Gleason Offers TV Spots to Kid Talent

NEW YORK—Jackie Gleason, whose TV program two weeks ago had helped Faulkner Records sell 500,000 of its 8-1/2 by 11-inch Funtime LP on ABC-Paramount into a runaway hit, intends to use his CBS-TV show to launch the careers of aspiring young artists starting the end of this month. The first artist to get this featured build-up on his show will be Kenny Karen, an A1 Nevis-Deenie Kristiner discovery, who records for Columbia Records.

According to Vic Jarmel, GAC executive assigned to the Jackie Gleason show, Gleason feels that there are few places today for young talent to get exposure. He believes that young talent—singers, dancers, comics—who have not had any network TV exposure, deserve a chance to show their stuff.

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

Karen's set has already been taped by Gleason and is expected to run on his show on February 16 or 23.

The Gleason show is being done for the Funtime album, "Songs 1 Sing on the Jackie Gleason Show," and the sales of the album zooming over the past two weeks. As of Friday (8), sales of the album had peaked at 100,000 copies.

Last week the firm moved over 75,000 copies. The LP's 150,000 copies in two weeks, and 90,000 sales are gradually increasing.

The records are now being pressed at four plants. One of them is ABC-Paramount's regular pressing plant in Brooklyn, plus Monarch in Los Angeles, All-Disk in New Jersey, and Plastic Products in Memphis.

Larry Newton told Billboard (Continued on page 8)
“BOSS GUITAR”
#8131
Duane's newest single is charging up the charts! Go big on the “Boss” now!

“DANCE WITH THE GUITAR MAN”
LPM/LSP-2648
Time to check your stock on Duane’s smash album and re-order for the rush!

Duane Eddy
Boss Guitar
The Desert Rat

RCA VICTOR
THE MOST TRUSTED NAME IN SOUND
NEW YORK — The location is the West Side Air- 
lines Terminal in New York City at 42nd Street and 10th Avenue. But the buyers are looking for the 
right airplanes, not the right airlines. They are on the 
lookout for rare Transportation Bureau reports that 
will help them make their decisions.

Scene I: Suddenly a man pulls out a man. He is 
looking through 25 pages of records. He is the 
manager of the Transportation Bureau. He opens the 
lock of the terminal, puts the 25 record books 
inside, and leaves.

A man enters from a different man. He 
stands up front of the locked door. He points at 
the doors, and leaves.

The man turns to a different man. He 
stands in front of the single door. He points at 
the doors, and leaves.

The man turns to a different man. He 
stands in front of the same locked door. He points 
the doors with his key. He takes out the two 
cartridgers. He carries them out to his car. He 
speeds up and over the West Side Highway with 
his record in front of a discount record shop. He sells the 
records to the proprietor, pockets the cash, walks out.

SLOW DOWNSLOWLY TO:

Scene II (same terminal). Two men enter 
the West Side Airlines Terminal. They pay no 
attention to the people downstairs, but go upstairs to 
the garbageman's room. They take some money — in 
small bills. The second man puts the cash in his 
coat pocket. The first man takes the money.

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

A few hours later a different man walks in. He 
goes up to the same airline counter. He tells the young 
lady that he had to cancel his trip. He redeems 
the ticket and pockets the cash. "FADE OUT."
Marek Calls Club Boon
To Whole Disk Industry

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

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

Under questioning by Commission counsel, Mr. Neuman, Marek said the Columbia club has had a cultural impact and that its use of other labels has benefited the field. The ex-clubsman agreed that record deals with outside labels, however, has had a "possibly deleterious effect," he said.

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

Bad Effects
"In my opinion," Marek continued, "the commercial aspect of exclusivity is likely to have certain bad effects. They always come to the point where it becomes so all-powerful that the smaller manufacturers lose all too carelessly to what that manufacturer dictates."

Marek said Neuman asked him to consider the fact that the Victor club does not have outside labels met by any Columbia label. "I explained to Mr. Neuman as to why the Victor club does not have outside labels met by any Columbia label," says Neuman, "and was further questioning brought out, that is, that the Victor people have given considerable thought to the idea. Marek said he has had discussions with his GMM's Arnold Maxin, with London executives and that he once had a "rather vague lunch with Randy Wood," of Dot Records, regarding the possibility of offering some of their firms through the Victor club.

Marek noted that MGM had such artists as Connie Francis and Ella Fitzgerald (Verve) who should do well on a good jazz label, but a great jazz catalog," he said, also noting that London's opera, Pat Boone and Frank Sinatra have been with Frank Sinatra on Reprise all would be good club possibilities.

In conclusion on this point, Marek said that if the side licensing would help the Victor club, "It would indeed," he replied. At another point, Marek said paid Columbia a compliment. Noting to Columbia personnel present, he remarked, "You have benefited the music industry by developing that LP. I may get tired for the LP but I think it's true."

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

Referring to a question on areas - examination regarding Victor's exclusive contracts with the Digest, Neudell in a final point, said if the Digest was a Victor club it would be a part of its manufacture of records. "No," answered Marek.

Also testifying during the final three days of hearings on the Commission's "case in chief," prior to the opening of six days of hearings in Philadelphia (see separate story), were Art Talajice, United Artists; Sidney Frey, Audio Fidelity; Moe Asch, Folkways; Mrs. Rose Rubenstein, President of Folkways, Frenkel, Artis-Parliament; Sam Roskin, American Distributing Company, Hartford, Conn.; Max Solomon, Vanguard Records; Irving Brown, Chappell Music Corporation; and, Alerman of the Harry Fox Office.

Marek said his main concern is the Reader's Digest, that during the course of the club and dealers club, said she once suggested to Columbia that her firm could make a Bach set for the club, "It was a case of if you can't fight it, join it," said Marek, "but it didn't work out."

Low on Tantum Pole
Marek said he felt the Tantum Pole, one of the smallest, and "low man on the totem pole that dealers come to last, in this day when they can only stock the cream."

This led to a question as to whether clubs have affected Menzner's ability to get 'his' records in the place of the small company in the record business, she said.

ABC Signs June Valli

NEW YORK — Thru Sept. June Valli has signed an exclusive recording deal with ABC-Pan- mount Records, under the supervision of indie producer Dom Core. Mrs. Core, a Broadway singer, is best known for her recordings of "Crying in the Rain.""The small company has been "the place for innovative artists and re- porno," he said. "We have in addi- tion where bigger companies were afraid of us to produce the music anything the industry can develop for the LP. I think it's true."

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ALBUMS TO WATCH

Who Stole the Keeshka?
Frankie Yankovic & His Yanks

Frankie Laine Wanderlust

American Serenade

Percy Faith

The Brothers Four in Person
Recorded at U.S. Naval Academy Annapolis and Vanderbilt University

Terry Snyder's World of Sound

Carmen McRae

Wonderland of Sound
Andre Kostelanetz and His Orchestra

Billy Walker's Greatest Hits

Sittin' on a Rainbow

Stock, look and listen to this solid lineup of latest releases from Columbia Records.
**Diskeries Fret Over Chi DJ Scene**

**By NICK BIERO**

CHICAGO—The pot is bol- 

ing between several record 

manufacturers and Dick 

Biodini, manager of the top- 

rated WLW here. It mirrors 

what is often a tough situ- 

ation between dealers and 

record companies throughout 

the country.

WLW, and particularly Bion- 

di's evening show, is to big 

powered for moving records in 

**Expect Rackers** 

**At NARM Parley**

SAN FRANCISCO—A humper 

crop of rack merchants is 

expected to attend the March 

3-7 NARM convention in 

the city. According to NARM's 

executive director, Jules Malamud, they'll have a chance to meet with 

all record manufacturers and sup- 

pliers because of a pre-arranged 

schedule of appointments — a 

traffic device which is a new 

format at NARM conventions.

The schedule of the meeting 

has now been set, and shapes 

up like this:

On Tuesday, March 3, there'll 

be a presidential welcoming cocktail party following regis- 

tration and exhibit room open- 

ing. March 4 will feature a 

business session, a luncheon for 

members and a fashion show/ 

lunch for ladies, exhibit visits, 

a cocktail party and a recording 

session. March 5 highlights ex- 

cluded a city tour, a business 

session, luncheon and a cocktail 

party. March 6 is the date for 

the NARM awards banquet. 

March 7 will feature seminar 

meetings for NARM regular 

members.

**Goldie Signs On** 

**With Premier**

NEW YORK — Aaron (Goldie) Goldmark, well-known publishing figure here, has joined the group at 

Premier Album, Inc., to head up the company's publishing and 

studio production operations, according to Phil Landau, president.

Goldmark will act as general production manager for Art 

Wood, Premier Music and West End Music, with new head- 

quarters at 1650 Broadway. Opera- 

tions on the A&R level for the 

master producer will be handled by Artie Ripo, who was 

previously associated with Gold- 

mark when the latter had his own operations.

**VILLANOVA BUZZING** 

**WITH FESTIVAL PLANS**

PHILADELPHIA — The annual 

Intercollegiate Jazz Festi-

val at suburban Villanova 

University is building big and 

promising to be the event 

among the nation's jazz festi- 

vals with Stan Kenton as 

hosting music adviser. 

He will make a special 

trip here from his West Coast 

home to come to the stage to be 

hosted on February 22.

More than 120 campus musi- 

cians from more than a dozen schools will be coming to the 

Main Line university for the third annual 

event.

Represented will be schools 

as far north as New Hampshire (Dartmouth), as far south as 

Florida A. & M., and west to the 

Arizona State Conservatory of Music in Chicago. In addition, 

there will be far by the largest 

delegation of high school 

bands thus far.

All of this adds up to remark- 

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years ago by two enthusiastic students of jazz, Jim 

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SALES LEADER STRIKES AGAIN

LIBERTY'S RESTOCKING PROGRAM VOL. 2

"The Night Has A Thousand Eyes" — Bobby Vee
LPR-3285/LST-7285

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

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

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

PLUS
LIBERTY'S
SIX HOT
CHART L.P.'s

Program includes the entire Liberty and Dolton catalog

RESTOCKING TERMS:
- 15% CASH DISCOUNT
- 100% EXCHANGE PRIVILEGE
- DEFERRED BILLING: 1/2 APRIL 10, 1/2 MAY 10, 1963

www.americanradiohistory.com
Philadelphians Rip Clubs at FTC Hearing

• Continued from page 1

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

It was admitted that he was one of the original record

8 PARADE

BARBARA LYNN

"DON'T BE CRUEL"

B/W "YOU CAN'T SATISFY"

Cash Box

"I'M A CANDY"

GUYDEN

2072

"I'M QUALIFIED"

JIMMY HUGHES

"YOU MADE A FOOL OF ME"

Raymond

Emil Evans

 Şubat 12

AL JONES

"WHAT'CHA WANT TO DO THAT"

B/W "CHALK ONE UP FOR BOBBY"

Motown LP Set-Up

• Continued from page 3

owned outside the label but dis-

distributed by Tamba-Motown, and

Melody stand out the complete set of limited disc distribution by Apex-Martin. In Pittsburgh, Tamba-Motown is Bill Lawrence's outfit to Fenway. Another change has been made in the label's New York city. In Detroit, the Tamba label has been moved from Johnny Kan-


d's J.K. Distributing to Arena

tors for $3.98, $4.98, $5.95 and

$6.95 suggested list LP's of the

various labels offered through the

club and said he was unable to

accept with such club price as six LP's for $1.89.

Volume—No Profit

H. Royce Smith, a Walt

Disney Street dealer, said his volume increased in the years between 1954 and 1960. To cover his tax returns, the business operator was a profit in those years. Like all other dealers questioned, Smith said he will purchase the various labels involved at $3.75, $4.25 and $4.50 each.

Columbia Murray hauled away another point through-

out the investigation, saying that all clubs, not only Columbia, are facing difficulties as are discounters such as Goody's and Korvettes.

Several reasons, under Sol-

Kolow's questioning said that they operate their own record clubs with a free record offer. They admitted that the free

record offer has decreased sales.

Direct Hits of Empire Rec-

cord Shops, after outlining the damage to his operation done by the FTC, named a series of his best selling LP's on the various labels in the club and was unable in each case that the record was a club offering.

Each dealer witness in turn, was also asked by Columbia records on an hour's voracious reference to what the club does whether he advertised extensively, whether he sold records on credit and whether he had problems during the years that he returned records.

The listing testifying were Paquel Rosi, Alex A. Gellett, Inc.; Raymond Hyman, Omega Music; Don Moore, Hollywood, and Henry Pitkow of Band Ri-

dio. Scheduled for testimony Friday (8) were Mercury Rec-

ords President, Irving Green, and Bill Barrett, a local dealer.

Leon C. Hartstone quits London

• Continued from page 3

general manager as Walt

Magazine continues as manager of the London edition.

Harry Coles has been given

labels, while Joe Bott continues in charge of London and Lon-

don International labels. Joe

Hoffberg is being moved from the Richmond Division to assist

Bott.

Boston Story

Hartstone actively operated Mutual Distributors in Boston prior to his arrival in New York. In 1950 as director of that division, he was in charge of ad-

ministration. In 1953 he was named sales director and be-

came vice-president in charge of sales in 1957.

In recent years, Hartstone had become increasingly active in the product end of the busi-

ness, in addition to his selling responsibilities, and in line with this, he made frequent visits to

England.

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

New LP's were also

Hartstone who started in London's low-price Richmond and Telefunken labels which were announced in 1958, at the same time the firm sold its stereo label. Richmond was

started recently, he said, as an answer to the club industry.

CMA 1-For-2

Angel 1-For-2

HOLLYWOOD — Capitol is offering a one-for-two plan through the record-

ning of "The Merry Widow" whereby dealers will receive a free record for each purchase.

The opera was an old favorite in the Angel catalog but was re-recorded with Elizabeth Schwarzkopf and Jon Vickers. Deal will be in effect through February 8.

Point of sale material includes reprints of Angel's "Merry Widow"

ad in High Fidelity magazine.

MITCH SAYS:

Titles Growing Out of Control

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

In an interview here, Miller, featured at the St. Paul Winter Carnival, said the other artists ever have had this problem before.

"But we are finding that with so many songs out in all our albums, the public is not quite certain which records they have. After we have a Rhen record, it is hard for them to recall whether they have a particular song on it or not."

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

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

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

W/B Adds 5 New Artists

HOLLYWOOD—Warner Bros. Records last week expanded its roster of the with the addition of five new artists: Bonnie Ruth, Bessie Grif

fin and the Georgia Satellites. The Satellites are: Roy Horton, East Side Shoobs, Marcia Ball, Trouble and Freda and Freda. The next CMA meeting will be held in Hollywood in late April or early May.

CMA to Take

Look at C&W Air Programs

NEW YORK—Country Mu-

sic Association executive direc-

tor Jake Frazier got a favorable

response from an executive survey of radio stations in New York and at the recent meeting of the association in New York City. The program will be used by the CMA in continuing its program of老乡onal research activities. Research studies will be mailed immediately, Mrs. Wal-

ter said.

He enlisted in his directors and six offi-

cers—including CMA president Country Music Association and chairman Wesley Rose—which attended the CMA's first quarter meeting at the Savoy-Elton.

After results are in, malling the 5,000 radio kits is planned for March 1. The kits will contain sales and promotion materials.

Plans for the association's fifth anniversary banquet were also discussed. The banquet—which has been a sellout affair in past years—was held in Nashville during Na-

tional Country Music Week. Frazier set the setting of a date for Country Music Week which was announced as December 3. All artists who are interested should plan to attend.

Committees of Jim McConnell, chairman, and Bill Dennis were appointed for the promotion.

Committee chairman ap-

pointed for the promotion of Country Music Week are: Roy Horton, East Side Shoobs, Marcia Ball, Trouble and Freda and Freda.
BILLBOARD SAYS...TWO IN A ROW WITH THIS EXCITING DISK

Pick CASHBOX SAYS...IT'S A FANTASTIC DRIVER...SURE FIRE!

THE EXCITERS
“HE’S GOT THE POWER”
Talent took the spotlight as the key topic in the lead-off session of the NARAS and New York University-sponsored "Talent: A Symposium of Record Making." The first class of the series was held at the RCA Exhibition Hall here Tuesday (4).

A panel of three leading disk executives presented a "Recording Date Preparation," it included Dave Kapp, moderator and president of the American Record Co.; Jack Wester, president of Atlantic Record Co.; and Robert H. Healy Jr., president of the prominent disk business lawyer. The series of nine panel discussions will be conducted by Dr. Henry G. G. Healy. The other leading lights in the industry, including some of the session's all-stars and night's advantages of being an indie.

Highwaymen in Route Switch

THE BOYS

NEW YORK—The Highwaymen have moved to the recently formed International Talent Associates booking agency. The group, which records for United Artists, has just been personally managed by Ken Greenberg, moved to ITA from United Artists Corporation. The Highwaymen are currently on an extensive college concert tour. The tour is slated to include 10 Western States including 25 colleges and universities. It began January 29 and ends February 24. On the following day they open a four-weeker at the hungry i in Frisco. UA has co-operated with the extended concert booking by re-releasing the last three albums during the tour: it's called "March On." The group's current single is "Black Depression."

Frost Dies, But Voice Will Live

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

One of the most active items in Cadence magazine is "Robert Frost Reading His Own Poetry," which has sold more than 100,000 copies to record collectors, schools, and the U.S. Information Agency, which has distributed copies in libraries throughout the world. The collection of 15 radio stations used excerpts from the album in a salute to Frost at the time of his death.

going strong with "In Dreams" on the Monumental label, and Bob Dylan's recording "Whiskey Jack" for Folkways, 1963.

