesaldi, London 2729 (M); CS 32779 (S)

This album, featuring 10 tracks, is a must-have for all jazz collectors.

CLASSICAL SPOTLIGHT

THE ART OF THE PRIMA DONNA

VOL. 1 & 2

This album, featuring 18 tracks, is a must-have for all jazz collectors.
TebaIdi, SC
Santa Oedemas, (M);

powerful of teemed Impulse 6248

with three DL Schwartz be a "Dirty Schwartz.

4-STAR

Rome,
Water

and Lawrence (M);

let's keep the matter

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are crediting the Count as an MGM-Verve personality, and

are the album, the Radio stations in each city are also the target for promotions by local distributors, and

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Atlantic Releases English Hit Here

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Atlantic's sister label, Atco, has been doing the same for the domestic outfit with imports, Mr. Acker and Bill and Bert Factory disks were the label's top sellers in 1962.

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SINGLES REVIEWS

• Continued from page 24

SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING

KENNY BALL & HIS JAZZMEN

NUAGES (CLOUDS)

(BUENA) (1:32) Rapp 207

The great Django Reinhardt has given us a mighty smart read- ing of the British trad battlefield. Life has something of the quality of "What's New," and it can grab good on-air attention. Pick it "Marvelous" (2:38).

SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING

THE PETE JOLLY TRIO

LITTLE BIRD

(United Artists) (1:37) (2:56) (5:05)

A light, sweet and highly listenable bossa nova effort by the stylish combo, lots of sparks and charm and solid swing. Pick it "Falling in Love With Love" (Chappell, ASCAP) (2:28).

SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING

SERGIO FRANCHI

THE GOOD LIFE

(Parlophone, BMG) (1:18) RCA Victor 8140

Here's a delightful tune from the film, "The Seven Capital Sins." sung with suave and romantic style by Franki. Arrangement is a winner too. This ballad performance should grab much play. Pick it "Sierra Nevada" (East, ASCAP) (2:19).

SPECIAL MERIT-POP DISK JOCKEY PROGRAMMING

HENRY WRIGHT

ABAT-JOUR

(Mark, BMG) (2:08)

ROMEO

(Mark, BMG) (2:19) EMI 12042

"Abat-Jour" is a big hit on the Continent, especially in Italy. The hit and the City presents both original and English language versions. It could provide jocks with a charge of pace programming feature.

FOUR STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to merit being checked by dealers, ear-obs and rock jocks handling that category.

GLORIA LYNNE

*** I'll Buy You a Star (Chappell) (1:46)*** Record Company Blues (Epic-Mercury, BMG) (2:55)

EVEREET 1053

TIENBERLAND FIVE

*** Remember What (Waves Productions, ASCAP) (2:05)*** Biring the Winter (Viega/Tie-Dye, BMI) (2:19), JAMIE 1204

RONNIE CALLAHAN

*** Whirl and Stones (Sargent, ASCAP) (3:40)*** How's That Girl You Got (RCA, ASCAP) (3:26), RE- RISE 1143

JOHNNY RIVERS

*** If You Want It, I've Got It (Golden West, BMI) (3:27)*** My Heart Is In Your Hands (Trojan, BMI) (2:06), CAPITOL 4115

EMILY EVANS

*** A Cake and a Candle (Chappell/Musins, BMI) (2:23)*** Just Another Fool (Bandleader, BMI) (2:15), JAMIE 121

LUTHERFIELD

*** No Other Love (Gleneavy, ASCAP) (3:22)*** Hometown Oh Hometown (Kobla BMI) (2:34), CAPITOL 4152

BILL DOGGETT AND HIS COMBO

*** Soda Pop (Mint, BMI) (2:40)*** Head Fat (Mint, BMI) (2:51), COLUMBIA 11589

ROB DRAVA

*** Nice Up Conclusion (M. Winkler, ASCAP) (2:26)*** Cortina Cortina (M. Winkler, ASCAP) (2:48), COLUMBIA 6265

JOHNNY WATSON

*** That's the Chance You've Got to Take (Golden West, BMI) (3:28)*** Cold Cold Heart (American, BMI) (2:08), KING 5714

CHARLEY TABBOR

*** Mexican Moon (Hellen, BMI) (2:43)*** Carelessly (Hellen, BMI) (2:50), MUST 1211

THE CRICKETERS

*** My Little Girl (Chappell, BMI) (2:05)*** Tenderfoot Pail Like Rain (Chappell, BMI) (1:45), LIBERTY 25544

ROSEMARY CLOONEY

*** The Rose and the Butterfly (Young, ASCAP) (3:25)*** Will You Follow (Young, ASCAP) (3:37), REPRISE 49105

GENE McDANIELS

*** The Purple Passion (Mint, BMI) (2:09)*** Cry Baby Cry (Cas- terly, BMI) (1:52), LIBERTY 2241

THE COASTERS

*** Ball Bilk Waltz (Cordillos, BMI) (2:25)*** The F.T.A. (Abb/All, ASCAP) (2:36), ATCO 6531

MEGATONS

*** Little Atom (Whitcomb, BMI) (2:47)*** Wanda (Whitcomb, BMI) (3:48), FOREST 346

ERNIE K-DOO

*** Be Sweet (Hollie, BMI) (2:27)*** Easter Suit (M. BMI) (2:58), DINER 661

RON MARSHALL

*** Rooms (fresh, ASCAP) (1:46)*** Brand New Chance (M. BMI) (2:38), MOWHAWK 124

RICHIE ALLEN

*** Sunday Finala (Taylor, BMI) (2:53)*** I Brought Back Together (Pumper, BMI) (2:39)*** If That Is To Be Your (Rosen, ASCAP) (1:59), GARPEX 11172

TERESA BREWER

*** Tête Le Jour (Mint, BMI) (2:43)*** She'll Never Love You (Like I Do) (Disinsein, ASCAP) (2:45), PHILIPS 46053

(Continued on page 37)

IT ALL STARTED RIGHT HEAH!

One afternoon, three months ago, WINS' Stan Z. Burns (with that fellow who sounds like JFK, below) played an excerpt from a brand new album called "The First Family." It was one of those first-time-anything things.

The overwhelming success of Vaughn Meader's album is one in which we are happy to have made a substantial contribution. And it illustrates an important point about WINS. We play "hits" before they're hits because our audience has come to expect us to do. We also play the established best-sellers, but always keep a sharp ear tuned for the new talent, new music and new entertainment we know appeals to WINS listeners.

It's a pleasure to have our judgment verified in such a smashing manner.
News-Fills Cut Disk Air Time

By CHARLES SINCLAIR

NEW YORK — The newspaper trade, and notably the TV news trade, apparently headed for its third month without let-up, continued to bring news apace with the city’s leading music-and-news stations.

Revenue still poured into the top radio outlets from ad budgets which have gone to print media. WINS, for example, figured in a study which showed grossed “at least 40 percent above our usual spot billings” since the elections. Of course, in general, radio stations were doing better than the city’s six commercial TV channels in landing extra revenue.

Deejays and music programmers, however, were getting more than a little weary of the sterilized newscasts and news features were being stepped up anything from 4 to 5 to per cent more than normal.

Cuts Into Music

Sometimes, in the case of WINS’s substitution of ex

Mario Braggiotti Replaces Fray

NEW YORK — Mario Braggiotti, who was the other pianist in the “Benny Goodman Sextet” and Braggotti, will follow his late partner’s lead once more. Jackie Gleason, who staged a long-time music host on WORX, New York, last week, and, at one time, and this month, on KFRC, Golden Garey, February 5, Braggiotti will follow Fray’s WORX slot.

Recently, Braggotti has been active as a composer, and has worked on sound-track scores for TV commercials.

News reports in a 45-minute segment of William B. Williams’ early-evening platter show, the news was being concentrated at peak traffic hours and was knocking out large slices of music programming.

The over-all pattern in recorded music programming, of all basic types, has changed radically this year. City stations tend to be: (1) most stations were trying to maintain their identity with rock-and-roll balance; (2) New York, inclusive even small-Music FMaudience stations, were increasing the amount of record programming in any average broadcast day by 10 per cent.

A number of “new” local broadcast personalities were being emerging on the New York radio-TV scene.

Distrib Moves Office

TORONTO—Continental Record Company of Toronto has moved its sales force to three “quarterettes” at 242 Cadil-lac City in this city. The firm’s present distributor for Masterstere, Palais, Continental, and other record labels including the U. S. Hickory line. All sales and promotion activities for the company will be handled as the new address.

By the Book

Though there has been an opinion difference concerning AFTRA payment for their services, a number of journalists, critics, and radio editors, on the latter, have been appearing in the newspapers and are expected to be extensively booked by their new paper for promotional appearances, or signed by individual stations.

Such stations as WOR, WNBC, WCBS, WORX, etc., have had such names as "Barney" by Walter Kerr, Larry Kassell, John Chapman, Jimmy Cantore, and Arthur Krock on the air with special feature reports or reviews.

The effect of all this non-stop promotion will be felt, if audiences indicate strong likings for it, even when the stations have heard such things may never be quite the same in New York radio.

More Advertisement For Gospel Show

MONACO—"Black Nativity," the much-launched gospel-music presentation of the year, was scheduled for major TV markets as a Christmas package, which there is an original-caster on Vee Jay, won another honor last week.

The hour-long music show, co-produced by George Howard, Recording Broadcasting Company, won the Silver Dove Award at the Third International Festival. Two other U. S. TV programs, "The Drama of Carmen" and Four Stars, "The Price of Tomatoes," also won awards at an international event.

Weaver's got it

On September 24, Stangépole produced the taped TV version, which is syndicated by Westinghouse Hour, which will be shown monthly specials for children.

DJ Stumbles On Old Record

And It Takes Off Like Bird

BALTIMORE—Another almost forgotten record has been re- aired by a deejay, and is well on its way toward new success. The record of James Brown’s hit "Yakety Sax," released on a track on an album now a couple of years old, and it has been given new life by a pair of WIZ-TV, Baltimore, personalities—deejay Buddy Clayborn and WQXR TV star Gary Wheeler.

The Victor oldie, "Monument Valley," which now has Boots Randolph under contract, got a second chance on RCA Victor, and waxed a new session of "Yaketti Sax" as a single. It was re- leased.

Finally, other Baltimore stations—WAGA, WIND, WW,<br>WWON—got on the record in their radio deejay shows, checking the hit on "Yakety Sax" from the Boogie-Woogie of the bebop era.

At last report, the record was developing in several other cities.

Deejays Bringing Back Old Chubby—In Limbo, That Is

SAN FRANCISCO — When two local deejays last year sponsored the first twist entertain- ment program, "Chubby Checker's Twist Party" to his Limbo Party, but the idea is still bubbling.

Several other rock and roll and rhythm and blues deejays participate in the 1963 show, set for Saturday night, March 2. The names of the other artists are expected to be released shortly.

The program, "The Great Book of the San Francisco show," Oakland-based radio station KDKA, will be the same as the one last year, with a similar event on Friday night, February 15, in the Oakland Auditorium. This event is known as "The Big Sound of 1963" and may be the biggest coming annual.

Featured are the following recording artists: Bobby (Blue) Bland and His Revue, Ike and Tina Turner, and Little Gage, the Four Rivers—a local Bay Area group, and Ray Freeman of San Francisco. KDIA disk jockeys will emcee the event.

Jim Costello Upped

Jim Costello has been pro- moted to sales manager for the A. J. Wood Co., 604 S. 5th St., San Francisco, distributor of RCA Victor records and phonographs. He replaces Dean Hall, who joined the or- der department for almost four years.

Succeeding h sol is Mike Young, a salesman in that de- partment for the past two years, and is the brother of Del Costello, of the rival Columbia, who was also promoted on January 1 to promotion manager for the enti- re Northern Pacific Coast area.
### MOVING OUT FOR A WII?

**LOUISIANA RED**

"RED'S DREAM"

R-4660

ROULETTE RECORDS

1631 B'way, N.Y., N.Y., N.Y.

**"WHO STOLE THE KEESHA?"**

THE MATYS BROS.

Select S-719

---

### PROGRAMMING PANEL

**The Question**

Do you feel that "Oldies-but-Goodies" stations are a worthwhile change of pace in record store?

**The Answers**

**BOB CLAYTON**

WITI, Charlotte, N. C.

I do feel that old records should be an integral part of any programming plan. I have noticed that many listeners particularly enjoy hearing music that has already had its heyday. This kind of programming can bring a sense of nostalgia and a feeling of the past to their day.

**TY BOYD**

WITI, Charlotte, N. C.

If the "oldies" have been well-recorded within the past four or five years, they can make a welcome change of pace and help make the listener feel at home. Recordings from the early 1950s and before can still be enjoyable for those of us who were alive then.

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### MIDDLE ROAD SONGS

Not too far out in either direction, the following songs, selected from the current Hot 100, are the most popular singles recorded during the week. The songs have been based on sales standing in the Hot 100.

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<th>Week</th>
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### YESTERDAY'S HITS

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

**POP-70**

*Age:

**POP-10 Years Ago**

*Age: February 10, 1958

1. Don't Be Ashamed, RCA Victor
2. Fuddy Duddy, The Mamas & The Papas
3. The Shadow, ABC-Paramount
4. The Shadows, Decca
5. The Flames, ABC-Paramount
6. The Ventures, Decca
7. The Beatles, ABC-Paramount
8. The Beatles, ABC-Paramount
9. The Beatles, ABC-Paramount
10. The Beatles, ABC-Paramount

---

**Coliseum Ups York**

**NEW YORK**—Dove York has been appointed national promotions manager of Coliseum Records, and will coordinate with distribution activities of Vista Records. York is currently promoting "Limbo Rock" album by Billy Strange.

**Release Bossa LP**

**NEW YORK**—Clave Beat Records, Inc., organized by Claire Goodman and Fran Weinberg, has been appointed general sales manager by Olympia Distributing Corporation.

---

### RICHARD CHAMBERLAIN

**TV's Dr. Kildare**

**ALL I HAVE TO DO IS DREAM**

**K 1151 W**

---

### IMPERIAL RECORDS

6425 Hollywood Blvd.

Hollywood, Calif.

---

### SENSATIONAL!!

"YOU MADE ME A FATHER" and THE SENSATIONS

**The Majors**

"WHAT IN THE WORLD" and "ANYTHING YOU CAN DO"

---

### HEADING FOR THE TOP OF THE LP CHARTS

**RUTH BOND**

"LOVE WALKED IN"
THIS 'N' THAT: Ben Arrigo, of Glenn Productions, New York, has set up a special program for Bill Harrington and his crew on the syndicated "Top 10 Dance Party" show. Harrington's current LP releases, "Just for Kicks" and "Two for the Show," will be showcased on dance sessions and given away as prizes. . . . Gene Crissy, p.d. of Baltimore's WTHH, writes that Bobby Wynn, formerly of WCDP, Cincinnati, has been added to the station's "Swinging Seven" deejays. Wynn is billed as "radio's fastest and most exciting personality." . . . WIL, St. Louis, is conducting a promotional search for "six family pets that most resemble the station's on-the-air personalities." Winners will be feted at a special WIL dinner-for-two. . . . Leon Hill, of WENK, Union City, Tenn., now hosts a twice-weekly jazz platter show aimed largely at the neighborhood University of Tennessee campus.

FORMAT VS. SHOW: Steve May, p.d. of WESO, Webster, Mass., writes to suggest that small-town stations "must be aware not only of local trends but regional as well." Describing several of the station's shows, which vary from big-band wake-up shows to album programming for housewives to current hits and golden gossamer for the afternoon teen crowd, May suggested: "We find our deejays generally stick to programs rather than strict formats we please most of the people most of the time. It may be a throwback to early independent radio, but it works very well!"

FRONTIER PLEA: A lot of deejays write to ask that they be placed on record-company mailing lists, but one of the most persistent letters ever came from M/Sgt. A. J. Heschel, of the 639th Radar Squadron, a U.S.A.F. unit located 'way up there at Lowther Air Station, Ontario. This is what he wrote: "We (220 U.S.A.F. airmen) here at Lowther, located on the Pinetree Line, is an isolated radar site in Northern Canada with no radio or TV facilities except for a home-made landline station whose library of records is small, worn and badly out of date. I am appealing for your assistance to help solve this problem by placing our unit on your record mailing list for popular, swing or western music. Your discs would be exposed to this 'captive' audience 12-15 hours daily with the majority of these people returning to the States as potential customers within three to six months. Any assistance you can render would be appreciated." Got any extra records? We'd be hard-put to think of a better place to send them. Frederick Bernard is the new host of WLW, Cincinnati's "Clockwatcher" wake-up show. Bernard most recently was a staffer and record-show host at WTIC, Hartford, Conn. At 29, Bernard has had—get this—11 years' experience in radio. . . . David Byrn, Don Day and Joe Robbins are new deejays at KXXO, Fort Worth.

RESERVATIONS LIMITED: MAKE YOURS TODAY

BROADCAST PIONEERS
1963 ANNUAL "MIKE AWARD" BANQUET
Monday, February 25, 1963
at the
Americana Hotel, New York City
Imperial Ballroom
Presentation of the "MIKE AWARD" to WSB, Atlanta, Ga.
Cocktails 6:30 P.M.  Banquets: 7:30 P.M.
Proceeds for the Benefit of the Broadcasters' Foundation, Inc.
507 Fifth Avenue, New York 17  OX 7-5895

IN '63
ACTION REPORT
HAS STARTED WITH
THREE GREAT
LP'S

THE AMES BROTHERS
HELLO ITALY!
LN 24032/BN 26032 STEREO

THE AMES BROTHERS
HELLO ITALY!
LN 24036/BN 26036 STEREO

GENTLE BUDDY GRECO AND STRINGS

Copyrighted material
Muntz Inks More Labels as His Autostereo Catches On

By LEE ZIHITO

HOLLYWOOD—Capitol Records and Pacific Jazz last week became the latest labels to conclude agreements with Earl Muntz granting him tape rights of their catalogs for his Muntz Autostereo system. Muntz went into business with his car stereo tape playback unit with only the Tots Records line to lure customers, but since has added the Dot, Royal and Omegatape catalogs to his cartridge tape line-up. Deals with other labels are being negotiated.