NASHVILLE

Cedric Darlow's Jim and Dolly Denny are summing in Virginia while successful trip to BMI awards banquet earlier. Good Guy George Hamilton IV is now touring Iowa and Minn.

SOUTH

Xavier Cugat and Abe Lane in for a one-night stand at the Fontainebleau, Miami, on February 15. Adam Wade at the Hampton House, same city, February 12. All in Washing this week are: Jackle Mason headlines Casino Royal show February 14, 15 and 16. Howard Theater February 15 for one week and the Ivy League Trio play a dance at the Mayflower Hotel on February 15. (Continued on page 12)

Talent on Tour

BIG SHOT

4 Seasons Get July Copa Date

NEW YORK — The Four Seasons have been signed to appear at Copa for the first time July 23. At present, there is no word on whether they will open for a special show for the Copa. The group has already built an act that includes both special and hit material. The tour is being handled by the same booking agent as "Big Girls Don't Cry," built to appeal to adults as well as teens, the group is currently working on their first album, which includes "Blues in the Night," a tune that has been well-received on the East Coast and a special item. Special material has been built by Bill Heyer and Hank Bechler. Before Copa opens the group will play in Chicago, N.Y., and Las Vegas. The group has also taken a month off to tour the East and West Coast before re-forming for act. The group appears on the Steve Allen TV show this week.

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Just a note of thanks to the nation’s PD’s, DJ’s and Librarians: Your wonderful reception to “Go Away Little Girl” helped give me my first #1 single. Sincerely,

[Signature]

Representation
GAC

Personal Management
Ken Greengrass

Public Relations
Marvin Drager
TALENT TOPICS

**Continued from page 10**

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

**CINCINNATI**

Local promoter Irv Weinhaus has Bill Sherman set for a single performance at Music Hall Tuesday night (12), with doses pegged at 85 top. . . . Count Basie shows his wires at the same spot February 22. . . . Jazz singer Mark Murphy returns to Mel Herman's downtown nitey, the Living Room, April 15 for a 30-day stretch. . . . Gardner Benedict, for many years band leader at the now-dark Beverly Hills Country Club, Southfield, Ky., is featured on the ivories at the Netherlands Hilton's newly remodeled watering place, the Tappery. Pianist Saul Striks, mending from his 13th operation following a plane crash three years ago, in which he was severely injured, has returned to his entertainment post at Stein's Hideaway, suburban nitey, before his accident. Striks was for years with Some'n Smith and His Redheads. BILL SACHS

**HOLLYWOOD**

Bob Wentworth (Jubilee) has been booked for an additional 12 weeks at Palm Springs (Calif.): Tiki Club, following an initial two-week stint into the spot. While at the desert spa, he is also remaining active in promoting his Jubilee LP, "An Evening to Remember," with plug appearances on Los Angeles radio and TV disk jockey shows.

Dean Martin has been signed to appear in Warner Bros. film, "Two for Texas," with Anita Ekberg and Gina Lollobrigida. . . . Big Tiny Little has been set for a three-week stand at Harrah's Tahoe, beginning March 7, after a three-week run at Harrah's in Reno, Nev. . . . Joanne Summers has signed a three-year deal with the Diplomat Hotel, Hollywood, Fla., calling for one 15-day appearance each year. . . . Chad Mitchell Trio makes its debut in Utah when it opens Saturday (23) at the Terrace in Salt Lake City.

**CHICAGO**

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

**TALENT ON TOUR**

**Continued from page 10**

Cubie and Abbe at Palmer House, Chicago, February 16-20. . . . Stan Getz at University of Illinois auditorium for a one-nighter February 15. . . . Nina Simone vocalizes at the Sutherland Lounge, Chicago, February 13-24. Count Basie continues his series of one-nighters hitting this week Jellet, III. (Jellet Jr. College Auditorium); Greenside, Ind. (DePauw University); Niles, Ill. (Niles Township H. S. East Auditorium); four nights in Chicago (Palmer House, Music Hall, Holiday Ballroom North, Club Laurel) on February 11, 12, 14, 15, 16, 17 and 18.

**MIDWEST**

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

**TWO IMPORTANT DON'TS THAT DO A SENSATIONAL SALES JOB—EVERY SINGLE TIME!**

"DON'T LET ME CROSS OVER" ADAM WADE 5-9566

"DON'T FENCE ME IN" GEORGE MAHARIS 5-9569
Chubby swings again with...

"LET'S LIMBO SOME MORE"

b/w

"TWENTY MILES"

P862

CHUBBY CHECKER

THE BIG ONES ARE ON CAMEO/PARKWAY
UCLA Course on Disks

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

Distrib Helps Parish

John F. O'Brien, of the Milwaukee distributing firm of the same name, owns a good deal of a vote for that he did to assist Father Edward G. Sippel, curate of St. Theresa parish in Milwaukee, Wisconsin, was instrumental in getting the U.S. Navy to send a disk-jockey crew from WRIT headed by program director Lee Rothman for a benefit at the parish house.

NEW YORK

It's official. Don Owens, together with the first Family (consisting of Don Herb and Bob Hooker), have formed the Don Owens Family label. There is expected to be some activity here. Joe Cerami and Kirk Potter are celebrating their first year in the record business with Kirk Potter Distributing. Eddie Harris has signed Lenny and the Continentals and Sue Kenny for his tribute label. Lenny and the Continentals are currently at the Sun San Junt on Long Island.

The International Music League holds its music festival at the Montreal Grand Theatre, March 9 and 10. The International Music Men's Club will have Dr. S. M. Stew- art, director-general of the International Federation of the Phonographic Industry of London at a guest at a coming meet- ing. Ozzie Nelson is scheduled to sing at the Sun San Junt, Phoenix, Arizona, for his new label with Buck Stupelman. The new company will be called Phoenix Records. Periscope Music and Periscope Records have been formed by Ed Harvick, who is also the new national promotion manager for the firms in Boston. He is looking for songs and masters. The Griff Lawrences had their fourth meeting of the month. New name of that is Mariala. The Penguins' record of "Earth Angel," on O's, was accidentally left out of the million seller list. Ed has a new tale about the "Who's Who in the World of Music." NBC.

CIRCA distributing firm will release and distribute the new Ike and Tina Turner label. Ike's new release is "Lonely Soldier."-By Bobby John. On the tin, new "Fool's Paradise"-By Bobby Montgomery are featured in "Crazy in Love."

Milton Karle is handling Eastern promotion for the Roosevelt music title "Gentleman Jim" recorded by Bob Kaempfert and his Orchestra. Decca... Capitol Library Services has announced that its repertoire on the RCA Victor label will be available at lower costs. Atlantic Records is releasing the LP "Night Train of Longis" released on the Arrows label. Both Coli and Jimmy Van Huesen have broken into the field of "The Wheeler Dealers" film which goes into production Feb- ruary for Capitol. Stot MAHER

CHICAGO

Walter Jaggiello, president of Jay Jay Records here, has started a new division called Don-Boy Records. Jay, formerly with Jack Hall, president; Jeanette Na- gorny, backing up the distribution; Hank Spank, s.a.r., and Jack Lewis, Illinois sales. Don Rankin, formerly veteran sales- man with Mercury, has joined the firm. "Slick," Koko has joined RCA Victor. Don Brown has left two weeks ago. Keith is formerly man- aging, and left to start a record company of his own. Paul Tallon has joined RCA Victor and will handle the White's Distributing Company here. The sking bug has bitten Bill McCullough, who is off to Aspen with his wife for two weeks. Art Keith is the new record buyer at Allied Radio, replacing Jack Hall. Keith has left two weeks ago. Keith was former- ly on the "Skirt" label.

HOLLYWOOD

Fred Astaire's Ava Records has acquired disk rights to the original sound track of the El- der Bernstein "To Kill a Mock- ingbird," which was produced as an international film... Bill May will score United Artists' "Johnny Cool."-By Alan Warren.

Jerome Strong has formed his own label, Progress Records, and proceeded to sign an independent producer. Initial distribution deal is set with Target Distrib- uting via Motor's... Sony and the rhythm and blues. Jimmy Wakely's Shasta label had signed harmonica virtuoso Jerry Adler (brother of Larry) as his new sound producer. The label music titled "A Handful of Blues," by Lee Newman, head of the newly formed Saro label, named Mike Casco as its new label manager, and Newman's publishing firm.

Lee Young last week signed Nellie Lutcher to a three-year contract for her Nellie Lutcher Records label. She cut her first Melrose sessions last week. Other artists under contract are Doni- gann and Charles Perry.

LILIO ZEE HO

INTRODUCING JIM BOYD

"DON'T ASK FOR MORE"

by Robert E. C. Brown

"VICKY, THIS IS SUSIE"

FEBRUARY 16, 1963
THE NATION'S TOP TUNES
HONOR ROLL OF HITS

THE NATION'S TOP TUNES
HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 16

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard's weekly nationwide surveys.

RECORDINGS AVAILABLE

(best selling record listed in bold face)

1. HEY PAULA—Paul & Paula Philips 50911.
2. WALK RIGHT IN—Moments, EMI, NCB, Warner-Vanguard 25333.
3. RUBY BABY—Dion, Columbia CBS, Reprise 35017.
6. FROM A JACK TO A KING—Neil Miller, Faber 134.
7. YOU'VE REALLY GOT A HOLD ON ME—Bobbie Darin, Adlibi 3135.
10. YOU'RE THE ONE I'M LIVING—Bobby Darin, Capitol 43069.
12. WHAT WILL MARY SAY—Merle Travis, Capitol 43060.
13. THE GOING OF THE BAND—Carlo's, Columbia 42661.
14. BLAME IT ON THE BOSSA NOVA—Okefe, Columbia 42661.
15. SONGS OF INSPIRATION—Luther & Sue, RCA, Victor 37517.
16. LOU'S WAY—Bobbi Linn, Decca 009.
17. IT'S UP TO YOU—Red Nelson, Imperial 4980.
18. MY DADDY—Paul Potoczny, Capitol 43062.
21. LOVE MAKES THE WORLD GO 'ROUND—Aska—Sparks, DSP.
22. CINNAMON SODER—ShaNaLa, Capitol 43067.
23. TELL ME—Emotions, United Artist 554, Ed Townsend, Lib-
24. CAST YOUR FATE TO THE WIND—Merle Travis, Gurr Tru, Pan-

WARNING:The title "HONOR ROLL OF HITS" is a registered trademark and the listing of this title has been approved by Billboard. Use of this may be unlawful unless otherwise allowed by Billboard. For details of their current Ratings for such contests listed in writing to the publishers of Billboard at Looscow, New York 13, N. Y.

MUSIC AS WRITTEN

S. I. HARRIS

TAKE TEN RECORDS

FEBRUARY 16, 1963

LILIO ZEE HO

INTRODUCING JIM BOYD

"DON'T ASK FOR MORE"

b/w

"VICKY, THIS IS SUSIE"

TTR 1502

TAKE TEN RECORDS

560 N. MICHIGAN

CHICAGO, ILL.
The distributors cheered at Las Vegas because
dealt a
‘deal’ from the top of the ‘deck’!

The cards were stacked...the dice were loaded
at the Colpix National Distributor Conference.
And all in favor of the distributors, dealers, one-stop and
rack operators! Why? They’re buying 100 records and
getting 20 free,* that’s why!
And that’s not all, each album is a ‘trump’ card,
a ‘natural’ to roll up more and more sales.

*see your local distributor to qualify

Colpix Records  •  A Division of Columbia Pictures Corp. New York, N.Y.  711 Fifth Ave. N.Y.C.
Otto Devine, manager of WMLN, Bristol, Tenn., announces the beginning of a "Dan Dare" serial. Actor Martin Worth is an "Oriental" in the production, by Happy Wilson, is deejay at WENO, Madison, Tenn. Smiley Wilson is the new director of talent for the William Agency, Nashville, succeeding Bob Neal, who left recently to form his own firm, with headquarters in the Crescent city. Al Rogers and His Rocky Mountain Boys are routed for Colorado Springs, Colo., February 16-17; Frederick, Tex., February 22; Mankato, Minn., February 23, and Amarillo, Tex., February 26. Al still listen ten at KBUY, Amarillo.

Jay Hoffer, manager of KRAK, Sacramento, Calif., reports that as a result of the success enjoyed by the station with its first two country music shows, plans a trip to Nashville in July, accompanied by his fiancee, Carol Dickinson. McKenzie had planned to make his first visit to Nashville in November in time for the annual WSM Country Music Festival, but personal difficulties beyond his control thwarted the plan. McKenzie reports that his radio show, "It's Country Music Time," has just concluded a six-month air run but plans are for it to return soon on another network. He originated both the KRAK and the English country music show, "The Country Express," which is now aired 40 minutes twice weekly and is currently No. 6 in the ratings. McKenzie has been in a plea for programming material as country shows, and would especially like to hear from some of the many veterans and Decca. In a poll recently conducted by McKenzie among his listeners to determine their country music favorites, the results were as follows: Hank Williams, Hank Snow, Webb Pierce, Jim Reeves, Red Smiley, and Scruggs, Slim Whitman, Marty Robbins, Eddy Arnold, Don Gibson and Johnny Cash.

The opinions expressed by Bob Richards in his Skeptic in the Studio column in the February 1, issue of The Las Vegas Review-Journal, ignited a fuse of wrath among the so-called country music fans in the Las Vegas area, according to Virginia Rutledge, secretary of the Judy Kinsler Country Music Foundation, who is also a member of the Bakersfield Station Managers Association. Her association represents stations in the area.

The Opry—The Opry, which celebrated its 40th year on the air February 4, 1963, aired its 40th try-a-month hour-long show at 3:30 p.m. Reports that the Nielsen rating pegs him as the top-rated show in the area. Key's daily newspaper foretold the success of his Opry show, and 19 years ago the show was born. In addition to its TV work, Key still makes frequent appearances on WSM's "World's Greatest Jamboree" on WWVA, Wheeling, W. Va. Key's show, which has survived to pay him for a sample of his new release, a novelty recording, "Memorial Day at the Opry." Carl Hart, the Opry's manager, has opened an office at 726 16th Avenue, which includes an area for home Roland Don (Duke) Larson has launched his new label, Redhot Records, with offices in Hollywood and Minneapolis.

A phone call from WICK, Cincinnati, long considered one of the nation's top country music stations, drew a guest on his "Jamboree" the Stanley Brothers, during their "Close to a new album of folk songs for King Records, and Mac Wink, America's top artist, who stopped off to plug his new wax. Another success has been enjoyed by Logsdon with his Guitar Giveaway Sweepstakes which was initiated January 14 and which saw big Ray Floyd win the contest carries on logdon's nightly "Jamboree" seg and to date has charmed up more than 100,000 entries from almost every state, as well as Bermuda and Canada. The winner was given away to a winner every night, Monday through Saturday.

Jimmy Logston, who whirs the Clinical in Indianapolis, Indiana, Cincinnati, long considered one of the nation's top country music stations, draws a guest on his "Jamboree" the Stanley Brothers, during their "Close to a new album of folk songs for King Records, and Mac Wink, America's top artist, who stopped off to plug his new wax. Another success has been enjoyed by Logdon with his Guitar Giveaway Sweepstakes which was initiated January 14 and which saw big Ray Floyd win the contest carries on logdon's nightly "Jamboree" seg and to date has charmed up more than 100,000 entries from almost every state, as well as Bermuda and Canada. The winner was given away to a winner every night, Monday through Saturday.

Tom Raines, now spinning disk on KWKD, 1630, Dallas, Texas, WDEH, Sweetwater, Tenn., puts out a call for country, gospel and bluegrass releases. He reports that RCA Victor is cooperating, but he is having difficulty getting service from Columbia, Decca and Capitol. Rifle Logdon, country deejay at Falcon, KFXG, Long Beach, Calif., has engaged Larry Butts of DeDee productions to promote his Rusty Production C.A.W, Jingle Pack- age, to promote country deejays to radio stations. Individually produced for each station, the jingle package is designed to add hours of country music a day, five days a week, with the assistance of another jock. A new Saturday country music segment, running from 6 a.m. until 7:59 p.m., made its debut January 19 and has proved so successful, according to Dwyer, that it will be the station's regular format from now on. Dwyer says that KCCL is still lacking in country releases as a result of the fire which destroyed the station just a year ago, and asks all distributors to keep the records coming.

Stig Staple left WQUA, Morgantown, W. Va., for WJZ, Baltimore, Md., into the noon to 4 p.m. slot at KFDJ, 16,000-watt, all-country station at WJZ, Baltimore, Md., following all of Kansas plus a portion of Oklahoma, Arkansas, Missouri and Nebraska. He invites country acts to pay him a visit when in the area.

Richard Chamberlain

MG M K-13121

cw HI-LILI, HI-LO

SUN RECORDS

23 Madison
Memphis, Tenn.
BOOTS RANDOLPH

"Yakety Sax"

ON ALL CHARTS

Monument Records
Hendersonville, Tennessee
THE GOOD JAZZ SINGLES

Ramsey Lewis
"Maha-de Carnival"
by Nick Biro

Sonny Stitt
"Rearin' Back"
by Nick Biro
Parts 1 & 2

Ahmad Jamal
"Haitian Market Oriele"
by Nick Biro

The English Firm
"Snaps 4 Star"
by Nick Biro

RCA Victor artists, the Grammophon Singers, aren't quitting Gospel, but they're adding rhythm and blues to their repertoire, as Cordell Records' Star Brothers of "Don Juan" fame kicked off an Easter tour with a record hop in Detroit. They'll also be in Cleveland, New York, Baltimore and Miami. Chicago's Sid Mc Coy received his Pet Milk contract for a cut-case, syndicated interview show, at a good salary hike. And congratulations to Sid... Bobby Bland swings out west after 26 successful one-nighters on the West Coast... Miss flora Hitchings is the new promotion gal for Duke and Peacock in Memphis.