The Muntz car unit operates with 12 1/4-inch tape, is installed beneath the dash of an automobile. Speakers are mounted out of the car’s original openings, either in the dash cowl or the door panels of a car. Two other speakers are installed in the rear. A four-track-permanent playback unit, with mounted tape head, is used. The music is continuously played until the unit is turned off.

Cartridges come in three sizes: large, contains four LP's, for $18; medium-sized, contains two LP's, lists for $10; small is equivalent to a single LP, lists for $6. A lever on the tape deck activates the tape head, to permit the listener to switch from the program contained on one double-band to the other if his mood calls for a change in listening fare.

Sub-Contracts Parts

Car unit sells for $129.95. A complete radio installation with tapes, 12 1/4-inch, with Muntz Autostereo Panasonic charge includes also the price of an upholstered match grille cloth and mounted. The unit was a winner of the Norwegian Weekend at the International Fair. Muntz is now shipping his first units, sub-contracting the manufacture of parts and assembling them at his Wildrike Boulevard headquarters.

In addition to lending itself for car installation, the same unit is being sold to boat and private plane owners to provide them stereo music in the respective forms of travel. A similar unit, designed to operate off of 115-volts, is being sold for homes or office.

The first report on Muntz entry into this field was carried by Billboard in its last March 10 issue. As reported at that time, Muntz plans to enter the home with his tape units through the consumer’s automobile. The marketing innovator who used the self-inflicted "madman" tag to make his fortune in the used car field during the mid-forties, later pioneered the one-knob control Muntz TV instrument.

Auto Convenience

It is his marketing philosophy that the consumer is eager to acquire convenience and comfort accessories for his automobile, even more so than for his background music for home or office.

(Continued on page 85)

Cigar-Box Size Portable Thing Londoners Tote

LONDON—The revolution in music listening which has followed the boom in small transistorized radio sets has taken a form different in Britain from that of America and many other parts of the world. It is the large, though portable, cigar-box size type of set which has achieved most popularity here.

Jack Dickman, managing director of Hi-Fi Radio, a large manufacturer of radios, record players, etc.—has predicted that 1963 would virtually see the death of the pocket transistor radio.

"This is something of a surprise," he said. "The public has not followed the U. S. pattern in this direction, as there seems to be a demand in this country for the larger set of good quality and better reproduction.

Camco Dividend

PHILADELPHIA—Camco-Parkway Records, Inc. has declared a quarterly cash dividend of 10 cents per share on Class A Common Stock, payable March 31, 1963 to stockholders of record as of close of business on March 15. Declaration of the dividend came January 21 from president Bernard Lowe.

We don't know what some of these raves have had. We do know that after the age of, say 35, these personalities are pretty well set. It's true that extreme financial success will sometimes grant a package personality into invading the component field—about the same time he trades his Chevy for a Jaguar—but these pseudo-converts don't really count, because status is their main aim. And besides, they don't use half the knobs.

IDENTIFYING THE QUARRY. Both of these personalities are interested in music when they shop, but their approaches are entirely different. The package personality might ask to see "a hi-fi" or "a stereo"—as phrases the component personality will, of course, avoid. The component personality often will ask for a specific brand of component, and then let you talk him out of it.

If the prospect has his wife with him, he's a package personality. If he talks about frequency response, of course, he's a component personality. If he says, "What's that knob do?" does not want to sell him on components. The true component personality will never admit there's anything he doesn't know.

Of course, the selling techniques for the package and component personalities are diametrically opposed. The component personality wants a real workout with his music. He wants enough knobs and switches so he can be as tired as Lennie Bernstein when the final note dies down. The package personality wants to do absolutely nothing—except maybe him. The component personality wants space before his eyes, whether he understands them or not. The package personality is afraid they'd only confuse him, and he doesn't want to know, anyway.

Industry is making a big effort to meet the requirements of these two personalities. The component personality now has many new devices to take his mind off the music. The latest thing, of course, is an amplifier with built-in cathode-ray oscilloscope, so the component personality (who probably doesn't own a TV) can watch the music on a three-inch screen. His amplifier is also equipped with such indispensable as function control, rumble and scratch filter, on-off switch, equalization switch, ambient knob, phase reversal, channel reverse, tape monitor and so forth—and is supplied with inputs and outputs for every conceivable and inconceivable purpose.

COMPONENTS OF MUNTZ AUTOSTEREO CAR UNIT, SHOWING TAPE PLAYBACK (unprints on car battery), two five-inch speakers, grille covers, and upholstery-matching grille cloth covers for mounting in front, and two five-inch speakers for rear installation. Three different sizes available in perpetual-play cartridge, contains four LP's. Playback lists at $129.95 plus $25 for installation and speakers.

SEA FARE

Dealers' Weather Eye On Boat-Happy U. S.

NEW YORK—Equipment dealers who find themselves close to water—be it the sea, the Gulf or any one of the thousands of sizable lakes on the music on a three-inch screen. His amplifier is also equipped with such indispensable as function control, rumble and scratch filter, on-off switch, equalization switch, ambient knob, phase reversal, channel reverse, tape monitor and so forth—and is supplied with inputs and outputs for every conceivable and inconceivable purpose.

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Phono-Tape

MERCHANDISING

* BEST SELLING PHONICS *
* DISK DEALS *
* EQUIPMENT NEWSLETTER *

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Phono-Tape

MERCHANDISING

* BEST SELLING PHONICS *
* DISK DEALS *
* EQUIPMENT NEWSLETTER *
FM Antenna Sales Loom for Dealer in Weak Signal Areas

NEW YORK—Phono-record dealers require FM antennas as one of their most important sales tools this year. And with good reason. Stereo-FM receivers will represent a large part of the equipment bought this year and stereo-FM demonstrations are better when the signal gets an assist from an antenna.

Even in urban strong-signal areas, an FM signal deteriorates considerably when stereocast. The clearest signal will be strengthened by an antenna in fringe (or weak-signal) areas that have some trouble pulling in an FM station.

Which antenna is best? Any antenna is better than none at all. But an antenna with good omni-directional types; the S-Shadow and the turnstile. The better antennas are the multiple-element types, the Yagi's. These are highly effective; some are provided with simple amplifiers, built right in for even greater output.

The profit possibilities in the antennas themselves are not lost on dealers in weak-signal areas. They've been selling them for a long time. And they report that antennas are a good add-on for the price. The antenna could be a successful pattern. The customer will generally go for the omni-directional units (about $30, plus installation) for a starter. As a rule, they are not completely satisfied with results and often will return for a more expensive, more effective antenna.

Sales can go as high as $120 for a de luxe installation. It's easy to see why they bear down hard to include an antenna with a stereo-FM receiver sales pitch.

As important as an antenna might be to the reception of the customer's home, it's even more important as a tool for pulling in weak-signal areas. In light of the potential of these sales, the installation department for the antenna dealer seems a relatively minor expense.

A Linotype or 2...
**HITS OF THE WORLD**

- **Continued from page 18**

1. RIDE—Dex Der Sharp (Casino-La Gloria)—Coy
2. SUN ARISE—Rid Martha (Columbia-Castle Menu)—Coy
3. GO AROUND THE WORLD—Sens Letham (CBS)—Tucos
4. DO YOUR BOTH—Du Dee Sharp & Chubby Checker (Casino La Gloria)—Tucos

**NORWAY**

(Adventures: Ogunn, Niger, N.W.)

This Week
1. RETURN TO SENDER—Eva Presley (RCA)—Bifestyles
2. THE NEXT TIME—Cliff Richard (Columbia)
3. THE GIRL—Guitar Man—(RCA)—Egil Moen Hennes

**PHILIPPINES**

This Last Week
1. PLAY A GOOD TIME—Tony Everard (Columbia)—Marco
2. FROM THE BOTTOM OF MY HEART—Mercedes Vive (Columbia)—Marco
3. LIMBO MAN—Ivy Priest & Mio Limbon (Pioneer)—No License
4. YOUR HELLO—Romeo Presley (RCA)—Fishing
5. RETURN TO SENDER—Evin Presley (RCA)—Fishing
6. WISHING IS WHAT YOU WAS—Art Bryant (RCA)—Marco

**PERU**

(Perito: La Prensa, Lima)

This Last Week
1. LA TURUQIA—Malo (Venezuela), Guito Maseo (RCA), Nino Estada (Odeon), Arbelo Giraldo (Venezuela)
2. JUEGA—Hernandez (Columbia), Jose Dueño (Odeon)
3. EL SEÑOR DAVID—Bento (Philharmon), Franca (Philharmon)
4. EL AMOR ES LA FUERZA—Peter Mata (Columbia), Jose Alcides (Odeon)
5. EL TWIST DE LOS OLOS—Malo. (Tullio Gallo (Philharmon))
6. ALBERTO—Anastasia
7. EL PESCAR—Antonio Prado (Philharmon), Martos (Odeon), Almeida (Philharmon)
8. EVO REGIO—Peter Mata (Columbia), Alcides (Odeon), Javier Gil (Philharmon)
9. LAMBADA—Egil Moen Hennes
10. DOMINGO DE SOL—Egil Moen Hennes

**SINGAPORE**

(Courtesy Radio Singapore)