New talent at Duke and Peacock includes: pretty little Sandra Keys, currently recording in New York; Peggy Bob, a swinging husband and wife and guitarist-playing and singing duo; and Miss Ann Correy, a cute little thrill with a versatile voice. Better Distributing, big R&B outlet in Chicago, has added "Koolie Korner" monthly to its roster, and Trans-American, described by John called "the best R&B label." First release is "Do Da Day," by Al Groove. Pot-ter's Joe Cerni is just back from a New York trip and the distributorship is looking for more R&B, religious and jazz lines.

HOT RUMOR MILL: Veve Records have taken out national distribution for Bobby Robinson's Fire and Fury labels. They've been doing more shows for such acts as "Kansas City," Wilbur Harrison; "Ya Ya," Lee Donley; "I Need Your Lovin'," Don Gardner and Dee Dee Ford.

Johannesburg Firm
Signs Jim Reeves
For Flicker Role

JOHANNESBURG, South West Africa-American country singer Jim Reeves has been engaged by Jimmy Uys Film Productions of Johannesburg to star in a full-length color motion picture to be produced here, with filming to start late this year. Reeves will play the role of an American country singer in South Africa. Reeves' combo, the Blue Boys, will appear with him in the film. Reeves' records are popular in South Africa and Europe immediately and in the U.S. at a later date.

Reeves' new RCA Victor album, "Gentleman Jim," was released last week. He is set for personal appearances with his Blue Boys in: Ashton, Ohio; February 15, 17, St. Louis; 16; Davenport, 1st.; 18; Lansing, Mich.; 22; Grand Rapids, Mich.; 23; and Saginaw, Mich., 24.

Headed for the Charts!

"I'M A KING BEE"

Jimmy Anderson

127 Third Ave. New York, Tex., NY 2-2125
<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
</tr>
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<tbody>
<tr>
<td>#16428</td>
<td>Afraid / I'll Never Stand In Your Way</td>
<td>Jimmie Rodgers</td>
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<td>#16439</td>
<td>Meditation / Days Of Wine And Roses</td>
<td>Pat Boone</td>
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<td>#16436</td>
<td>Release Me / Meditation</td>
<td>Billy Vaughn</td>
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<td>#16421</td>
<td>Boss</td>
<td>The Rumples</td>
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<td>#16420</td>
<td>Zero-Zero / Night Theme</td>
<td>Lawrence Welk</td>
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<td>#16425</td>
<td>Go Home Girl / You're The Reason</td>
<td>Arthur Alexander</td>
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<td>#16440</td>
<td>Pipeline</td>
<td>The Chantays</td>
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<tr>
<td>#16393</td>
<td>Matilda</td>
<td>The String-A-Longs</td>
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<tr>
<td>#16450</td>
<td>Face in the Crowd / Lonely Tears</td>
<td>Jimmie Rodgers</td>
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<tr>
<td>#16451</td>
<td>The End Of The World / Big City</td>
<td>The Mills Bros.</td>
</tr>
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</table>

### Three Smash Hit Albums

**Days Of Wine & Roses**
- Pat Boone
- DLP 3504

**1962's Greatest Hits**
- Billy Vaughn
- DLP 3497

**Waltz Time**
- Lawrence Welk
- DLP 3499

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**HOT ALBUMS ON DOT**

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<td>Debbie Reynolds</td>
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<td>25481</td>
<td>3481</td>
<td>The Lennon Sisters' Favorites</td>
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<td>25480</td>
<td>3480</td>
<td>Steve Allen Plays Bossa Nova Jazz</td>
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<td>25475</td>
<td>3475</td>
<td>I Love You Truly</td>
<td>Pat and Shirley Boone</td>
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<td>25472</td>
<td>3472</td>
<td>Steve Allen's Funny Fone Calls</td>
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<td>25465</td>
<td>3465</td>
<td>The Mills Brothers Sing Beer Barrel Polka and Other Golden Hits</td>
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<td>Matilda The String-A-Longs</td>
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<td>Cherokeyelly Swings! Keely Smith</td>
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<td>3458</td>
<td>A Swingin' Safari</td>
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<td>The Ten Commandments Sound Track</td>
<td>Elmer Bernstein</td>
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<td>3016</td>
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<tr>
<td>POP SPOTLIGHT</td>
<td>DANNY AND THE CROWNS</td>
<td>THE STORY OF JACK AND JILL</td>
<td>(Capitol, BMI) (2:35)</td>
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<td>JIMMY KELLY AND THE BIRDS</td>
<td>THE OP SONG</td>
<td>(Capitol, BMI) (2:19)</td>
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<td>POP SPOTLIGHT</td>
<td>ANDY WILLIAMS</td>
<td>CAN'T GET USED TO LOSING YOU</td>
<td>(MGM, BMI) (2:30)</td>
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<td>JAZZ SPOTLIGHT</td>
<td>MOLLY BEE</td>
<td>SHE'S NEW TO YOU</td>
<td>(Capitol, BMI) (2:07)</td>
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<td>STRANGER TOMORROW</td>
<td>(United Artists, BMI) (2:12)</td>
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<td>C&amp;W SPOTLIGHT</td>
<td>CARL SMITH</td>
<td>LIVE FOR TOMORROW</td>
<td>(Liberty, BMI) (2:38)</td>
</tr>
<tr>
<td>C&amp;W SPOTLIGHT</td>
<td>THE BELMONT</td>
<td>AC-CENT-TCHI-AETE THE POSITIVE</td>
<td>(Liberty, BMI) (2:52)</td>
</tr>
<tr>
<td>C&amp;W SPOTLIGHT</td>
<td>OSBORNE BROTHERS</td>
<td>MULESKINNER BLUES</td>
<td>(Crosby, BMI) (3:05)</td>
</tr>
<tr>
<td>POP SPOTLIGHT</td>
<td>KENNY CHANDLER</td>
<td>HEART</td>
<td>(Capitol, BMI) (3:50)</td>
</tr>
<tr>
<td>R&amp;B SPOTLIGHT</td>
<td>SONNY BOY WILLIAMSON</td>
<td>BYE BYE BIRD</td>
<td>(Columbia, BMI) (2:19)</td>
</tr>
</tbody>
</table>

**Singles Review Policy**: Every single sent to Billboard for review is handled by Billboard's review panel, and its sale 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 sale potential. Full reviews are prepared for Spotlight Picks or Special Merit Picks. All four-star singles are listed within their respective categories. C&W sides are rated separately.
CLAUDE KING
He's My Man (Brunswick, BMI) (2:38)...

BOBBY ELL
Runnin' (Brunswick, BMI) (1:49).

WAYNE GRANT
You've Never Met (Brunswick, BMI) (2:30).

CLAUDE LINDSTROM
Crying (Brunswick, BMI) (2:06).}

SUNNY AND LEE
The Golden Rule (Brunswick, BMI) (2:03)...

ROB BISHOFF
You're Welcome (American, BMI) (2:35)...

ASHAB JAMAL
Monterey, BMI (2:57)...

MARCELA SILVA AND THE ROMAN remembered...

JERRY MARTIN
Inexhaustible (Federal, BMI) (3:00)...

JOLLY DUNNING
Goodbye (Federal, BMI) (2:36)...

RAMSEY GRUNDY
(this is the only known BMI entry for...

HARRY JONES AND TONY MEHRA
Dreams (Casablanca, BMI) (2:42)...

RAY STEVENS
Just One of Life's Little Things (RCA, BMI) (2:20)...

BAMBER
Oh! How I Miss You Today (Brunswick, BMI) (2:47)...

THE MOON STONES
My True Love (Brunswick, BMI) (2:15)...

CRADLE GRANT AND THE GRANDLEANS
Mama's Hands (Brunswick, BMI) (2:20)...

SHELLS
You Don't Love Me (Brunswick, BMI) (2:15).

JERRY JACKSON
Turn Back (Brunswick, BMI) (2:07)...

ED TOWNSEND
There's No End (Brunswick, BMI) (2:15)...

ART NEWELL
You Don't Want to Be Left (Brunswick, BMI) (2:20)...

NEPTUNES
Make a Memory (Brunswick, BMI) (2:35)...

EDISON CANO
Days of Wine and Roses (Brunswick, BMI) (2:02)...

JOHNNIE TAYLOR
Dance With You (Brunswick, BMI) (2:35)...

PAUL HAMPTON
A Chance to Relate (Brunswick, BMI) (2:20)...

JERRY BYRD
Goodbye Baby (Brunswick, BMI) (2:59)...

SHELBY SISTERS
They Were Away From Home (Brunswick, BMI) (2:27)...

RICKY HARRISON
Laid Back (Brunswick, BMI) (2:00)...

"WHO STOLE THE KEESHA?" THE MATYS BROS.
Select 5-719

"The Most Wanted C&W Artists Carry The Brand!"

"George Jones
"I Love You Because" c/w "Revenuer Man"
72067

"Garon Young
"The Yellow Bandana" 72085

"Merry Melody Singers
"Greenback Dollar" 72083

"Claude Gray
"First Love Never Dies" 72088

"Margie Bowes
"Think It Over" c/w "Within Your Crowd"
72090

America's First Family of Fine Recordings
Original Hit Version!

"HOW CAN I FORGET"

EVEREST #2022

—By—

Jimmy HOLIDAY

ALREADY A HIT IN:

CHICAGO BOSTON WASHINGTON

DETROIT NEW ORLEANS CLEVELAND

BERNIE SOLOMON
President

MURRAY COHEN
Vice-Pres. & Gen. Mgr.

8373 Melrose Avenue
Los Angeles 69, Calif.
OL 2-2230
JAZZ SPOTLIGHT

JAZZ MOMENTS

The album contains music from the legendary jazz trio, the George Shearing Trio, Capital T 15274 (M), SP 15277 (S).

JAZZ SPOTLIGHT

BACK AT THE CHICKEN SMACK

Jimmy Smith, Blue Note 4117

This album features a selection of classic jazz tracks performed by one of the great jazz pianists of the 20th century.

JAZZ SPOTLIGHT

ALLIANCE

MIDNIGHT SUN

Earl Grant, Decca DL 4338 (M), DL 74285 (S)

Earl Grant is a great performer in a set which embraces a fine version of the title track as well as "Dreams Of The Girl," just one of many highlights on this LP.

JAZZ SPOTLIGHT

ALL SPOTLIGHTS ARE ASIDE

Dave Gardner, RCA Victor LP 2563 (M), DL 75289 (S)

Dave Gardner fans should get a bang out of the latest from the Gardners, including the current top seller, "Many More Hits" and "In The Future." With great songs about love, you can't help but be charmed by the songs of this LP.

JAZZ SPOTLIGHT

30 HITS OF THE TUNEFUL "205"

Frankie Carle, His Flora & Orch., RCA Victor LP 2532 (M), LS 7533 (S)

This LP is a must for jazz lovers! It features songs from the famous Frankie Carle, with hits like "Ooh, Ooh," "Sunset," and "Midnight Blues."
### 150 Best Sellers - MONAURAL

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Breakfast at Tiffany's</td>
<td>Henry Mancini, Henry Mancini &amp; His Orchestra</td>
<td>RCA Victor 5567</td>
</tr>
<tr>
<td>2</td>
<td>My Girl</td>
<td>The Temptations</td>
<td>Motown 846</td>
</tr>
<tr>
<td>3</td>
<td>My Girl</td>
<td>The Temptations</td>
<td>Motown 846</td>
</tr>
<tr>
<td>4</td>
<td>Meditation in Green</td>
<td>Henry Mancini, Henry Mancini &amp; His Orchestra</td>
<td>RCA Victor 5567</td>
</tr>
<tr>
<td>5</td>
<td>Jazz Samba</td>
<td>Stan Getz &amp; Charlie Byrd</td>
<td>Verve 586</td>
</tr>
<tr>
<td>6</td>
<td>Rio Doce</td>
<td>João Gilberto</td>
<td>Verve 586</td>
</tr>
<tr>
<td>7</td>
<td>Little Fawn</td>
<td>Paul Winfield, Jimmy Heath</td>
<td>RSO 404</td>
</tr>
<tr>
<td>8</td>
<td>Jazz Samba</td>
<td>Stan Getz &amp; Charlie Byrd</td>
<td>Verve 586</td>
</tr>
<tr>
<td>9</td>
<td>Bessie Love</td>
<td>Bessie Love</td>
<td>Decca 2177</td>
</tr>
<tr>
<td>10</td>
<td>Spanish Eyes</td>
<td>Eydie Gorme</td>
<td>Capitol 520</td>
</tr>
<tr>
<td>11</td>
<td>The Lonesome Night</td>
<td>Tony Bennett</td>
<td>Columbia 33125</td>
</tr>
<tr>
<td>12</td>
<td>He is Coming</td>
<td>The Ventures</td>
<td>Pye 7.1512</td>
</tr>
<tr>
<td>13</td>
<td>Who Are You?</td>
<td>The Ventures</td>
<td>Pye 7.1512</td>
</tr>
<tr>
<td>14</td>
<td>I Lived in San Francisco</td>
<td>Tony Bennett</td>
<td>Columbia 33125</td>
</tr>
<tr>
<td>15</td>
<td>I Lived in San Francisco</td>
<td>Tony Bennett</td>
<td>Columbia 33125</td>
</tr>
<tr>
<td>16</td>
<td>The Sounds of Music</td>
<td>The von Trapp Family</td>
<td>Decca 2163</td>
</tr>
<tr>
<td>17</td>
<td>Over the Rainbow</td>
<td>Judy Garland</td>
<td>RCA Victor 1673</td>
</tr>
<tr>
<td>18</td>
<td>The Best Is Yet to Come</td>
<td>Tony Bennett</td>
<td>Columbia 33125</td>
</tr>
<tr>
<td>19</td>
<td>The Best Is Yet to Come</td>
<td>Tony Bennett</td>
<td>Columbia 33125</td>
</tr>
<tr>
<td>20</td>
<td>The Sound of Music</td>
<td>The von Trapp Family</td>
<td>Decca 2163</td>
</tr>
</tbody>
</table>

### 50 Best Sellers - STEREO

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>We've Only Just Begun</td>
<td>Crowded House</td>
<td>Capitol 2486</td>
</tr>
<tr>
<td>2</td>
<td>Take the Long Way Home</td>
<td>Joni Mitchell</td>
<td>Reprise 10381</td>
</tr>
<tr>
<td>3</td>
<td>The Night Before Christmas</td>
<td>The von Trapp Family</td>
<td>Decca 2163</td>
</tr>
<tr>
<td>4</td>
<td>The Night Before Christmas</td>
<td>The von Trapp Family</td>
<td>Decca 2163</td>
</tr>
<tr>
<td>5</td>
<td>I've Got a Feeling</td>
<td>The Beatles</td>
<td>Apple 1336</td>
</tr>
<tr>
<td>6</td>
<td>I've Got a Feeling</td>
<td>The Beatles</td>
<td>Apple 1336</td>
</tr>
<tr>
<td>7</td>
<td>Here, My Dear</td>
<td>Harry James</td>
<td>Capitol 33503</td>
</tr>
<tr>
<td>8</td>
<td>Here, My Dear</td>
<td>Harry James</td>
<td>Capitol 33503</td>
</tr>
<tr>
<td>9</td>
<td>The Sound of Music</td>
<td>The von Trapp Family</td>
<td>Decca 2163</td>
</tr>
<tr>
<td>10</td>
<td>The Sound of Music</td>
<td>The von Trapp Family</td>
<td>Decca 2163</td>
</tr>
</tbody>
</table>

*Note: This is a partial list of the Billboard Top LPs chart for the week ending Feb 16, 1969.*
continuing his string of instrumental HITS!

BERT KAEMPFERT

and his orchestra

GENTLEMAN JIM
c/w

TIPSY GYPSY

31463

ON DECCA NATURALLY!
A SOLID SMASH HIT!

Richard Chamberlain sings

"ALL I HAVE TO DO IS DREAM"

MGM RECORDS
THE STARPPOWER LABEL

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

www.americanradiohistory.com
Glowing, many Puerto are achieve...
SHELY FLINT SINGS FOLK

In her recent album, "The Songbirds of America," Shely Flint has compiled a collection of classic folk songs performed by some of the greatest artists of the genre. With her distinctive voice, she brings each song to life, capturing the essence of the original recordings. The album features a variety of styles, from traditional ballads to contemporary folk pieces, showcasing the rich history of American folk music. Shely's passion for these songs is evident in her performance, making this album a must-listen for fans of folk music.
FEBRUARY 16, 1963

**ALBUM REVIEWS**

----- THE DANCING STYLE OF RUSSEL CAREY
ARC-Parlund ARC 439 (M); ABCS 439 (S)

----- MILLION SELLERS GO
BOSSA NOVA
Ray Milus, vocalist; The Quartette-Quads.
ARC-Parlund ARC 443 (M); ABCS 442 (S)

----- BROADWAY BOSSA NOVA
Baked, Orchestra Leader. United Artists:
VAL 3044 (M); UAS 6442 (S)

----- NIGHT WITH NICOLE
Furioso MCF 2569 (M); SRF 67009 (S)

----- ARTHUR (GUITAR) SMITH AND VOICES
ARC-Parlund ARC 441 (M); ABCS 441 (S)

----- THE RICHWAYMEN IN CONCERT
Imperial LP 1225

----- AN ERA BEGONE
Helen O'Connell, vocalist. Cameo 1045 (M); JR Music 1645 (S)

----- LAMBERT, HENDRICKS & RAYAN
Recorded "LIVE" AT ROSIN STREET EAST
RCA Victor LPM 2495 (M); LSP 1427 (S)

----- THE GOLDEN HITS OF COUNTRY MUSIC
Lilly Hillside. Okeh and Chorus. United Artists:
VAL 3046 (M); UAS 6443 (S)

----- GUITARS AND STRINGS
PLAY THE GOLDEN STANDARDS
ABC-Parlund, Smash NGS 27024 (M); SIR 67024 (S)

----- DANCE TO A MEMORY
Art Kaelin and his Kaelinas in the Abe Kapp Rl. 3312 (M); RS 3312 (S)

**JAZZ**

----- BREAKTHROUGH
Great Shaw Quintet. Argo LP 797

----- RECOVERING
Curtch Manglam, vocalist. Jantazz
AN 84 (M); AS 994 (S)

----- REARIN' BACK
Bobby Sherr. Argo LP 789

----- MIDNIGHT CONCERT IN PARIS
George Walsh's Newport Jazz Festival Orchestra.
Smash NGS 27023 (M); SIR 67023 (S)

----- THE EXPLOSIVE SIDE OF SARAH VAUGHAN
Epic Sheffield R 25922 (S)

----- BACK TO BASIE AND THE BLUES
Cecil Shaw and Joe Williams. Roulette
Birdland R 53907 (M)

----- STRINGS ON THE OTHER SIDE
Mike Melnick Quaretet. Argo LP 766

----- SOUL COOKIN' Threel Schwartz with Bill Leslie.
Arko LP 789

----- THE CUP BEARERS
Blue Mitchell, Riverside RPM 439 (M); RS 4429 (S)

----- TUBBY'S BACK IN TOWN
Tubby Hayes and the All Stars. Smash
NGS 27026 (M); SIR 67026 (S)

----- THIS IS BILLY MITCHELL
Smash NGS 27027 (M); SIR 67027 (S)

----- WHISPER NOT
Wynton Kelly, Jazzy LFL 43

----- QUEER DURCHES
All Star. Various Artists. Flessa LFL 1315

----- FIESTA FLAMENCA
Maria Escobedo. ARC - Paramount
ARC 428 (M); ABCS 428 (S)

----- IRISH RAGGEPES
Finnis Laker. Flip Board of Dublin. All Stars
AV 33 MY 164

----- REFLECTIONS OF POLAND
Polish Wagonnaires. Flessa LFL 1372

----- DOWNSACKS OF THE UKRAINE
Various Artists. Monitor MFL 294

----- REFLCTION OF THE NEAR EAST
Matsuki, Flesa FLP 1372

----- THE COUNL AND OTHER CLASSIC IRISH AIRS
Gerard O'Doherty. Argo LP 23 AV 141

----- SONGS FROM THE GREEN ISLE (S)
Edwin Fitzgerald. Arko AV 143

----- DANCE TIME IN DONGEL
Richard Staindi's Original Dance
run Youth Band. Arko AV 143

----- DIE ALTE KLIEFF-KLAPP MELOIE
Various Artists. Flessa LFL 1562

----- HAYDON: THE NELSON MASS
Various Artists. 5731 (M); OSS 27231 (S)

----- SHENATA & DYORDAK
Bohemian Rhapsody
Israel Philharmonic Orchestra (Koetzler). London C 1220 (M); OSS 4359 (S)

----- LEIDER RECITAL
Marian Print, London CM 5375 (M); OSS 27977 (S)

----- BEETHOVEN: SONATA NO. 32, "MAGNIFICENT HARYNA
Evelyn Manasse (piano). Columbia
CS 942 (M); CS 1573 (S)

----- COUNTRY

----- MOTHER MAYBELLE CARTER AND HER AUTOHARP
Smash NGS 27023 (M); SIR 67023 (S)

----- THE PLAYBOY FARMER
Lennie (Pop) Wilson. Starday SL 217

----- SPECIALT

----- BLACK MAN IN AMERICA
James Roberts. Creato 1

----- GRAND PRIX CARS AT
WATKINS GLEN 1963
Riverside RPM 9863 (M); R 90148 (S)

----- COMEDY

----- ONE MORE TIME
HELLO DERE
Bill Allen and Steve Ross. ARC - Paramount
ARC 440 (M); ABCS 440 (S)

FOOL SONGS
Peter Fears. London 5423 (M); OSS 25427 (S)

----- THE APPALACHIAN MOUNTAIN
Rasmon Lancey Landon, Washingtion
VIN 533 (S)

----- SPOKEN WORD
THE FAIRIE QUEEN AND SWALLAMON
Michael J. MacCardle, Carden TC 156

----- SHAKESPEARE: LOVE'S LABOUR LOST (S)
(43) Shakespeare Society and Professional Players. London A 4396 (M); OSA 2436 (S)

----- RELIGIOUS
WHERE FREEDOM WALKS
C.F. Funk. London FS 67026 (S)

----- CALYPSO
THE MIGHTY LORD MELODY
RCA Victor LPS 2008 (M); LPS 2008 (S)

----- CALYPSO SPARRERO
Nights Sparrows. RCA Victor LPS 2218 (M); LPS 2218 (S)

----- LATIN AMERICAN
MACHTON'S VARIADORES
Music and his Ursi. Two LP 1094

----- CHILDREN'S
GRIMM'S FAIRY TALES
Maria Ray. Yasbolen YL 2704 (M); YL 2704 (S)

----- Roulette Puts On
Medlin in Promo

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

Baltimore Chart Breakout!!

"BURNING DESIRE"

—Wade Ray

#115

FABOR RECORD CO.
2409 W. Olive St. P. O. Box 1487, Burbank, Calif.
Phone: 846-4744

Moving like a Million Seller!!
AUSTRALIA
(Countrywide Music, Sydney)

This Week
1 SURF ISLE—Digger Reilly's (Melbourne)-Johnny Devlin (Melbourne)
2 WINDS OF CHAOS—The Luddites (Brisbane)-Max Strich (Brisbane)
3 DEEP inbound—The Shadows (Brisbane)-Brian Pinketty (Brisbane)
4 LADY GRAY—Terry Smith (Melbourne)-Mervyn McGeown (Melbourne)
5 T.O.T.—The Tornadoes (Perth)—(Perth)
6 I'M A ROCK—Dennis Danieli (Sydney)-Bill Miller (Sydney)
7 STRANGE—The Shadows (Adelaide)-Steve Organ (Adelaide)
8 THE ROLLER SKATES—Gino Velasquez (Sydney)-Bobby Potter (Sydney)
9 I'M THE WORLD—The Shadows (Sydney)-Mervyn McGeown (Sydney)
10 THE WIND CATCHER—The Shadows (Brisbane)-Raymo (Brisbane)

HONG KONG

This Week
1 A LITTLE BIT OF SOAK—Dickie Lee (Hong Kong)-Ike Winestead (Hong Kong)
2 I'M GONNA BE A PHONEY—The Shadows (Hong Kong)-当中 (Hong Kong)
3 I'M GONNA BE A PHONEY—The Shadows (Hong Kong)-当中 (Hong Kong)
4 I'M GONNA BE A PHONEY—The Shadows (Hong Kong)-当中 (Hong Kong)
5 I'M GONNA BE A PHONEY—The Shadows (Hong Kong)-当中 (Hong Kong)
6 I'M GONNA BE A PHONEY—The Shadows (Hong Kong)-当中 (Hong Kong)
7 I'M GONNA BE A PHONEY—The Shadows (Hong Kong)-当中 (Hong Kong)
8 I'M GONNA BE A PHONEY—The Shadows (Hong Kong)-当中 (Hong Kong)
9 I'M GONNA BE A PHONEY—The Shadows (Hong Kong)-当中 (Hong Kong)
10 I'M GONNA BE A PHONEY—The Shadows (Hong Kong)-当中 (Hong Kong)

NEW ZEALAND

This Week
1 BIG GIRLS DON'T CRY—The Shadows (Auckland)-Peter Partridge, Michael Potts (Auckland)
2 I'M GONNA BE A PHONEY—The Shadows (Auckland)-当中 (Auckland)
3 I'M GONNA BE A PHONEY—The Shadows (Auckland)-当中 (Auckland)
4 I'M GONNA BE A PHONEY—The Shadows (Auckland)-当中 (Auckland)
5 I'M GONNA BE A PHONEY—The Shadows (Auckland)-当中 (Auckland)
6 I'M GONNA BE A PHONEY—The Shadows (Auckland)-当中 (Auckland)
7 I'M GONNA BE A PHONEY—The Shadows (Auckland)-当中 (Auckland)
8 I'M GONNA BE A PHONEY—The Shadows (Auckland)-当中 (Auckland)
9 I'M GONNA BE A PHONEY—The Shadows (Auckland)-当中 (Auckland)
10 I'M GONNA BE A PHONEY—The Shadows (Auckland)-当中 (Auckland)

ISRAEL

(Countrywide Israeli Broadcastings)

This Week
1 RETURN TO SENDER—Erik Reus (RCA)-Ike Winestead (RCA)
2 I'M GONNA BE A PHONEY—The Shadows (Israel)-当中 (Israel)
3 I'M GONNA BE A PHONEY—The Shadows (Israel)-当中 (Israel)
4 I'M GONNA BE A PHONEY—The Shadows (Israel)-当中 (Israel)
5 I'M GONNA BE A PHONEY—The Shadows (Israel)-当中 (Israel)
6 I'M GONNA BE A PHONEY—The Shadows (Israel)-当中 (Israel)
7 I'M GONNA BE A PHONEY—The Shadows (Israel)-当中 (Israel)
8 I'M GONNA BE A PHONEY—The Shadows (Israel)-当中 (Israel)
9 I'M GONNA BE A PHONEY—The Shadows (Israel)-当中 (Israel)
10 I'M GONNA BE A PHONEY—The Shadows (Israel)-当中 (Israel)

NORWAY

(Countrywide Verden Gane)

This Week
1 RETURN TO SENDER—Erik Reus (RCA)—Ike Winestead (RCA)
2 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
3 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
4 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
5 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
6 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
7 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
8 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
9 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
10 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)

ITALY

(Countrywide Music e Diblasi)

This Week
1 STARLIT TOUCH—The Shadows (Milan)-当中 (Milan)
2 I'M GONNA BE A PHONEY—The Shadows (Milan)-当中 (Milan)
3 I'M GONNA BE A PHONEY—The Shadows (Milan)-当中 (Milan)
4 I'M GONNA BE A PHONEY—The Shadows (Milan)-当中 (Milan)
5 I'M GONNA BE A PHONEY—The Shadows (Milan)-当中 (Milan)
6 I'M GONNA BE A PHONEY—The Shadows (Milan)-当中 (Milan)
7 I'M GONNA BE A PHONEY—The Shadows (Milan)-当中 (Milan)
8 I'M GONNA BE A PHONEY—The Shadows (Milan)-当中 (Milan)
9 I'M GONNA BE A PHONEY—The Shadows (Milan)-当中 (Milan)
10 I'M GONNA BE A PHONEY—The Shadows (Milan)-当中 (Milan)

PHILIPPINES

This Week
1 RETURN TO SENDER—Erik Reus (RCA)—Ike Winestead (RCA)
2 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
3 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
4 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
5 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
6 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
7 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
8 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
9 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
10 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)

SWEDEN

This Week
1 RETURN TO SENDER—Erik Reus (RCA)—Ike Winestead (RCA)
2 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
3 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
4 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
5 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
6 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
7 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
8 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
9 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)
10 I'M GONNA BE A PHONEY—The Shadows (RCA)-当中 (RCA)

URUGUAY

This Week
1 PISO—The Shadows (Montevideo)-当中 (Montevideo)
2 I'M GONNA BE A PHONEY—The Shadows (Montevideo)-当中 (Montevideo)
3 I'M GONNA BE A PHONEY—The Shadows (Montevideo)-当中 (Montevideo)
4 I'M GONNA BE A PHONEY—The Shadows (Montevideo)-当中 (Montevideo)
5 I'M GONNA BE A PHONEY—The Shadows (Montevideo)-当中 (Montevideo)
6 I'M GONNA BE A PHONEY—The Shadows (Montevideo)-当中 (Montevideo)
7 I'M GONNA BE A PHONEY—The Shadows (Montevideo)-当中 (Montevideo)
8 I'M GONNA BE A PHONEY—The Shadows (Montevideo)-当中 (Montevideo)
9 I'M GONNA BE A PHONEY—The Shadows (Montevideo)-当中 (Montevideo)
10 I'M GONNA BE A PHONEY—The Shadows (Montevideo)-当中 (Montevideo)

ARGENTINA

Pino, Roumeng Visit Locations
By RUBEN MACHADO
LaValle 1783, Buenos Aires

Adolfo Pino, RCA Victor's new manager, has left for Peru, Ecuador and Brazil. Pete De Roumeng has just arrived in Buenos Aires from Europe. Roumeng keeps his post in Latin America, and is coming in for inspection purposes.

First records of Brazilian label RCA produced by new distribution firm in Argentina are ready. Jose Scenand, president of RCA Victor's affiliated firms in Buenos Aires for that reason, has confirmed the release of "Bocaccio" and "Yago Ulnata Do Santos, Simonetti and Peresol. As the RCA Victor in Argentina is concerned, it has added Hi-Fi catalog to the several labels it controls.

Disk News

The Wavanco vocal group celebrated a concert European trip (Leipzig, Munich, Zurich and Paris). As well as in Latin American sales by teaming Roberto Yanes with tango specialist "San Luis." The famine is true for potential sales of new fights. The same label's ten-ounce star from Uruguay, Jackie, has a new side in "Lindo Rock," and another LP by Ray Ellis.

By FRED ZILLER

Austrian composer Erwin Habsburg was asked to write a special tune for the TV Song Festival which will be held in London March 23. Carmen Corren from Israel was picked as singer, Dr. Peter Welz, director of the show, has said. The song, titled "Vielleicht ein Geschenk von mir," was written by R. A. Bischoff, new rep of Tricord C/GMBH, will now distribute labels like "Buenos Aires," "Arranques," "Southern Sons," "Storyville, Colpix, Debut, Le Jazz Club and Troilo in Austraqlia. The show will also record over here is "Hundert Gospels," and "The Marriage Bells" and "Spanish Folk Music of Spaiii." I can tell you," by the "Juke Box Tom" and "Junky" by Leonard Mendelson.
N. Y. Wire:

Among those visiting the city this week is Augusto Sarín Salas, president of Industrial Electricas Y Musicales Peruana S.A., Lima, Peru. A. S. Seeco Salas is in town to visit with associates. The label represents EMC, the Emilio y Capitol labels, of course, as well as Seeco, MGM and Musidisc. On Wednesday, Tour- nier, George Aurie and Jacques Kamsky, from Saturday (14), Tourner is general manager of French Society of Composers and Publishers of Music (SACEM). Aurie is president and Kamsky is a member of the board of directors of the same organization.

EMI Resigns To Distribute ABC Disks

LONDON—Following its re- moral deal with Roulette, re- posnibles for an EMI spokesman revealed a further extension of the firm’s pact with ABC Records. The deal was un- derstood to run for longer than that with RCA in America. Sub- stance extensions, also covers the Impulse jazz line. An extension be- comes the United Kingdom. The release will continue on the HMY label in Britain, with John Snell responsible for repertoire selec- tion.

the direction of independent pro- ducer Joe Moco, who is responsi- ble for the Tornadoes’ recording.

Jean Racmond, head of EMI’s ABC branch in Britain, was in London for a series of meetings with executives of that parent firm. . . . Due in for talks on the Epic repertoire matters with EMI before the CBS meet- ing in Paris last week were Nat Shapiro and Michel Vermette, executives of the independent department of CBS Records.

John Clayton, recently appointed as manager, has taken over in London recording at the Phil- ipps.

Leeds Music’s British head, Cyril Simons, returned after a European tour to visit the new ABC Richard film studio, which opened to impressive reviews in Britain and currently provides three titles in the British hit parade. Simons visited the Holland, Amsterdam and in the latter, he obtained option rights on four favorite en- tries needed for the Sun Reno Song Festival.

American records are growing more important to British publishers. The Abergach group has all the scores of the London’s rock band, “Picture.” For the Fun. Leader is Bobby’s recording of “The Night the Lights Went Out in Boston,” already in the U.S. top 10.

Finnish Show Set For Music Acts

By HARRY AALTIO

Finnish swing and Latin music show programs, tours, etc., in different parts of Finland have been begun and one can notice that the contribution of foreign artists is continually growing. The company has good relations with radio and television companies everywhere else in Eu- rope as well as Finland.

FINLAND

February Is B. G. Month

By JIMMY JUNGERMANN

To celebrate the 25th anni- versary of the fabulous Carnegie Hall jazz concert by Benny Goodman, Radio Bremen will feature music by Goodman during all of February. Jazz author- ities add commentary on the concert with highlights from the albums. Willi Conover will also feature Benny Goodman in a series of broadcasts over the mighty voice of Station VOA, Munich.