This Week
1. RHYTHM OF THE RAIN—The Climax (RCA)
2. DANCE YOURSELF—The Guitar Man Max, Dino Calo (RCA)
3. THE NIGHT—Berto Presley (RCA)
4. THE BEST OF THE BEST—Berto Presley (RCA)
5. THE STAR—Kong Co (Columbia)
6. RETURN TO Sender—Evo Presley (RCA)
7. LET'S GO BOY—Berto (Philharmon)
8. CUPID—Sun Cook (RCA)
9. THE BOY—Cliff Richard (Columbia)

**SOUTH AFRICA**

(From Southern African Record Manufacturers and Distributors' Association)

This Last Week
1. RACHIEL PRESLEY—Cliff Richard (Columbia), Etta James (RCA)
2. LONELINESS—Lonnie Mack (RCA)
3. EL TIO TUNELINO—Los Linda (Philharmon)
4. THE FIGHTER—Philips (Philharmon)
5. MIDNIGHT BRACK—Mike Kamps (Philharmon), Genna (Philharmon)
6. RETURN TO SENDER—Evo Presley (RCA)
7. LUMBO ROCK—Chad (Philharmon)
8. ARMS—he„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„„ „.
Dot RECORDS PROUDLY PRESENT

JIMMIE RODGERS
with his Biggest hit

FACE IN
A CROWD

b/w
LONELY TEARS

Record # 16450

the nation's best selling records

www.americanradiohistory.com
NEW YORK

"My Pony Mascaroni" is a new tune penned by Bill Snyder and published by Mills. Tune draws its sounds and colors from the White House. . . Gene Goethals, Town Hall, Biltmore, Windsor, Conn., well on the way to recovery. . . Father Bernadine of Our Lady of the Most Holy Church, Brooklyn, seeks talent for record. The bigger the stars appear, the better, according to the good Father, for the receipts from the hops go to projects of a religious nature, such as for missions in Ghana. . . Marvin Dean, Warner Brothers promotion man, and his mother, Jane Dean, were in the Public Theater on January 24th. . . Dick Ballew, former member of the original jazz man's group, is now marketing manager at Wiltson of Newark.

Portum Distributors is the new distributor for Scope label. . . Larry Kring has a new agency in the city. . . King record store in New Jersey has Martin, Gay Meadows, Charlie Adams and others. . . The Big Hotfoot Singers are set to appear at the Village Gate. . . Monty Kay has signed Ken Colman to a personal management contract. Colman, a singer from the East, is set for the Merri-Griffon show February 7th and two weeks at the Miami Playboy Club, starting February 11th. The lad has offers from a number of labels. . . Summit Records of Somerston, Pa., has signed Sylvia Jean Shippey of Los Angeles to an exclusive contract. She is actively seeking a publicity agent. . . Auda Dorman . . . Sylvia Green is back on the record business at Big after a nine-year absence. . . The Down Town House has booked Johnstone for the direction of Dr. George Mead, resumed rehearsals Wednesday. . . Bob Lefkowitz, head of the Michael Club. Music Essays Contest sets up a prize of $250 for best LP's for new teen essays. Deadline day is March 15th . . . Boyd Records recorded an album in Nashville, Tenn. . . Art Bensoul doing West Coast publicity for Rob Weymouth . . . Eddy Mannion scored video commercial. . .

JACK MAHER

Dealers' Eye on Boat-Happy U. S.

At least a portion of the kind of equipment (or just the power and power boats of all sizes is suitable for merchandising by the record-sho-110, s.c., which would make possible the use of domestic television, portable playback equipment. One battery-powered, affordable listening device and playback unit which was displayed at the boat show several years ago was an obvious winner among the missing year.

This will not, however, stop the trade from favoring the entry-casting to the boating trade, not only the sailboats and yachts but a number of different battery-operated (dry cell and button-type) phones, radio, and even tape machines now on the market. Yachts can be sold on the merits of their play-ability anywhere at home on the water. . . . It is important again for the forthcoming summer season would appear to be now. There was plenty of boat-haying activity at the New York show and when a boat is sold there's a ready-made new customer for a whole raft of electronic items.

Neal Forms Own Firm

NASHVILLE - Bob Neal, manager of the RCA Records Tal- ent Agency here for the past two years, has formed his own firm. Bob Neal has signed contracts to book George Jones, Skeeter Davis, Buck Owens and the Louvin Brothers. Tedder Withrow, who with his brother, Dewey, owns the Will- Helm Agency, said a replace- ment for Neal's position as manager is being formed in the next few weeks. Neal's office will be located in this city.

America's Largest & Oldest ONE-STOP RECORD SERVICE! 45 60¢
ALL LP'S-REGULAR DISTRIBUTOR WHOLESALE-RETAIL AS SAME DAY SERVICE
THE MUSICAL SALES COMPANY 7301 Wisconsin Ave. 
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ALL SIZE - quantities - color or black and white. Post cards, matted borders, window mounts, sample sizes and complete price list before ordering anywhere, Write today for new low prices and samples.

MULSON STUDIO
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ONE-STOP SPECIALISTS We ship same day.
Jazz + Blues + R & B
Please have your return request ready for to be added to your order.
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W. 46th St., NEW YORK 36, N. Y.
Common Market Nix Jolts British Show

NAMA Kit Tips Ops On Anti-Vend Tax Laws

By WURLITZER'S SERVICE SCHOOL, Friday (18) at the United, Inc., headquarters in Milwaukee, drew a healthy turnout of coin-op folk, including B. Ross, Hunt, the president. Shown grouped around instructor Ross during one of the breaks are, from left: Andrew Hood, Mitchell Novelty Company; Bob W. Kueger, Advance Novelty Company; Paul L. Wehmd, Mitchell Novelty Company; Pat Gaffney, Hastings Distributing Company, and William Zeja, Studio Phone.

Wolf Solomon Rejoins Central

CHICAGO — An operator’s kit on how to help prevent unfair anti-vending legislation and taxes is being distributed by the National Automatic Merchandising Association (NAMA) to its members.

This kit has been prepared by the association’s legislative department and is available free to all persons in Dealing With Legislation and Taxes Against Vending. It is the first publication, it is kept prepared by the association.

“Preventing unfair restrictions and discriminatory taxation against vending always has been one of NAMA’s most important services,” said Thomas B. Hungerford, executive director. He noted that “this new kit will be a vital tool for vending operators because it explains the background of legislative threats to vending as well as how to deal with threats when they occur.”

In contained in the kit is a booklet, “Your Role in Legislative Action,” which explains vending machines are taxed and regulated and how operators should work with government officials.

Additional material details what NAMA can do to help operators. Other leaflets in the kit are suitable for distribution to legislators. Subjects include: “How a Vending Business Operates,” “Why Per-Machine Taxes Don’t Make Sense,” “How Sales Taxes Affect Vending.”

MOA Officers Meet to Face Key Question of Convention

By NICK BIRD

CHICAGO — The big question of whether Music Operators Association’s key convention — and if so, in what form — was to be settled here.

Top officials of the association were slated to meet, with the convention plans first on the agenda. An indirect result of the meeting — perhaps an even more important one — will be decisions affecting the entire future of the association.

MOA has been on rocky ground for the past several years. Many of the symptoms have been spotlighted in the association’s annual convention which has been troubled by declining attendance — both from operators and exhibitions.

A major reorganization last year was designed to correct the difficulties. MOA’s chief found — president of some 10 years, George Miller, retired from the association.

A professional trade association officer — Robert H. Bluedorn — was brought in as managing director, and Harry Snodgrass was elected president. Also instituted were numerous internal changes, designed to make the association more appealing for operators as well as exhibitors.

In the past several months, MOA officials have been concentrating on building membership, which was by need.

Efforts have also been made to enlist support of juice box and amusement game manufacturers, as well as record companies. The success of these efforts, however, has been questionable.

Neither MOA nor the manufacturers — especially the three jukbox manufacturers who for the past three years have not exhibited at the convention — have given other than a “no comment” or “it’s too early to tell.”

Most observers agree that if MOA is to receive manufacturer support, it must come anew. At the very least, observers feel the association must receive some form of firm commitment of just who will exhibit at the next convention, tentatively dated for the Morrison Hotel here, according to one motoring.

Executives slated to meet here last week included: J. Harry Snodgrass, president; Adolfo Arturo, N. M.; Clinton Pierce, chairman of the board; Brodhead, Wis.; Lou Casola, vice-president and convention chairman, and Robert Bluedorn, managing director.

Among suggestions that have been advanced by members of the trade are: (1) Holding the convention jointly or at least concurrently with the giant National Automatic Merchandising Association major equipment vending conclave. Thinking is that most jukbox operators are now more wary involved in vending and holding the two shows together will spur the incentive for attendance. (2) Modifying the form of the MOA convention so as to make the exhibits altogether and concentrating on business sessions and forums. Advantage would be in eliminating the need for manufacturing support. On the exhibit side, however, is the proposition of an intangible “excitement” factor inherent in the equipment exhibits.

Biggest support seems to be for the first of the two proposals — that of holding the convention concurrently with the NAMA show. The big question, however, still remains: Can MOA get necessary manufacturer support? This will essentially be the question around the which the meeting this week will revolve.

BAD DAY AT BLACK ROCK

Sub-Zero Weather Has Midwest Ops Talking to Themselves: Ouch!

By NICK BIRD

CHICAGO — For one whole day last week, most of the city was watching the thermometer to see if an all-time new “coldest day” record was to be broken.

It never was. The temperature hovered at below zero but never quite dipped to the all-time mark of minus 18.