Song Festival

The next German song festi- val is scheduled for June 15. Some 297 numbers were sent to a jury of Hans Carsten, Hannes Flinner, Herbert Grönemeyer, Hannes Hoff, Walter Mallin, Hugo Lohmeyer, Fred Rauch.

GERMANY
HOLLAND
Basart Places
New Recordings
By SKIP VOOGD
Editor Pleunmienwijk, Amersfoort
Accent Music, Basart L., records for the label "Dame Blanche" by the Dutch com- poser Kees Bruyn has been released in America by Jack Ten- gardam on the Verve label. Basart also brought from Peter Meisel the rights of the big German song "Surabaya." There is already a version by Ilona Marinu on Imperial. A second recording has been made by Frank Chorssfield. Inc., with Anke Marinu on her extensive tour.
French singer Madame Francine Hardy visited Hamburg to re- cord her first German songs, among them the German version of "Two Les Garcon Est Les Filles," No. 1 on the French hit parade in the original version by the same artist. She was accompanied by French producer Jacques Cabas and music publishers Rolf Marbot and B. Bache of Edition Marbot and Edition Bache... French accordionist Andre Vochrottes, head of the band cabaret Jean Louis Dausque and Jean Grefflou, and French music publisher Francis Baxter visited Munich to discuss German production of children and other festival stars. Frank Chackfield has re- cored the theme from the new "Lawrence of Arabia" pic.

ITALY
San Remo Is
TV's Stepchild
By SAMPL STENNMAN
Piazza S. Anselmo 1, Rome
The 14th San Remo Song Festival lacks honors at a time when the festival repeated its "fued" with the festi- val, disregarding political and public matters, so that only the final night of the three live.
The night of Friday 7 and 8 were taped and transmitted later in the evening, but the tele- vision time of Thursday was limited to only one rendition of each of the songs. A new novelty is the release of the best of the San Remo Festival. As a result of the TV cut in time, the Festi- val offers the same cut-off in the TV programming. Two consecutive renditions of the same song with different orchestras was possible only for the final nights.

HUNGARY
Huge Increase
In Art Export
By PAUL GYONGY
Derenica 6, Budapest
To promote the employment of Hungarian musicians in Hungar- y, a number of famous Hun- garian State Central Office for Amuse- ment Music was established about six years ago. This office works un- der the supervision of the Hun- garian Ministry of Music. The office was established at the end of 1960.
Chief of the contract depart- ment Jaromir Soycky (a former private concert agent) reports of very successful business develop- ments in Hungary in 1967. In 1962, 30 orchestras with 300 musicians were on tour. This number increased in 1967 to 74 orchestras with 414 musicians and in 1962 to 102 orchestras with 700 musicians.
Sixty to 65 per cent of the or- chestras are exported to West- ern countries, and there are Hungarian bands even as far as Australia.
Talk still exists around the new copyright law, which will probably be disclosed toward the end of the year. There is no agreement yet regarding the protection time the government wants to have (25 years for the music, 25 after author's death), but many interested parties, in- cluding Zoltan Kodal, are strictly against it.

ISRAEL
Folk Arts Fill
'Los Era' Gap
By AZARIA RAPOPORT
317 Haum St, Tel Aviv
Spanish folk singer Carmela (Carmela Diaz) and piano Dittyes, a group of nine, who are the most successful piano recital here last week.

FRANCE
WANTED FOR FRANCE - RECOGNIZED COMPOSER OR ARTIST WANTED FOR ELIGIBLE CREATION OF MINOR LITERARY WORKS. RENOWNED MUSICIANS AND COMPOSERS OF INTERNATIONAL REPUTATION. AWARD OF FRENCH ARTS.'

FRANK SPAKEY JR., International Advertising Director, 100 Broadway, New York City 26

IRELAND
For Foreign Recordings
(As Required)

FEBRUARY 16, 1963

Holland

Germany

Argentina

Australia

Belgium

Belgium

The Americas

Trouble in Connection with
"And the Music Stopped"

ARGENTINA
MICROPHON RECORDS
The most aggressive record com- pany in Argentina
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-- Durium (Italy)
-- Supraphon (Czechoslovakia)

AND NOW
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BELGIUM

BILDER 34
Wolfram Roehrig and Gottfried Weller.

News Beat
Paul Siegel flew from Berlin to Hollywood, February 13, to meet Randy Wood, president of Dot Records. Siegel will visit Leon C. Marshall of London Records, New York. In Holly- wood, Siegel will be stopping at the Stater Hilton Hotel, and has meetings planned with Nel- son Riddle, Ray Anthony, Peggy Lee, and others, for his forth- coming deejay show on TV in Germany. Siegel now a deejay for Radio Berlin, formerly was with WMCA and WJZ, WKAT, Miami.

German producer Horst Fuchs produced the sales release of vedettes by Cedric DaMont and Frank Volar to be released on Decca: "Moi Mecine" and "Lora Chas Chas."

Disk Notes
Fontana issued an album in Germany featuring Nana Mous- kouri singing U. S. standards recorded in English.

French singing star Françoise Hardy visited Hamburg to re- cord her first German songs, among them the German ver- sion of "Two Les Garcon Est Les Filles," No. 1 on the French hit parade in the original version by the same artist. She was accompanied by French producer Jacques Cabas and music publishers Rolf Marbot and B. Bache of Edition Marbot and Edition Bache...

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Chubby’s Tour Carries the Day

By FRED GEBBIE
Associated Press

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

Tala Records of Levin are going all out on boss nova with both hot bands and quality folk. Showfolk here were stunned by the sight of TV and radio announcer Bob Horsley, whose past association in England with such groups as Lord Bland and Flannagan and Allen paved the way for much of his activities here. It is reported that Viking Records has taken over the right to release Golden Records here. Golden was released by La Gloria before this.

NORWAY

Iversen Secures British Hit Disk
By ESPEN ERIKSEN
Verdens Gang, Oslo

Egil Monn Iversen A/S has secured the rights to issue in Norway the American hit “Like I Do,” featuring Maureen Evans. Evans, who is appearing regularly on British television, is a native of North Carolina and is directly from England, where it is a hit. The record will be issued here shortly.

The pop artists competing in the finale of the TV Melodifestivalen were, according to the Aftonbladet, Bente Brevig, Nora Brockstedt, Anni Thelham, Bengt Bengtsson, Jens Bokk-Jensen, and Jan Hollard. Of these, Bente Brevig (20) and Nora Brockstedt (20) Ray Adams have never sung in the finals before. The show aired Sunday, February 10, had a board of journalists who specialize in pop music (yours truly included) at jury. The judges have also participated in this contest. A little over 200 songs were entered for the contest. One song that was rejected was a song by Songwriters Ane Wendel who marred from Iversen & Frøkjaer (Nilsen, Olof) to A/S Manu Musikproduktion. Her first record has already been issued. Also she has re-corded four tunes in English, primarily for the Scandinavian market.

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**SPRING CLEANING**

**Stations Brushing Out Cobwebs From Formats**

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

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

After a year's trial of a middle-of-the-road format at WYT-Columbus, program director Gene Cressy has called a halt, and the station is reverting to its previous format of "Top 30 Rock and Roll" on a 24-hour base. The taped Dick Clark series has been added to the lineup, along with a good mix of new local деяйшкъ, Johnny Bishop (afternoons) and Bobby Wayne (post-midnight). Team Re-Groups is mid-riding on the way now! No station is doing this by accident. In New York, Dickens J. Wright, former owner - president of WPRA - WOR presents a line-up that is easy listening formats — has been heavily re-grouping much.

(Continued on page 3)

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**Focus on the Deejay Scene . . .**

**IT'S BOILING, BOILING!**

**Rough Radio Row to Hoe in Chi**

- Continued from page 6

- Here are Don's rules for music balance:
  1. There are no rules for music balance.
  2. Every third record a pick hit, extra or old hit.
  3. Don't play back-to-back instrumental, girl vocals, ballad, rock'n'roll, rascal or feature, or "hang-outs" (Local and declining chart items).

- Don's LP emphasis per hour maximum, but not between 3 and 10 p.m.

- Variety is the spice of every show.

- For his Top 49 graph, Don shows all the record stores in Duluth and Superior every Wednesday morning. The number of tunes listed depends on the size of the store. Each report is weighted according to the store's volume of sales and how representative it is of the average listener preference. To make the suggested emphasis is being noted, the stores are asked specifically about every item on the playlist. Don also regularly calls the Minneapolis distributors to learn of new action elsewhere in their territory.

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

To me, the most distinctive concept is the WEBK music policy in the Chicago market. WEBK-CHICAGO is "Afraid Little Darling" and it will ship February 15.

**SPECIAL NOTE TO READERS:** Your kind comments about the Newsletter are very gratifying. Some of you have recommended specific objects for consideration, and these are most helpful in planning for future issues. If you wish, you may write me directly at the station, 177 Market St., San Francisco.

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

I consider myself fortunate to be in touch regularly with such stations as WCOL-Columbus, WDRH-Boston, WROR-Worcester, KROK-Denver, KEMP-Kansas City and W.KY.-Salmon, Ore. Each in its own way contributes much that is constructive to the business of radio.

Another station that is highly respected for its alertness in programming for its market, as well as for its modern sound, is WLIB-Duluth. You'll find below a two-hour excerpt from this station's music programming for January 24, submitted by me at request by Don Rose, director of operations.
**St. Louis Opens Ear to All U.S.**

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

Stations contributing salutations were specifically requested to include the signatures and call letters of those in their territories, making the promotion an unusual "first."

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

---

**MIDDLE-Road Singles**

Not too far off in either direction, the following singles, selected from the current Hot 100, reflect the middleroad musical tastes of the week. Each disc here is based on volume selling in the Hot 100.

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label</th>
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<tbody>
<tr>
<td>WALK IN ON, Walkin' Singers, Vanguard 55107</td>
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**YESTERDAY'S HITS**

Change of pace programming from your library's shelves, featuring the discs that were the hottest in the last five years ago, when this chart was first issued.

<table>
<thead>
<tr>
<th>Week of February 19, 1953</th>
<th>Title, Artist, Label</th>
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<tbody>
<tr>
<td>1</td>
<td>&quot;I'll Wait Again&quot; by Frankie Avalon, Capitol 4154</td>
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<td>2</td>
<td>&quot;F quickly in the Mood&quot; by Les Callaway, Decca 331</td>
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<td>&quot;It's My Party&quot; by Lillian Boardman, Capitol 256</td>
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<td>4</td>
<td>&quot;I'm Coming Home&quot; by Tommy Dorsey, Columbia 37971</td>
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<td>5</td>
<td>&quot;If I Were a Bell&quot; by Les Callaway, Decca 315</td>
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<td>6</td>
<td>&quot;The Bells&quot; by The Northerners, Columbia 30163</td>
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<td>7</td>
<td>&quot;Let Me Be Your Love&quot; by Les Callaway, Decca 306</td>
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<td>8</td>
<td>&quot;Just Board&quot; by The Northerners, Columbia 30163</td>
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<tr>
<td>9</td>
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<td>10</td>
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**100 POUNDS OF THANKS**

To all the DJs for spinning the records. Here's how they ranked in the Billboard's chart at that time.

<table>
<thead>
<tr>
<th>POP—5 Years Ago</th>
<th>POP—10 Years Ago</th>
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<tr>
<td>February 17, 1958</td>
<td>February 14, 1953</td>
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</tr>
<tr>
<td>10</td>
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</tbody>
</table>

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**Stations Brushing Out Cobwebs**

Continued from page 36

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>KFTV</td>
<td>Tex.</td>
<td>Variety</td>
</tr>
<tr>
<td>WABR</td>
<td>St. Louis</td>
<td>Pop</td>
</tr>
<tr>
<td>KFRC</td>
<td>San Francisco</td>
<td>Pop</td>
</tr>
</tbody>
</table>

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**Illness Fells Stewart**

SAN FRANCISCO — The debut of KPDX disc jockey Dick Stewart in a local radio luncheon, the New Facks, has been postponed. The singing platter-spinner has been recuperating at Alta-Bates Hospital, Berkeley, following minor throat surgery. Stewart recently completed a regular weekend TV record hop on the Westinghouse-owned outlet.
How to Cope With That ‘I’ll Be Back Later’ Guy

BY RALPH FREAS

NEW YORK—What can a hi-fi component dealer do when a customer promises to “be back later”—three words that really mean “no sale.” One way to handle such a situation is to introduce him to a “progressive buying plan.” Here’s how it works.

Point out that a beginning, top-quality system, consisting of a stereo FM receiver and one speaker system, can cost little more than $200. (For example: General Radio Trek 3000X at $219.95, and Electro-Voice’s Lav “special” at $84.50.) If $300 seems high to the prospect, you can gain points by offering the same receiver in kit form at $169.50, and its M.C. restaurant loudspeaker at $25. The speaker can be battled by mounting it in the wall during the beginning system in at least $200.

Once a customer is started this way, the sky’s the limit. Phone orders following month. Point out that a dramatic improvement can be made by adding a second speaker system. A clincher, mention that the additional speaker will improve the FM reception possible. And it costs only another $84.50 ($25 if kits are placed right).

Turntable Next

With the second speaker in place, your customer can be naturally—a turntable, automatic.

JERSEY FIRM OPENS SERVICE

BLOOMFIELD, N. J. — United Stereo Tapes has started an “Automatic New - Release Service” in either “popular” or “regular” categories for dealers. Dealers, who sign up for the service, will receive free each month a new release demo tape and a modulator and distributor display unit. Each month’s release will consist of a maximum of 20 tape albums from up to 12 recording firms whose product is licensed for tape through the Ampex subsidiary.

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

MURAL FOR MUSIC ON RIGHT TRACK

MILWAUKEE — Hi-fi Headphone manufacturer John Koss has announced a new accessory item with “plus sales” possibilities for record-music, appliance, and automobile dealers. The Koss “Mural” But “Record-Ria” is perhaps more descriptive.

The 10-Foot Free exchange policy will be in effect on shipments of the above in a period of 90 days following the release. Shipments will be made freight free automatically each month to reach dealers on or before normal release date. The popular category includes pop material only, while the regular classification contains a mixture of pop and classical.

Dozen Album Selections On Tap From Musican

CHICAGO—Musican Inc., prerecorded tape firm operated by Killy May, here, has been asked by available 12 of its current album selections for the special tape cartridge application used with the Revere stereo tape cartridge recorder-playback system, developed by the parent Minnesota Mining and Manufacturing Corporation.

The 3-M Revere unit was offered at the New York International Record show last fall. At the time of the show, initial returns consisted of 25,000 units over the next months, were based on sales from the catalogs of United Artists, Elektra, N.G.R., Creesecon, and Precision. Vee Jay, Cademon, Monitor, Malaco, and its own Line, Stereo Musican.

Initial dozen packages for the Revere unit include selections from the material by Eddy Gorme and Steve Lawrence, Renata Tebaldi, Louis Armstrong, Donald Byrd, Maria Callas, Jores Nash and Trich- er, Burt Bex, Don Costa, the Highlites, Duke Ellington, the Cats, the Troggs, the Al Caiso, Duke Kamakou and His Islanders, the Linsellers and the Ligners.

The tape player itself has already been market-tested in two areas, including the St. Louis area. The testing was re-}

KIDDIE COME-ON: The old-model car kidde ride may look strange in a record store but it does keep youngsters occupied while parents browse and shop for recorded entertainment.

Sign on pillar reads: "Free Rides for Kiddies. See cashier for ticket." Customer who would take 10 cents from the cashier and not be able to use it would then have intended would look stronger than the kiddie ride.

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

This is the comment of one of the home entertainment business’ leading authorities, who is referring to the National Trade Show, which has now become the Industry’s No. 1 exhibition, not only for musical instruments, but for electronic entertainment equipment as well.

Though the 1963 show is still a long time away—July 21-25 in Chicago’s Palmer House—planning is going ahead briskly right now. Additional management of the show has been hired.

The traffic shortcomings in this well-organized show was exemplified at last year’s show in New York by the attendance at the exhibit area to the total - a lot of traffic. The Electronic Industries Association had been invited to present an all-day session on the various topics coming within its ken. Nobody at the show was working there was something for everyone.

The theme of the session was “What’s Ahead for Consumer Electronics?” The session featured top speakers and provided a gold mine for retailers and selling tips for consumers. Unfortunately, the speakers almost outnumbered the audience.

The session was arranged by EIA’s consumer product staff directed by L. S. Andrian, Sandwick, a long-time dealer of radio and phonograph industries. Fortunately, Sandwick is unashamed, and, drawing upon his many years as an exhibitor and attendee at the Musical Industries Association’s exhibit (Hi-Fi Radio), he has personally submitted a plan to NAMM’s Trade Show Advisory Committee which they believe will help assure better attendance at such profitable convention sessions.

In my opinion,” Sandwick told us, “the wofulf lack of patronage of the meetings, particularly among dealers, is caused by the policy of the show management to go beyond the normalExhibits and thereby creating direct competition with the convention sessions.”

First, I never went to them because I was too busy in our display space. Second, there were just too many of them for me, and the show orders might be passed up if we did. Third, I always said ‘no’ to any plea to voluntarily close our exhibit for an all-day session, for an important meeting because I feared our competitors would stay open.”

With all Exhibits running full blast, and salesmen competing directly with convention events, it was inevitable that attendance at shows would suffer. And yet Sandwick, these meetings should be a vitally important part of Music Show week.

The proposed action, a complete revision of trade show sessions, the EIA-sponsored panel discussion on TV, radio and phonograph develop ideas, product information, the shape of things to come” and sales techniques that can mean the difference between profit and losses to alert dealers in this era of rapid change.

I would like to suggest that the eloquent and constructive remarks by Tanner Crisler of the Acoustic Company of Missouri during our EIA symposium, “What’s Ahead for Consumer Electronics?” at the 1963 Show echoed the same sentiment that a comprehensive merchant in America. That only a handful of dealers heard Mr. Crisler and the other equally talented and informative panels can be attended if the company was determined to be that.”

TO REMEDY the situation, Sandwick has proposed to the Trade Show Advisory Committee that it petition NAMM’s board of directors to open the exhibit area daily at 11:00, which is now closed, and that the period of 9 to 10:30 be specifically reserved for convention meetings.

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

Seminars, clinics and meetings at the NAMM show draw the top talent in the industry, and exhibitors as well as dealers can profit from this. Perhaps this is a room to get together to these sessions and encourage greater attendance. Perhaps there are other possibilities, for sale, any other ideas, in the interest of strengthening the one weak link in the industry’s most important and effective trade show.

MISCELLANY. Pushing hard in the transistor radio field, GE has come up with impressive prices in its new line: Example: Gift shipped cassette recorder miniature at $149.95, two-deck transistor set at $229.95 and sets at $29.95 and $49.95 respectively. It was just a year ago that the same system of the same date and the same time.

Here a model, to be displayed at a time, $16.95. This model later dropped to $14.95 as competition intensified, and has now been withdrawn from the line.

Matsumoto, which has been selling hi-fi speakers in the U.S. for some time, is planning to introduce the American hi-fi component market with an amplifier and two speakers, each priced at $49.95. The system uses "emotional feedback" to improve low-frequency response.

If you interested in something really new, look for one manufacturer to come up with a stereo pre-amplifier so tiny and light it is really新品 on sale through the year. How? Through the new technology of molecular electronics.

COPYRIGHTED MATERIAL

BILBOURD FEBRUARY 16, 1963

PHONO-TAPE MERCHANDISING

— BEST SELLING PHONOS — DISK DEALERS — EQUIPMENT NEWSLETTER
**WASHINGTON Firm Introduces 5 New Stereo Models**

WASHINGTON—Space-Tone Electronics, of this city, introduced five new stereo phone models to take the place of the seventh annual Washington High Fidelity show, which is being held now. The sets range in price from $149.95 to $595, and include four complete stereo systems.

The new Space-Tone units accentuate the long-list look, with the television sets measuring 73 inches in length. This will be a great advantage for the tape transport and FM stereo. It's pegged at $955. The Senator model, $595, measures 62 inches except for the tape transport, which is essentially the same line-up as the President.

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

'T'll Be Back Later

---Continued from page 38

**Equipment Makers Weigh Promo Plan**

NEW YORK—Makers of high fidelity equipment met here last week to draw for exhibit rooms at the upcoming Los Angeles show (April 2-7). That routine disposed of, the IHF membership turned to the following vital questions: (1) whether or not to have a common booth in Chicago following the annual May Parts Show (the majority voted yes), (2) whether to take an initial position on a "high fidelity definition" confusion in the nation's capital and (3) whether to go ahead on a $77,000 promotion program for the high fidelity industry as a whole membership will be given time to consider this position and will be polled by mail.

The seven-point promotion program is not an outgrowth from the IHF membership. It is both ambitious and broad in scope. The seven points and the cost for each are as follows:

<table>
<thead>
<tr>
<th>Position</th>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>64-page booklet (Billboard, February)</td>
<td>$12,000</td>
</tr>
<tr>
<td>2.</td>
<td>Public relations network: 2,700 stations</td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td>IHF-sponsored publications</td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>IHF member promotion film</td>
<td>15,000</td>
</tr>
<tr>
<td>5.</td>
<td>IHF members' advertising (2 months)</td>
<td></td>
</tr>
<tr>
<td>6.</td>
<td>May Parts Show booklet</td>
<td></td>
</tr>
<tr>
<td>7.</td>
<td>&quot;Design-center&quot; exhibits at 16,000</td>
<td></td>
</tr>
</tbody>
</table>

Total: $77,000

**64-Page Booklet**

The publishing of the 64-page booklet (Billboard, February 3) got half-hearted support from the manufacturers. This seven-point program approved work being done by a "publisher" committee's approved work being done by a "publisher" committee's approved work being done by a "publisher" committee's approved work being done by a "publisher" committee's approved work being done by a "publisher" committee's approved work being done by a "publisher" committee. The committee, in fact, is expected to be self-liquidating. That is to say, it 16 members will probably absorb printing and production costs.

**Publications**

The proposal: To set up committees in each city with two or more representatives. These committees will consist of one dealer and one manufacturer's rep. They will receive two press releases a month from the IHF New York headquarters and will place them in their own local newspapers. In addition, the IHF would prepare a newsletter to go to each committee to keep it informed of promotion programs.

**IHF Concerts**

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

**Promotion Film**

A film called the "component high fidelity story" would be prepared on the product being sold to 16 television stations. Prints of the film would also be made available to local newspapers and social and religious groups for showing to their memberships. The film would stress the aesthetic and quality aspects of component high fidelity.

**Specialist Listings**

Arrangements can be made for a separate listing in Yellow Page Directories under the heading "Institute of High Fidelity Registered Audio Specialist." Dealers registered with the IHF would be listed under the name "IHF," which would be cross-referenced with the "High Fidelity Approved Equipment" listing in the Yellow Pages.

**Magazine Articles**

Outstanding writers would be reached (through their agents) to prepare feature articles on high fidelity and sale of feature articles about high fidelity in mass consumer magazines. Each one would be a six-week run (Eggington, Look, Redbook, etc.). If ideal, the IHF exhibit in New York would pay the writer $3,000. According to the IHF proposal, writers agents believe that at least six stories could be placed in this manner during the next year.

**Design Center**

New York City has a "design center" which is visited regularly by architects, interior designers, advertisers, etc. High fidelity can make inroads in such a center; it will require a place where the public can observe the product in both centers would have the benefit of introducing visitors to IHF products. The proposed exhibit would consist of a display designed to show the capacity of the IHF exhibits, plus room set up as a living facility. The IHF exhibit would be displayed in the room, with a complete line of IHF products. The booklet could be given out at these shows.

**IHF Members**

A bite-defined explanation of the seven-point program could be given at any positive action at the meeting. This program, it appears, would study the program and vote upon its individual points by mail.

A report on the voting will be given to the membership at their meeting on the West Coast during the L.A.Music Show.

---Continued from page 38

**DISK DEALS FOR DEALERS**

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special rates. Shows where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing additional information. See "Helpful House" for full information.

<table>
<thead>
<tr>
<th>Disk Offer</th>
<th>Description</th>
<th>Details</th>
</tr>
</thead>
</table>

---Continued from page 38

**NEW DEALER PRODUCTS**

**Dumont Bows**

**Phonograph**

The Dumont Division of Emerson Radio has introduced its Brooklyn Cerstio stereo FM/AM-radio-phonograph in the Collector Series. Aigned in Home and American cabieryes, the set features a four-speaker sound system, plus a 70-watt, dual-channel amplifier. Suggested list price is $220.95.

**Mural for Music**

---Continued from page 38

The Dumont Company, Keyport, N.J., has introduced a new and stereo, anti-slip, direct spray pH category housed in aerosol spray form. Manufacturer claims that one application leaves records clean and dust free for months. Post treatment leaves a long-lasting record grooves, thus prolonging life. Cleaner, which sells for $1.50 per six ounce spray bottle, comes with a London Trench coat, the customer a bottle which holds 12 cans.

---Continued from page 38

**when answering ads . . .**

**Say You Saw It in Billboard**

---Continued from page 38

**PHONE LISTING BETWEEN $100 AND $150**

<table>
<thead>
<tr>
<th>Brand</th>
<th>Percentage of Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Voice of Music (V-M)</td>
</tr>
<tr>
<td>2</td>
<td>Magavox</td>
</tr>
<tr>
<td>3</td>
<td>Phonola</td>
</tr>
<tr>
<td>4</td>
<td>Masterwork</td>
</tr>
<tr>
<td>5</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>6</td>
<td>Deca</td>
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<tr>
<td>7</td>
<td>Webco</td>
</tr>
<tr>
<td>8</td>
<td>Motorola</td>
</tr>
<tr>
<td>9</td>
<td>Symphonic</td>
</tr>
<tr>
<td>10</td>
<td>Zenith</td>
</tr>
<tr>
<td>11</td>
<td>General Electric</td>
</tr>
<tr>
<td>Others</td>
<td></td>
</tr>
</tbody>
</table>

This chart is based on the previous month's sales, it is conceivable that certain brand names are rising or falling as a result of influence of radio or TV. This chart gives the percentage of $3's or more in total of dealer points. Since the characteristics do not indicate that the above ranking applies for any particular brand name, it is recommended that a monthly check be made on each brand to see how it is doing. This chart is intended for the informed dealer and is not a sales report.
Laura Bryant Gets Coast Distrib Job
SAN FRANCISCO — Laura Bryant has been named promotion manager for the Acme Sales Company, Northern California record distributors. She had been with the Charlie Parker label in New York until the recent death of the artist.

Names Guy Ward

Keely Sides To Be Issued By Reprise
HOLLYWOOD — Keely Smith last week concluded an exclusive distribution agreement with Reprise whereby Frank Sinatra's firm will release her recordings. She will be recorded as her newly formed production firm, Keely Smith Productions, will be issued under the Reprise label.

The Keely Smith Productions company will record the singer's as well as other talent it will sign. Miss Smith also intends to use this as a vehicle of uncovering new artists. She will use various artists and reprise producers to handle the sessions.

Her initial release to fly the Reprise banner is a single recorded in New York last week coupling "Going Through the Motions" with "You and I Cry." Dick is scheduled for release next month and will enjoy a TV plug on the Garry Moore show to kick off the Reprise promotion of Keely Smith's acquisition. In addition, label is planned a party to be jointly held at Miss Smith's opening at Miami's Eden Roc.

Reprise is putting finishing touches on an album of its own teaming Miss Smith with Sinatra. In addition, it intends to use Miss Smith in other talent appearing with artists on its roster. Keely Smith Reprise retains ownership of the masters it issues under its Reprise distribution, but the Sinatra firm will own those masters Miss Smith records in conjunction with Reprise artists.

Bills Introduced To Ease Tax Bite On Creative Work
WASHINGTON — Bills to ease the tax bite on income from musical and other creative works were introduced simultaneously in the Senate and the House recently. Identical bills would assure capital gains tax rates on income of at least one copyrighted work per year to artists, permit tax spread on artistic bonuses, and knock federal admissions tax on widely fluctuating income performances.

Sen. Javits (R., N.Y.) said Congress that tax relief for the arts is one step on the way to a much needed subsidization of the arts "in our industrial society." Javits will also introduce his bill this session for a U. S. Arts Foundation. Last session, Javits' Arts Promotion bill was reported out of the Senate Labor and Public Welfare Committee.

Counterparts to the Javits tax bills have been introduced in the House by Rep. John Lindsay (R., N.Y.), who also introduced bills to cut tax pressure on creative arts in the 87th session.

Songwriters, publishers and anyone else with creative and musical interests, whether professional, amateur or commercial, would benefit by the proposed legislation. The tax-exempt bills are in line with President Kennedy's arts policy proposals to permit "averaging" for tax purposes, on widely fluctuating income performances whether earned by authors, artists, authors and the numbers of professions or farmers.
IN CINCINNATI

The Hotel Sinton

Conveniently located at 4th & Vine in the heart of the business and theater district. Modern rooms at nominal rates. Ideal banquet facilities for sales meetings and dinners. Home of the famous Lamp Post Corner Restaurant & Bar—

The Hotel Sinton
4th & Vine Sts. Plate: 392-1230

1564 BROADWAY, N. Y. C.
TAYLES SQUARE OFFICE SPACE FOR RENT
8700 SQUARE FEET
Central Air Conditioning
Very Reasonable Rental
Contact: Kenneth Laub of Collins Tuttle & Co.
261 Madison Avenue, New York 16, N. Y.
Telephone: MURrayhill 2-4020

POLYMAX
PRESSINGS ADD A NEW SOUND DIMENSION
You can actually feel this exciting new clarity and depth of tone in your familiar records. PolyMax
pressed records are phonograph processed by
Research Craft Corporation
1011 No. Fuller Avenue
Los Angeles 46, Calif.

SAM'S "LUCKY 17" ANNIVERSARY
-LUCKY FOR YOU!

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
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<tbody>
<tr>
<td>17 ASSORTED SINGLES ON BILLBOARD'S HOT 100...POP</td>
<td>$ 8.50</td>
</tr>
<tr>
<td>17 ASSORTED MONO CAPITOL LP'S...FRANK SIN</td>
<td>$ 34.00</td>
</tr>
<tr>
<td>17 ASSORTED...MOMS</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>17 ASSORTED...JOHNNY MATTH</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>17 ASSORTED...THE FIRST FAMILY</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>17 ASSORTED...MY SON, THE FOLK SINGER</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>17 ASSORTED...PEYERE, PAUL &amp; MARY</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>17 ASSORTED...JOAN B</td>
<td>$ 46.50</td>
</tr>
<tr>
<td>17 ASSORTED...COMMODA</td>
<td>$ 38.00</td>
</tr>
<tr>
<td>17 ASSORTED...MADDOX</td>
<td>$ 38.00</td>
</tr>
<tr>
<td>17 ASSORTED...KINGSTON TR</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>17 ASSORTED...VER</td>
<td>$ 44.00</td>
</tr>
<tr>
<td>17 ASSORTED...ROBERT GOODE</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>17 ASSORTED...SOUND OF MUSIC, NO STRINGS...OL</td>
<td>$ 12.00</td>
</tr>
<tr>
<td>17 ASSORTED...OL</td>
<td>$ 32.00</td>
</tr>
<tr>
<td>17 ASSORTED...ABCD AND ATLANTIC (8,000 only)...RAY C</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>17 ASSORTED...CHUBBY CHECKER</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>17 ASSORTED...ELVIS PREST</td>
<td>$ 35.00</td>
</tr>
</tbody>
</table>

In the event we are unable to fill your full order we will proice the cost.
MOA DECIDES TO HOLD CONVENTION
Exhibitors, Dates Still Not Resolved

By NICK BIRO

CHICAGO—Despite considerable speculation to the contrary, Music Operators of America is definitely going ahead with plans to hold its annual convention this year. Details are still up in the air but MOA officials are positive they can make a concrete announcement by the end of the month.

Two big questions remain to be resolved: Specifically, what manufacturers' juke-box announcement is scheduled to make? Record firms and vending machine companies—will exhibit at the convention, and when and where each one of these companies will be held.

Although originally slated for Chicago's Morrison Hotel in May, MOA convention is now very likely to be held at a later date.

Officials Meet
That's the unofficial, between-the-scenes thing that has been going on at the top-level executive meeting held by MOA here this past week. Attending the session were J. Harry Snodgrass, president; C. S. Pierce, chairman of the board; Lou Casola, secretary-treasurer, and Robert H. Blundred, managing director.

MOA made no official comment on the convention and confined its comments to a report on the recent trip by Blundred to Atlanta, Columbus, S. C.; Charlotte, N. C.; Richmond, Va.; and Philadelphia. Purpose of the trip was to heu the dreams of MOA membership.

Snodgrass announced that he is "very encouraged about how MOA has started to roll," indicating further that Blundred's efforts had yielded a substantial number of new members for the national association.

Plans Announcement
When queried by Billboard, however, Snodgrass indicated he was confident a convention would be held and that the association would have an announcement on specifications soon.

The conventional roll of key manufacturers, Billboard came up with the following conclusions:

1. Manufacturers generally 

(Continued on page 53)

Hi Fi 'Platter Turners' Edging In On Chicago Clubs' Juke Box

What about the juke box? It doesn't go out, but since the jockey operates during prime evening-hours—generally from 9 to 12 or 1 to 3—the juke box is silent much of the time. As a result, it is not the operator's part.

At a meeting of the Recorded Music Service Association, local juke box operator association, here last week, an informal poll showed that some 20 per cent of the operators said they had been touched in some way by the new craze.

Early this month, the association said that complaints about club disk jockeys had been made on and off for the past year and a half, but this was the first time that the association had officially come forward with an issue on the matter.

ASCAP Fees
Several questions come to mind about the new club disk jockeys. For one, are they subject to ASCAP fees and if so, are they paying?

Another question: Do they pay ASCAP fees? Operators in Chicago pay a $10 deposit for a juke box license and a $25 city amusement license.

Locations with juke boxes are not subject to a cabaret tax. However, what about locations with club disk jockeys? Since the development is relatively new, the answers are not readily available.

Research
Chicago operators, however, aren't going to just sit around. They're doing research on how to give the club disk jockeys some competition. A committee has already been formed by the Juke Box Operators Association.

One of the first thoughts that comes to mind is a local operator's suggestion to fight fire with fire. "If the club disk jockeys gives them jazz, we can give jazz. If he gives r&b, we can give r&b," one can come close to matching most of the high-fidelity rigs with a good juke box installation utilizing multiple speakers.