Coin machine operators, however, were having a bad day at Black Rock, and the situation here generally reflected conditions throughout the Midwest, at least.

For the weather bureau record wasn’t broken, neither was any other record. Collections were slow, record sales were down, jukbox operators were buying less than usual and about the only people to be kept busy were the repair and delivery crews.

Crippled Area

Transportation and communication throughout the city were greatly delayed. Bus routes were closed and deliveries to nearby suburbs and county locations were out of the question altogether.

Two weeks ago, when the city was first hit by the crippling cold, the story was different. The taverns roared and the coin machine collections kept pace. This week, however, everything started catching up.

Only the neighborhood taverns in heavily populated areas were doing business. And here, if the machines were still in good repair, and had some new records put on.

Many of the neighborhood locations were closed for such reasons as frozen pipes, faulty furnaces, broken power lines and other troubles.

In city and suburban regions, only a handful of spots were still doing business.

Of some dozen or more operators polled in the Chicago area, only a couple said that business was near normal. The overwhelming consensus was that they were operating at anywhere from 75 per cent to as low as 30 per cent of efficiency. It was agreed that we don’t have the record, the large South Side operator said, “It’s just too much of a job getting them out on the route.” We have all we can do to keep our machines running.

Most of the operators said they were forgetting about collections entirely in an effort to keep their machines working.

One big West Side operator said he had instructed his men to make collections whenever they had to make a repair but not to make separate collection calls when a machine was working.

“If we can keep the machines running, we’ll come out all right,” was his answer, and it seemed to be his attitude.

The arcades and games in such locations as supermarket plazas and shopping centers were virtually out of commission entirely. Even if the game worked, nobody would risk playing with the thermometer hovering well below zero and winds whipping along at 15 to 35 miles per hour.

(CPD continued on page 48)

MD. GROUP TO NAME OFFICERS

BALTIMORE — The Maryland Machine Operators Association will elect new directors and hear reports from its president and its executive board, held here Sunday evening. The new National Automatic Merchandising Association self-regulation program for eligible operators, will be presented by a member of the NAMA public relations director.

Games Exhibit

Exhibit on Day of Turndown

By AARON STERNFIELD

LONDON—Britain’s Amusements Trades Exhibition, the world’s largest amusement machine show, opened on a bitter note here January 29 when the Royale Hotel’s bid for membership in the European Common Market was firmly and firmly denied. The hotel, which contains 2,500 coin machines from the United Kingdom, Italy and the United States, milled through the Sarlakite Royal Roulette, and the 68 exhibition booths that were jammed into an area which should have contained no more than two-thirds that number.

Most of the coin machines showed up shortly after the exhibits opened and stayed until late in the evening.

(Continued on page 48)
CURLF EW SHALL NOT RING WHEN LONG-PLAY STARTS

MEMPHIS—The City Attorney's office has a dilemma on its hands trying to decide whether it is legal to play a juke box without coins after 1 a.m. curlf ew set by law as the time play on them is to stop. The law is not clear on the question.

Here's how the unit issue stands: Location owner John J. Ogden Jr., operator of the Whirlaway Club, 3045 Lamar, put a tape on the juke box coin slot at 1 a.m. and adjusted the machine so it would play continuously without money.

Ogden said he had some friends at the club at a private party. Routine Check. At 1:45 a.m., Vice Squad Lt. C. Y. McDaniel went to the club. He said he was on a routine check, saw Ogden and went to the juke box.

He cited Ogden before the City Licensing Commission, which grants beer licenses and has authority to suspend or revoke them, charging he had violated the city ordinance prohibiting play of juke box after 1 a.m.

Ogden contended before the commission he had not violated the ordinance because the juke box was closed to the public by the tape over the money slot, that it was not being played by the public but by him for a private party group.

The licensing commission scratched its head, said it had never had a case like that before and asked City Attorney Frank B. Gianotti to advise them whether there was a violation. The issue hadn't been decided at press time.

See "Cut-Rate" Disks
KIEL, West Germany—West German operators have new entertainment for their regular association meetings—the "pop concert," juke box style. With the hinging of disc prices, Ger-
man operators are launching a drive for off-box, cut-rate discs suitable for juke box play or adaptation. Operator associations are prepared to place bulk orders for suitable disks covering all members of the association. Moreover, they are seeking promising titles for production under the phonograph disk operator disk project which is now under study in various versions. Operators double as off-box disk scouts, bringing their discoveries to association meetings for group audition.

NEWLY ELECTED OFFICERS and guests of the South Carolina juke box operators' association's first organization meeting in Columbia recently included: A. L. Givens, Greenville, S. C., second vice-president; A. W. Bradford, Sumter, S. C., first vice-president; A. H. Connell, Blythewood, S. C., nominat-
ing committee; Rayson A. Green, Andrews, S. C., president; Mrs. Anna O. Fisher, Columbia, secretary-treasurer; Robert H. Blun-
dred, Music Operators of America, managing director.

**MUSIC MACHINE PROGRAMMING**

**Even Minus 0 Cold Can’t Half Some Records**

CHICAGO—Despite the second coldest day in Chicago’s history last week (in the temperature his minus 18), beating last week’s minus 17), the hot new singles were starting to get action among juke box operators here.

A spot checker of Singer One Stop showed that "Live Samba" by Cannonball Adderly on Riverside was taking to take off. The click started on the South Side with rhythm and blues stops but is now going pop. Interestingly, Riverside’s disc

(Continued on page 48)

**Double-play Disks**

Two-sided action may be expected from the following records. For the juke box operator limited to 150 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below are not, should be checked with the Billboard 100 list. See Spotlight Service for additional information on electrical disks.

**IT’S TO YOU**

ECK NELSON, IMPERIAL 2003

I NEED YOU

SAM COOKE, RCA Victor 8129

**BABY, BABY, BABY**

CALL ON ME

BOBBY BLAND, DUNO 340

**THAT’S THE WAY LOVE IS**

I’M GONNA BE WARM THIS WINTER

CONNIE FRANCIS, MGM 13116

AL DI LA

YOUR USED TO BE

BRENDA LEE, DECCA 31454

SHE’LL NEVER KNOW

I WANTA BE AROUND

TONE BENNET, COLUMBIA 45624

I WILL LIVE MY LIFE FOR YOU

I REALLY DON’T WANT TO KNOW

“Little Esther” Phillips, Janiec, 5500

AM I THAT EASY TO FORGET

I ALL I HAVE TO DO IS DREAM

Richard Chamberlin, MGM 13121

HI-LILI, HI-LO

Recent

STEREO RELEASFS for Music Operators

**SEEBURG ARTIST OF THE WEEK**

HUGO MONTENOOG—MONTENOOG-70

Time (Pop Instrumental)

"Rocknrolla: Rhapsody in Blue"—Big City / "Dark Eyes"/"Hey Pretty" / Flight of the Bumble Bee /"Polar Cruise Drivay / "Fantasy Impressions" / "An Ode on You / "Contribution on You / "My Love"

All titles listed below are custom 300” stereo singles packaged for the juke box operator.

**MUSIC MACHINE PROGRAMMING**

**Mass Operators**

**View the Newest Wurlitzer Phone**

BOSTON — The Wurlitzer factory outlet here drew 20 op-erators this week for the show-ing of the new 2700 model. The show was held on two days and operators were escorted to a luncheon at Hotel Kenmore where they were given a chance to listen to the new machine. James R. Hunter, Boston man-ager, and Robert Sweeney, sales manager, who hosted the affair, reported that the reception was excellent. Refreshments also were set up in the showroom, where operators who were unable to attend the luncheon at-tended during the two days.

Hunter and Sweeney later journaled to Springfield, where

(Continued on page 48)

**Frequent Disk Changes Key in R.B. Stop Music Menu**

By BOB LATIMER

DENVER — "A route operator’s dream" is the best description for a novel experiment in record-changing now in progress at A-1 Skyline Music Company, King-size route opera-tion here.

Johnny Knight, a 13-year-vet-eran of the music business, uses two methods of selecting a profitable line-up of records for his 100 routes which wind throughout the mountain city. Under conventional prac-tice, half a dozen collectors, re-sponsible for stops which are primarily in taverns and lounges, do the programming on the spot, changing an average of eight records at each call and relying at least partially on location-owner comments and requests for the menu make-up.

On-the-spot changes with location owners, in this way, re-quire a considerable amount of time each week. If other routes, or another, are likely to pose a time-gaining strain on the collect-

The second method is the eight-month experiment already mentioned, which is a single large route which is pro-grammed entirely by request. As Bud DeBuca, route supervisor of 100 locations, explained, if it was possible to get enough requests along a major route to make changes, they would be made, "so we went around to locations, with taverns and restaurants, explaining that if they would call us once a week with their requests, we would make up the music entirely on that basis."

Knowing that it is difficult to get people to make the effort of a phone call, DeBuca pointed one girl in the A-1 Sky-line Music Company office to a spark-plug the program. Her job is not only to receive calls with requests, but to telephone the location owners, re-explain the program, and ask for requests.

With 30 or 40 telephone calls can be made this basic every week, all we need is for the owners, in the habit of making such calls, and the program grows steadily.

**Request Menu Pays Off**

By BOB LATIMER

DENVER — "A route operator’s dream" is the best description for a novel experiment in record-changing now in progress at A-1 Skyline Music Company, King-size route opera-tion here.