Some Programming
"We can do the same programming. True, we don't have anyone to comment on the music, but this is often not the advantage it seems. Very few people have deep knowledge about music. Fewer still have the ability and voice to make the knowledge interesting."

"We can offer album music. We can display the albums around the bar and in the booths. We can put our juke box program out on mimeographed sheets of paper and distribute them to the people."

"If the operator is really interested in giving some competition, he can. It just takes a little imagination," was the feeling of this operator.

Wurlitzer Sales Dip, But Net Up

NORT ONAWANDA, N. Y.—While sales for the last nine months of 1962 were down from the 1961 total of $20 million, net earnings for the period were up 5.7 per cent, to $1.4 million. President R. C. Rolfing, president of The Wurlitzer Company, attributed the increase in net earnings for the period to "continued strong sales of the Super Wurlitzer and the Crescent, which are selling at a rapid pace."

The new organization undoubtedly gives Seeburg the most authoritative regional sales organization in the industry.

Adair said the basic philosophy of the new program is to assign a greater area of authority and responsibility to the company's principal field sales executives.

"We feel," continued Adair, "that the creation of sales superintendents has already paid off. It has given a more cohesive and organized team of salesmen to promote the company's products more effectively."

Seeburg New Sales Set-Up Taps 7 V.P.'s

Finnern
Gange
Blankenbecker
Collins
Auer
Dunlop
Gibson

North Central; Frank Finnern, Northeast; Albert S. Gange, North Central (Southern portion); and L. A. Gibson, South Central and Southwest.

The program is similar to a regional system employed by Seeburg's former vice-president, C. T. McCleary, some eight years ago, and reverses a recent trend of concentrating power in the central office.

The new organization undoubtedly gives Seeburg the most authoritative regional sales organization in the industry. 

Adair said the basic philosophy of the new program is to assign a greater area of authority and responsibility to the company's principal field sales executives.

"We feel," continued Adair, "that the creation of sales superintendents has already paid off. It has given a more cohesive and organized team of salesmen to promote the company's products more effectively."

(Continued on page 49)
Heavy U. S. Turnout Seen At Antwerp Coin Exhibit

By OMER ANDERSON

ANTWERP—A record number of U. S. coin machine concerns are expected to participate in the second annual Salon de l'Automatique de 1963, which will be held at this European coin machine crossing from March 8 to 12.

The sponsoring organization, Union Belge de l'Automatique, reports a heavy flow of applications for exhibition space in the Centre National du Batiment, the Antwerp recreation center where the exhibition will be held.

Officials say the response indicates that the 1963 "salon" will be the largest coin machine exhibition held on the Continent, the Continental counterpart to the London Amusement Exhibitions.

Port Facilities

Union Belge de l'Automatique is enlisting the co-operation of Belgian trade and industry in making it a showcase for Antwerp's magnificent port facilities as well as for the coin machine trade.

Exhibitors last year included American Coin, Columbia, Rock-Ola, and Lowen-Automaten, the big West German machine manufacturing company. All of these concerns will be back this year with expanded exhibition areas.

In addition, Wurlitzer will demonstrate its U. S. and German-manufactured models, along with the Belgo-Belge, Belgian, Jupinert of Switzerland, and Jurgens of West Germany.

The U. S. trade will be getting its first long look, too, at the coin film boxes, which are scoring steady success in Europe. Cameca, the French firm which produces Scopitone, will have a stand, and Cinebox, Scopitone's Italian rival, will also be exhibited.

Sponsors of the Salon de l'Automatique understand that a large number of U. S. trade figures will make charter-plane round trips to Europe to attend the Antwerp fair. The general atmosphere in which the showing will be held is on the chance to get abroad the European coin machine industry.

While this may not be literally the case, the fair is dedicated to the proposition that time is fleet-

ing for U. S. concerns to establish themselves in the Common Market. Aside from the warning signals hoisted by the row over Britain's entry, France and West Germany have under consideration legislation to restrict foreign investment, legislation which specifically includes coin machine manufacturer facilities.

U. S. Attitude

On the other hand, U. S. exhibitors are counting on Antwerp with the aim of demonstrating that U. S. equipment continues to be the world's finest, and that

Continental "compact" competition is no substitute for the American prestige product. Most of the U. S. exhibitors plan showings similar to their successful "breakthrough" spectacles used to introduce their new I. P. Console models on the Continent.

One of the biggest still unstated markets on the Continent for U. S. equipment is games, which will get major emphasis at Antwerp. Bowlers in particular will be interested in Antwerp. Antwerp is the (Continued on page 49)
Kies Becomes Board Chairman

CHICAGO—Earl Kies, president of Recorded Music Service Association for the past five years, was named chairman of the board, at the association's general election held last week.

Frank La Maskin, associated in the coin machine business since 1929, was elected president.

Other officers include: Louis Arpaia, Austin Music, vice-president and secretary; Joe Filitti, vice-president and treasurer; Dan Gaines, Gannett Music, vice-president, and Sam Greenberg, Elliott Music, vice-president.

Directors include the above plus Moses Profit, South Central Novelty Company; Victor Lucas, City Music, and Charles Socol, Lo-Nordic Music.

Kies is one of the most respected and best liked operators in the Chicago area. He was honored with a scroll for "meritorious service during his five-year presidency," and given a platinum diamond ring as a token of appreciation by the membership.

In a special tribute, Frank La Maskin, RMSA's newly elected president said that "Kies has been a credit to the juke box business, in fact the entire coin machine business. Members trusted and believed in him and he repaid that trust by making RMSA the fine, reputable organization it is today."

Though Kies steps up as board chairman, he is still expected to remain active in association affairs. He has been a leader in the organization since its inception some 14 years ago, and during the past five years, in particular, has almost single-handedly been responsible for its progress.

A veteran operator, Kies has been in the juke box business some 23 years before assuming the presidency of RMSA, he was vice-president under Phil Levin for three years and a director for 14 years.

Apex Veteran

His 32 years in the coin machine business have all been spent with Apex Amusement Company, his present firm. He started as a route man back when Apex was owned by Roy McGunnin, now president of Kennedy Manufacturing Company, and Geo Mahoney, retired.

He was later named office manager, and in 1943, general manager. Kies is also president of DuPont Cigarette Service, an affiliated firm.

The Apex operation is generally considered one of the largest and best run in the city. In addition to a substantial number of cigarette machines, but the two firms are run separately.

Kies is a member of Central Club, and is married, and resides with his wife and two children in suburban Crystal Lake.

Forced Clover Music

La Maskin started in the coin machine business in partnership with A. T. Tigerman in 1929, and the two have been members of the business ever since. They have purchased La Maskin's son-in-law, Leonard Halpenin.

The firm, La Maskin, has operated a variety of equipment, from juke box, to drink and candy venders. He has also been associated in real estate.

RMSA's new president is active in many community affairs, is a member of the Masonic Lodge and lives with his wife and two children in Chicago.

EUROPEAN NEWS BRIEFS

Brabo Bids for Cinebox

ROTTDAM—Holland's Brabo Corporation is negotiating to buy the Cinebox Corporation of Italy for the manufacturer of the Italian coin film machine, Brabo is promoting Cinebox intensively for the Holland holiday season, and the Brabo man-

Jupiter Adds Distsrib

ZURICH — The Jupiter Photographic Corporation of Switzerland is expanding production and strengthening its European distributor network. The Jupiter management has developed a new sales strategy based on surveys showing that Europeans are on the forefront of the trend toward home entertainment. The company is currently entering the home entertainment market, with a new line of juke box and record player products. Jupiter plans to expand its distribution network in key European markets, including Germany, France, and Italy. The company is also exploring opportunities in the United States and other English-speaking countries. Jupiter's expanded sales strategy is designed to capitalize on the growing demand for home entertainment products in Europe and beyond.
CHICAGO—If ever an industry was dependent on one factor, it's the juke box industry here in the Midwest. Without the right course, is weather, and weather seems to be just a simple element to do so.

One Stops

A check of the city's one stops shows quite a few in addition to the downtown one stops. In a few places the weather was a little too cold for people to go out and frequent the taverns.

The winter season is on how good business is. Some report a climb in collections. Reason? Of course, it's cold weather—people are staying in the taverns.

Other operators report business and collections off. Reason? The same "cold weather," too cold for people to go out and frequent the taverns.

Hit Ideas From All Over

New York—Here's a round-up of programming or owner, which are helping operators in various parts of the country to stimulate phonograph play.

In Montgomery, Ala., one firm has found that music at the top numbers, to assure that the idea isn't overcrowded.

Brand-name items are all introduced in this way, and frequent play on the music, customers form the habit of looking for new items listed on the foil strips, and adding them immediately.

Tapes topped with red ribbons, which contrasts effectively with the gold metallic background.

Recent

Stereo Releases for Music Operators

Seeburg Artist of the Week

Frank Fontaine—Songs I Sing on the Jackie Gleason Show, ABC-Paramount (Old Favorites)

When Your Hair Has Turned Silver! Wonder Who's Kissing Her Now? (That Gang That Song) Heart of My Heart/Daddy's Little Girl If You Were the Only Girl in the World!/Mary's An Old Name/Im Forever Blowing Bubbles/That Old Gang of Mine/9 Beautiful/Easter Parade

All titles listed above are currently in stock, three singles packaged for the juke box operator, Other packages or record companies may yet weekly listings of their product by sending release to juke box operators.

Wide World Has Seeburg School

Chicag—World Wide Distributors Company has a school for a small, informal gathering of operators on its new Seeburg Console phonograph here last week.

Lou Moldauer, manager of Seeburg's Field Service Engineering department, conducted the session, assisted by Frank McKinney, World Wide's field engineer.

The course covered maintenance and trouble-shooting tips on the new Seeburg phonograph.

Nate Feinsteins and Irv Ovitz, World Wide partners, together with Howie Freiz, sales, and Larry Breslow, hosts for the evening. Food and refreshments were served.

Feinsteins said that this is the first of a series of similar sessions to be held in the future. Feinsteins said the size of the individual meetings would definitely be kept small for personalization instruction.

Companies and personnel attending the meeting included Suburban Music, Rudy Kit, Fritz and Bob Von Holt and Doc Stuak; McGowan Bros. Music, Tyrone Toecfield, Paul Huston and R. C. Wilson, and Anderson Music, Bill and James Anderson.

Chicag—On Wednesday, the Seeburg Arabesque was added to the Seeburg catalog of Little LIghts for use only on the Seeburg LP Console model.

Tenth sides from the album already have been selected for the Seeburg Artist of the Week program on 33 stereo singles.

Chicag—Singer's "Gus" also reports good operating action on "Globe Trottin, " the Tornadoes on Lon-


The tune, incidentally, is a member of the weekly list of jackets off on juke boxes this week. At Music Box, DiAngelo reports good operator action on "Straight Street," Orioles, Carmen, "Along the Wind," Tornados, London.

Both Sides Hit

The Tornadoes choice is interesting in that the group has two sides this week. We definitely close together. Singer is getting action on one ("Globe Trottin") and Music Box has the other.

At Music Box: "In Dreams," Roy Orbison, Monogram; "Let's I'm a Hi/Some More," Chubby Checker, Park- way; "Box Guitar," Duane Eddy, RCA Victor; and "Who Stole the Keesha," Mat's Brother, Select.

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Tapes topped with red ribbons, which contrasts effectively with the gold metallic background.

Extra Sleeves

In New Orleans, one of the city's operators pointed to order extra sleeves from his one-stop which feature a top artist and a new hit. Whenever collectors change records, it is then necessary to change the sleeves, behind the plastic where it is bound to attract attention.

Similar to the bulletin board or feature postage advocated by phonograph manufacturers, placement of the single sleeve as an attractive addition to the jukebox for collectors in particular of important it when the records are already being played. Keeping in mind, the sleeve should be a part of the cover.

As an example of how important this simple step has been, in one week when the sleeves could not be obtained for the dealers' locations, juke boxes without the display sleeves created a 50 per cent drop in the volume of which sleeve-displaying spots did on the same number.

Request Sheet

In Houston, another operator, distinguished by requests for specific records from jukebox owners, incorpo-

rated a request sheet with the record change receipt, which is always signed by the location owner.

Now, on entering any location preparatory to changing records, and counting receipts, the receipt form is handed to the bartender or owner, with the suggestion that he fill in a few records which he thinks would go in the location.

Since the location owner is waiting grass satisfactorily for his share of the receipts from the juke box, the changes are that he will be extraordinarily co-operativ, and will tend to the needs of more customers, etc.

In connection with more than 200 locations, the Texas operator has found that every stop now has at least a few records of records to suggest. The result has been a program of phonograph play, which fits the peculiarities of the spot much better.

Some location owners, Ltd. kept their play quite little with suggestions, as a matter of habit.

50-Cent Play

Encouraging 50-cent play and the choice of a larger selection, a Wichita, Kan., operator made a merchandising history in the local phonograph territory. When he was sold a bell above the cash box, so that any half-dollar dropped into the bell would ring it loudly, before bouncing out of the box. The location owner was told into paying half the cost of a glass of beer, as a reward for the 50-cent customer. Thus, it cost only 8 cents for the 50-cent play, an amount which was, of course, highly appreciated by customers, who worked out so well that it has been extended to all locations. Of course, it's been decided, the situation is such that the record will sell better.

In Waco, Tex., an enterprising operator has put a small sign in the lobby, four by six inches, inside each of his juke boxes, in red, white, and blue, with the headline "You Asked For It!"

Bel, at each record change, the sign will be replaced, with new title suggestions. This stimulates much curiosity, and, of course, reminds every customer of the location who has actually asked for a specific record that the operator has kept him in mind, and added the requested disciples.

It takes only a few extra seconds of billboard, and by just add the typewritten title strips to the "You Asked For It! sign," play the play breaks, and makes for many more plays.

N. C. Signs

Along the same lines, a Charlotte, N. C., operator has invented a number of matching signs which are actually picture frames, for use in the window of taverns, restaurants, or tape to the glass of the door, where no such thing. Each cabinet, this small cardboard signs are blanked "Featured On The Pho-

(Continued on page 49)
**Vend Demand High in Heavy Store Traffic**

PHOENIX, Ariz. — Discount department stores with their 100,000 - square - foot buildings, and traffic in terms of 25 to 30,000 people per day, have made it necessary to increase vending machine capacity tremendously, reports Walter Gray of Best West Specialty Company here.

Gray has installed 36 bulk gum machines in the lobbies of such big, impressive discount houses as Smitty's Big Town, which opened recently in nearby Scottsdale.

Gray, enthusiastic over sales results with his king-size bulk vendors, has done an excellent job of selling discount store operators.

(Continued on page 49)

**In Vegas, Players Eat to Relax**

By Bob Latimer

LAS VEGAS—Is it possible to run a profitable bulk route in an area where there are very few children?

It's definitely possible—but only if an entirely different approach to locations, according to Robert Pittman, local operator.

Pittman runs his string in a city whose population has more than tripled in the past few years, and which attracts as many tourists as any point in the United States. At first glance, the population explosion plus the tourist traffic would make the Nevada pleasure city seem to be quite a market. Actually, however, there is a serious problem in that there are no children involved in the tourist areas, and a surprisingly limited number even in residential Las Vegas.

This means that Pittman, who has many stops along the world-famous Strip, must plan his vending operation for the adult market, rather than for the juvenile market. He concentrates almost entirely on ball gum, peanuts, jelly beans, candy corn and various sweet mixes, rather than the charms, varnishes and novelty products which appeal to youngsters.

**Tough Competition**

In setting up in Strip locations, including some 40 multi-million-dollar casinos, the Nevada operator has another problem in the fact that it is difficult for possible customers to even notice his vending machines, where they are set up among casinos studded with glittering slot machines. Consequently, Pittman has had to choose locations where the machines are thoroughly noticeable.

Here, where visitors to the casino "visit" rest rooms most of which are equipped with many services, cosmetic products for women, hair oil and talc cans for men, the usual customer spends a little longer time than in most such facilities. So Pittman has simply installed as many of his bulk vendors as possible just inside the entrance to their rooms, where customers are likely to stop and check their appearance before going out, and where they have usually just had several coins in their hands, as a tip to the washroom attendants.

**Quick Lunch**

"Many of the thousands of people who are using washrooms every hour are intent upon their games, and don't want to take the time out to eat," Pittman pointed out. "Five cents worth of peanuts, or ball gum supplies the need efficiently. I have noticed that often a tourist visitor who is playing Black Jack, for example, will get up from the table, visit the rest room at frequent intervals, for a handful of peanuts or a ball of gum.

(Continued on page 49)

**Ops in Old Arizona Form Ass'n To Cope With Trade Problems**

PHOENIX, Ariz. — A long list of problems confronting bulk vendors everywhere are being solved simultaneously here with the formation of the new Arizona Bulk Vendor's Association, made up of 34 operators in the greater Phoenix area.

Heading the organization, which was chartered shortly before the turn of the year, is Walter Gray, veteran Phoenix operator and distributor, who is currently serving as president.

Secretary is still another old-timer in Southwestern bulk vending, Gene Comma. The treasurer is Vince Jannalese, also of Phoenix.

Among the primary objectives of the new association has been a co-operative insurance plan which will permit operators to obtain dependable insurance at approximately 25 cents per unit, according to Gray. Since there are at least three members who operate more than 600 machines involved in the group, the co-operative insurance amounts to a real prize for the co-operating insurance agency.

Along with the insurance plan, the Arizona Bulk Vendor's Association is running contests, running experiments, exchange information, on sales success of new items, tips on maintenance and socialize a bit, as a typical operator. H. E. Van Patten, president.

Naturally, formation of the new association has meant that many operators who were once acquainted in the past have become friends, and the result has been a tacit agreement against unfair competition. This one feature is that the members are close enough to make establishment of the group worthwhile, operators agree.

Each operator is installing yellow circular decals on his machines, as well as a manufacturer's name and address, a feature which will automatically identify each machine. The program is expected to carry recognizable status with the public as well, because the Arizona city puts much emphasis on business organization.

**Newsletter**

Also projected for the future will be a newsletter for members and associations and record keeping, which will help operators in planning everything from approaching potential new locations to making up menus for 12- and 15-cent items for vending installations for large supermarkets and convenience store.

Gray, who travels extensively, examined the charters and by-laws of several other bulk vending organizations throughout the country before writing them up for his own group.

It's a relaxing break, and gives the player a little refreshment. Other excellent locations are half-ways, or outside verandas on large, mock-like casino structures, where the machines are not in anyone's way, but still prominent, in the snack bar areas near swimming pools, and...
CHICAGO—A college course in vending machine repair is now being offered by the Northwestern Automatic Merchandising Council in cooperation with the Los Angeles Trade-Technical College in California. The course is open to students who have completed a two-year curriculum, which will give graduates an Associates in Arts Degree.

The course, lasting one year, is designed to prepare students to work as repair technicians for vending machine manufacturers. It will be taught by experienced vending machine mechanics.

Graduates of the course will be eligible for certification by the American Vending Machine Association.

Op Testimony Helps Convict Blue Skiers

NEWARK, N. J.—Expert testimony from Dave Yarmark, head of Mark Vending, Persia, N. J., bulk operator, served an important part in the conviction of two New York promoters in U.S. District Court here.

Appearing as a bulk vending authority, Yarmark explained the economics of the industry, including the cost of equipment and maintenance, average monthly grosses, commissions and operating expenses.

The defendants had placed newspaper advertisements which alleged that investors could make substantial sums with limited investment and time in the bulk vending industry. Both defendants were convicted of seven counts of mail fraud each.

Thomas B. Hungerford, NAMA executive director, said that the school is just the "first step in our industry must take to provide a source of professionally trained technicians. The continuing growth of automatic vending and its increasing importance to the national economy will magnify our need for skilled personnel and technical training facilities."

Hungerford added that it is NAMA's plan to encourage the start of similar vending schools to meet industry personnel needs in other parts of the country following our experience in Los Angeles.
GEMA Denies Charges

BONN—GEMA, the West German ASCAP counterpart, has denied phonograph operator charges to the Federal Cartel office that it is a monopoly, and that it "takes advantage of its monopoly position" in fixing royalty fees. The Central Organization of Czech Machine Operators (ZOA) is seeking to have the Bonn government's antitrust agency declare GEMA a monopoly as the first step toward having the government re-

view the royalty fees established by GEMA. Rather, GEMA is considered a quasi-public body in that the fees entered into force 40 years ago, and that its "purpose and function benefits the public." Operators are firing their lawyers to ZOA to make sure that the appeal takes place with the writing of a new German antitrust law, which is now before Parliament.

E. German Juke Box

EAST BERLIN—East Ger-
tarian and cafe proprietors have petitioned the government for reconsideration of the deci-
dation to cancel construction of a domestic juke box, the Poly-

nost, which has been developed at the VEB Punktwerk Erfurt. The East German plant has built several prototypes and had scheduled the machine for pro-
duction. The victim, however, insists that the Polynost is not for East Germany's critical eco-

nomic development. In the meantime, cafe managers contend that juke boxes are essential to their en-
terprises and that relatively little labor and material is required for the phonograph production program. Cost is not a factor, as all taverns and cafes are state-
owned in East Germany. Man-
gers are required to show a profit, however, hence their in-

terest in juke boxes.

Belgium Bingo Boom

BRUSSELS—Bally's Shoot-
A-Line bingo is booming in Belgium. Distributors report that the new Bally bingo is one of the most popular new models ever introduced into this bingo-happy country. Previews for the new machine were given at the European Common Market negotiations; play took the theme of "Men of Distinction Relax with Bally Bingo." Biny-
gos were displayed heavily on the news in the vicinity of the Bel-
gian Foreign Office, where the negotiations were held, and the new Ballys proved especially popular with members of the British delegation. Odds on the new machine can be varied at will and it has a brilliant back-

fluence.

Players Eat to Relax in Las Vegas

Oddly enough, even at the ent-
trance of the hotel or a car park's parking lot.

Employees Important

One of the most salable ideas which Pittman ever came up with is to realize that the glittering Las Vegas centers probably have more employees per square foot than almost any other hostelry in the world. Therefore, he asked permission to in-

stall 1-cent and 5-cent venders in the lounge which each pro-
vides for its employees and has been tremendous success.

Here, where the employees take 20-minute breaks through the day, the employees have little time to spend in entertainment. Additionally, the machines are in almost every major hotel and casino of the Las Vegas area, and can depend upon con-

sistently turn over their machines and are always engaged in heavy work.

The Las Vegas operator finds it necessary to replace his ma-

chines frequently, to keep them up and running at all times. Because every machine must compete with the appearances of thousand-dollar slot machines, glittering with lights and chrome, Pittman carries nothing but brand-new sample machines with him when he is prospecting for locations.

Anything less is simply a waste of time. Pittman reports.

Conventional Locations

His locations in the residential areas of Las Vegas follow more conventional locations, with many being in business establishments, cocktail lounges, bars and stores. Even here, however, it must be noted that the childlike and naive mind is kept in mind, rather than children.

simply choose the best thou-

sands of people who are asso-
ciated with the gambling indus-

try are not family man which accounts for the tacit of youngsters.

Because visitors stream through the casinos at the rate of several thousand an hour, 24 hours a day, Pittman is kept one of the busiest bull operators in the Southwest region. He

Op's Body Recovered

KENDOSHA, Wis.—The body of Anthony J. Bierman, a Bierman who has been missing since January 7, turned up last week in a wooded area at the abandoned Bong Air Force base. The body was coated with lime and bound with wire.
Round-Up of Programming Ideas  
• Continued from page 43

of extremely hard-hinged glossed boards which cover the entire center area. Thus, they stay down, even when the customers handle the with wet cloth, and are attractive enough that the tavern becomes a social center with their being taped on door and window glass, they give the place an air of fresh art. Most people, it has been found, take the trouble to read the messages, which is proof that they are interested in music, as well as refreshment, when entering the establishment.

Request Cards

An idea so simple that it is remarkable how few suppliers do not use it has been responsible for extra income for a St. Louis operator. Always a firm believer in leaving a business card where the public can see it, this operator printed his card on two sides and included a notation above the usual title, address, etc., to the effect "We'll Pay Your Return!"

Printed in red, to contrast with the background of the place, on the card, the notation has been enough to bring in a steady stream of returns, as customers in the tavern, reminded nostalgically of an old firm that never Evolution Land could program it.

This easy-to-use idea brought increases of as much as $15 and $50 per week to typical locations. It encouraged the operator to use the same programming idea on a permanent basis.

Sports News

In Birmingham, Ala., another operator attaches a sports news list, off to the left of the spindle mechanism in most locations, under the heading "Special for Terry's Tavern." "For the Barbecue Buff, wherever ever the location may be. Here, this employee points out a point of discovering what topics were of particular interest to tavern goers, and to arrange a bowling match, a championship tournament, competition, etc., and attempt to find records which fit into the situation.

When a local bowling league was won by a kegler named Bailey, for example, the opera-

tor programmed "Come Home Bill Bailey" with spectacular results on the play meter. A touch of humor like this often makes the difference between low returns and heavy volume play on the juke box, according to the Birmingham operator.

He has also found that a powerful effect on phonograph play a position in the juke box afterA visit to many of his tavern locations in person. Conditions varied considerably, as well as bar tenders and location owners indicated that there was a large percentage of carnivorous Americans among the every-night patrons of a tavern.

Experimentally, the operator began programming a few polkas, and as play built up on these old favorites he gradually increased the number to 10. Now, the polkas on the music menu show as impressive a return at any time in the top 20, simply because the operator took the trouble to ask questions, and noted that Poles, Czechs, and Lithuanians were prominently represented in the traffic at several locations.

Davis Appoints Leask Head of Eastern Sales

SYRACUSE — William M. Leask has been named Eastern division sales manager for the Davis Distributing Company, New York State Seeburg distribution.

Leask will work out of the firm’s Albany and Syracuse offices and will be in charge all phonograph and vending sales for the area.

He replaces Bill Fitzgeral who left Davis after two years to form his own manufacturer’s representative firm for vending products.

Prior to joining Davis, Leask had been an eastern sales manager for Seeburg and Mutual background music systems, and for Mutual Electric of Chicago. He was also vice president of the Mutual Music Box Company.

During World War II he served as a warrant officer in the U.S. Merchant Marine. He studied business administration at Columbia University.

Vend Demand  
• Continued from page 46

Seeburg Sales Set-Up Taps 7 V.-P.’s  
• Continued from page 42

poration officers at the regional level, with the knowledge and weight to act on almost all company policy, distributor relations and marketing efforts, will strengthen our entire organization more immeasurably.

Adair will continue in charge of phonograph sales with William Schwartz and Edward Cleland as national sales managers of the vending and background music division respectively.

Edward Cleland is Seeburg sales vice-president in charge of distribution and sales representatives.

Bodoh Named

In other developments at See-
burg last week, A. C. Bodoh was named vice-president and director of engineering, according to an announcement by A. C. Bodoh.

The announcement included the following, with the appointment of M. W. Kenney as vice-president and director of research.

Bodoh, former chief engineer of the Seeburg music systems division, has with the company for more than 18 years and has participated in all phases of Seeburg's engineering and sales programs of policy, technical and contract work.

He is a native of the University of Wisconsin, was formerly with Underwriters Laboratories in Chicago and resides in suburban Glenview. During World War II he was an instructor at Northwestern University and his group affiliations include the Post-Kappa, professional electrical engineering fraternity, and the Junior Salesman's Federation in the Radio Engineers, among other professional affiliations.

Seeburg's first president in 1939 and named a vice-president in 1957.

He previously held executive engineering positions with General Electric, Sanguino Electric, Gregory - Grumman Company of Chicago and Motorola.

Kenney was recently honored with a citation of accomplishment by the Audio Engineering Society and is a member of the Radio Engineers, among other professional affiliations.

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Aarign4

Pitt Fire Costs 5G

PITTSBURGH — A three-alarm fire recently caused an estimated $5,000,000 damage at the Penney King Company here, information reported. Penny King makes ball guns and charmed for the bulk vending industry.

when it comes to BASEBALL games the name is

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MOA Decides to Hold Convention
Continued from page 42

agree on the necessity for a strong, aggressive coin machine association. They feel MOA can fill the bill if certain changes are made:

2. The one big thing that MOA has to prove before manufacturers will agree to exhibit in: Will there be a substantial turnout of operators at the show? In past years, attendance has been poor, too poor, manufacturers feel, to warrant the spending of large sums of money needed to exhibit. As one leading manufacturer said: "We don't expect to sell machines, but we do like to meet operators."

3. Manufacturers are also vitally interested in two other points: Can MOA assert the strong, active leadership they feel it should have, and can MOA give evidence that they can do the job to represent operators?

Need Representation
Under the latter point, representing operators, manufacturers most frequently discuss the need for good representation in the juke box industry's copyright fight against the American Society of Composers, Authors & Publishers (ASCAP), and public relations. It's generally agreed that both are vital needs of the industry. Manufacturers want evidence that MOA can do the job.

Consensus among manufacturers is that MOA has at least a 50-50 chance of putting on a convention this year. One manufacturer struck a chord when he said that "this will either be the first really successful convention that MOA has had in a long time, or it will definitely be their last, very likely the end of the entire association."

Further indications are that Snodgrass' optimism and the manufacturers' prediction of at least 50-50 success (a figure that up to some weeks ago would have seemed grossly optimistic) is not without foundation.

Manufacturers Impressed
On the point of attendance and membership, several manufacturers made guarded statements to Billboard that they were very impressed with MOA's efforts to raise new members. After considerable cloak-and-dagger-type conversation with one manufacturer, this reporter asked point-blank if the addition of 300 members to MOA roles would be "impressive."

"Very impressive," was the answer.

This reporter is quite certain that MOA has not added that large a figure to its roles, but that figure is how much grossly optimistic was not without foundation.

Great Idea
Another manufacturer told Billboard that he felt MOA was doing the right thing in attempting to gain affiliation with State associations. "I feel it's a great idea if successful," he said.

To date Blundred has been successful in getting some form of reciprocal agreement with several State associations. Two associations, Pennsylvania and South Carolina (newly organized), have voted that membership in the State group automatically enrolls the member in MOA.

Three other associations, Nebraska, West Virginia and St. Joseph Valley (Indiana), have sent in substantial cash contributions to MOA's public relations program and have pledged informal support. All, incidentally, have a high percentage of their members already enrolled in MOA.

15 Associations Considering
Blundred told Billboard that currently some 15 State associations were also "considering" some form of affiliation with MOA.

If MOA does go ahead with its convention, and the likelihood now is that it will, there are several possibilities.

For one, it appears almost certain that the convention will be postponed, probably to some time this summer.

Here are some other possibilities:

The MOA convention may be held in conjunction with some other associations. Highest possibilities are National Vendors Association, bulk vending association here; Record One-Stop Association (ROSA). While in Philadelphia recently, Blundred met with Irv Perlman, ROSA president, on "how the two associations work together to resolve mutual interests and problems."

The discussions," said Blundred, "will be continued at the next ROSA meeting in Chicago this spring.

Bring in Pro
A trend of some sort with the giant National Automatic Merchandising Association, major vending machine organization, is not now likely, but a meeting timed with the NAMA convention next summer should not be ruled out.

Another strong possibility is the bringing in of a professional convention-managing organization to run the MOA convention. This would serve two purposes: Convince the manufacturers and exhibitors that the convention will be in the hands of experts; not burden MOA with convention management headaches but leave the association free to concentrate on problems of membership, copyright fighting, and public relations.

While in Chicago last week, MOA executives also met with O. L. (Bob) Sifer, executive director of the National Coin Machine Distributors Association, on the possibility of holding a session or meeting for distributors during the next MOA convention. Such a meeting would be a big boost to MOA attendance in that distributors generally serve as a strong catalyst for more operator attendance.

Seeburg Vending Sales Top Phonos

CHICAGO — The Seeburg Corporation's annual report, issued this week, disclosed that the company had sales of $51,051,415 in fiscal 1962, compared with only $35,277,00 in 1961.

Fully taxed earnings were $1,546,310, equal to 31 cents a share last year. A year earlier they were $591,145, equal to 31 cents a share.

Vending sales rose from $122,200,000 to $24,300,000, and automatic phonograph sales jumped from $16,800,000 to $20,600,000.

This marked the first time in the history of the company that vending sales topped juke box sales.

The Right to Know
Continued from page 42

date. This is understandable. Convention plans take time, more time than the three short months remaining to the May date.

The point is that MOA is a national association, serving juke box operators throughout the country. These operators, if not the entire coin machine industry, have a right to know if a convention is to be held. And they have a right to know what the association plans to do about its future.

MOA can do a service to the industry by opening its book of procedures. Manufacturers could also do the industry a service by telling just how they stand regarding MOA. WILL MOA get their support? If so, what does the association have to do to get this support? If not, specifically why?

The coin machine industry needs a national association. MOA can fill that need. Operators now deserve to know if it can—and if it will.

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PHOTO GALLERY OF
Newsmakers

JUNO LIFT: Special "Jumbo" film prop is hoisted atop Hollywood-era Music City as part of special train with Columbia album. Movie is current musical hit. Use of the heavyweight (3,000-pound) prop was brainstorm of Columbia's Ted Rosenberg, who arranged deal with Music City's Ethan Castron. Store is at Sunset and Vine.

NASHVILLE SCENE: Teresa Brewer, accompanied by Bill Monroe, her husband-manager, and Mercury's Shelby Singleton, arrives at Nashville airport for thirteenth wax session.

CHUBBY HONORED: Chubby Checker examines special U.S. Committee for UNESCO award given to singer and Station WNCR for successful fund-raising campaign. At right, B. Peter Drouss, WNCR president, joins singer in reading citation. Chick is Durkman Kere, of United Nations, who presented award.

GOING STEADY: Youthful singers Paul and Paula, heard on Phillips, are promoting new teen fad with going-steady sweaters which feature hash marks; one for each month couple has gone steady. Duo is currently on charts with "Hey, Paula" single.

BIG SENDOFF: Recent kick-off of 15,000-watt WESC, Greenville, S. C., was highlighted by special parade featuring half dozen auto models, Dixieland band, new suits, etc. Station gave away 6,600 records to fans in three-hour parade.

LONDON FESTIVITIES: Leaders of British record industry met recently with visiting Billboard execs at cocktail party to launch new publication color format. In first photo: Bob Creal, Derek, L. G. Wood, EMI Records; Frank Luppino, Billboard International director. Second photo: Luppino; Ruth Prowse, chairman Gramophone Record Retailers Association; Morris Levy, Oriole Records; Sunny Lewis, Ria Records; Marcel Rodd, Sage Records. Third photo: Dan Ward, correspondent for New Musical Express; Teddy Holmes, director of Chappell's; Walter Wayton; Norman Lomax, World Record Club. Host was Arthur Ross, Billboard European director.