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(Continued on page 48)

**Irate Ops Hit State Tax Bill**

BOSTON — More than 100 elgrand and vending machine op-erators stormed a hearing at the State House on a bill that would impose a $50 annual tax on vending machines. Operators in the game since the mid-30’s, would put many of the smaller operators out of business. They intensified the tax plan as "punishment for new machines."

A spokesman for the industry told the Committee on Taxation: "You are interested in the operators being put out of business before than the tax will bring in."

A show of hands was called for to indicate the position of the operators. It was over-whelmingly against the tax proposal. The committee will consider the evidence and report the matter out next week.

**Wico Item:**

**Shin Guard For Bowler**

CHICAGO — Wico Manu-facturing Corporation has intro-duced a new Universal Shin Guard Pro, designed to keep bowlers from tearing their clothes and keeping their col-lars when inadvertently hitting the front of a bowling alley.

"This device," a salesman, said the pads can be used on all types of shoes and colors and come with an optional metal mounting strip. The pads are available in blue and white and green and blue and come with an optional metal mounting strip. The pads are available in various colors and sizes.

Wico is also introducing a new 16-ounce spray can of Multi-Color or Tri-Color paint. The spray is not currently available in spray form because of spraying the small multi-color paint particles.

The paint is now available in six colors and is for $1.60 a can.

(Continued on page 48)
Coast Ops Win a Round
In Battle of Pico Rivera

LOS ANGELES — Western Vending Machine Operators' Association has obtained a more favorable license set-up in Pico Rivera, members of this group were told by President Phil Sreden at the regular monthly dinner meeting held at the Nikabob Restaurant here Tuesday night (29).

Sreden, who conducted his first meeting since his election six months ago and following his recovery from an illness, said that the tax representative and attorney, Eugenio Zola, had obtained a license of $2 per machine up to $25 for penny machines. The ordinance has had two readings and is scheduled for the third and final one at an early date. The municipality, however, will not change the $3 per 5-cent machine at this time.

The change in Pico Rivera was declared to be fair, imposing no hardship upon the operators in that area with fewer than 12 machines.

Zola reported that he had also contacted El Segundo and had been advised that the business license structure in that section is being revised. Zola

Continued on page 48

Hectic Pace Brings Awards for L. A. Op

By SAM ABBOTT

HOLLYWOOD—Leo Weiner, who operates one of the three largest bulk vending routes in the Los Angeles area, seems to get more than 365 days out of a year.

He has accomplished so much one wonders how he gets it all into a single calendar. In the past few years, besides operating his West Coast Enterprises, he has received "Awards of Merit" from the Masonic orders—Scottish Rite and Shrine and has been honored by such organizations as Boy Scouts, B'nai B'rith, National Vendors Association, and Western Vending Machine Operators Association for service. Added to these—most important to him—are hours spent with his family which includes, in addition to his wife, Harriet, a daughter, Debra, 9, and sons, Kerry, 11, and Wayne, 7.

The Weiners recently moved into their new hilltop home

Continued on page 48
**Bulk Vend Boom Era Dawning**

CHICAGO—The spectacular boom in major equipment vending often overshadows what has been an even more phenomenal growth in bulk vending during the past few years.

A typical example is Jack Nelson of Logan Distributing Company, one of the Midwest's leading bulk vending outlets. Nelson is finishing 1962 with sales almost double the previous year and an even better outlook for 1963.

In the past month, Logan has had consistently good business—particularly unusual in that (1) January is generally a slow month; (2) this January is particularly bad, having seen the worst winter weather in years—almost the same in the city's history.

Whereas bulk vending operators usually spend the winter witnessing and repairing machines, things have taken a new turn.

**Melo-Tone in Operation At Brand-New Factory**

SOMERVELL, Mass.—Melo-Tone Vending, Inc., is now in operation at its new plant, 334 Washington Street, Somervell, where the company has built the new 10,000-square-foot facility.

The plant, which finished, said Donald J. Baker, president, will be among the most modern in the industry in New England.

Air conditioning and gas heat have been built throughout the many offices, money rooms and repair shop as well as in the large garage area. A triple-alarm burglary system protects the entire plant. The firm operates some 400 music pieces under the direction of Samuel Baker and more than 1,750 cigarette machines in its routes throughout the Greater Boston area.

Baker, former president of the Boston division of American International Bowling Corporation, has severed his connections with that company and will operate his firm as he did previously for more years when Melo-Tone had its headquarters in Arlington. With the firm as treasurer is Israel Spector, formerly head of Capistol Vending in Boston. Alexander Robbins is vice-president.

Baker, former president and organizer of the Music Operators Association of Massachusetts, is anxious to re-create the group, and with support from Logan said, "Now they put in complete banks of eight or more machines. Business of course has gone up, and we've expanded in the process."

Nelson also credited the dimes capsule with stimulating the bulk industry. "It gave operators confidence to put more machines into stores. I wouldn't say we wouldn't have had a boom without the dime capsule, but I don't think it would have been anywhere as big."
NAMA School Pushes Unit Sanitation

WEST PALM BEACH, Fla.—A one-day training school on vending sanitation for some 50 State and local public health officials was conducted here last week by the National Automatic Merchandising Association's public health counsel, David E. Hartley.

The school, sponsored by the Florida State Board of Health, was designed to explain the State's new vending sanitation regulation adopted there last June.

NAMA worked on the regulation with Florida authorities. The regulation follows NAMA recommendations and is uniform with the U. S. Public Health Service Ordinance and Code.

Robert T. Cozart Jr., Automatic Merchandising, Inc., Tampa, and Doug Hunter, Hunter Vending Company, West Palm Beach, acted in conducting the school.

Hartley also recently met with officials from Pennsylvania to discuss a State regulation for food and beverage vending. The Pennsylvania association will mail questionnaires to operators in the State to determine the number and types of food and beverages being sold. The association will also appoint a special committee to maintain vending

CHICAGO — Mergers and large national operating companies may be making most of the news, but it is with the small, independent operating company that the future of the vending industry rests.

That's the firm opinion of Louis J. Risman, recently elected president of the giant National Automatic Merchandising Association, and one of the articulate spokesmen for independent firms.

Last fall in San Francisco, Risman stood before the 1,800-member association and emphasized his point noting that small, independent firms did some 4 per cent of what was an estimated vending industry volume of $2.7 billion in 1961.

The gross for 1963 is expected to surpass this, possibly hitting $3 billion. If Risman's prediction holds true — and it has every indication of doing so — the independent firms should at least hold their own and very probably will increase their share of the market.

No Easy Road

Risman doesn't see any easy road. He feels the independent firms must use proper management and aggressive sales and promotion to succeed. By doing this, he feels, they have advantages over national firms.

These he lists as mobility, ability to make spot decisions, and the ability to participate fully in community affairs. "Remember that competition with national companies is not only at the national but also at the local level." he emphasized. "Ours has always been an industry of small, locally owned businesses.

Risman has been a member of the NAMA board of directors since 1935, a member of the executive committee since 1957 and has served as senior vice-president. In addition, he has been a member or chairman of almost every vending committee of the association.

He is president of Mystic Automatic Sales Company, Inc., Melford, Calif., a cigarette vending service company which he founded in 1932.

BARGAINS FOR THE WEEK

DRIVE THE GAME OF BINGO

Receiver of a Large Lot of Drinks, Snacks, Oldies Trade, Also a Large Lot of Non-Spirituous beverages

DO YOU KNOW WHERE TO SELL THESE PRODUCTS

United States 36,000 cases 2,000 cases 5,000 cases 1,800 cases 1,000 cases

100 cases 50 cases 25 cases

Whiskey Case 35 cases 18 cases 10 cases 5 cases 1 case

Permit Case 2 cases

Cigarette Case 2 cases

Also Included: 12,000 cases of Stationary, 2 cases of Bandages, 1 case of Perfumes, 3 cases of Scented Soaps

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ROSEN SPECIALS from the WORLD'S LARGEST INVENTORY

Complete and Ready To Go At The Best Prices Ever Offered

Each

1 ABC Rally $5.00

2 ABC Rally $10.00

1 Atlas Delta $15.00

2 Atlas Delta $30.00

1 Blue Ribbon Rally $30.00

1 Blue Ribbon Delta $30.00

1 Champion Rally $20.00

1 Champion Delta $20.00

1 Chief Delta $30.00

1 Cyclone Rally $15.00

2 Cyclone Delta $30.00

2 Dice $5.00

2 Dice $10.00

2 Exploiter $5.00

2 Handicap $5.00

1 Imperial Rally $5.00

1 J.illy $5.00

1 Jumbo Rally $5.00

1 King Pine Rally $5.00

2 League Rally $5.00

1 Magic Rally $5.00

5 Edward Shuffle $5.00

8 Official Skill Ball General $5.00

15 Edward Shuffle $5.00

8 Official Skill Ball $7.50

9 Rainbow $5.00

3 Regulation $15.00

4 Rockwell Shuffle Ea. $5.00

3 Royal $5.00

1 Sex Pistols $5.00

2 Shelling Etch $5.00

10 Smith Misc. $125.00

1 Smith Fun Money $45.00

1 Super Bonus Rally $5.00

5 Team Rally $5.00

2 Victory Rally $3.00

All Prices Quoted C.O.D.

WIRE—PHONE—WRITE TODAY

Send for Complete Lists From World's Largest Inventory

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ALL NEW for 1963

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Williams Electronic Manufacturing Corp.

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THEY SHOWED, TOO

PHILADELPHIA — Allan and Karen Agramont, recording stars, were headliners at the recent Variety Club awards dinner here. Their names were inadvertently omitted in last week's account of the festivities.

Louis J. Risman

is president of five additional companies. These include the National Automatic Service Company, a full-line automatic vending service company providing the vending industry with complete automatic meal and refreshment service; Venturistinic Company; L. J. Risman, Inc., and H. C. Brown, Inc., both wholesale tobacco and candy firms, and Risman Realty Corporation, which owns various properties in the Medford area.

Characterized as a man who works hard for his business, industrious, Risman contributes much of his time to charitable and civic causes.

He is past president of the Lawrence Memorial Hospital Board; director of the Middlesex County National Bank and the Medford Chamber of Commerce, and a member of the Advisory Board of the Salvation Army and the Executive Board, Fell's Commissioner, Bay Scouts of America.

He is also past president of the Medford Inspirational Fund; past director of the Hebrew Hospital and Home; past vice-president and founder of the Medford Jewish Community Council.

Community Work

Risman has also supported fund raising committees for such activities as the Combined Jewish Appeal, the Medford Memorial Housing Fund, cancer drive, Boy Scout membership and the Salvation Army camp drive.

He is the recipient of two citations: the Yiddish University Award, presented in 1957 by the Medford Lions Club, and the Hebrew Home Award presented by B'nai B'rith in 1958.

Before February 20, 1908 in Medford, Risman attended primary and secondary schools there and graduated from the Bentley College of Business in Boston where he majored in accounting and finance.

He is married to the former Mollie Perlman and has two daughters and five grandchildren.

Gambling Charge

Costs Owner $100

BEAUMONT, Tex.—T. J. O'Quinn, operator of the Derrick Nick Club here, was assessed a $100 fine and court costs on a charge accusing him of permitting gambling on premises under his control.

Justice of the Peace Wallace McCauld said a plea of guilty was entered for O'Quinn by Guy Carriker, the night club's attorney.

O'Quinn was accused of allowing gambling to be played on shuffle alley games being played at the club in violation of state regulation.

McCauld said another such charge against O'Quinn and similar charges against Floyd J. Laneles and Sherrill Dean Cline, bartenders at the club, are scheduled to be dismissed on motions by the district attorney's office. The district attorney's office said the charges are being dismissed because of "insufficient evidence."
IT PROMOTES ITSELF
From its colorful, play-inviting dome display to its glowing stereo promotion panel, the Wurlitzer 2700 is a beautiful advertisement for itself. By sight, by light and by sound, it sells music around the clock in every location it graces.

IT HELPS SERVICE ITSELF
Another Wurlitzer exclusive. The program unit lowers in a vertical position to speed title strip changing. Record changing is almost automatic. Tone arm adjustment and needle changing are simple, high-speed operations on this phonograph that practically takes care of itself.

HOW IT TAKES IN MONEY
A galaxy of extra income stimulators headed by the Golden Selector Bar actuated Ten Top Tunes feature, this greatest of all Wurlitzers is shattering previous totals for making money wherever installed.

WURLITZER 2700
THE WURLITZER COMPANY / NORTH TONAWANDA, N. Y.
107 YEARS OF MUSICAL EXPERIENCE
If Enough People Wash, Juke Box OK

KANSAS CITY, Mo.—Coin-operated laundries are getting crowded in locations of all types, but one company feels the need to install a new juke box in the store, and the management provided plenty of comfortable lounging and to-go chairs on which customers can sit while they wash their clothes. A pair of automatic amplifiers, carefully placed in the front of the store, can hear a problem of the coin-operated. The unit is a purpose a five-year-old, a 100-play photophone in relatively good condition, protected from vandalism by the all-glass front of the store, itself 100 pounds of each carried by the store during the 12 operating hours of each day. There are bound to be many who like hit music, and prefer to hide away the time playing the juke box, rather than attempting to tune it over the sound of the washing and cleaning equipment, or trying to read, or can carry on a conversation.

$15 Average

Play has been steadily enough to amount to around $15 per week, sometimes running to as much as $25. The juke box is as far removed as possible from the noise of the washing machines in the store, and the management provided plenty of comfortable lounging and to-go chairs on which customers can sit while they wash their clothes.

A pair of automatic amplifiers, carefully placed in the front of the store, can hear a problem of the coin-operated. The unit is a purpose a five-year-old, a 100-play photophone in relatively good condition, protected from vandalism by the all-glass front of the store, itself 100 pounds of each carried by the store during the 12 operating hours of each day.

EUROPEAN NEWS BRIEFS

Ops Protest TV Show

HAMBURG — The German trade is organizing a protest campaign against an auto-payable television program on the quasi-state controlled German TV network. The TV show “Panorama” presented West Germany’s 223,000 pay TV machines as unmitigated evil which should be wiped out forthwith. Panorama claimed children’s wages, amounting to their wages on the so-called “Geldschlecker”-money washing machines. The trade accessing the TV show of being biased, un-informed and deliberately recklessly with an estimated 75 percent of the fulbar users are defended as being relatively harmless, yet the trade claims they would be removed from the air.

Kids Not Tax Exempt

COLOGNE—"Morris and Popp coin machine establishments which use the proprietors’ children, youngsters and young employees as tax excluders are being brought to justice in court. The same social security taxes must be paid, and their wages must be calculated at the point where they work, otherwise they are liable to pay tax. More and more German operators are contracting to “show and go” operations where older children are armed for route work, while dad does servicing and mom runs the office.

Dr. Jurtsi Reaches 70

BAD KREUZNACH — Dr. Friedrich Jurtsi, one of the earliest operators of the world’s first coin-operated "man" of the German coin machine trade has celebrated his 70th birthday. A director of the Sezeta Automatisiesgesellschaft, "Dr. B. K. Fay" is a leading figure in the German machine field. He has served as an officer in the leading German coin machine organization, including the Verein Deutscher Automatenfuhrer and the Verband der Deutschen Automatenindustrie. Dr. Jurtsi is the leading legal authority in the German trade and one of its top finance experts.

Ops Press Expansion

FRANKFURT—German operators have put on the market a new and even in-plant feeding as the most promising avenue to continued success. Trade studies show that an increasing number of German operators are successfully fully blinding photophone operation and vending. These studies show that the fantastic opportunity in the vending field. A recent study indicates, for example, that there are only 1,700 hot beverage machines in all of West Germany’s 18,000 in-plant feeding locations of the end of 1962, West Germany has only 33 hot beverage machines per million population compared with 98 for Holland, 236 for Switzerland, and 979 for the United States. Most of Germany’s hot beverage vending machines are concentrated in factories and on the factory field for operator enterprise.

U.S. Ops Like Antilles

AMSTERDAM—The Dutch colonial office reports that it is receiving inquiries from American coin-operated firms interested in establishing "Best-of-the-World" machines in the Netherlands Antilles, the six islands, including Aruba and Curacao, situated off the Caribbean coast. The attraction of the Antilles is its duty-free "back door" to the European Common Market, while providing good opportunity in the Latin American market. The Antilles automatically acquire Common Market membership as a Dutch possession. This means that U.S. firms locating in the Antilles can operate in the Common Market and enjoy simultaneously proximity to Latin markets. Moreover, labor is cheap and production of high-quality machines and manufacturing sites will be significantly lower. It is "a paradise," observed a Dutch colonial official, "but like all paradies it won’t last long.” Ressources for Wurlitzer

HELSINKI—The Wurlitzer distributor in Helsinki, Pohjoismaiset Tak Seurakunta, is a celebrity among phonograph connoisseurs in the Baltic area. Further, without probably being aware of the fact, a high percentage of the phonograph connoisseurs in the Soviet Union are of U.S. manufacture, and the largest number of the U.S. machines are estimated to be Wurlitzer. Of the 1,000 Wurlitzer machines in Russia, Wurlitzer is synonymous with music, and one of the Wurlitzer distributors arriving in Russia are shipped from Helsinki. The Helsinki distributor is well known in the Russian market as well as in Moscow. Wurlitzer. He gets mail from Moscow simply addressed to “Gospodin Wurlitzer—Helsinki.”

Push Phonos as Cultural

PARIS—French operators are pushing phonograph pianos as far away from popularization of phonographs as a cultural play. The operators are marketing them to tourists, and the phonograph pianos are better tolerated by the French than non-phonograph locations in the same city. Further, studies are being conducted with the aim of establishing that phonograph playing is more interesting in culture. There is a demand for the phonograph pop with Bob, Braums, and Beethoven. But the French study suggests that the phonograph pianos also experience a corresponding interest. In the cultural content of the phonograph pianos, the operators are already being held steady, as is established by the number of players on the LP console.

Barney Blatt Dies; Veteran Music Op

BOSTON—Word has been received of the death of Barney Blatt in Port Charlotte, Fla., January 25. A long-time resident of Brookline, he went to Florida two years ago for the sake of a heart ailment. He was the father of Arnold Blatt, Brookline music operator and well known to many music dealers of the Newman Blatt, now of Meredith, N. H.

The brothers entered the music trade in 1908 and became New England distribu-

Moe-Tone

Continued from page 43

the local music operators is will-

ing to try some foreign phonograph

"Today, as never before, the industry needs a protective or-

antee from the music industry. This is particularly true of the small independent op-

er who is now faced with greater demands for advance commission and new equipment prices that are not as competitive as the modern facilities in use by distributors.

Baker sees a good year ahead, but contends it will be one of exchange and relocation hazards and to extra-burden of the music business. He believes, need new ap-

proach to the problems of the and concerning business, but in the important field of public relations and marketing image. These goals can only be reached through an organization such as the area once boasted.

Ben de Gaulle Spouts

MONTE CARLO—Prince Rainier has requested Mone-

guesque juke box operators to stand down in the French and especially to General de Gaulle’s campaign, as the result of the virtual settlement he has reached with de Gaulle’s government. The dispute. France has threatened to strip Monaco of its status as a tax haven and a center for the influx of foreign firms into the principality. Rainier has negotiated a settlement requiring foreign firms to pay extra taxes and customs duties in France, although the French government continues to receive funds for a possible settlement. Rainier has agreed to continue with the exception for bonafide companies that have not operated in Monaco with any companies. Vauban and the Monegasque operators have been programs designed to bolster General de Gaulle’s campaign, although they have decided to avoid any comment on the French actions. Vauban and Monegasque operators have been accused of declaring strikes and selling for the benefit of the French operators. Vauban and Monegasque operators have been accused of co-operating with the French operators.

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The music system that's setting the pace in sales and location appeal. Outstanding styling, play-stimulating features and a realistic price make it the preferred phonograph among operators, locations and the public alike.

THE
RIVIERA
WORLD'S LEADING
CIGARETTE
SELLER


See Your
ROWE AC SERVICES
Distributor

Atlanta, Georgia
PREDIANN AMUSEMENT COMPANY
Birmingham, Alabama
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Boston, Massachusetts
TRIMOUNT AUTOMATIC SALES CORP.
Buffalo, New York
SHELDON SALES DISTRIBUTING CORP.
Charleston, West Virginia
ROANOKE VENDING EXCHANGE, INC.
Chicago, Illinois
ATLAS MUSIC COMPANY
Cincinnati, Ohio
ROYAL DISTRIBUTING, INC.
Cleveland, Ohio
MONROE COIN MACHINE EXCHANGE, INC.
Columbus, Ohio
ROYAL DISTRIBUTING, INC.
Dallas, Texas
SOUTHERN VENDING COMPANY
Denver, Colorado
R. F. JONES COMPANY
Des Moines, Iowa
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East Hartford, Connecticut
RUNYON SALES COMPANY
Grand Rapids, Michigan
MILLER-NEWMARK DISTRIBUTING CO.
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GARDNER SALES CORPORATION
Indianapolis, Indiana
SOUTHERN AUTOMATIC MUSIC CO., INC.
Jacksonville, Florida
BUSH INTERNATIONAL, INC.
Kansas City, Missouri
W. B. MUSIC COMPANY, INC.
Lexington, Kentucky
SOUTHERN AUTOMATIC MUSIC CO.
Los Angeles, California
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Louisville, Kentucky
SOUTHERN AUTOMATIC MUSIC CO.
Memphis, Tennessee
SOUTHERN AMUSEMENT DISTRIBUTING CO.
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BUSH INTERNATIONAL, INC.
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PIONEER SALES & SERVICE, INC.
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R. C. GILCHRIST (QUEBEC) LTD.
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HERMITAGE MUSIC COMPANY
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New York, New York
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AUTOMATIC MUSIC DISTRIBUTORS
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DAVID ROSEN, INC.
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CENTRAL DISTRIBUTORS, INC.
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RUNYON SALES COMPANY
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BUSH INTERNATIONAL, INC.
Terre Haute, Indiana
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ROWE AC SERVICES
18 S. Michigan Avenue, Chicago 3, Illinois, ANDover 3-0555
Common Market Nix Joits Show
Continued from page 39

Hectic Pace Brings Awards to Op
Continued from page 42

overlooking Los Angeles. While Winter Spring is one of Sunset Boulevard, Weiner re-
covered... (continued)

served on about every committee that a transistor, Eugene Zola.
Weiner feels that every bulk operation, whether in line or over the hill, partic-
ularly those along Los Angeles... (continued)

The Western Vending Machine Operators Association has been the backbone for all the operators, per machine licenses, and any-
thing that might, even if there is some discriminatory against the vending
machine business as far as the operators' group is concerned," he says.

Request Menu
Continued from page 41

wants to hear on the phono-
cord, with disappointingly low

Unadulterated.

It has been decided as yet whether A-1 Skyline Music will return a more conventional appearance to the theory that it may require twice as many records per week in the course which programs itself through requests.

The veteran collectors who do most of the programming are... (continued)

Minus Zero Cold
Continued from page 41

the tribute hero reported he was
getting calls for a "five bombs" LP which he didn't even have in-
sketch, and wouldn't for some
time.

The Kingston Trio was doing well with a new Casablanca disc of "Greenback Dollar. Other popular discs of the week were "Love for Sale" Art Mannan, Hi-Fi, and "Big World," Teddy Rand-

New Choice Vend Hq.

HARTFORD, Conn.—Choice
Vend was announced by Seeborg
Corporation; Scammell Pike Road in suburban Windsor Locks in March. Construction is near completion. The new plant will contain 268,000 square feet of space, a two and a half times the present Hartford facility's availability.
NEW 4-PLAYER MAGIC! ALL NEW GAUCHO

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

PLAYBOARD AUTO-CLAMP—No more screws to hold the playboard! Just pull the lever and lift the board! Gives immediate access to interior mechanism. Truly a service man's dream.

FRONT DOOR—Heavier! Sturdier! Coin return on door. Only one return for either one or two chutes. Beautiful dimensional effect.

DOUBLE-ARM LOCK—Stronger! Twin steel bars lock in two places for maximum protection. Moulding clamp for added safety.

DOUBLE-SIZE CASH BOX—Much larger! Holds twice as many coins as conventional box. Easily removed from new "step down" cabinet design.

EXTRA-BALL FEATURE—Hitting the Roto-Star earns the player an extra ball. Exclusive play-maker adds more player appeal.

SEE THE MAGIC OF THESE PLAY-MAKING, PROFIT-MAKING FEATURES:

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

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Seeburg's exclusive automatic Income Totalizer, like a cash register, adds up every coin accepted by the LP Console and all Stereo Consolettes. How can you be positive it's tamperproof? The amazing 'Private Eye' tells you instantly. Exclusive ... in the revolutionary new Seeburg LP Console
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NEW EPIC: In session at Bradley Studios, Nashville, Bobby Vinton (seated, center) goes over new arrangement with Epic's Bob Morgan. Bobby is currently on the charts with his waxing for Epic of "Trouble Is My Middle Name."

WINES & ROSES: At New York party honoring Harry Mancini and his score of "Days of Wine & Roses" movie, he's greeted by one of town's tallest deejays, Don Gingerly, of WVNJ. Don gingerly downplays Scotch and so do.

FIRST SESSION: The Wonders recently cut their first session for United Artists, with manager Roy Rifkin, arranger Allan Sherman, and several writers on hand for the waxing. Group had been on personal appearance tour when date was scheduled.

IRON CURTAIN: Radio Free Europe listeners like to dial the jazz-pop record show deejayed by Eva Stankova, Czech refugee. She makes music programming selections from charts appearing in Billboard. Show is beamed to countries behind Europe's Iron Curtain.

ARRIVAL: Group of top German talent in music-record field arrives in New York for meetings with MGM. Front, left to right: Peter Kraus, Polydor star; Werner Schrubenberger, composer; MGM's Danny Davis; Siemens' Claus Petersen. Front: Gus Bankus and wife; record producer Gerhard Mendelson. Singers will wax soon in Nashville.

EUROPE-BOUND: On promotional tour of Europe in MGM's Pat Thomas, she'll appear on radio- TV shows in Rome, London, Hamburg, Paris, etc. Seating her off are Clarence Avant, her manager (left), and MGM exec Gene Mavelli (right).

CLARK'S CLAN: Group of top rock and roll stars gather with syndicated deejay Dick Clark at taping of Clark's show. Left to right: Jimmy Clanton, Dion, Chris Montez, Gene Pitney, Dick Clark, Mark Valentino and Brian Hyland.

BUSY BEE: Snuffy Garrett, Liberty's exec and director, confers with singer Molly Bee at label's Hollywood studio. Molly's latest single is "She's Now to You."

WINE & ROSES: At New York party honoring Henry Mancini and his score of "Days of Wine & Roses" movie, he's greeted by one of town's tallest deejays, Don Gingerly, of WVNJ. Don gingerly downplays Scotch and so do.

BACKBREAKER: New teen dance fad, the limbo, is demonstrated in Allentown, Pa., at Hess department store by pretty Pot Morovek, fashion model, while Hess record buyer David Hess, holding Chubby's top-selling album, and Joseph Kutu watch.

SINGING MEDIC: Richard Chamberlain, TV's "Dr. Kildare," listens intently to playback of his first album. Right, Jess Kaye, of MGM, who was in charge of wax session.